

# EU AND IFI FUNDED PROJECTS: BUSINESS OPPORTUNITIES FOR AUSTRIAN COMPANIES

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Network Projects International (NPI)

## EU AND IFI FUNDED PROJECTS

total annual project volume funded by EU and IFIs:  
> 50 bn EUR



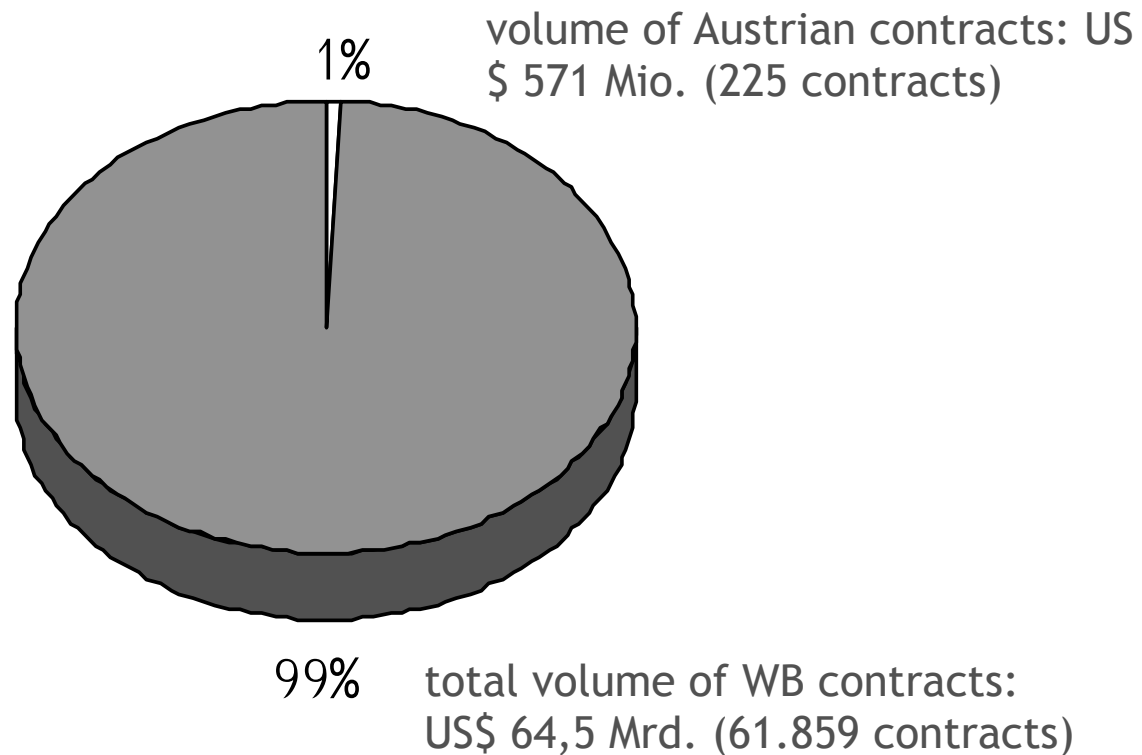
IFIs are The World Bank Group, The European Bank for Reconstruction and Development (EBRD), regional development banks like the Asian Development Bank (ADB), the African Development Bank (AfDB), the Black Sea Trade and Development Bank (BSTDB), etc.

additional financing by bilateral development banks like the Austrian Development Bank (OeEB), the German DEG-KfW etc.

