Pursuing ADB projects – a contractor’s perspective

Tim Kleinig – Business Development Manager, 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.
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!
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?