Other Agency Assistance

International Aid BOS
14 – 21 November 2016

Austrade
DFAT Development Cooperation
Doing Business with DFAT
A Guide to DFAT’s Procurement Policy Framework

Contracting Services Branch (November 2016)
About DFAT

- One of the Government’s major purchasers of goods and services
- Responsible for implementing the Government’s foreign, trade and aid policies
- Provides foreign, trade and development policy advice to the Government
- Operates across a network of state offices and overseas posts
Who We Partner With

- Whole of Government Organisations
- Private Sector
- Bilateral Partners
- Multilateral Organisations
- Non-Government Organisations (NGOs) and Civil Society
- Commercial Contractors (can include small companies and/or individuals)

DFAT’s InnovationXchange seeks new partners, expertise and networks to develop proposals for new innovative investments that address development issues
Winning DFAT Business
What Does DFAT Purchase?

- Goods and services to support foreign, trade and development policy, negotiation of international agreements, delivery of the aid program, and provision of consular assistance

- Corporate tenders (e.g. equipment and supplies, security and maintenance, property and construction)

- Aid program tenders (mainly services-based procurements with a focus on project implementation and management)
Tendering for DFAT Procurements

- All open approaches to market and tender documents are published on [AusTender](https://aus.tender).

- See DFAT’s [Annual Procurement Plan](https://www.dfat.gov.au) for details of significant planned procurement opportunities for each financial year.

- See DFAT’s [Business Notifications](https://www.dfat.gov.au) page for announcements of upcoming opportunities, events, and consultations.

- Updates on status of current tenders can be found on DFAT’s [Status of Current Procurement Tenders](https://www.dfat.gov.au) page.
Tendering for DFAT Procurements

- Be informed about the country, project, processes and competition
- Identify local partners/possible associations in-country
- Understand local customs, laws and markets
- Directly address the selection criteria - note weightings provided
- Consider opportunities for innovative methodology/ies
- Resource the task adequately and price appropriately
Laws, Rules, Guidelines and Policies

- Contractors undertaking aid activities must comply with Australian laws that may apply to the delivery of development aid to foreign countries, including Work Health and Safety legislation.

- Refer to the DFAT website for details of the rules, guidelines, codes and DFAT policies which contractors are required to comply with.
Debriefs

• Following tender selection, all tenderers are informed of the tender decision

• Unsuccessful suppliers can request a debrief detailing the reasons their submission was not successful

• Provide transparency and accountability in relation to the Department’s selection processes

• Can assist to improve the quality of future tenders
Further information


- For any queries email: [contracts@dfat.gov.au](mailto:contracts@dfat.gov.au)

- Most of our complex procurements have briefings – the date/venue is in the RFT document – come along!
Asia Infrastructure Investment Bank (AIIB)
Asia Infrastructure Investment Bank

57 Members of the Bank

Cooperates with existing MDB’s

US$100 billion authorized capital

loans & equity investment guarantees and technical assistance

Australia Unlimited
To foster sustainable economic development, create wealth and improve connectivity in Asia

- Focus areas: Energy and power, transportation and telecommunications, rural infrastructure and agriculture development, water supply and sanitation, environmental protection, urban development and logistics.

- Consulting Services Recruitment Notice (CSRN) provides detailed information on the consulting services required for AIIB’s operations.

- The CSRN includes the terms of reference and is posted on AIIB's website for at least 7 days for individual consultants and 15 days for firms before shortlisting.

- [www.aiib.org](http://www.aiib.org)
Next steps & Follow-up activities

Austrade Jakarta & Manila
Indonesia Development Plan

President Joko “Jokowi” Widodo’s Nawacita

• Nine priorities agenda of the new administration
• Economic focus on 5 strategic issues:
  – Improving provision of basic infrastructure
  – Water, food and energy security
  – Strengthening national connectivity
  – Urban mass transportation system development
  – Improving efficiency and effectiveness in infrastructure financing
• Practical implementation in RPJMN 2015 – 2109 (Medium Term Development Plan)
• ODA agencies and multilaterals synchronizes their Indonesian priority with RPJMN