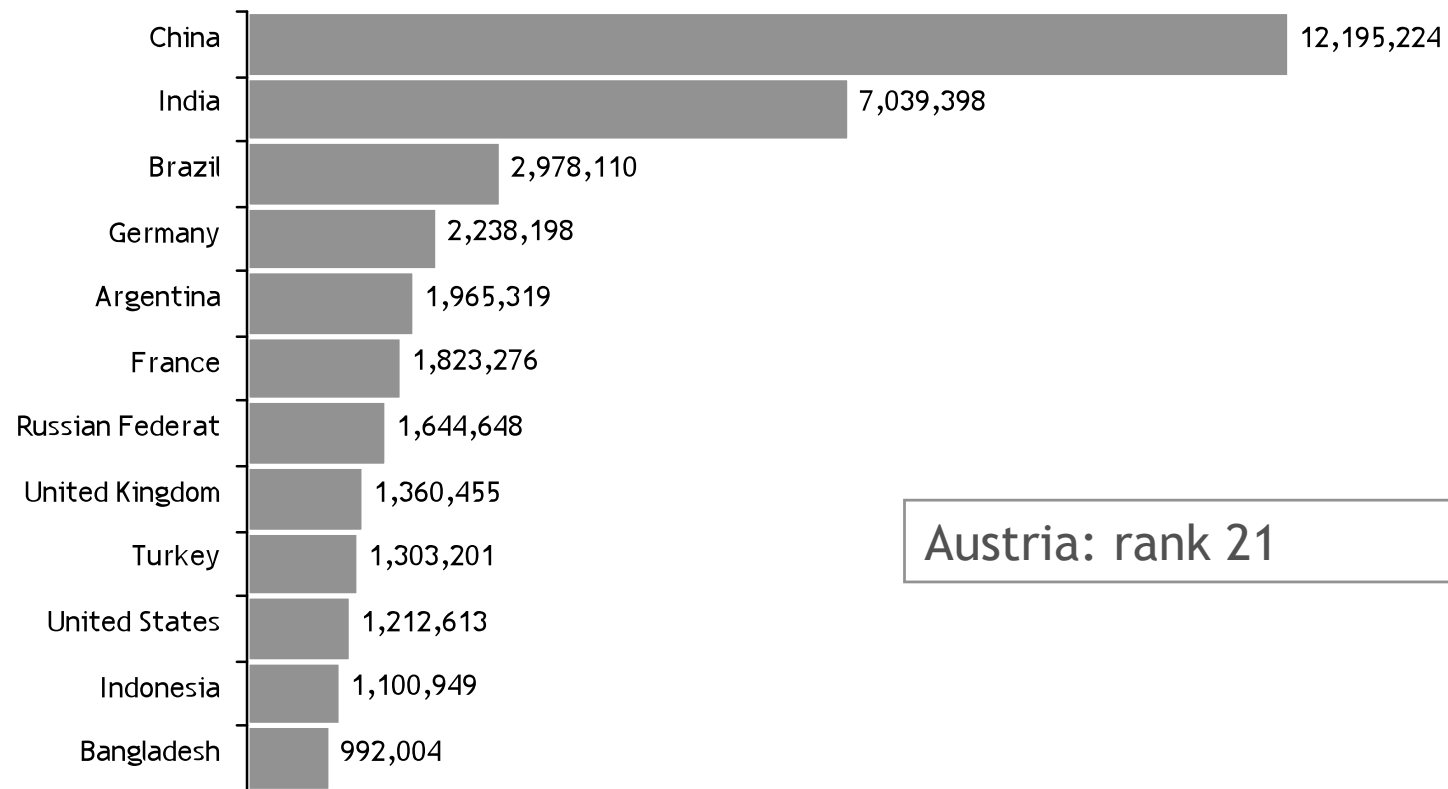
every year about 100 Austrian companies participate in EU and IFI financed projects

total contracting volume > 200 mio EUR

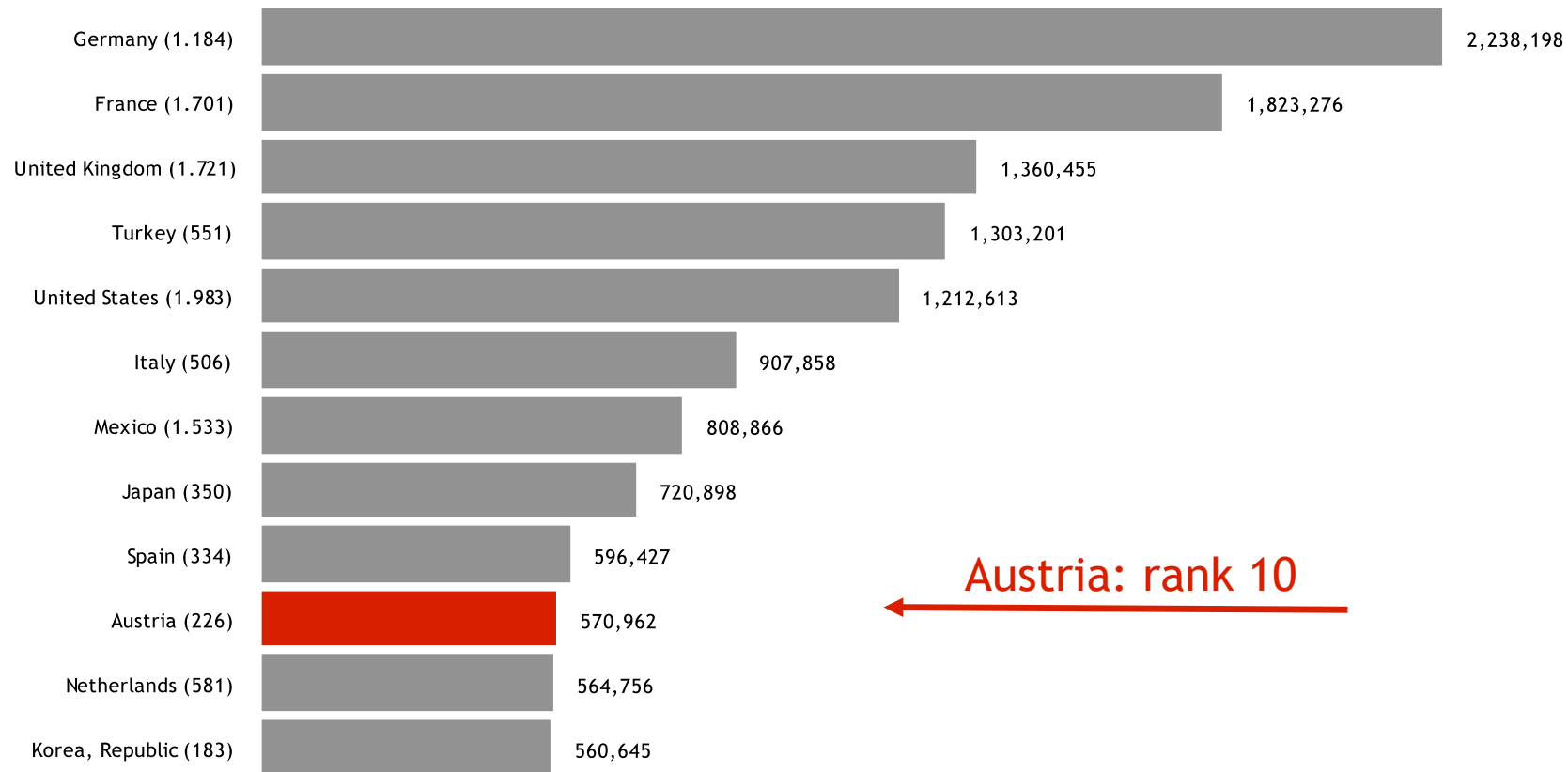
## AUSTRIAN COMPANIE'S SHARE IN WORLD BANK FINANCED CONTRACTS - in US\$ between 2000 - 2007



