International Aid Business Opportunities
• Design and construct experience in Water and Wastewater
• Relatively Small Team with Directors & Staff with International Experience & Allied Company with AusAID DFAT History
• Approx. 50% / 50% Mix National International

• AID Focussed infrastructure company carrying out management and fixed price contracts through the Pacific and Asia (DFAT, MFAT World Bank, ADB) All International Work.
Sewer Plants and Pump Stations
Australian Based Projects – CCB
How we started - ADB

- Attended Seminar
- Followed tender opportunities – bank web site and international tender
- Focussed on specific geographical areas
- Identified Specific Tenders that Match Experience & Expertise
- Bid, Won and completed Water projects
  - ( Micronesia Chuuk and Weno – Sri Lanka )
- Formed contacts at the bank – Attend the Manila Fair
- Follow the same repeat path extending to World Bank
Current Multilateral Donor Funded Projects

- Pohnpei (Micronesia) O & M ADB/USG $1.1 M
- Solomon Islands Water Pipelines DFAT $3.1 M
- Solomon Islands Water Storages DFAT $1.9 M
- SI – Munda Airport Fire Facility MFAT $2.1 M
- Kiribati Sanitation (ADB) $8.1 M
- Kiribati Outfalls (ADB) $3.5 M
- Kiritimati Aviation Facility (WB) $6.9 M
- Kiritimati Water Distribution (WB) $2.8 M
- Tarawa Aviation Facility (WB) $6.5 M
- Tuvalu Aviation Facility (WB) $5.7 M

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Total: $41.7 M
Tenders & Contracts

- Extremely Rigid tendering process – Two Part – Two Envelope – Single Envelope etc.
- Well developed systems but need to know them
- FX considerations – bid in currency of delivery / hedging / payment mechanisms
- Bid Bonds / Conditions of Payment - EFIC
- Contract Conditions – relevant to location
- Long gestation periods for Initial design - tender - project
Current Projects

Tuvalu New Airport Terminal

1st Pour - Kiribati Airport Terminal
Kiritimati Fresh Water Supply
Kiribati Sanitation Project (ADB)

Features
- Client based offshore
- Local Partners
- International Development context
- Logistics
- Foreign Exchange
- Workforce capability
Development Projects

- Offshore Client – Developing country
- Access to resources both technical and material may be limited
- Contract will often be administered by technical consultant
- Perspective on time
- Relative Scale – Visibility
Challenges

- Foreign Exchange Management – 83c - $1.04
- Access to local partners / look harder for technical support
- Competitiveness in a market dominated by India and Asia / know your strength /
- Prequalification Criteria / look at technical edge /
- ADB & World Bank Payment - Beauracratic – Process over program
- Logistics and Environment -
- Staff – Travel / interest / demands
- Work & Business Permits
- Difficult Projects requiring planning and attention to methodology
- Business Partners – EFIC, ANZ, Austrade,
Challenges

Land Tenure Issues

Geographic Challenges
Opportunities

• Very Interesting projects focusing on practical solutions
• Different evaluation criteria for solution – one off capital expenditure more focused on the practical and maintenance aspects than cutting edge
• Margins if you manage risk can be higher
• Steady repeat client looking for strong implementation partners
• Australian involvement and networks on the consulting side
• Australian Connections within the bank
• Diversification of income stream
Electrofusion Pipe Welding Training
Solomon Islands

Pouring Tank Slabs
Kiritimati

Pipe Laying – Honiara
Why Do it Anyway
Sustainability Goals