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Overview of the consolidated pipeline pilot

**Pacific Infrastructure Business
Opportunities Seminar**

NADI, FIJI

22-23 MAY 2024

WHAT WILL BE COVERED

1. What is the consolidated pipeline pilot and what are we trying to achieve

2. Limitations of the consolidated pipeline pilot

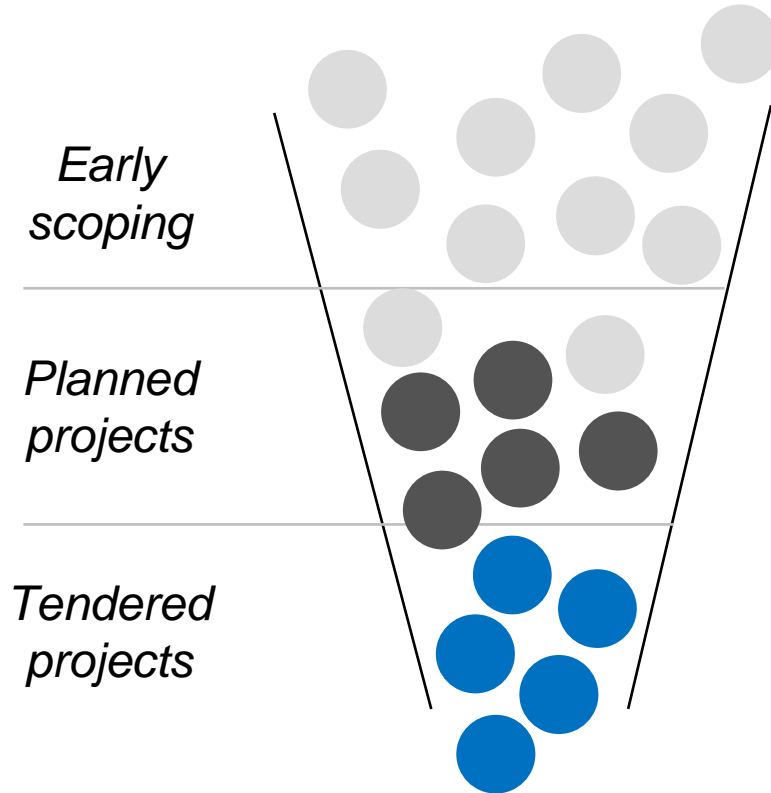
3. Summary of the consolidated pipeline pilot outputs

2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot

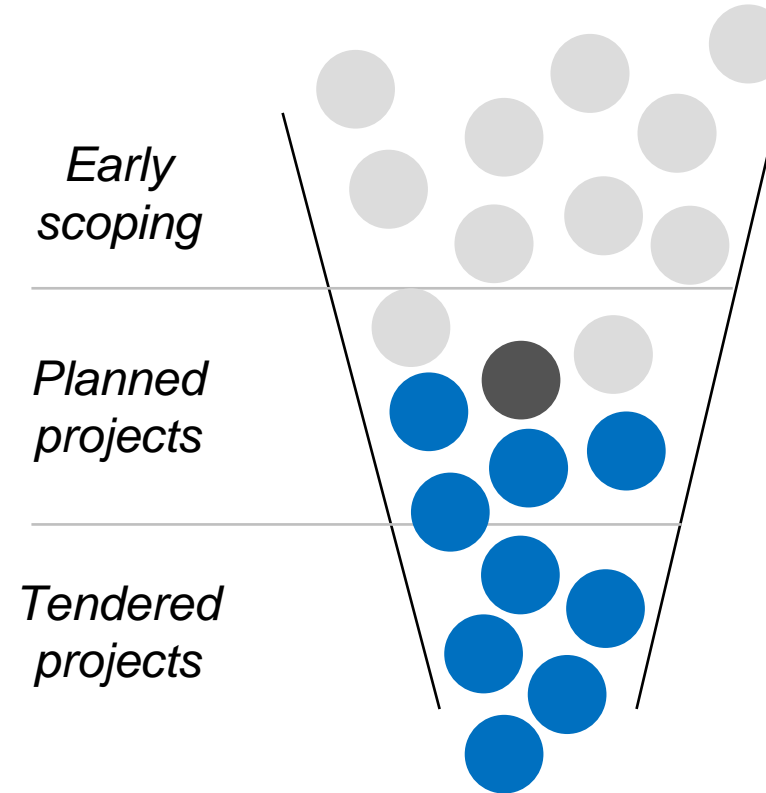
WHAT ARE WE TRYING TO ACHIEVE

*The consolidated pipeline pilot is trying to answer a key question of bidders:
Who is buying what and when is it happening?*

