



Member of the Surbana Jurong Group

# Case Study: SMEC



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# Doing Business with the World Bank

**Libby Paholski**

Functional Group Manager, Environment and Social Development

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We're redefining exceptional

# Overview

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1. About SMEC

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2. Selected World Bank Projects - Pacific

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3. Pathways to business opportunities – projects

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# About SMEC

## SMEC Origins

Australian origins in hydropower dating back to 1949

## Our Business

Consultancy services: urban, infrastructure, managed services

## Our Workforce

16,500+ employees worldwide

## SJ Origins HDB - 50 years

1 million homes

## Ownership

Surbana Jurong (SJ) acquired 100% of SMEC in August 2016. SJ is owned by Temasek Holdings.

## Rankings & Awards

#26 ENR Top 225 International Design Firms List  
#9 in the Top 10 Asia/Australia list for 2020

SJ has won more than 600 international awards

## Our Offices

120+ offices in 40+ countries throughout Asia, Australasia, the UK, the Middle East, Africa and the Americas

## SJ Member-Companies:

SJ, SMEC, KTP, RBG, Aetos, Sino-Sun, B+H and SAA

# Where we operate



- Australia, New Zealand & Pacific Islands
- Australia
- New Zealand
- Fiji
- Papua New Guinea
- Solomon Islands
- Africa
- Ethiopia
- Kenya
- Tanzania
- South Africa
- Namibia
- North America
- Canada
- US (Seattle)
- North Asia
- China
- South America
- Chile
- South & Central Asia
- Afghanistan
- Bangladesh
- Georgia
- India
- Kazakhstan
- Nepal
- Pakistan
- Sri Lanka
- Tajikistan
- UAE
- Southeast Asia
- Singapore
- Brunei
- Indonesia
- Malaysia
- Philippines
- Myanmar
- Vietnam
- UK
- London

# International Development

Deliver an extensive range of international development services that improve the quality of life in local communities, generate economic wealth and contribute to national development around the world.

Proven track record of delivering many complex projects across a range of industries and countries.

Clients include international financial institutions, multilateral banks, DFAT, national, regional, and local governments, and some of the world's largest companies.

Highly regarded internationally for technical and operational expertise, employing, and managing skilled and experienced specialists to deliver projects through a range of internal project controls.



**Selected World  
Bank Projects –  
Pacific**

**&**

**Pathways to  
working with World  
Bank**



# Key World Bank Projects – Pacific

## Solomon Islands Roads and Aviation Project, 2019 - ongoing

Client: Ministry of Communication and Aviation (MCA)

### Phase 1 and 2 Design and Procurement Support Services

The target outcomes of the SIRAP for Phase 1 and 2 are:

- **Honiara International Airport** – improve operational safety through overlay of existing runway pavement and providing key navigational aids and communications equipment.
- **Munda Airport** – compliant with international standards, which includes instrument and night capabilities and build a new Terminal building.
- **Malaita Road Network** – support improvement of the Malaita island road network through the resealing of 17 km of the Auki–north of Bina corridor, spot improvements to improve climate resilience, construction of three bridges, construction of the new Fiu bridge, including development of 4-year maintenance contract for periodic and routine maintenance and re-gravelling of unpaved road sections

### Phase 3 Construction Supervision to support implementation of the civil works



# Key World Bank Projects – Pacific

## Solomon Islands Roads and Aviation

### Progress to date...

- Assisting with bid evaluations for Honiara Airport Runway upgrade works and Malaita Province North & south road maintenance local contracts
- Providing independent design review services for detailed designs of Fiu River and Rawo River bridges
- Supervising the following civil works contracts:
  - Munda Airport new terminal building
  - Munda Airport runway upgrade
  - Replacement of 3 small bridges in Malaita Province
  - Our international TL/Re has been in place since Feb-22 and we just earlier this month mobilised 90% of all of our national supervision team
  - All progressing reasonably well