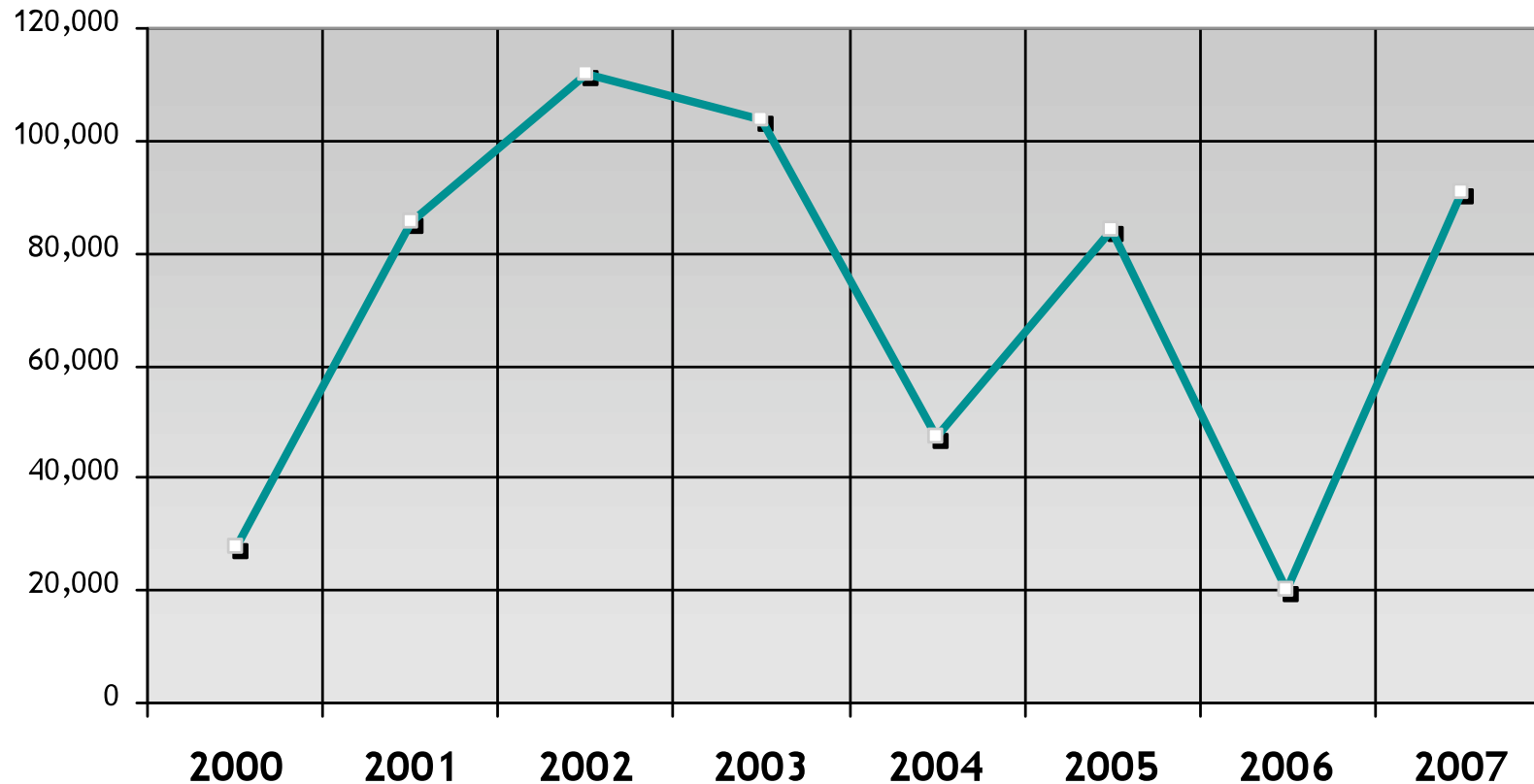
## WHO WINS MOST OF THE CONTRACTS? in US\$ 1.000 between 2000 - 2007



