



# Mission.

## Developing Cambodia Mission 2010

Access vocational training opportunities with Cambodian companies and capture consulting opportunities with the World Bank, Asian Development Bank, and other key donor institutions

### About this mission

Developing Cambodia Mission is the first mission organised by Austrade and New Zealand Trade and Enterprise (NZTE) to introduce Australian and New Zealand vocational training providers and business consultancies to Cambodian companies, employers, multinational corporations and investors who are seeking to develop technical skills for their workers to meet the growing economy in Cambodia. The mission also aims to promote and assist Australian and New Zealand ODA consulting service providers in the key areas of aid development to capture vast project opportunities funded by the World Bank, Asian Development Bank (ADB), and other donor institutions in Cambodia.

### Why should you participate?

- All Australian and New Zealand mission participants will receive a tailored and comprehensive report on development opportunities in Cambodia and Laos ;
- As well as general development consultancy and Technical Assistance opportunities, the report will have a focus on VET opportunities.
- Learn about the Cambodian and Laotian Governments Development Plans to address the rising demand for skilled labour, the need for competency based training across industry sectors and vocational training opportunities in Cambodia's public and private sectors.
- Understand development assistance initiatives and procurement practices from the World Bank Country Office, ADB Cambodia Resident Mission and other key donor institutions based in Cambodia, Australian and New Zealand Government officials and other in-country experts.

### Important information

<b>Date</b>	15-17 June 2010
<b>Location</b>	Phnom Penh Cambodia
<b>Application Deadline</b>	10 May 2010

### Who should attend?

Australian and New Zealand vocational training providers, TAFE institutions and ODA consulting firms with development consulting expertise in:

- Infrastructure and construction
- Hospitality and Tourism
- Business support services
- Governance
- Institutional reform
- Capacity building
- ODA consulting services

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- Develop relationships with key Cambodian companies, investors and key players in the market, key donor institution personnel, Cambodian Government officials and potential partner consulting firms from Australia, New Zealand and Cambodia at the seminar sessions, mission events and tailored one-on-one appointments.
  - Develop an understanding of the Cambodian Development and VET market first hand, gaining knowledge on how to pursue project opportunities and operate in Cambodia.
  - Increase awareness of your training and consulting expertise and increase your success at winning project tenders.

### Market insights

- Cambodia's labour force stands at about eight million - a majority lack the skills and training to achieve their full potential. The country must increase vocational training for their workforce to boost skills to increase their competitiveness in the region and in the global economy.
- Cambodia is highly dependent on donor aid, with external financing accounting for approximately half of government expenditure. Official Development Assistance (ODA) to Cambodia totals US\$951.5 million in 2009.
- Cambodia is one of the largest recipients of resources from the ADB's Asian Development Fund (ADF) – over US\$1 billion in assistance to date.
- The ADB is also investing in Cambodia with a recent US\$24.5 million grant for a project to improve the government's technical and vocational education training (TVET) system to make it more responsive to the Cambodia's growing need for a skilled and educated workforce.
- Australian and New Zealand firms have a strong reputation for providing vocational training and technical assistance to development projects across a range of sectors in Cambodia.
- A number of countries, including Australia and New Zealand, have active overseas development assistance (ODA) programs targeting a range of sectors in Cambodia. A majority of these programs require international consulting expertise and include a capacity building / training component.



## Mission program

The program has been designed to maximise your visit.

15 June 2010	Phnom Penh	Evening: Country Briefing
16 June 2010	Phnom Penh	VET and Development Seminar Plenary session Panel discussions on skilled workers and opportunities Sectoral breakout sessions – Capability presentations by delegates Networking Lunch Panel discussions on Development opportunities from donor institutions One-on-one meetings with prospective companies/potential partners Networking evening reception
17 June 2010	Phnom Penh	Morning: Visit to ADB, World Bank, UN and other donor institutions Afternoon: Depart

## Cost of participation

The total cost per delegate includes direct costs and an Austrade / NZTE service fee.

Options	Total cost
One delegate	A\$2,390 Inclusive of direct costs and service fees
Two delegates	A\$3,640 Inclusive of direct costs and service fees



- **DEPOSIT:** Austrade / NZTE requires a non-refundable 30% deposit for all international events where the value of the package is over \$1500. The payment terms for the deposit amount is 7 days from invoice date. Payment of the deposit reserves your place on the event, but your place is not fully secured until the entire fee is paid, Please refer to the event Terms & Conditions for further detail. Non payment of the deposit by the applied deadline will result in the forfeit of your reserved place on the event. For packages of \$1,500 or less, full payment is required with payment terms as per the invoice provided.
- The direct cost and Austrade / NZTE service fee form part of the total package and you cannot purchase one without the other.
- A minimum of fifteen (15) registered companies are required for a mission of this scale to proceed. If this number is not reached, Austrade / NZTE will advise registered participants of an alternative activity.

### Apply before 10 May 2010

#### Australian participants:

Apply online at [www.austrade.gov.au/DvlpCambodia2010](http://www.austrade.gov.au/DvlpCambodia2010) to have our country and industry specialists assess whether this mission offers opportunities that are well-matched to your business.

In order to provide the highest level of service to delegates, places are strictly limited. If your application is successful we will send you an Event Participation Kit with all the information you need to prepare for the mission.

If you are considering this event or mission, Austrade recommends that you consult 'Smartraveller', the Australian Government's travel advisory service, which is available at [www.smartraveller.gov.au](http://www.smartraveller.gov.au) Travel advice is updated regularly on this site.

#### New Zealand participants:

Please contact Maria Gray, Business Service Manager, Auckland (Creative ) [maria.gray@nzte.govt.nz](mailto:maria.gray@nzte.govt.nz) +64 9 354 9096

If you are considering this event or mission, NZTE recommends that you consult 'safetravel', the New Zealand Government's travel advisory service, which is available at [www.safetravel.govt.nz](http://www.safetravel.govt.nz) Travel advice is updated regularly on this site.



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## Key contacts

To discuss your options further, please contact:

### For Australian Companies and Institutions

#### Australia

Vince Kelly

Senior Export Adviser

Export and Investment Services

Austrade Brisbane

T +61 7 3364 7705

E [vince.kelly@austrade.gov.au](mailto:vince.kelly@austrade.gov.au)

Garry Mahlberg

Global Industry Network Leader

Austrade Sydney

T + 61 2 9390 2909

E [garry.mahlberg@austrade.gov.au](mailto:garry.mahlberg@austrade.gov.au)

#### Thailand

Mallee Karnasuta

Business Development Manager

Austrade Bangkok

T +66 2 344 696 4833

E [Mallee@austrade.gov.au](mailto:Mallee@austrade.gov.au)

### For New Zealand Companies and Institutions

#### New Zealand

Maria Gray

Business Service Manager

Creative

NZTE Auckland

T +64 9 354 9096

E [maria.gray@nzte.govt.nz](mailto:maria.gray@nzte.govt.nz)

#### Thailand

Karlene Davis

Trade Commissioner, Thailand, Cambodia, Myanmar & Laos

NZTE Bangkok

T +66 2 251 7289

E [karlene.davis@nzte.govt.nz](mailto:karlene.davis@nzte.govt.nz)





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