

# Pursuing ADB projects – a contractor's perspective

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# Scope Global

We enable people to positively change their world through the delivery of international education, training and development programs across Australia and the Asia Pacific Region

We estimate that since 1991, we have enabled over 95,000 people to positively change their world

We have a significant portfolio of Australian Federal Government and other client funded programs



MORE THAN  
**375**  
PERSONNEL

INCLUDING

**87**  
EMPLOYEES  
BASED IN  
ADELAIDE



YOUNG DYNAMIC  
CULTURALLY DIVERSE

OVER 50% ARE  
**35-40**  
YEARS OLD

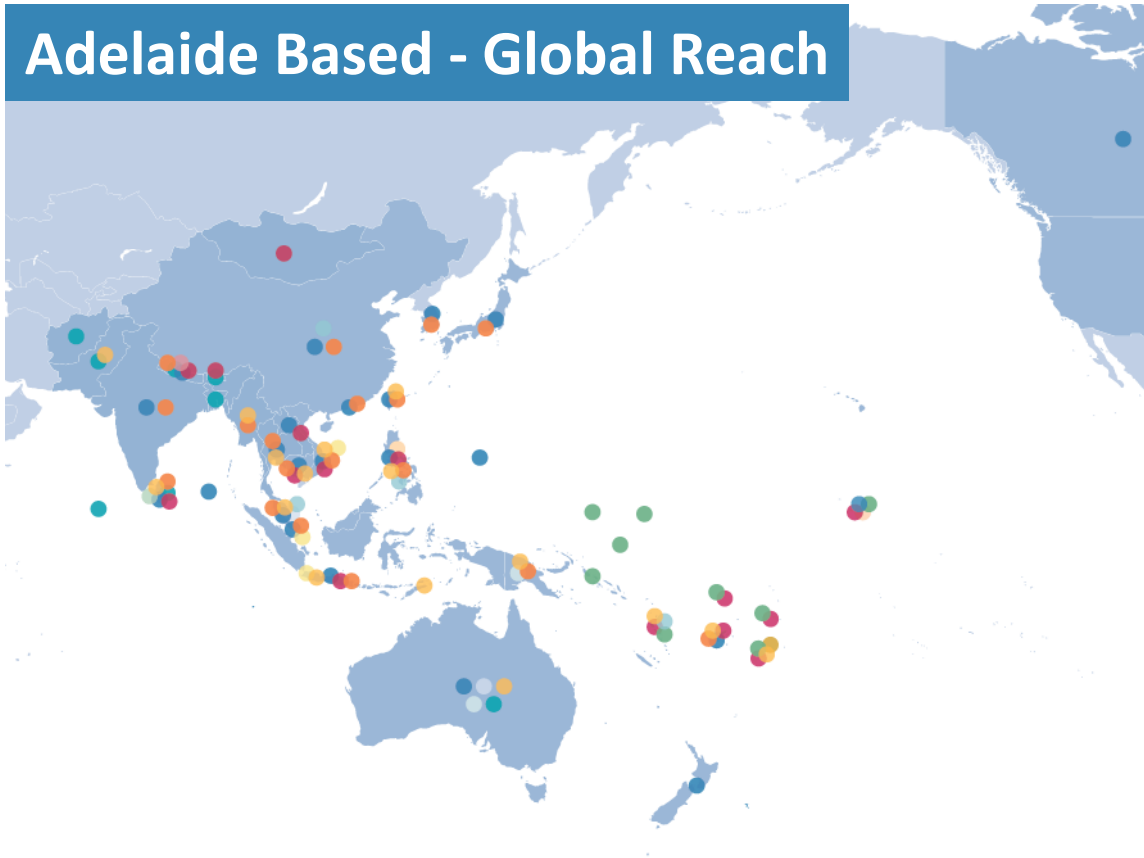


**75%**  
FEMALE



**25%**  
MALE

## Adelaide Based - Global Reach



# 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!

The ADB logo consists of the letters 'ADB' in a white, serif font, centered on a dark blue square background.

# 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



# Our ADB portfolio



## Current:

TA-8984 PHILIPPINES: Nationwide Rollout of JobStart Philippines

## Recently Completed:

TA-8712 BHUTAN: Institutional Strengthening for Skills Development

TA-8634 MYANMAR: Skills Development for Inclusive Growth

TA-8335 PHILIPPINES: Employment Facilitation for Inclusive Growth

TA-8281 CAMBODIA: Strengthening TVET II, Cambodia

TA-7995 KIRIBATI: Strengthened Public Financial Management

# Summary

- Be patient and plan
- Research and find partners
- Don't expect immediate success



Questions?



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