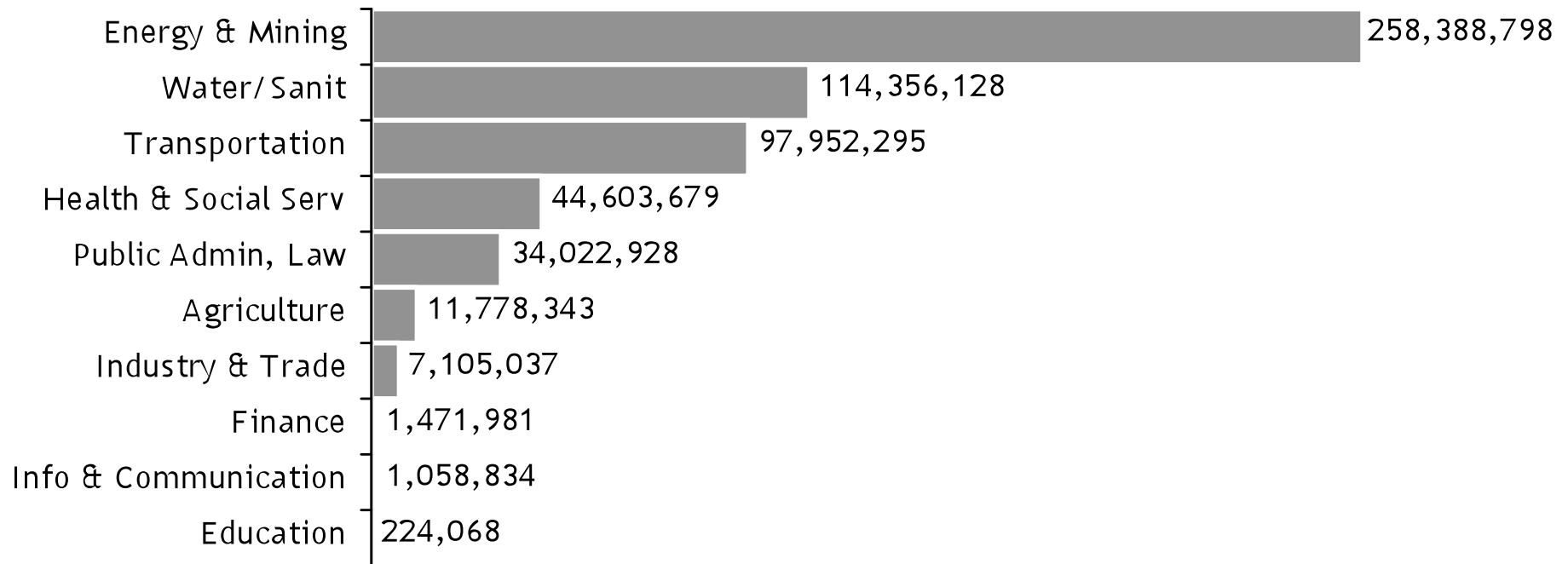
## WHO WINS MOST OF THE CONTRACTS AMONGST OECD MEMBERS? - in US\$ 1.000 between 2000 - 2007



