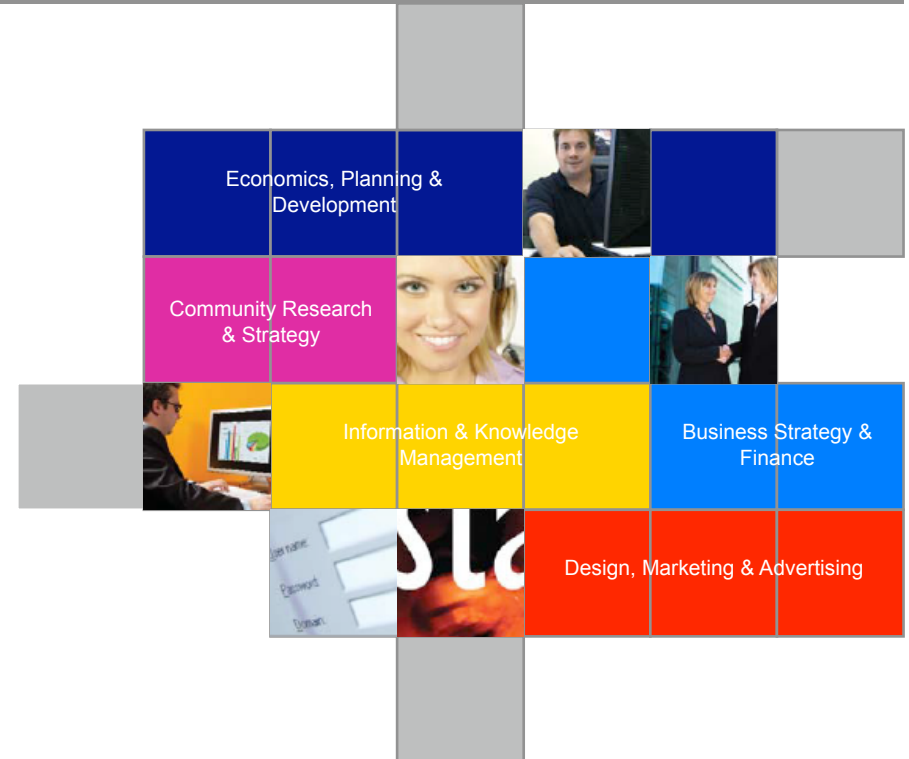




Australian Consulting Services Mission to Manila 4 – 6 March 2009 Project Debrief

Simon Smith
CEO



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Consulting Services

- Economics, planning & development
- Business strategy & finance
- Community research & strategy
- Information & knowledge management
- Design, marketing & advertising



Debrief

- Motivation
- Preparation
- Usefulness
- Opportunities
- Learnings



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Motivation

- AEC has undertaken some private overseas consulting projects:
 - GFB Fisheries RMI
 - Hong Kong Cableway (Skyrail)
 - Sourcing components for NQ Ethanol Plant
- Diversification strategy
- Expansion of experience
- Bringing overseas experience back to domestic market
- Opportunities for staff



Preparation

- AusTrade briefing materials & emails
- Tropical Expertise group phone hookup
- ADB projects (proposed & approved)
- ADB organisational structure
- Marketing material packs
- Capability statement
 - Matched to ADB areas of operations:
 - Economics & statistics, Education, Environment, Infrastructure, Private Sector Development & Finance, Regional Cooperation, Social Development, Tourism Development, Urban Development.
 - Listed and described AEC projects



Usefulness

- Well organised prior and during - secretariat
- Opened doors
- Explanation of tendering process – hints & tips
- ADB officers could not be more helpful – give plenty of time
- Access to ADB project officers
- Much more effective than internet
- Networking with other participants valuable

Opportunities

- Three types of consultancies:
 - Staff consultancies (ADB)
 - Technical assistance grant financed (TA) (ADB)
 - Loan financed (Borrower)
- Officers happy to consider new consultants
- Have to pick opportunities according to experience
- Have already been sent several opportunities



Learnings

- Get to know ADB project managers – visit often
- ADB looking for ADB country experience – liked project lists
- Include overseas projects in experience no matter how small
- TAs mixture of international and domestic consultants
- Use JVs or associations, not sub-consultants
- Collaboration is good (eg. GHD, IDSS)
- For a small company? Yes. But opportunity cost.
- Perhaps operate as a project manager
- Long term proposition - need to develop a 5-10 year strategy



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