# Vulnerability Assessment of the Samoa Road Network: 2016 - 2017

Client: Land Transportation Authority



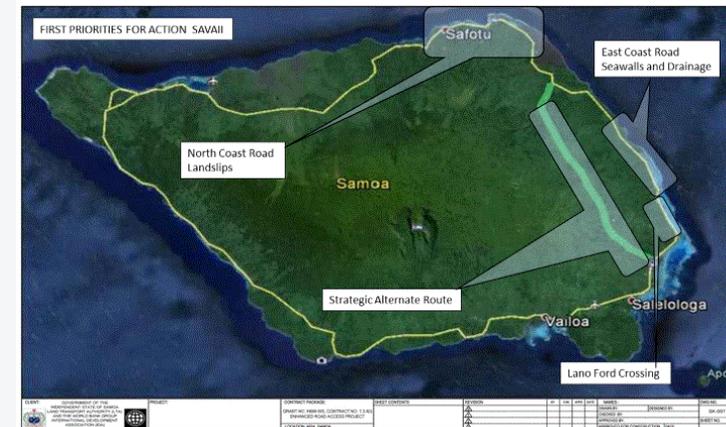
- The Project made a comprehensive assessment of the road transport network across tSamoa limited o Upolu and Savai'i islands.
- Assessed and identified areas that are vulnerable or susceptible to climatic influences and reviewing current practices in road development, maintenance and asset management.
- Key feature was Social Vulnerability Framework—exposure to climate change risk, sensitivity to other vulnerabilities (e.g. age, health) and adaptative capacity to absorb shocks.

## Key Outputs:

- Climate change and vulnerability assessment of road
- Road network adaptation strategy

Table 6-1 Upolu Island VA

Villages	Physical Hazard Assessment	Severity Rating (colour)	Exposure	Sensitivity	Adaptability	Social Vulnerability Assessment	CIM Plan	Recommended Adaptation
6.1.1. ROAD LINK – 1 West Coast Road (Vaimoso to Apolima-uta) CH 1- 14								
Malle	CH01b	Medium				<p>While this stretch of road runs along the coastline in several places this stretch was not considered to be a highly socially vulnerable section of the road network for the following reasons:</p> <ul style="list-style-type: none"> <li>✓ There are a number of access roads inland and the communities are not as reliant on the single main road for an escape route in extreme weather events</li> <li>✓ The terrain is relatively flat and not backed by steep cliffs as in the case of areas further east in Upolu</li> </ul> <p>Social vulnerability</p> <ul style="list-style-type: none"> <li>✓ This is the major road link to the airport and ferries for all Upolu. Those road sections that are severely affected by weather events such as those highlighted in red can disrupt accessibility to either Apia or the airport.</li> </ul> <p>This road link runs through many villages and is the main access for the communities therein to access key services and employment.</p>	<p><b>Sagaga le Falefa District</b> Recommended infrastructure (road related) interventions:</p> <p>The main road is an important district infrastructure. Although it is not often located directly on the coast, along most of its length through the district it lies within the Coastal Flood Hazard Zone (CFHZ) and the Coastal Erosion Hazard Zone (CEHZ).</p> <p>The Main West Coast Road provides the most direct access between Faleolo Airport and Apia. Because of the vulnerability of the road to closure during storms and the large amount of traffic it carries through coastal villages, the Government is considering constructing a new road inland parallel with this road, although its location has not been determined.</p> <p><b>Tufuilele Village</b> Seawall protection was suggested for the coastal area of the village</p>	<p>Build higher seawalls and consider overlaying the road pavement every 10 years to keep pace with predicted sea level rise.</p> <p>Do not increase elevation of road if it creates division between local residents on either side of road.</p> <p>Ensure all cross drains on WCR are minimum of 900 mm ID.</p> <p>Develop inland route as strategic alternative.</p>
Vaimoso	L012	Not Assessed						
Tuanai	CH02a	Medium						
Tuanai	CH02b	Medium						
Saleimoa	CH3a	Medium						
Saleimoa	CH3b	Medium						
Malua	CH04a	High						
Malua	CH04b	High						