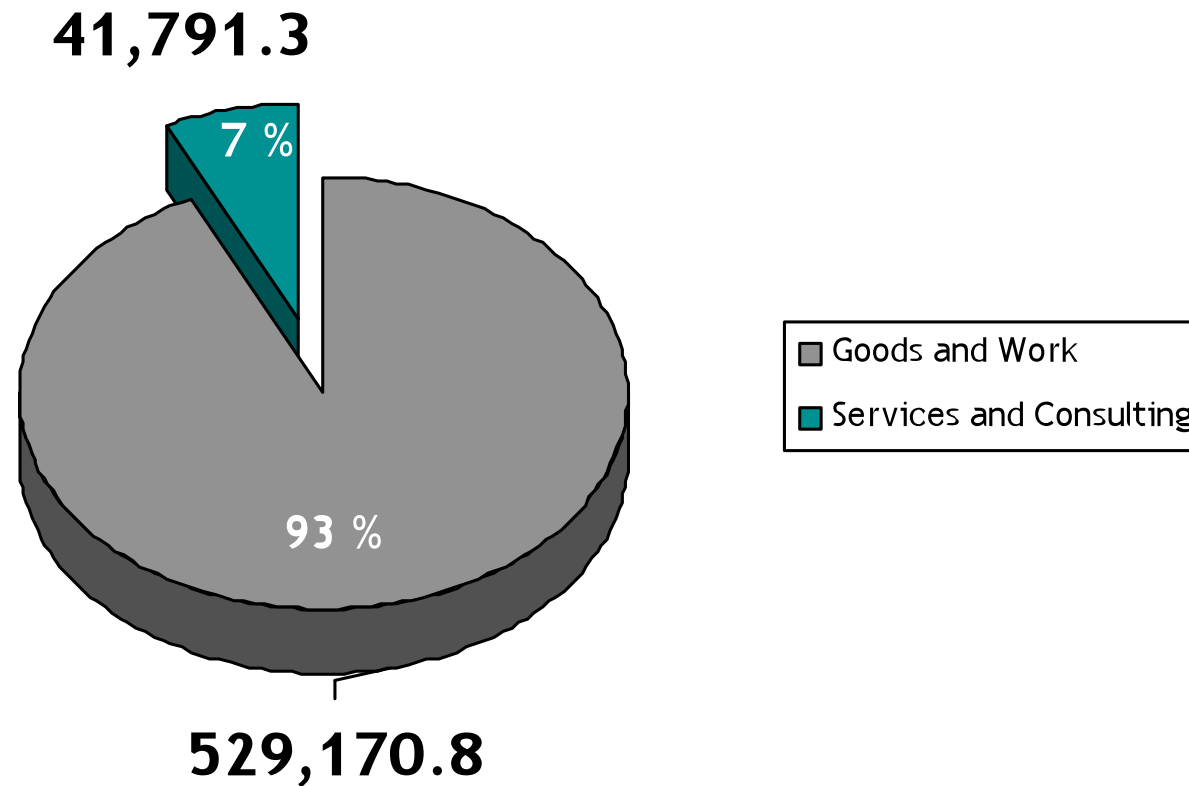
## DEVELOPMENT OF AUSTRIAN CONTRACTING VOLUME in US\$ 1.000 between 2000 - 2007



