

## BACKGROUND ...

### COMPETITOR ANALYSIS

#### FUTURE TRENDS

The government's long term objective is to supply every citizen with a house. This will mean market opportunities for Canadian suppliers of electrical and water generation and distribution equipment.

Likewise, the construction of several telephone exchange buildings, two government office buildings and a stadium within the 6th Plan will require ample public utilities hardware. The Electrical Services department seeks contractors, installers, consultants and suppliers for electrical wiring, air conditioning, and cable laying opportunities.

Indications are that electrical requirements for the 6th and 7th Year Plan will include 5 engineering projects. The Ministry will be looking for foreign contractors to provide engineers on sites to conduct work and inspect materials.

Projects in the 6th Plan open to Canadian participants include:

- a Supervisory Control and Data Acquisition System (SCADA), to be the central control center in Bandar Seri Begawan to link together the four works control centers.
- an 80 kilometer (km) transmission (B\$200 million ) line project.

There are opportunities to supply electrical goods and equipment to some 150 contractors registered with the Electrical Services Department that carry out wiring, cable laying and air conditioning activities.

There will be equipment requirements for ongoing rural water and electrification programs. Opportunities may include the construction of local treatment plants, the extension of pipelines from established plants and laying of overhead lines.