# The Urban Water Supply and Sanitation Sector Project (UWSSSP), Detailed Engineering Design - Phase 2

**Client: Solomon Islands Water Authority  
2020 - ongoing**

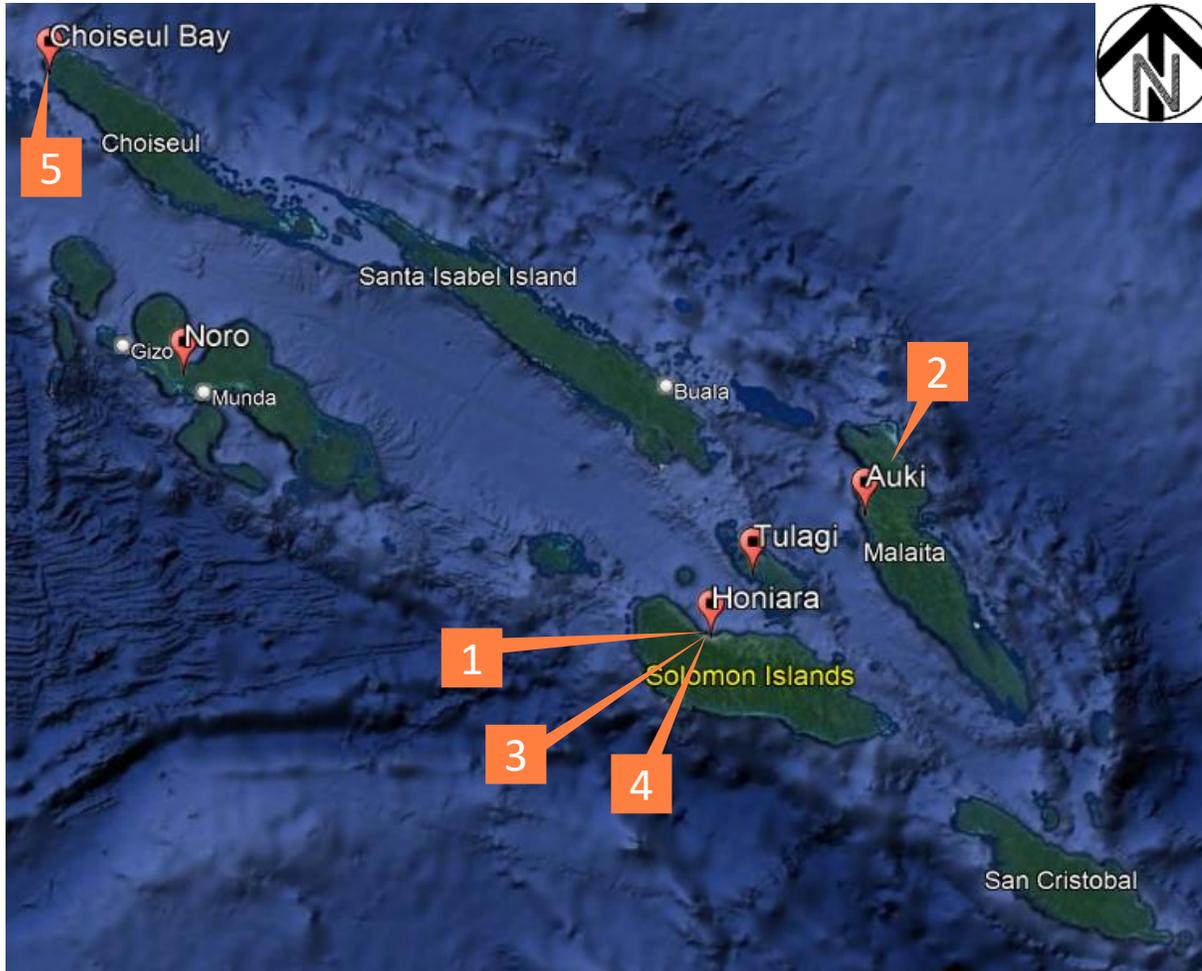


*“Solomon Water’s vision is to provide safe water for a healthy nation and the detailed designs and studies that this contract will produce will advance us towards this vision” CEO Ian Gooden said. “Solomon Water welcomes SMEC on board and we look forward to the outcome of the project”.*

Jointly funded by the Asian Development Bank, World Bank and European Union .

- SMEC is providing asset management support services, an updated five-year Action Plan, and subproject investigations, design and bid documents for the Solomon Islands Water Authority.
- This project will increase access to piped water supply and sanitation service, especially among the poor households; cutting reliance on groundwater and rainwater harvest and ensuring more efficient use of water.

