

# International Development Opportunities Seminar

## VicRoads (Part of the Department of Transport)

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# About VicRoads International

- ❑ Operates on behalf of the state government
- ❑ Managed 90 projects across 25 countries
- ❑ Clients include ADB, The World Bank, various governments and commercial entities
- ❑ Specialty areas include road safety, intelligent transport systems, asset management
- ❑ Focus has been on capacity building and institutional strengthening:
  - ❑ Strategic advice
  - ❑ Training and workshops
  - ❑ Evaluation of policy frameworks and strategies.

# Case Study

## Cambodia – Institutional Strengthening In Cambodia.

### Project Objectives

- ❑ Support the development of a range of strategic frameworks and creation of a business process for effectively managing the country's road assets.
- ❑ Assisting with the implementation of a Human Resources Development Plan and equipping government personnel to manage the country's road assets.
- ❑ Putting in place systems to reduce the frequency of overloaded vehicles.

### Project Outcomes

- ❑ Established financial resources required for the road sector until 2025 and identified opportunities for funding beyond this time.
- ❑ Updated the department's Human Resource Development Plan and improved capacity for gender equality
- ❑ Improved the internal calibration process for weigh scales used to measure vehicle axle loads
- ❑ Developed recommendations for technologies that can be used to cut the rate of vehicle overloading to reduce damage to Cambodia's roads.

## Practical Tips for Success.

- ✓ Know and understand ADB priorities.
- ✓ Visit ADB HQ from time to time.
- ✓ Study country partnerships plans.
- ✓ Register on ADB website and monitor regularly for opportunities (CMS)
- ✓ Build partnerships and/or consortiums (both in Aus and offshore).
- ✓ Invest in a good bid writer preferably someone with ADB experience
- ✓ Put together a strong technical proposal.
- ✓ Ensure you highlight performance in technical performance.
- ✓ Once project is secured, perform strongly and meet clients expectations.