



# Case Study:

## Reeves International / CCB Envico



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# INTERNATIONAL DEVELOPMENT OPPORTUNITIES

**SIMON GORMAN**  
Managing Director  
CCB Envico & Reeves International

*Funafuti, Tuvalu*



# Buildings



## REEVES INTERNATIONAL

Reeves is an internationally-focused construction company. It has successfully delivered Overseas Development Assistance (ODA) infrastructure projects in Asia and the Pacific Region for the past thirty-five years including a wide range of Government public infrastructure projects for Education, Health, Environment, Airport, Embassies / Consulates, Offices and Justice facilities.

We are specialists in delivering projects where operating conditions may include a fledgling construction sector, difficult and remote locations.

# Environment



## CCB ENVICO

Specialising in **Civil Water Infrastructure**, CCB Envico is a specialist construction contractor engaged in the design, construction, and commissioning of facilities for Government and private industry.

CCB Envico has capabilities with the design, construction and commissioning of: Operable Water & Sewerage Treatment Plants, Aeration and/or Filtration, Pumping stations, Water Retaining Structures, Inlet Works and Screening, Sludge Handling, SCADA, Pipelines and associated civil infrastructure.

# WHY INTERNATIONAL DEVELOPMENT WORK



- Pacific Step Up
- Opportunities in Asia
- Australian companies have plenty to offer
- Challenging and Rewarding Work
- Water, Transport, Education, Climate Change, Emergency Response
- Opportunity to make an impact

# HOW DID WE TAP OPPORTUNITIES

Attendance in seminars

Subscription in tender platforms and bank web sites

Focus on specific geographical areas

Relationship building with partners and subcontractors & Govt

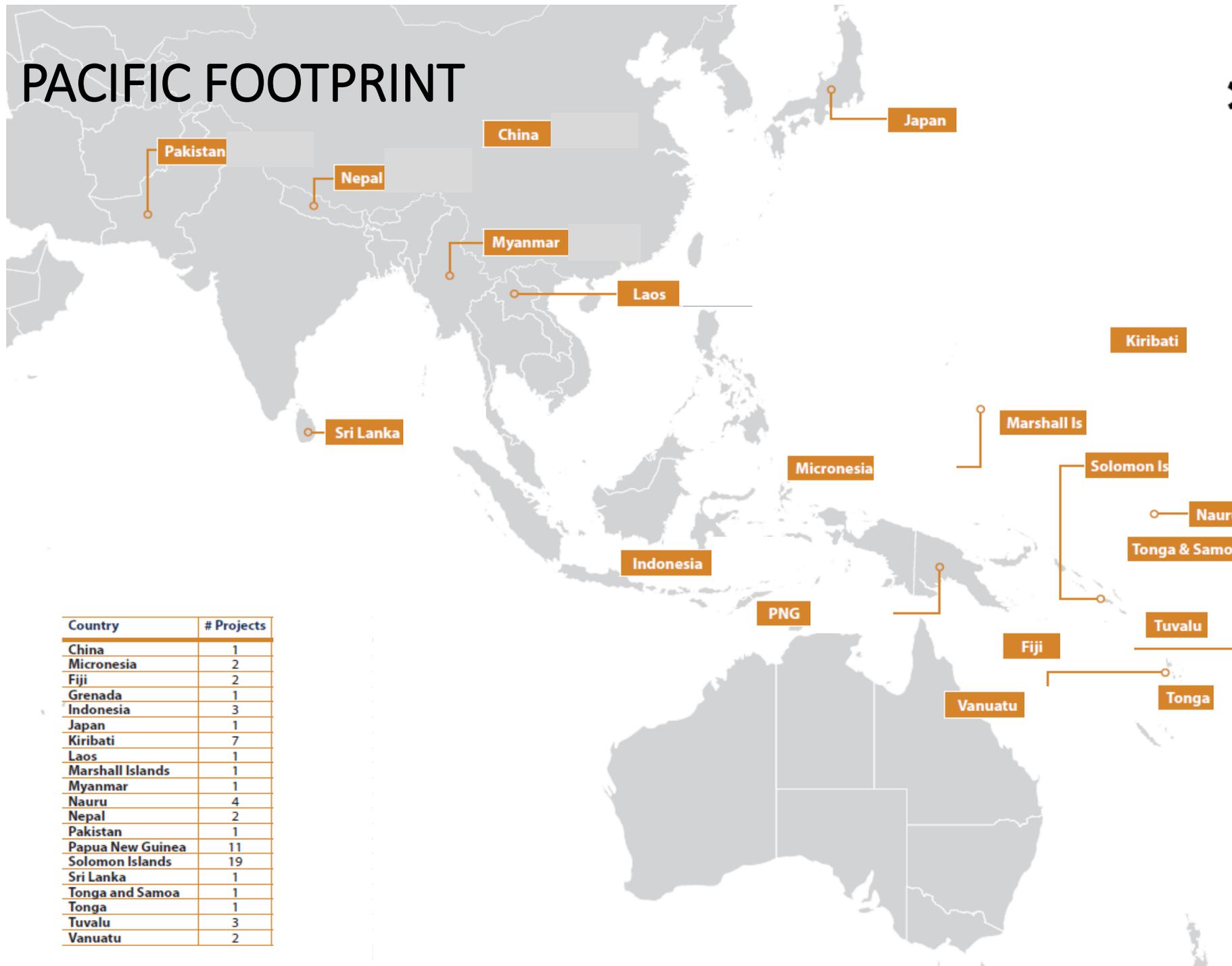
Establish contacts with donors , i.e. ADB through the Business Opportunities Fair

