



# **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



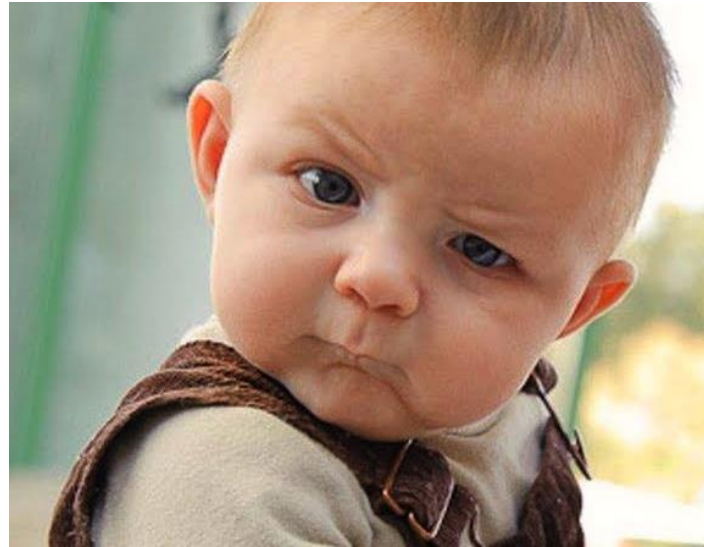
- The World Bank, ADB and AusAid Finance Packages allow for critical investments to countries where financing is otherwise difficult or impossible.
- Enables safe air travel
- Promotes development of economies

# 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

Add Country

Indra's role in the operation Prime Contractor v

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Customer

End Customer\* Civil Aviation Authority of the Philippines

Customer's Country\* Philippines Metacustomer \* Civil Aviation Autl

Funded by World Bank/European Funds/Other Banks Multilateral Project

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





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