



# WORKING WITH THE ADB

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# 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.

# Water & Env't Urban Development



## 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.



## *BUILDING COMMUNITIES*

The Reeves Envico group comprising **CCB Envico** and **Reeves International** has successfully completed over 600 projects in Asia and Pacific. We have worked in the Pacific Islands for over 30 years, predominantly working with, Australian Federal, State, and Local Governments, Water Authorities, Multilateral Development Banks, and Pacific Government Ministries.





# WHY WORK WITH ADB



- Pacific Growth in Portfolio 3.3B
- Opportunities in Asia
- Experienced companies have plenty to offer developing nations
- Challenging and Rewarding Work
- Water , Climate change, Transport all major
- Opportunity to make an impact
- Development of Staff

# HOW DID WE START WORKING WITH ADB

- Attendance at seminars
- Subscription in tender platforms and bank web sites
- Focus on specific geographical areas
- Relationship building with partners and subcontractors & Govt
- Establish contacts, i.e. ADB through the Business Opportunities Fair
- Bid, Won and completed Water projects ---> satisfied clients







# ADB Projects

Pohnpei WWTP 7ML/D WWTP

Kiribati Urban STSIP – Sewer rehabilitation

Kiribati Ocean Outfalls

Marshall Islands Sewer Rehabilitation

Sri Lanka Pump Stations

Chuuk WWTP Rehabilitation

Solomon Islands Honiara Pipelines

Solomon Islands Water Storage Tanks





# KEY LEARNING: LOCAL ENGAGEMENT

- Access to local partner companies & Staff .
- Look harder for technical support and engage with the local community for training
- Work & Business Permits
- Local Rules and Regulations
- Very Strong Safeguards requirement





# KEY LEARNING: RIGID BIDDING AND CONTRACTING CONDITIONS

- Prequalification criteria are rigid and non conforming bids are thrown out
- Current Move to Merit based scoring may assist companies with strong reputations and system
- ADB & World Bank Payments –
- Large Bureaucracies founded around standard Processes
- Difficult projects requiring planning and attention to methodology
- Business Support– EFA, ANZ , Austrade, Pacific-based industry associations





# KEY LEARNING: IMPORTANCE OF LOGISTICS AND WHOLE OF LIFE

- Difficult projects requiring planning and attention to methodology
- Pacific Based Projects succeed or fail on strength of Logistics
- Consideration of Ongoing Maintenance Support is Critical
- Maintaining Quality





# KEY LEARNING: PARTNERS



Know Your Strengths and JV or Partner





# KEY LEARNINGS

**Don't Assume "Everywhere is almost the same"**

Every location is different





# KEY LEARNINGS

**Staff selection &  
Cost of Hiring and Supporting Staff**



*Kiritimati Submarine Cable*



# KEY LEARNINGS

**Foreign Exchange Management  
and Supply Chain Issues**

*Prefabricated houses to be transported  
to Tarawa, Kiribati*



# WHY WE DO IT:

4 QUALITY EDUCATION



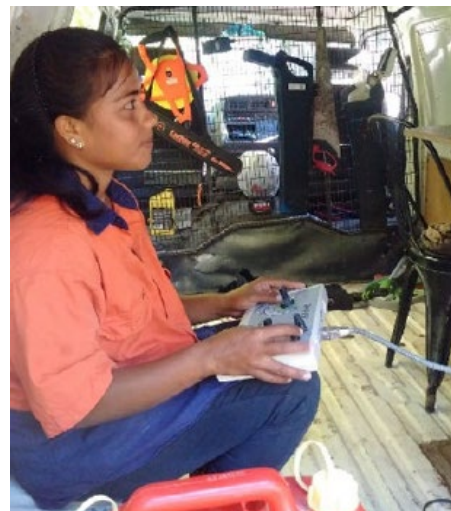
5 GENDER EQUALITY



6 CLEAN WATER AND SANITATION



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE







**THANK YOU!**

*Funafuti, Tuvalu*