Current pipeline visibility:



Pipeline visibility with the pilot:



- Low/no visibility
- Variable visibility
- Detailed visibility

2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot

WHAT IS INCLUDED IN THE PILOT PHASE

Who is included in the initial pilot:

| | | |
|-------------------|---------------|-------------------|
| DFAT/AIFFP | AU DoD | World Bank |
| ADB | MFAT | AFD/EU/EIB |

What is included in the initial pilot:

| | | |
|----------------------------------|--------------------------------------|--|
| Country | Lead funding agency | Type of procurement <i>Capital works, Consulting, Equipment, Maintenance</i> |
| Project and package title | Indicative value | Go-to-market approach <i>Open tender, Limited tender</i> |
| Current status | Where to get more information | |

NO PILOT IS PERFECT

1

We have started with a **few development partners as a starting point, it is not exhaustive and does not intend to be**

2

Projects and packages are only included where the pilot partner is confident of an indicative procurement timetable – and **they are still subject to change**

3

Pilot partners have differing databases, **making extracting all required data challenging** (e.g. historical go-to-market dates)

2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot

HIGH LEVEL OUTPUTS OF THE PILOT

~US\$2B

in package value

422

packages across the Pacific

117 capital works, 237 consulting services, 60 equipment, 8 maintenance



218

Transport



19

Environment



86

Energy & Extractives



13

Security Infra.



39

Water



5

Digital



21

Social Infra.

21

Other

SECTOR SUMMARY: TRANSPORT



218 Transport packages

49 Capital works

142 Consulting services

24 Equipment

3 Maintenance

Top 5 markets by # of packages

| | |
|--------------------------------|----|
| Federated States of Micronesia | 40 |
| Fiji | 35 |
| Solomon Islands | 28 |
| Tonga | 26 |
| Kiribati | 22 |

Packages by tier

| |
|--|
| Timor-Leste Airport Facilities Project (TLAFP) -Design and Build (Timor-Leste) |
| Upgrading of Saint Michel–Tassiriki section (Vanuatu) |
| Improvement of regional roads in PNG highlands (PNG) |
| Kimbe Port Upgrades (PNG) |
| Kavieng Port Upgrades (PNG) |
| Rehabilitation and the upgrading of Rabaul Port (PNG) |

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2024 Business Opportunities Seminar - Vanuatu

COUNTRY SUMMARY: VANUATU

Pilot partners: World Bank, ADB, DFAT/AIFFP, Australian Department of Defence, MFAT, AFD/EU/EIB

7 Projects

20 Packages

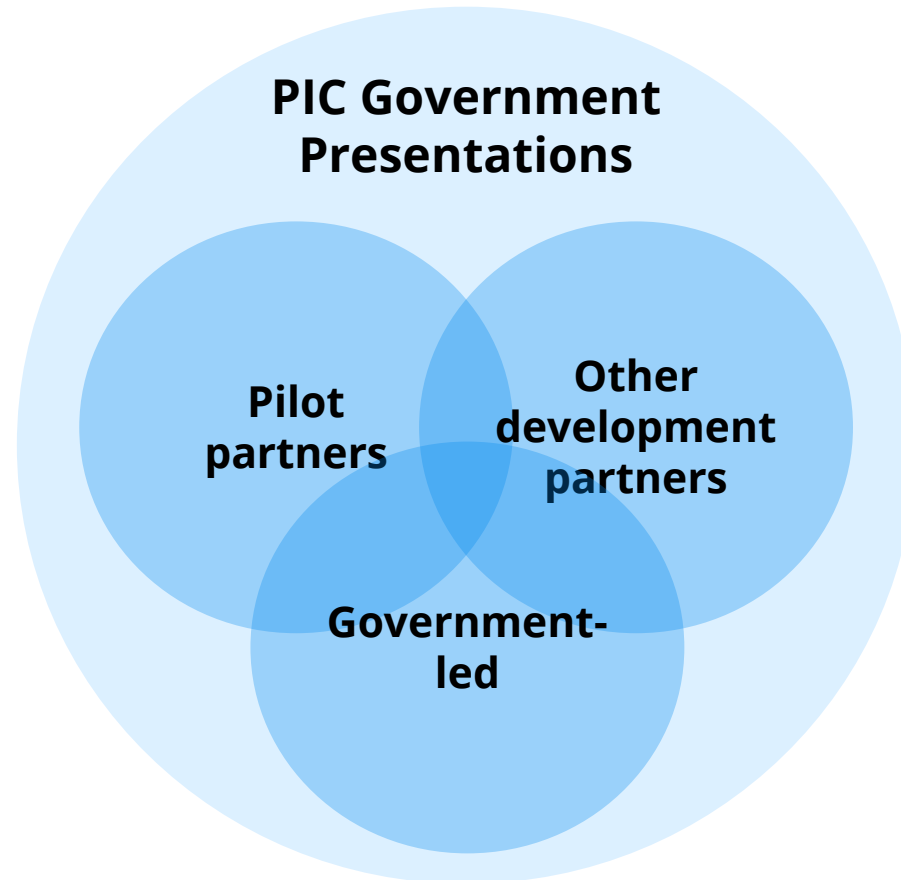
~\$200m Prospective value to be procured