All strategic issues relates to infrastructure
ODA in Indonesia

Bilateral ODA in Indonesia

Gross Bilateral ODA, 2013-2014 average

<table>
<thead>
<tr>
<th>Top Ten Recipients of Gross ODA (USD million)</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>1. Myanmar</td>
<td>4,171</td>
</tr>
<tr>
<td>2. Afghanistan</td>
<td>4,164</td>
</tr>
<tr>
<td>3. India</td>
<td>3,029</td>
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<tr>
<td>4. Viet Nam</td>
<td>2,902</td>
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<tr>
<td>5. Indonesia</td>
<td><strong>2,061</strong></td>
</tr>
<tr>
<td>6. Kenya</td>
<td>1,952</td>
</tr>
<tr>
<td>7. Ethiopia</td>
<td>1,950</td>
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<tr>
<td>8. Pakistan</td>
<td>1,896</td>
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<tr>
<td>9. Tanzania</td>
<td>1,799</td>
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<tr>
<td>10. Syrian Arab Republic</td>
<td>1,688</td>
</tr>
</tbody>
</table>

Bilateral ODA in Indonesia

Top Ten Donors of Gross ODA for Indonesia, 2013-2014 average, USD million

Japan: 769.0
Australia: 506.1
Germany: 231.3
United States: 218.6
France: 114.7
Global Fund: 72.9
EU Institutions: 46.0
United Kingdom: 36.8
Netherlands: 35.8
Korea: 34.4

Foreign Assistance in Indonesia

Small but important entry point

• Foreign assistance is treated as complementary to national budget
• Indonesia law limits foreign assistance to a maximum of 3% of national budget
• Mostly utilised for preliminary studies of projects
• A good entry point for service providers, i.e.: payment security, familiar tendering process, working with local stakeholders
## Foreign Assistance in Indonesia

<table>
<thead>
<tr>
<th>Focus areas</th>
<th>JICA</th>
<th>DFAT DC</th>
<th>USAid</th>
<th>BMZ</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Education</td>
<td>Economic institutions and infrastructure</td>
<td>1. Democratic governance</td>
<td>1. Energy and climate change</td>
<td></td>
</tr>
<tr>
<td>2. Health</td>
<td>Human development</td>
<td>2. Essential human services</td>
<td>2. Inclusive growth</td>
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<tr>
<td>4. Agriculture</td>
<td></td>
<td>4. Science, technology and innovation</td>
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<td>5. Environmental</td>
<td></td>
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<td>6. Governance</td>
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<td>7. etc.</td>
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## Foreign Assistance in Indonesia - continued

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<thead>
<tr>
<th></th>
<th>JICA</th>
<th>DFAT DC</th>
<th>USAid</th>
<th>BMZ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Major projects/programs</strong></td>
<td>MRT Jakarta</td>
<td>Australia Award Scholarship, Indonesia Infrastructure Initiative</td>
<td>Indonesia Urban Water, Sanitation and Hygiene (IUWASH)</td>
<td>Energising Development Indonesia, Sustainable Urban Transportation Improvement</td>
</tr>
<tr>
<td><strong>Commitment value</strong></td>
<td>Loan value ¥ 75 billion</td>
<td>2016-17 ODA A$ 365 million</td>
<td>2017 planned: US$ 179 million</td>
<td>- € 43 million TA by GIZ</td>
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<td></td>
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<td>- € 512 million loan by KfW</td>
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How can Austrade help Australian Consultants and Companies **win projects** at the Asian Development Bank, Multilateral Development Banks (MDB) and International Aid Agencies?
1. Raise awareness on opportunities & how to do business with MDB’s.

- IA Business Opportunities Seminars in Australia - November 2016
- Australian Consulting Services Mission to the ADB Business Opportunities Fair (Manila and Jakarta) - March 2017 (4th week)
2016 Australian Consulting Services Mission to ADB-BOF

- Organised briefings with representatives from other multilateral organisations including the World Bank, USAID, GIZ, DFAT, Devex, executing agencies and local contractors
- Facilitated over 80 one-on-one meetings
- Arranged knowledge-sharing sessions with ADB officers
- Hosted joint networking cocktail reception with Embassies of Canada and Netherlands to promote partnerships between consultants and building of networks in the Bank
2. Make sure that IA’s and MDB’s understand Australian capabilities

- **Brown/Green bag sessions**
- **Tailored visit programs**
How can Austrade help further

• Your trusted partner in market
• Identify actionable opportunities and customers in market
• Interpret the business climate, local commercial practice, and provide language support.
• We can develop a visit/contact program for you as well as ongoing in market assistance in establishing your business presence.
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