# Subprojects

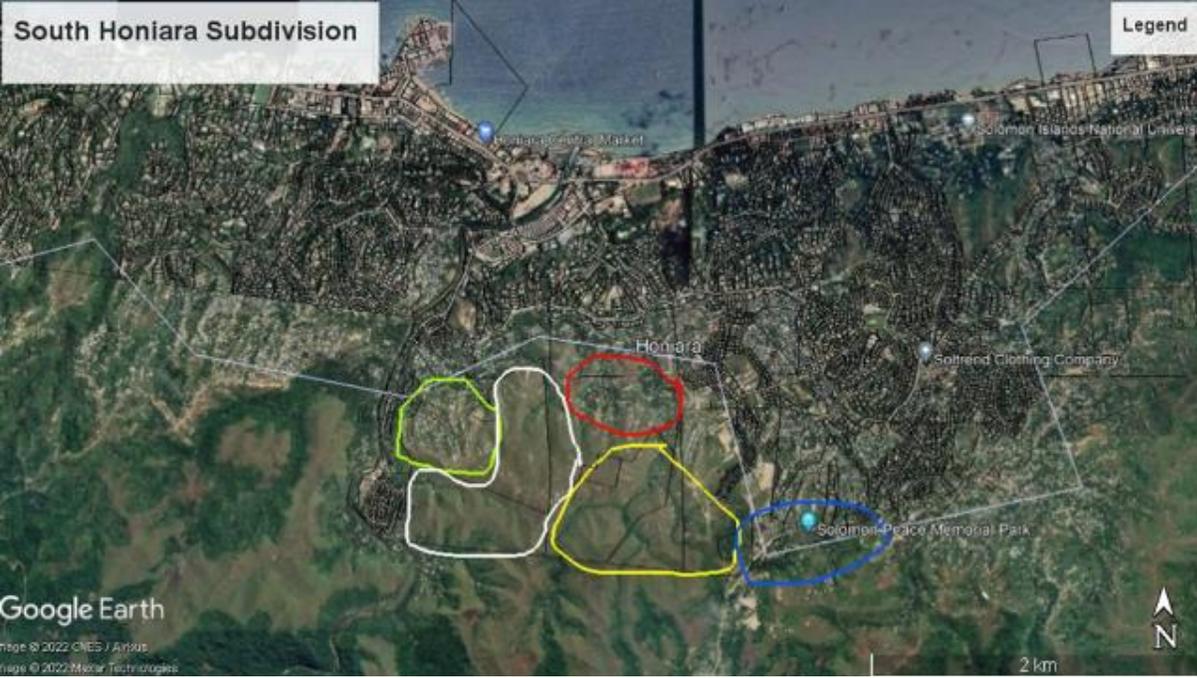


1. Water Supply Pipeline Rehabilitation, Honiara
2. Water Supply Network Expansion, Auki
3. Water Supply Network Expansion, Honiara
4. Sewerage System Rehabilitation, Honiara
5. New Water Supply Network/Sewerage System, Choiseul Bay

- The subprojects include water and sewer rehabilitations in the capital Honiara, water network expansion in the cities of Honiara and Auki, and a water supply and sewer feasibility study for the remote Choiseul Town.
- The fulfilment of these projects will support the provision of secure and safe urban water supplies and effective, efficient and safe urban sanitation services.



Solomon Water operations



CAPEX	US\$ 13.4m
OPEX	US\$ 1.6m

# Honiara

## Water Supply Network Expansion, Honiara (SP3)

For: Informal Settlement Supplies (ISS) within the vicinity of Honiara and new subdivisions in the Mt Austen, Noah Hill, and Nine Ridges areas

Scope: New boreholes, 2 x pump stations, 3 x water storage tanks, bulk mains and reticulation

