Experiences in International Development from the region

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Cardno’s experiences in International Development from the region

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01 Introduction
01 Introduction to Cardno

- Cardno (ASX:CDD) is a professional infrastructure and environmental services company
- Provide services in planning, design, manage and deliver sustainable projects and community programs
- Employs 5,900 staff in over 130 offices working on projects in more than 100 countries.
- APAC: Permanent offices in Philippines, Indonesia, Myanmar, Singapore, Timor Leste and PNG. Projects in Vietnam, Cambodia and Thailand
- Headquarters in Brisbane, Australia
Our experiences with ADB and DFAT in Indonesia and Philippines
01 Cardno in Indonesia

• Active in Indonesia for over 40 years
• Permanent office with a licensed Indonesian entity
• Currently 26 full time corporate staff, around 150 project staff
• Major portfolios: Infrastructure, Education, Governance, Decentralisation, Law and Justice, Disaster Risk Reduction and Social Protection
• Managed the DFAT (then AusAID) funded Basic Education Partnership for over 10 years- school construction (1,700), schools systems quality improvement, Islamic education system strengthening
01 Cardno in Philippines

- Active in Philippines since 2012
- Permanent office with a Philippines entity
- Currently 70 corporate staff with international development, engineering and value center team
- Major portfolios: Basic Education Sector Transformation (DFAT), Basic Education Assistance for Muslim Mindanao (DFAT)
ADB Portfolio

> Where do we work for ADB?
  - Indonesia, Nauru, Tuvalu, Vanuatu, PNG

> Our portfolio of projects.
  - Total 9 projects with total fee of USD 15 million
  - Projects in the roads, ports and transportation multimodal
03 Pragmatic Tips
Pragmatic Tips

> Longer term view of investment

> Network
  - To understand opportunities better
  - To explore partnership opportunities
  - To understand the sector

> Starts small, be focused

> Understanding the client is key – Procurement, Policies, Priorities

> Understand the key risks – transparency

> Understand and play to your strength – how can you fill in the expertise gap?

> Where do you start?
Opportunities with KIAT
Opportunities in Indonesia Australia Partnership for Infrastructure

> What is KIAT?
  - DFAT funded infrastructure program- Focus on Policy, Planning and Delivery of infrastructure in Indonesia.
  - $300m AUD over 10 years.

> How much business did we do under IndII?
  - 15 subcontracts, combined TCV of $35m AUD.

> How did this benefit us?
  - Understanding of the sector- opportunities and challenges
  - Understanding client priorities
  - Understanding key personnel and organisations

> Opportunities under KIAT?
  - 2 large roads activities due to be released before the end of 2017, focus on roads planning and asset management systems
  - Potentially a Water and Sanitation program focused around survey indexing.
  - More information through the website which will be developed- launch around August.
Summary and useful contacts

> Peter Knee – Country Manager, Philippines (peter.knee@cardno.com.au)
> Robert Anscombe – Contractor Representative, KIAT (robert.anscombe@cardno.com)
Thank you

For more information

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