Bid, Won and completed Water projects ---> satisfied clients



*Honiara, Solomon Islands*

# PACIFIC FOOTPRINT



Country	# Projects
China	1
Micronesia	2
Fiji	2
Grenada	1
Indonesia	3
Japan	1
Kiribati	7
Laos	1
Marshall Islands	1
Myanmar	1
Nauru	4
Nepal	2
Pakistan	1
Papua New Guinea	11
Solomon Islands	19
Sri Lanka	1
Tonga and Samoa	1
Tonga	1
Tuvalu	3
Vanuatu	2

# RECENT MULTILATERAL & DONOR FUNDED PROJECTS



PROJECTS	CLIENT
Ebeye Water & Wastewater – Marshall	DFAT/ADB
Nauti School - Tuvalu	DFAT/TG
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	ADB
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



PROJECT	COMPLETION DATE
Kiribati Desalination Plant – JV with Osmoflo	2024
Solomon Islands Water Storage Project	2023
DFAT OPO Residential Replacement Project. Tarawa, Kiribati	2023
Cook Barracks Redevelopment – JV with Icon	2023
Fiji – Marine Essential Services Project	2024
Auki Bridges – Solomon Islands	2023
Majuro Sea Walls – Marshall Islands	2022
Tuvalu Chancery and Residence	2023
Angau Hospital – TB Wards and Outpatient	2022



# KEY LEARNINGS: OTHER CHALLENGES AND OPPORTUNITIES

- 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 Payments –
- Large Bureaucracies Process
- Work & Business Permits / Local Rules and Regulations
- Difficult projects requiring planning and attention to methodology
- Business Support– EFIC, ANZ , Austrade, Pacific-based industry associations

# WHAT'S STEP #1 FOR GOING INTERNATIONAL

## Evaluate your strengths

Identify strengths that might transfer internationally – capital, processes, products, capabilities

## Partner with companies for complementary offering

Kiribati desal – partnered with a company experienced in building desalination plants

Fiji MESC – partnership with Icon

Multiple Small Pacific Partners



*Earthworks have started at Fiji MESC*

# KEY LEARNINGS

Don't Assume "Everywhere is almost the same"

Every location is different



# KEY LEARNINGS

Staff selection



*Kiritimati Submarine Cable*

# KEY LEARNINGS

**Actual cost of hiring and keeping people in remote places**



*Auki, Solomon Island*

# KEY LEARNINGS

**Foreign Exchange Management  
and Supply Chain Issues**

*Prefabricated houses to be transported  
to Tarawa, Kiribati*

# KEY LEARNINGS

Understand  
logistics

# KEY LEARNINGS

Maintaining quality



# WHY WE DO IT:

4 QUALITY EDUCATION



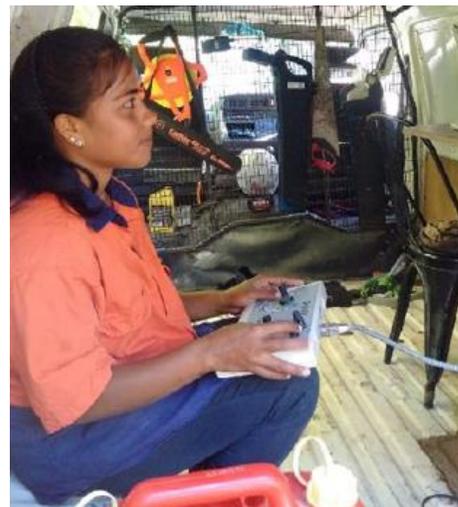
5 GENDER EQUALITY



6 CLEAN WATER AND SANITATION



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE





*Funafuti, Tuvalu*

**THANK YOU!**