



## **Golborne Road Advisory**

### **CASE STUDY 001 | Client: Balosh Integrated Services**

#### **Challenge**

Balosh Integrated Services, one of the largest access control and car park operators in Nigeria, in line with its goal of providing market leading services across the continent of Africa sought the rights to serve as operator of the car park of Bole International Airport in Addis Ababa, Ethiopia.

Kayode Adegbola was briefed to assist Balosh Integrated Services in satisfying all the requirements needed for it to successfully put in a bid to act as operator of the car park as the submission date wound down.

#### **Approach**

Cognizant of the significantly positive impact the proposed object of business would have for Balosh's operations, he leveraged on his contacts and knowledge of the contemporary regulatory regime and ensured that Balosh's application process was seamless.

With his hands-on approach and extensive experience liaising with various government agencies and stakeholders, Mr. Adegbola was able to secure the authentication of relevant documents from the Ministry of Foreign Affairs, alongside the authorization of the Ethiopian Embassy in Nigeria. Apart from the above, through his wide-reaching network across the continent, he was able to connect Balosh with a technical partner in Ethiopia to assist it with its proposed entry into the country.

#### **Testimonial**

"...I will not hesitate to recommend Kayode for his strategic advisory role in local and international tenders, and contracts and commercial agreements. I was very impressed by his fast pace, high level of accuracy and extensive network."

Roy Oshinbolu, MD/CEO - Balosh Integrated Services.