| \$ | \$\$ | \$\$\$ | \$\$\$\$ | \$\$\$\$\$ |
|---|--------------|--------------|--------------|-------------|
| CAPITAL WORKS PACKAGES BY TIER | | | | |
| >\$1.1m | Up to \$2.8m | Up to \$7m | Up to \$24m | Over \$24m |
| 0 | 0 | 1 | 2 | 3 |
| CONSULTING SERVICES PACKAGES BY TIER | | | | |
| >70k | Up to \$120k | Up to \$250k | Up to \$570k | Over \$570k |
| 5 | 1 | 2 | 3 | 2 |
| MAINTENANCE PACKAGES BY TIER | | | | |
| >550k | Up to \$2m | Up to \$3.5m | Up to \$4m | Over \$4m |
| 0 | 0 | 1 | 0 | 0 |

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MARKET SUMMARIES

Each PIC presentation will have a summary of the consolidated pipeline pilot* along with their other upcoming packages:



*Only where a PIC has above 15 packages from the pilot

2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot DETAILED SECTOR SUMMARIES

A summary by sector is available via QR code

2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot
SECTOR SUMMARY: TRANSPORT

- 218** Transport packages
- 49** Capital works
- 142** Consulting services
- 24** Equipment
- 3** Maintenance

Top 5 markets by # of packages

| | |
|--------------------------------|----|
| Federated States of Micronesia | 40 |
| Fiji | 35 |
| Solomon Islands | 28 |
| Tonga | |
| Kiribati | |

\$ tier packages*

| | |
|------------|--|
| \$\$\$\$\$ | |
| \$\$\$\$ | |
| \$\$\$ | |
| \$\$ | |
| \$ | |

*2 transport packages have a TBC value and no tier assigned
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2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot
SECTOR SUMMARY: ENERGY & EXTRACTIVES

- 86** Energy & Extractives packages
- 17** Capital works
- 52** Consulting services
- 14** Equipment
- 3** Maintenance

Top 5 markets by # of packages

| | |
|--------------------------------|----|
| Papua New Guinea | 43 |
| Solomon Islands | 19 |
| Federated States of Micronesia | 6 |
| Republic of Marshall Islands | |
| Tuvalu | |

\$ tier packages*

| | |
|------------|--|
| \$\$\$\$\$ | |
| \$\$\$\$ | |
| \$\$\$ | |
| \$\$ | |
| \$ | |

*1 energy & extractives package has a TBC value and no tier assigned
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2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot
SECTOR SUMMARY: WATER

- 39** Water packages
- 23** Capital works
- 12** Consulting services
- 4** Equipment
- 0** Maintenance

Top 5 markets by # of packages

| | |
|------------------------------|----|
| Papua New Guinea | 11 |
| Solomon Islands | 9 |
| Kiribati | 6 |
| Republic of Marshall Islands | 5 |
| Tonga | 3 |

\$ tier packages*

| | |
|------------|----|
| \$\$\$\$\$ | 12 |
| \$\$\$\$ | 9 |
| \$\$\$ | 8 |
| \$\$ | 9 |
| \$ | 0 |

