

WORKING WITH IFIs

BOARD OF TRADE OF METROPOLITAN MONTREAL

OCTOBER 19, 2016

CANARAIL

Presented by : Guillaume Genin
Vice President Business Development

WHO ARE WE?

- Founded in 1990 – HQ in Montreal (Canada)
 - Our core business: all (only !) railway disciplines
 - As **CANARAIL** Specific heavy haul rail solutions
 - As **SYSTRACanada**: Specific passenger rail solutions
 - Services:
 - Consulting
 - Technical Assistance
 - EPC(M)
 - A wide range of clients:
 - private sector (mining companies, contractors, operators)
 - public sector (transport authorities/agencies, governments)
 - International Donors (World Bank Group, Asian Development Bank, African DB)
- US\$23.5M of work over the last 5 years**



AFRICAN DEVELOPMENT BANK GROUP



RAILWAY SPECIALISTS

→ Offering an exhaustive service to our clients

– At every stage of a project



– Expertise for all rail disciplines

CIVIL ENGINEERING, TRACK & INFRASTRUCTURE	ROLLING STOCK AND WORKSHOPS	RAILWAY OPERATIONS	SIGNALS & TELECOMMUNICATIONS	STUDIES	INSTITUTIONAL & MANAGEMENT CONSULTING	SUPPORT SERVICES	RAIL VEHICLE DESIGN
 <ul style="list-style-type: none"> ✔ Conceptual and preliminary design ✔ Detailed engineering ✔ Construction supervision ✔ Tendering services ✔ Inspection services ✔ Maintenance standards and practices ✔ Technology assessment 	 <ul style="list-style-type: none"> ✔ Rolling stock design and specifications ✔ Tendering & inspection services ✔ Reliability-based maintenance for locomotives ✔ Workshop management ✔ Workshop design ✔ Fleet maintenance management systems ✔ Technology assessment ✔ Tendering and procurement services 	 <ul style="list-style-type: none"> ✔ Transportation planning for services and commodities ✔ Simulation ✔ Capacity analysis ✔ Yard and terminal design and operation ✔ Train control and dispatching systems ✔ Operating and safety rules ✔ Accident investigations ✔ Intermodal studies 	 <ul style="list-style-type: none"> ✔ Network & traffic studies ✔ Maintenance audit ✔ Construction supervision ✔ Systems Assessment ✔ Network design and traffic forecast ✔ Preparation of tender documents ✔ Technical supervision 	 <ul style="list-style-type: none"> ✔ Feasibility studies ✔ Economic and financial analysis and modeling ✔ Cost-benefit and economic impact studies ✔ Profitability analysis ✔ Project financing ✔ Rail traffic costing ✔ Traffic and revenue forecasting ✔ Development of marketing expertise ✔ Business plan development 	 <ul style="list-style-type: none"> ✔ Privatization and concessioning / transaction advisory services ✔ Restructuring of parastatal railways ✔ Manpower planning ✔ Regulatory, legal & policy issues ✔ Corporate planning ✔ Financial modelling ✔ Private sector participation / private public partnership 	 <ul style="list-style-type: none"> ✔ Technical assistance ✔ Management & operational support ✔ Secondment of railway personnel ✔ Environmental impact assessment ✔ Social analysis and resettlement planning ✔ Training 	 <ul style="list-style-type: none"> ✔ Crash Energy Management (CEM) design ✔ Locomotive design and re-engineering ✔ Passenger car interior design ✔ Rail vehicle systems design and integration ✔ Structural design and finite element analysis (FEA) ✔ Fibreglass Reinforced Plastic (FRP) design ✔ Repair and upgrade cost estimating ✔ Fuel consumption / TPC studies

FEASIBILITY STUDY FOR THE NORTHERN AFGHANISTAN RAILWAY



DESCRIPTION OF MANDATE

Economic and financial feasibility study including traffic, engineering, hydrological, geotechnical, environmental, social surveys, optimization, preliminary designs, cost estimates, economic and financial assessment and analysis, bidding and procurement support and institutional development support for the Northern Afghanistan Railway network.

Consultancy services providing assessment of feasible options for the construction of a 600km rail link from (i) Mazar-e-Sharif through Sheberghan and Andkhoy to Aqina, and (ii) Mazar-e-Sharif to the border with Tajikistan and (iii) links to Amu Darya Oil blocks. Provide a broad overview of possible options for rail transportation of goods and passengers on the lines under study; define forecasts of potential traffic.

Project worth over 8 million US\$ including a survey of hydrological review; geotechnical studies and detailed surveying of viable routes; identification of various technical options for the railway construction; preliminary designs; technical solution at the lowest cost, assessment of technical viability, economic feasibility and financial viability of various alternative routes; social impacts study (ERS), Initial Environmental Examination (IEE) and Environmental Impact Assessment (EIA); assist the client with the procurement process and the Government with the tendering process, institutional development and capacity improvement.

