Pursuing ADB projects – a managing contractor’s perspective

Kristen Martins – Executive Manger, New Business
Established in 1991, we are a project management company which specialises in the management of international development, scholarship, and volunteer programs.

We have an extensive off-shore network across the Asia Pacific Region, an organisational presence in over 30 countries globally, and currently manage a significant portfolio of Australian Federal Government and other client funded programs.
Adelaide Based - Global Reach

**EAST & SOUTHEAST ASIA**
Cambodia, China, Hong Kong, Indonesia, Japan, Korea, Laos, Malaysia, Mongolia, Myanmar, Philippines, Singapore, Thailand, Vietnam

**SOUTH ASIA**
Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan, Sri Lanka

**PACIFIC**
Federal States of Micronesia, Fiji, Kiribati, Nauru, Palau, Samoa, Solomon Islands, Republic of the Marshall Islands (RMI), Tonga, Tuvalu, Vanuatu
The ADB from a contractor perspective

- Expand & diversify our client base and project portfolio
- ADB a good fit given our existing operations & capability
- We have relevant sectoral & geographical experience
- Shared Values
- The “D” in ADB!
Pursuing ADB work

• Competition is strong and margins might initially seem modest

• Learn about ADB and its projects, policies, guidelines

• **Be patient** - it’s a hard slog

• Find partners and people

• TA v LOAN/GRANT considerations

• Choose opportunities selectively

• Pay attention to **detail**

• Visit key stakeholders

• Prepare for limited feedback
Our ADB portfolio

Current:

TA-8984 PHILIPPINES: Nationwide Rollout of JobStart Philippines

Recently Completed:

TA-8634 MYANMAR: Skills Development for Inclusive Growth

TA-8712 BHUTAN: Institutional Strengthening for Skills Development

TA-7995 KIRIBATI: Strengthened Public Financial Management

TA-8281 CAMBODIA: Strengthening TVET II, Cambodia

TA-8335 PHILIPPINES: Employment Facilitation for Inclusive Growth
Summary

• Be patient and plan
• Research and find partners
• Don’t expect immediate success