

Reeves Envico



Doing Business with the Multilaterals & Donors

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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 - Beauracracic – 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