CLIENT

Ministry Of Public Works, Islamic Republic of Afghanistan

COUNTRY

Afghanistan

YEAR

2014

DURATION

Ongoing

FUNDING

Asian Development Bank

VALUE OF SERVICES | VALUE OF PROJECT

US\$8 million

US\$1.5 billion

TYPE OF SERVICES

→ Feasibility Study

DAR ES SALAAM-ISAKA-KIGALI-GITEGA RAILWAY PROJECT



DESCRIPTION OF MANDATE

CANARAIL was mandated to evaluate the upgrading of the Dar Es Salaam – Isaka corridor in Tanzania and the engineering design and development of two new mainlines to Kigali, in Rwanda, and Keza/Musongati, in Burundi. Three different railway gauge alternatives (meter, cape and standard) were considered. CANARAIL was responsible for the following activities:

- Inspecting all workshops along the existing line and making recommendations regarding the upgrade and consolidation of shops based on modern rolling stock and operating practices;
- Reviewing existing technical reports completed by BNSF and CPCS;
- Reviewing and modifying the engineering design of all bridges, viaducts and culverts for the different gauge options;
- Developing technical specifications for various gauge alternatives for the upgrade of the existing railway and construction of two new railways;
- Reviewing and refining the DBI design of both new railways (to Rwanda and Burundi) to minimise earthwork volumes,
- Developing Signalling and Telecommunications system solutions and specifications;
- Developing capital cost estimates (CAPEX) and operating cost estimates (OPEX);
- Conducting environmental and social impact analyses;
- Conducting economic and financial analyses for both freight and passenger traffic on the existing line (Tanzania, 700km) and future lines (Rwanda and Burundi, 1,300km);
- Conducting institutional analysis.

CLIENT

Rwanda Transport Development Agency (RTDA)

COUNTRY

Tanzania

YEAR

2012-2014

DURATION

12 months

FUNDING

African Bank for Development

VALUE OF PROJECT

US\$ 4.2 million

TYPE OF SERVICES

→ Study

CONSULTING & INSPECTION SERVICES FOR RAILWAY BRIDGE CAPACITY RATING



DESCRIPTION OF MANDATE

The mandate was to update and complete the railway bridge register to reflect the current condition of all bridges. The priority was on bridges between Dar Es Salaam and Isaka (Phase 1), followed by the ones on the Tabora to Kigoma line; bridges between Isaka and Mwanza were logged in Phase 2. CANARAIL proceeded to evaluate the load capacity of all structures, bridges, and overpasses along the central rail network and determine the rehabilitation work required to accommodate rolling stock transporting 20- and 40-foot containers between Dar es Salaam and Isaka with a 15-tonne axle load going speeds of up to 75km/h.

Phase 1 (Dar Es Salaam to Isaka line) included the following steps:

- Review infrastructure drawings provided by RAHCO,
- Update and add to the bridge and overpass register,
- Update the condition of all bridges and overpasses,
- Determine the structural capacity of all 1,549 structures based on a 15 tonne/axle ratio,
- Conduct a risk analysis with regards to the implementation contract,
- Establish a quality assurance plan,
- Prepare tender documents,
- Determine the downstream work including detailed design, tender documents, and construction supervision.

The terms of Phase 2 are currently being negotiated but it will include the detailed design, purchasing assistance, and construction supervision of all infrastructure needing major rehabilitation work. At this point, 225 bridges have been identified as needing rehabilitation work.

CLIENT

Reli Assets Holding Company (RAHCO)

COUNTRY

Tanzania

YEAR

2015

DURATION

Ongoing

FUNDING

Asian Development Bank

VALUE OF SERVICES

\$3 million (Phase 1)

TYPE OF SERVICES

➔ Railway Bridges

FEASIBILITY STUDY & DETAILED DESIGN FOR REGIONAL COOPERATION AND INTEGRATION (RCI) PROJECT



DESCRIPTION OF MANDATE

Sl. No.	Project Name	Scope of TA Project
1	Construction of a railway link from Dhaka-Bhanga-Jessore through Padma Bridge in two phases: [Phase-I: Dhaka-Mawa-Padma Bridge-Janjira-Bhanga Rail Line Phase-II: Bhanga-Narail-Jessore Rail Line]	Feasibility Study Phases I&II, Detailed Design Phase-I Tendering Services Phase-I
2	Construction of double line and upgrade of existing rail line between Akhaura and Laksam.	Feasibility Study, Detailed Design, Tendering Services
3	Construction of a railway bridge parallel to the existing Bangabandhu Bridge with provision of dual-gauge double track over the river Jamuna.	Feasibility Study
4	Construction of single-line meter gauge railway track from Dohazari to Cox's Bazar via Ramu and Ramu to Gundum near Myanmar Border	Detailed Design, Update of Feasibility Study Tendering Services
5	Construction of double line between Joydevpur- Ishurdi section of BR.	Feasibility Study
6	Strengthening/reconstruction of Hardinge Bridge to allow Trans-Asian Traffic.	Feasibility Study
7	Construction of railway bridge over the Jamuna river near Phulchari-BahadurabadGhat including approach rail links.	Feasibility Study