## AUSTRIAN CONTRACTING VOLUME BY SECTORS in US\$ between 2000 - 2007



## AUSTRIAN GOODS & WORK CONTRACTS VS. SERVICES & CONSULTING CONTRACTS in US\$ 1.000 between 2000 - 2007

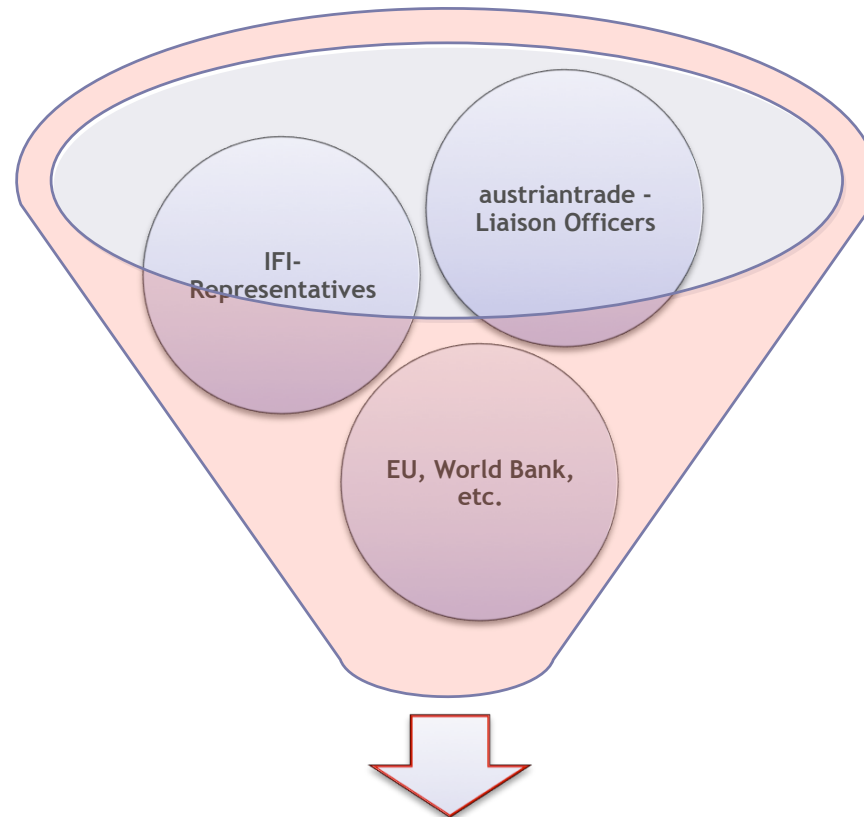




## NETWORK PROJECTS INTERNATIONAL: OUR SERVICES

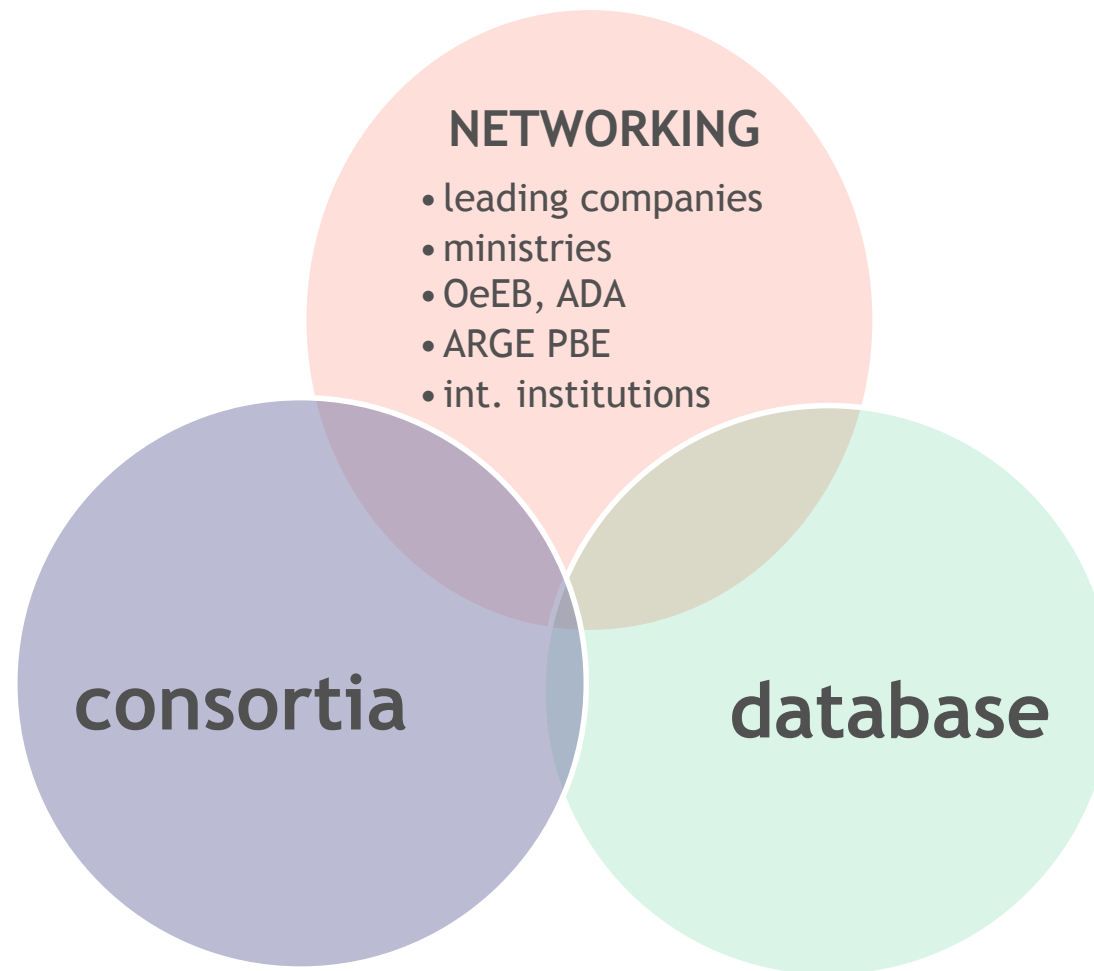
- **comprehensive information**  
practice-oriented documents  
events in Austria and abroad
- **project screening** and distribution of project info  
from Austrian Trade Commissions (ATCs) in Brussels, Washington DC, Manila etc. to  
Austrian companies (mailings, AWO-news etc.)
- **project platform**  
networking opportunity: find potential partners categorized by branches and regions
- **direct support**  
co-financing through “go-international” of consulting services and training for  
Austrian companies to facilitate their participation in EU and IFI funded projects

