Reeves Envico

Doing Business with the Multilaterals & Donors

Simon Gorman
How we started

• 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
Recent Multilateral & Donor Funded Projects

Recent (3-4 Yrs) ($51 Mill)

- Pohnpei WWTP Operations, ADB/US
- Solomon Islands Water Pipelines, DFAT
- Sri Lanka Colombo Pump Stations, ADB
- Solomon Islands Water Storages, DFAT
- SI – Munda Airport Fire Facility, MFAT
- Kiribati Sanitation, (ADB)
- Kiribati Outfalls, (ADB)
- Kiritimati Water Distribution, (WB)
- Tuvalu Aviation Facility – Tuvalu, (WB)
- Kiritimati Aviation Facility, (WB)
- Tarawa Aviation Facility, (WB)
- Tarawa Coastal Protection - Kiribati, (WB)
- Gizo Market Upgrade - SI, DFAT
Current Multilateral & Donor Funded Projects

Current (45 M)
- Ebeye Water & Wastewater – Marshall DFAT/ADB
- Nauti School - Tuvalu DFAT/TG
- Pacific Islands Embassy Upgrades DFAT
- Honiara MPH Solomon Is MFAT
- Auki Water Distribution Solomon Is ADB
- PNG Health Centre PNG DFAT

Pipeline (150 M)
- Solomon Islands Water ADB / WB
- Indonesia – Pelambang Waste Water Plant ADB DFAT
- PNG Disaster Works DFAT
- Kiribati Water & Sanitation ADB / WB
Challenges & Opportunities

- Foreign Exchange Management – 67c - $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 - Beauracritic – Process over program
- Logistics and Environment -
- Staff – Travel / interest / demands / Health
- Work & Business Permits
- Difficult Projects requiring planning and attention to methodology
- Business Partners – EFIC, ANZ, Austrade,
Why Do it Anyway
Sustainability Goals