



# Doing Business with the Multilaterals & Donors

# How we started - ADB

- Attended Seminar
- Followed tender opportunities – bank web site and international tender
- Focussed on specific geographical areas
- Identified Specific Tenders that Match Experience & Expertise
- Bid, Won and completed Water projects
  - ( Micronesia Chuuk and Weno – Sri Lanka )
- Formed contacts at the bank – Attend the Manila Fair
- Follow the same repeat path extending to World Bank

# Current Multilateral & Donor Funded Projects

## Recent (\$40 Mill)

• Pohnpei WWTP Operations	ADB/US	\$1.1 M	
• Solomon Islands Water Pipelines		DFAT	\$3.1 M
• Sri Lanka Colombo Pump Stations		ADB	\$11 M
• Solomon Islands Water Storages		DFAT	\$1.9 M
• SI – Munda	Airport Fire Facility	MFAT	\$2.1 M
• Kiribati Sanitation		(ADB)	\$ 8.1 M
• Kiribati Outfalls		(ADB)	\$ 3.5 M
• Kiritimati Water Distribution		(WB )	\$ 2.8 M
• Tuvalu Aviation Facility – Tuvalu		(WB )	\$ 5.7 M

## Current ( 58 M)

• Kiritimati Aviation Facility		( WB)	\$ 6.9 M
• Tarawa Aviation Facility		( WB)	\$ 6.5 M
• Tarawa Coastal Protection - Kiribati		(WB )	\$ 2.4 M
• Ebeye Water & Wastewater – Marshall		DFAT/ADB \$	\$ \$ 12 M
• Gizo Market Upgrade - SI		DFAT	\$3.3 M
• Nauti School - Tuvalu		DFAT/TG	6.2 M
• Pacific Islands Embassy Upgrades		DFAT	\$15.5 M
• Honiara MPH		MFAT	6.1 M

## Pipeline ( 200 M)

• Auki Water Distribution		ADB	\$3 M
• Solomon Islands Water		ADB / WB	\$60 M
• Indonesia – Pelambang Waste Water Plant		ADB DFAT	\$ 40 M
• PNG Disaster Works		DFAT	\$10 Mill
• Kiribati Water & Sanitation		ADB / World B	\$40 Mill

# Challenges

- Foreign Exchange Management – 83c - \$1.04
- Access to local partners / look harder for technical support
- Competitiveness in a market dominated by India and Asia / know your strength /
- Prequalification Criteria / look at technical edge /
- ADB & World Bank Payment - Bureaucratic – Process over program
- Logistics and Environment -
- Staff – Travel / interest / demands
- Work & Business Permits
- Difficult Projects requiring planning and attention to methodology
- Business Partners – EFIC, ANZ , Austrade,

# Why Do it Anyway

## Sustainability Goals

