Doing Business with the Multilateral & 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 - Beauracratic – 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