

COMPETITOR ANALYSIS ...

KEY PARTICIPANTS IN THE ELECTRICAL AND WATER SECTOR ...

Watson Hawxley Asia (UK) has formulated a Master Plan for the Water Department.

Although the tender period is usually 2-3 months, the time period from closure of the project tender to approval by the tender board can range between 2 months to 2 years.

In order to develop the technical expertise of its local manpower, the Ministry actively encourages joint ventures between local and foreign contractors.

KEY CUSTOMERS IN SECTOR

Key electricity and water customers in Brunei are the government and Brunei Shell Petroleum.

CURRENT MARKETING TRENDS

The basic methods for selling generation and distribution equipment for electrical, water and gas services in Brunei :

- tenders/bids for infrastructural projects
- personal relations with senior ministry officials