OUR EXPERIENCES WITH THE WORLD BANK, ADB AND AUSAID

indra
Background

- Indra Australia Pty Ltd is headquartered in Sydney, Australia, and employs **120 professionals**, mainly in **Air Traffic, Defence, Transportation and Energy** sectors.
- Our facility in Homebush West engineers and manufactures air navigation systems to customers **around the world**.
- Our mother company, Indra Sistemas, is a global IT company with more than **44,000 employees**, **4.5bn$** in revenues and projects in more than **160 countries**.
Latest projects with World Bank (WB), Asian Development Bank (ADB) and AusAid Financing

- **Papua New Guinea HF Deployment Project**
  - **Customer** PNG Airservices
  - **Scope** Design, Installation and putting into Operation of an Aeronautical High-Frequency (HF) Radio Station at Nadzab Airport (Lae).
  - **Contract Value** 12 million USD
  - **Finance** ADB and Local

- **Papua New Guinea MSSR Replacement Project**
  - **Customer** PNG Airservices
  - **Scope** Design, Installation and putting into Operation of a new Mode S Secondary Surveillance Radar at Port Moresby Airport.
  - **Contract Value** 7 million USD
  - **Finance** ADB and Local
Latest projects with World Bank (WB), Asian Development Bank (ADB) and AusAid Financing cont.

- **Papua New Guinea VHF1 Project**
  - **Customer** PNG Airservices
  - **Scope** Design, Installation, Training and putting into Operation of a nationwide Aeronautical VHF Communication System
  - **Contract Value** 7 million AUD
  - **Finance** AusAid

- **Pacific Aviation Investment Project (PAIP) ADS-B Deployment**
  - **Customers** Tonga, Vanuatu, Samoa, Kiribati and Tuvalu
  - **Scope** Design, Installation, Training and putting into Operation of 7 ADS-B Stations at 7 different sites in 5 countries
  - **Contract Value** 1 million AUD
  - **Finance** World Bank
Positives

- The World Bank, ADB and AusAid Finance Packages allow for critical investments to countries where financing is otherwise difficult or impossible.
- Enables safe air travel
- Promotes development of economies
Challenges - in Tender Phases

- Often complex tendering processes. Tenders published on a range of websites. Subscription fees apply.
- Non-negotiable Contractual terms and conditions seem to be aimed at large civil works projects and not suited for smaller technology projects.
  - No letters of credits
  - Poor payment terms for suppliers
- Contract Awards seem to be dictated by face value price, only.
- No preference to local experienced suppliers seems to be given.
Challenges - in the Project Phases

- Contract variations are lengthy affairs
- Payments in general take longer than expected
- Adds complexity to project
Summary

- Provides valuable financing
- Challenging contractual terms and conditions
- Price seems to be everything