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.