CLIENT

Bangladesh Railways

COUNTRY

Bangladesh

YEAR

2012

DURATION

Ongoing

FUNDING

Asian Development Bank

VALUE OF SERVICES

\$9 million

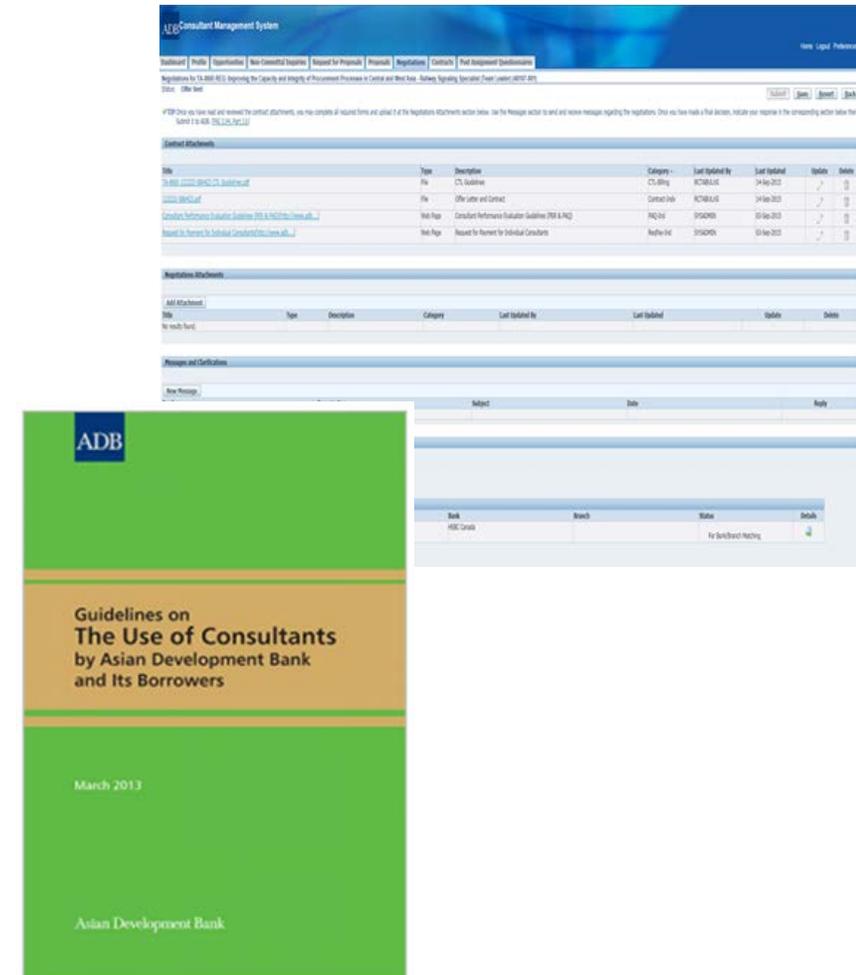
TYPE OF SERVICES

→ Feasibility Study

→ Detailed Design

FEW TIPS – PRE-TENDER STAGE

- **Anticipate** tenders: all projects are made public before budget is even secured
- **CMS** – Learn to use it in advance
- Extensively read ADB materials/guidelines
- Attend **ADB Business Fair** in Manilla
- Be ready to work on an open book basis



FEW TIPS –TENDER STAGE

- It's all about **points** - The scoring is known and it is all about earning points :
- Identifying the best candidates and draft CVs in the most detailed way to respond to requirements
 - Re-writing projects references to better reply to the project experience for this assignment
 - Writing Methodology demonstrating that you have the exact experience need for the project



There is no room for *off the shelf* answers

FEW TIPS –TENDER STAGE

- Securing assistance of **local partner** is critical
 - Purpose of ADB is to ensure long term transfer of knowledge to locals
 - Understanding specificities of each country
- ADB Procurement Methods are now used outside ADB-funded projects

FEW TIPS – EXECUTION STAGE

- **Quality** is key: it is all about building long-term credibility with ADB by delivering what you promised – ADB staff is very qualified to monitor performance
- Know and master the rules - ABD staff very administrative & bureaucratic
 - Payment – Keep your records in order
 - Replacement of resources is difficult

VALUES OF WORKING WITH ADB

- **Open opportunities & markets** you would not even consider in the first place
- Business security: Advance/guaranteed payments
- An **knowledgeable interface** in your relation with your ultimate client – ADB closes the cultural gaps that may exist between you and your client
- Working in projects that **matters and with a social/collective/regional purpose**
- ADB Procurement Procedures are becoming a **standard**

Questions?



25 ANS/YEARS CANARAIL



➤ THANK YOU