# PROJECT SCREENING

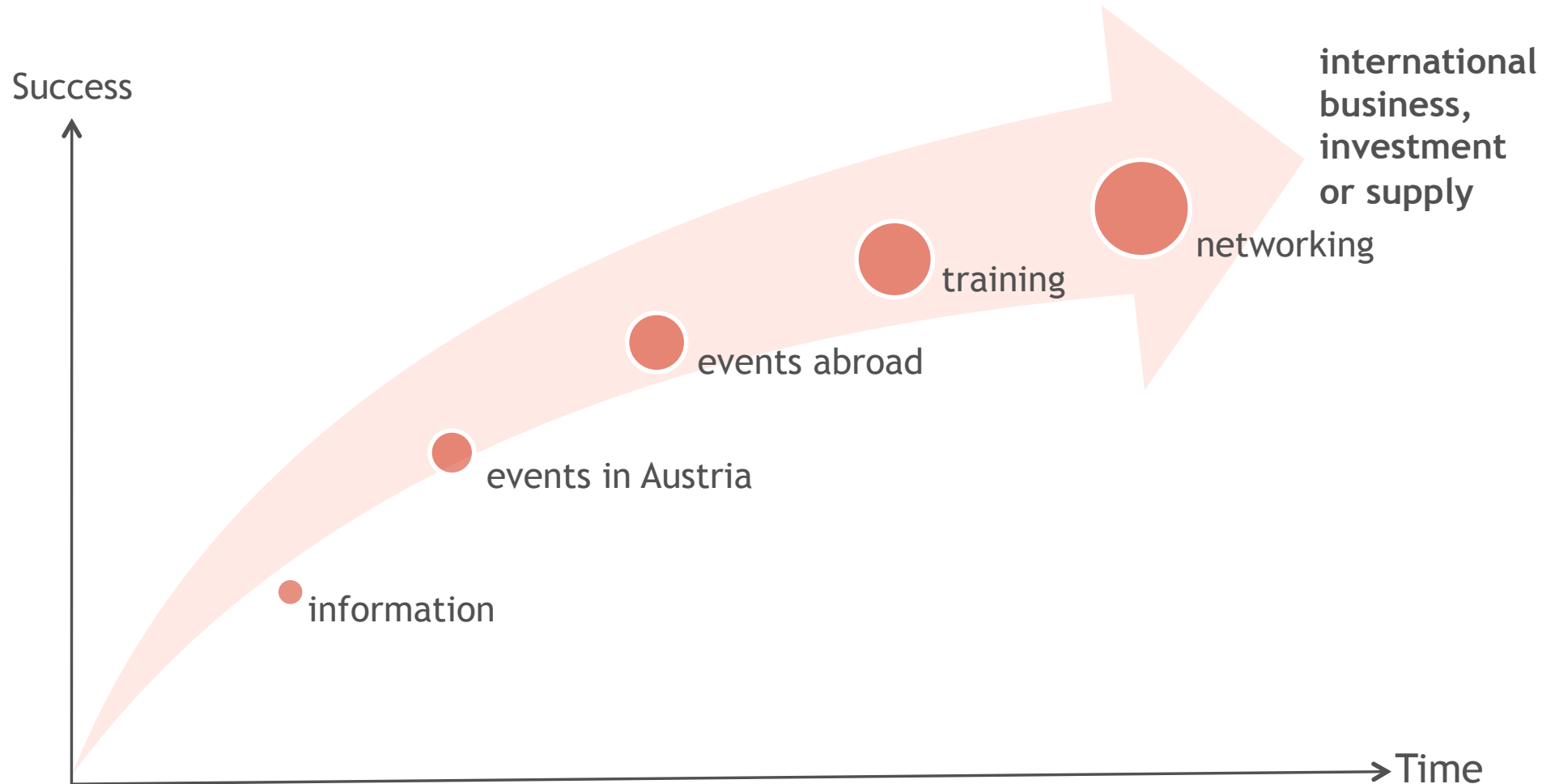


suitable projects for  
Austrian companies

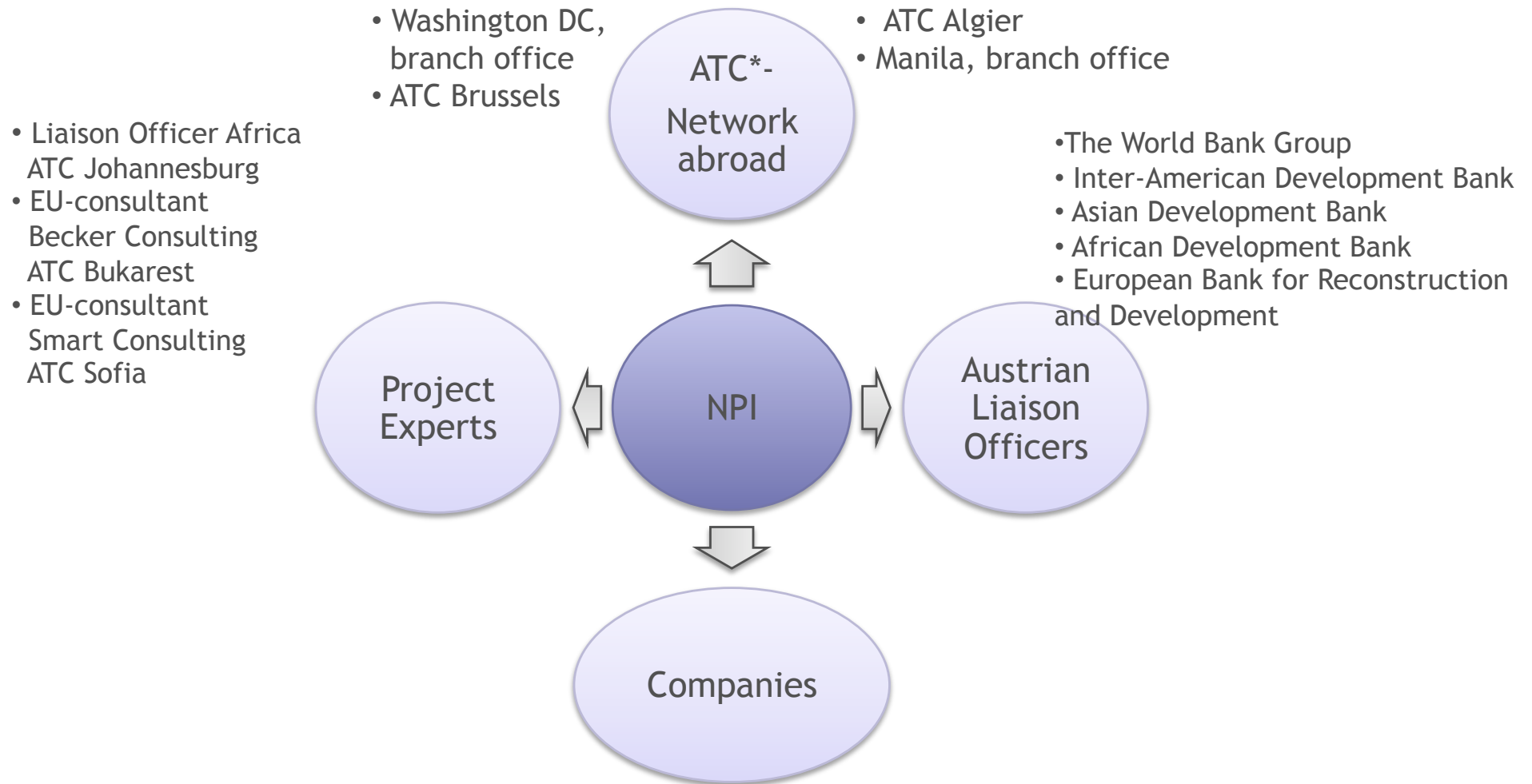
## PROJECT PLATFORM



## STEP BY STEP TOWARDS EU AND IFI BUSINESS



## OUR NETWORK ABROAD



\* Austrian Trade Commissions

## ATCs - THE AUSTRIAN TRADE COMMISSIONS

- inform about project opportunities
- identify local partners
- establish contacts with implementing agencies
- establish contacts with the World Bank's country offices
- obtain bidding documents
- deliver company's bid
- participate in bid openings as representative of company
- intervene for company in case of conflict with implementing agencies
- etc. etc.

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## ATC NEW YORK-BRANCH OFFICE IN WASHINGTON DC

- responsible for World Bank + Inter-American Development Bank (IDB)
- distributes information about business opportunities
- maintains large network in the World Bank and the IDB
- identifies the right contact persons
- establishes contacts and arranges individual appointments
- organizes Trade Missions and Sector Missions
- trouble shooting - makes official representations with the Banks
- assists with questions reg. procurement procedures
- lobbies for Austrian strategic business interests
- etc. etc.

## NPI SUPPORT

- 50% co-financing of consulting services used by Austrian companies when participating in EU and IFI financed projects
- max. EUR 5.000,-/ project (no SME-restrictions)
- co-financing of specialized IFI-training-seminars for Austrian companies (planned for 2010)
- [www.go-international.at](http://www.go-international.at)  
-> Förderprogramme -> Dienstleistungsexport und Internationales Projektgeschäft -> 5.1 Netzwerk Projekte International





Thank you for your attention!