Google Earth  
Image © 2022 CNES / Airbus  
Image © 2022 Maxar Technologies

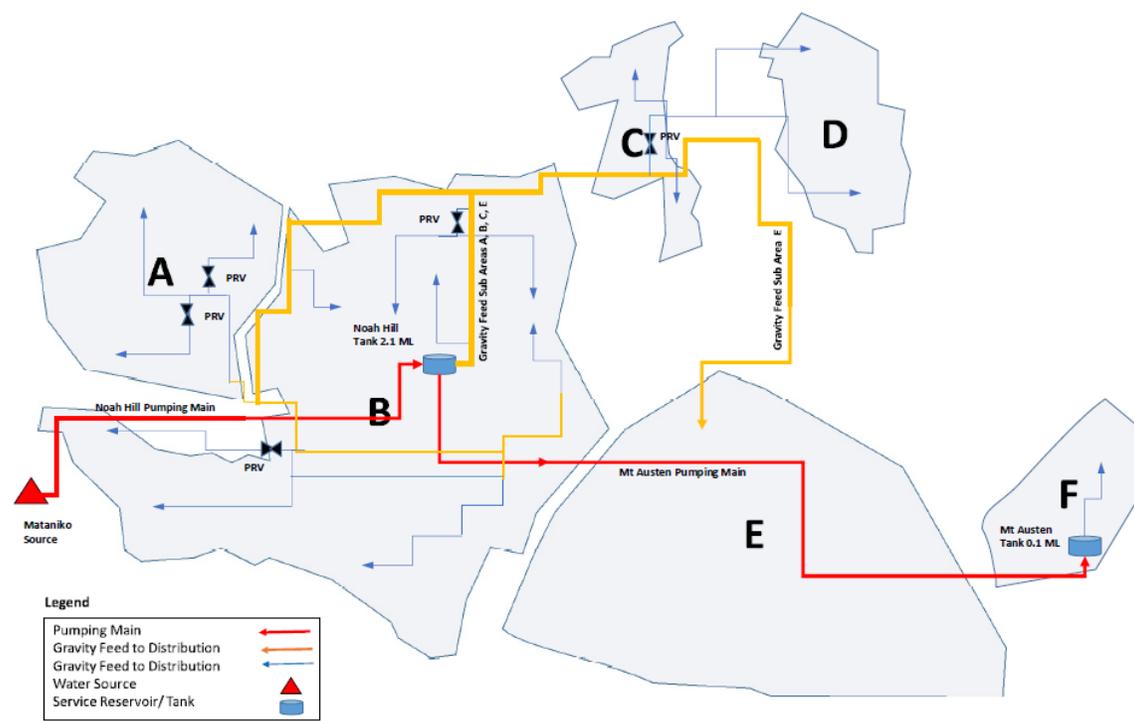


Figure 3-11: Mt Austen proposed reservoir site (left) and SW fenced site at Noah Hill (right)

# Pathway to Opportunities - Projects



## Preparation is key...

- **Know** what your procurement pipeline looks like. Websites! e.g WB eConsultant website.
- **Understand** WB Procurement Procedures and Guidelines
- **Understand** your competitors – or are they competitors? Partnering and associations that bring key skillsets together are important.
- **Attend** seminars and form relationship with key contacts in banks but also network of individuals who regularly work in key sectors and geographies.
- **Prepare** by doing country research, ideally with Executing /Implementing Agencies prior to procurements. *Understand their needs and what is not written in TOR.*
- **Understanding** nature of stakeholders and project beneficiaries.

# Pathway to Opportunities - Projects

## Some hints on developing strong proposal submissions:



- **People** – get to know key consultants working in key geographic areas you want to work in. CVs score highly and can make huge difference to your evaluation scoring. **Keep good databases and maintain networks.**
- **Local Partnering** – to bring highly skilled national consultants and support logistics. **In the Samoan VA project, SMEC partnered with a local engineering consultancy and this partnership has grown to a number of new projects in Samoa with WB and other Clients!**
- **Understand the TOR** – responding to key parts of the TOR with innovation. Understanding key project risks and how they will be addressed. **Example: In the Solomon Islands Urban Water Supply and Sanitation Sector Project we emphasised the need to address procurement strategically and with awareness of World Bank Procurement Procedures and Guidelines. Given the number of surveys required for this project falling under ‘Provisional Sums’, having a strong approach to procurement helped to show we understood the importance of this high risk component of the project**



Questions ?

Thank You

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**Redefining exceptional**

Through our specialist expertise, we're challenging boundaries to deliver advanced infrastructure solutions.

[smec.com](http://smec.com)