*1 water package has a TBC value and no tier assigned
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3. Summary of the consolidated pipeline pilot outputs

2024 Business Opportunities Seminar – Overview of Consolidated Pipeline Pilot DETAILED COUNTRY SUMMARIES

A detailed package list by market is available via QR code

| Country/Market | If multiple market | Implementing agency | Lead funding agency | If multiple agencies | Sector | Type of procurement | Project title | Package title | Value | Go-to-market approach | Approximate go-to-market | Current status | More information |
|--|--------------------|--|---------------------|----------------------|-------------------------|---------------------|-----------------------------|------------------------------|-----------|-----------------------|--------------------------|----------------|--|
| Mandatory | Optional | Optional | Mandatory | Optional | Mandatory | Mandatory | Mandatory | Mandatory | Mandatory | Mandatory | Mandatory | Optional | Optional |
| Insert country of proj Where there are multi Where applicable, free text for Name of funding agency Av Where there are multiple Insert sector of project Avail Type of package being p. Free text field for the user to Free text field for the user to Insert name of the package Indicative approach to procure Indicative timing of go-to-mar Current status of package A. This is a free text field for a list | | | | | | | | | | | | | |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | ICT monitoring system deve | \$555 | Limited Tender | Q224 | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consultancy Services for Ro | \$55 | Open Tender | Q224 | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consulting Services for Proc | \$55 | Open Tender | Historical | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Capital works | Vanuatu Climate Resilient | Upgrading of Saint Michel- | \$5555 | Open Tender | Historical | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Administrative Officer (Loc | \$ | Open Tender | Historical | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Yearly audits | \$ | Limited Tender | Historical | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Financial Audit Services | \$ | Open Tender | Historical | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consulting Services for Proj | \$555 | Open Tender | Q224 | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consultancy Services for Fir | \$5 | Open Tender | Historical | Procurement | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consultancy Services to ass | \$ | Open Tender | Q224 | Planning | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consultancy Services to ass | \$ | Open Tender | Q224 | Planning | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consulting Services to estai | \$555 | Open Tender | Q224 | Planning | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consulting Service - Updati | \$5555 | Open Tender | Q224 | Planning | P167382 |
| Vanuatu | N/A | Ministry of Infrastructure ai World Bank | N/A | N/A | Transport | Consulting services | Vanuatu Climate Resilient | Consulting Service – Upgrac | \$5555 | Open Tender | Q224 | Planning | P167382 |
| Vanuatu | N/A | Ministry of Internal Affairs ADB | N/A | N/A | Social Infrastructure | Capital Works | Greater Port Vila Urban Res | Construction of Multipurpo | \$55 | OPEN TENDER | Q224 | Procurement | 52031-001 |
| Vanuatu | N/A | Luganville Municipal Council ADB | N/A | N/A | Water | Capital works | Luganville Urban Water an | New Project | \$5555 | TBC | Q424 | N/A | 51335-002 |
| Vanuatu | N/A | Department of Defence (Au AU AGD/AFP | N/A | N/A | Security Infrastructure | Capital works | Vanuatu - Port Vila Central | Head Contractor | \$555 | Open Tender | Q424 | Planning | jpaceinfrapmo@defence.gc |
| Vanuatu | N/A | Department of Defence (Au AU DoD | N/A | N/A | Security Infrastructure | Maintenance | Vanuatu - Head Maintenanc | Head Maintenance Contrac | \$55 | Open Tender | Q324 | Procurement | jpaceinfrapmo@defence.gc |
| Vanuatu | N/A | Vanuatu Government | Vanuatu Government | DFAT, MFAT | Social Infrastructure | Capital works | Supreme Court Building | Supreme Court Building | \$5555 | Open Tender | Q324 | Planning | |
| Vanuatu | N/A | MFAT | MFAT | N/A | Energy & Extractives | Capital works | RESSET - Renewable Energy | Vanuatu RESSET | \$555 | Open Tender | Q225 | Planning | GETS Ministry of Foreign Affairs |

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WHAT COMES NEXT?

DURING THE SEMINAR:

The data will flow through to country presentations as appropriate

Each development partner presentation will use consistent language

Attendees can use the detailed package list to inform conversation

AFTER THE SEMINAR:

This pilot is in response to industry feedback for greater pipeline visibility, so we want to hear what you think about how it could evolve beyond the seminar