

## Dessau-Soprin Inc.

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plays a major role in a US\$60-million JBIC-financed rural electrification project in Peru, it's an extraordinary success story.

Founded in 1957, Dessau-Soprin specializes in the fields of transportation, building engineering, water and wastewater, electrical energy, environment, geotechnics, materials engineering and quality assurance, and urban development. The company has been active in the international arena for over 30 years and has worked with most of the multilateral development banks.

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The US\$5-million JBIC Electric Frontier Expansion Project, awarded in November 2000 and completed in May 2002, was designed to extend the electricity transmission and distribution networks in rural areas of Peru. JBIC provided funding for the project, which was commissioned by the Peruvian Ministry of Energy and Mines and benefited some 300,000 people in more than 600 communities.

Dessau-Soprin was up against tough international competition, particularly from Japanese engineering firms. However, the Quebec firm put together an excellent proposal, obtaining the maximum score possible—1,000 points—under the evaluation system employed by the United Nations Office for Project Services, the organization hired by the Peruvian client to ensure transparency in the contract-awarding process. It was also awarded 100% responsibility for overseeing the whole project, without a Japanese partner.

### Local capabilities key

Local presence and previous local experience were key to Dessau-Soprin's successful proposal. The company has been designing transmission lines and substations in Peru since 1992. In 1998, it won an award for international cooperation from Canadian Manufacturers & Exporters and the Canadian International Development Agency for a project to rehabilitate 1,600 kilometres of transmission lines in coastal Peru.

"This was a major project that gave us a good understanding of the Peruvian market and helped to position ourselves with other clients," explains Dessau-Soprin's Vice-President for South America, Homero Fuertes. "So when this JBIC project came up, it meant we were already in the market with the requisite experience,

capability and contacts among local engineers."

As Fuertes points out, working with local consultants is an important aspect of being competitive when it comes to JBIC-financed projects. "JBIC encourages Japanese consultants to form associations with consultants in the project country in order to overcome the language barrier and facilitate knowledge of local regulations, so that formed a big part of our proposal." In all, Dessau-Soprin hired and trained 180 local engineers.

### Embassy: Source of information and contacts

For local regulations and other information, Dessau-Soprin also relies on the Canadian overseas trade network. "The Embassy in Lima has very good information on the country and the government, and we also turn to them when we need contacts," says Fuertes.

Although JBIC does not play an active role in evaluating proposals or overseeing the contract, it is by no means a silent partner. As Fuertes explains, representatives from the funding agency make an important follow-up site visit upon the completion of a project. On that count, Dessau-Soprin had no worries: "This is the only JBIC project in Peru that has been delivered on time and under budget; they were very happy."

Not surprisingly, the project is leading to other opportunities. In May 2002, Dessau-Soprin, in partnership with the Canadian Commercial Corporation, Export Development Canada and Investment Quebec, signed a memorandum of understanding with the Peruvian Ministry of Mines and Energy for a project to bring electricity to some 3,000 communities in Peru.

**For more information**, contact Homero Fuertes, Vice-President for South America, Dessau-Soprin Inc., tel.: **(514) 281-1033, ext. 2769**, e-mail: [homero.fuertes@dessausoprin.com](mailto:homero.fuertes@dessausoprin.com).

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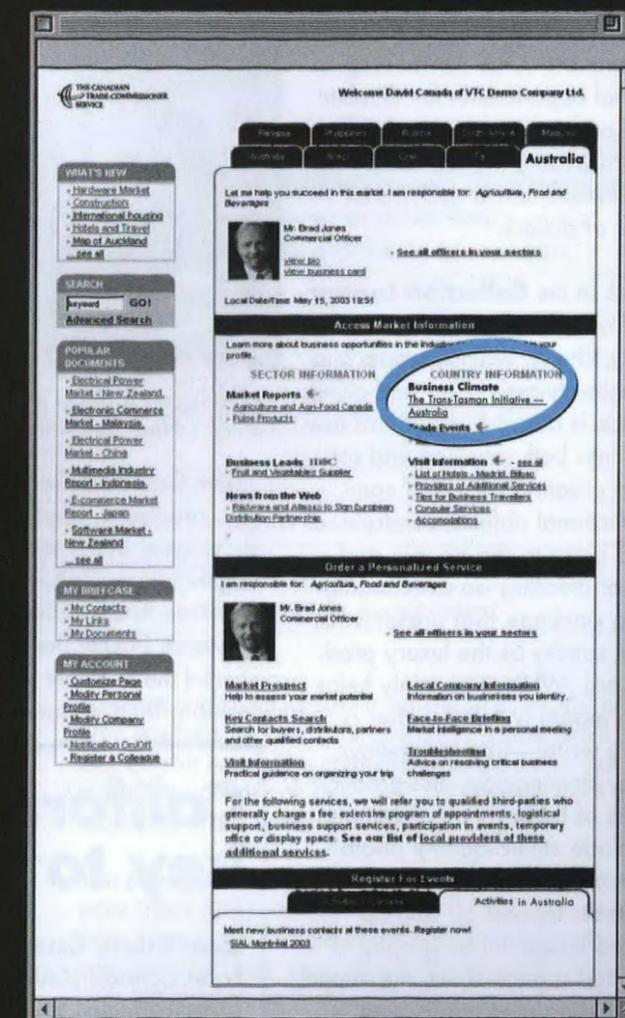
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