

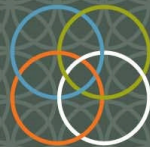


TropLinks International Symposium

The Aid/Development Market

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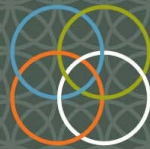
August 23, 2010





Topics

- What is “Aid/Development”?
- Why pursue aid projects?
- The Challenges
- How to get engaged
- Opportunities
- Where to from here





What is “AID”?

- Developed countries helping developing countries
- The core aim is POVERTY REDUCTION
- Aid can be Bilateral (AusAID, NZAID) or Multilateral (ADB, WB)
- Australia’s presence mainly in Asia Pacific
- Why should Australia help?





Advantages of engaging in aid projects

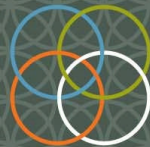
- Monetary rewards: you will get paid!
- Projects are defined: Excellent way to enter new market (and not only aid)
- Working with o's Govt. officials builds relationships more easily
- Enhances your reputation in country
- Staff development and work satisfaction
- You are helping less advantaged





The Challenges

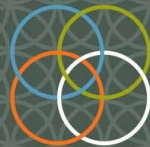
- Highly competitive: battling the world
- Starting (especially) is resource intensive in time and money- research, tracking, travel and writing of tenders, relationship building
- Work in a developing country can be challenging: corruption, gender issues, physical safety, weather conditions
- Can have a long lead time





HOW TO GET ENGAGED IN AID

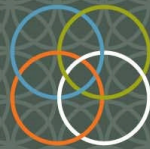
- Work out your CORE capability: agencies want a specialist
- Research opportunities (websites later)
- Be prepared to visit aid agencies, Govt agencies handling projects (Executing agency), AMC's
- Be prepared to partner or sub-contract. May be overseas.
- Tender writing: Answer the questions! Remain focussed in your responses
- Work out who you are dealing with: TA, Loan, Programme Manager





OPPORTUNITIES

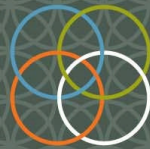
- AusAID Programmes managed by AMC's-see their websites
- Philanthropic
- Volunteer: can help build your CV/experience (AVI)
- Asian Development Bank: adb.org
- AusAID: ausaid.gov.au
- UNDP
- World Bank: worldbank.org
- AMC's or experienced contractors: JTA, GRM, SMEC, SAGRIC, UniQuest, QUT





WHERE TO FROM HERE

- Do your research
- Partner with local businesses
- Visit AMC's / Register with AMC's through their websites e.g. GRM, SAGRIC
- Join planned delegations or visit the market
- Join TropLinks!





TropLinks Member Services

- Coaching and advice
- Opportunity Identification
- Partner Identification for projects and alliances (local & international)
- Assistance with formulation of tender
- Organisation of Trade Missions
- Newsletter with opportunities and information, how-to's
- Interactive and confidential project website
- Project Management Role

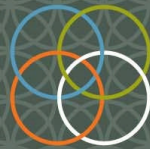




TropLinks Projects

Where we have pursued projects (not all aid)

- PNG
- Philippines
- Libya
- C.A.R.'s
- Japan
- Kiribati
- Guam
- Fiji
- Seychelles





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