

International Development Opportunities Seminar

Practical Tips and Sharing of
Experience



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Indra is a Global Technology Company



Indra Sistemas is a global technology company that in 2018 returned a revenue of 3.1bn EUR (5bn AUD) with 43,000 employees, a local presence in 46 countries and business operations in over 140 countries.

Indra's 2018 Research, Development and Technological Innovation activities was equivalent to 7% of total sales.

Indra Australia is based in Sydney and employs 120 professionals delivering programs in Air Traffic Management, Defence, Transportation and Energy Sectors.

At our facility in Homebush West we engineer and manufacture Air Navigation Systems for international customers.

Indra Australia is an Air Traffic Management hub, engineering and manufacturing Air Navigation Systems

Projects with the World Bank, Asian Development Bank and AusAid Financing

1. Papua New Guinea HF Deployment Project

- Customer: PNG Airservices
- Scope: Design, Install and Commission an Aeronautical High Frequency (HF) Radio Station at Nadzab Airport, Lae
- Contract Value: 12m USD
- Finance: ADB and Local



2. Papua New Guinea Secondary Surveillance Radar Replacement

- Customer: PNG Airservices
- Scope: Design, Install and Commission a new Mode S Secondary Surveillance Radar at Port Moresby Airport
- Contract Value: 7m USD
- Finance: ADB and Local



Indra Australia is delivering Air Traffic Management and Airport Systems to the Pacific Islands

Projects with the World Bank, Asian Development Bank and AusAid Financing

3. Papua New Guinea VHF1 Project

- Customer: PNG Airservices
- Scope: Design, Install and Commission a national Aeronautical Very-High-Frequency (VHF) Communication system
- Contract Value: 7m AUD
- Finance: AusAid



4. Pacific Aviation Investment Program (PAIP) Automatic Dependent Surveillance (ADS-B) Receiver Deployment

- Customers: Kirbati, Samoa, Tonga, Tuvala and Vanuatu
- Scope: Design, Install and Commission 7 ADS-B stations across 5 countries
- Contract Value: 1m AUD
- Finance: WB



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Projects with the World Bank, Asian Development Bank and AusAid Financing

5. Samoan Aviation Investment Program Airfield Lighting, Power Systems and Air Traffic Control Equipment

- Customer: Samoa Airport Authority
- Scope: Design, Install and Commission Airfield Lighting, Power Systems and Air Traffic Control Equipment at Faleolo Airport
- Contract Value: 5m AUD
- Finance: WB



Indra Australia is delivering Air Traffic Management and Airport Systems to the Pacific Islands

We Have Learnt to Expect . . .

- The work we are engaged in is supporting important infrastructure development through critical investment where financing would be otherwise difficult or impossible
- State oversight gives us confidence of in-country support and safe travel
- Complex tendering process sometimes uses multiple websites accessed by subscription fee
- Non-negotiable contractual terms and conditions similar to large civil works projects applied to smaller technology projects
 - Lengthy contracts
 - No letters of credits
 - Poor payment terms for suppliers



We Have Learnt to Expect

- Contract Award determined primarily by face value price
- Little preference given to local, experienced suppliers
- Managing the contract is a complex process requiring dedicated stakeholder management
 - Contract variations incl. Extension of Time Requests
 - Payment claims
 - Payment receipt

Project success is much more than winning the tender process

indra
At the core