European International Contractors Spring Conference, Lisbon, Portugal 29 April 2022: “Bridging Africa’s Transport Gap”

Stephen Ashcroft, Director, AfDB

AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE DE DEVELOPPEMENT

CHGS
Département des Services Généraux et des Achats
General Services and Procurement Department

1. The African Development Bank

The premier pan-African development institution established in 1964

Purpose: promoting economic growth & social progress across the continent

80 member states (54 African member countries, 27 non-regional member countries)

Agenda: delivering financial & technical support for transformative projects to reduce poverty through inclusive & sustainable economic growth

High 5's

- Light up & power Africa
- Feed Africa
- Industrialise Africa
- Integrate Africa
- Improve the quality of life for the people of Africa

AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE DE DEVELOPPEMENT
CHGS
Département des Services Généraux et des Achats
General Services and Procurement Department

1.1 the African Development Bank Group has impacted the lives of 335 million people

Over the past 10 years, the Bank Group has invested over $40 billion in infrastructure.

Past 5 years		
African people/mn	Access	Hi 5's
15.5	Connect electricity	Light Up and Power Africa
74	Agriculture tech	Feed Africa
8,700 km	Roads	Integrate Africa
42	Water & Sanitation	Improve Quality of Life of African people

The Bank Group financed ultramodern infrastructure, including:

- Casablanca Menara airport
- Ghana's Kotoka airport
- Senegal's Blaise Diagne airport
- 8-lane Thikka-Nairobi super highway in Kenya

2. If not European Contractors – then who? If not now – then when?

Apparently, by 2030 one in five people will be African

Combine the continent's soaring population with technology, improvements in infrastructure, health & education…

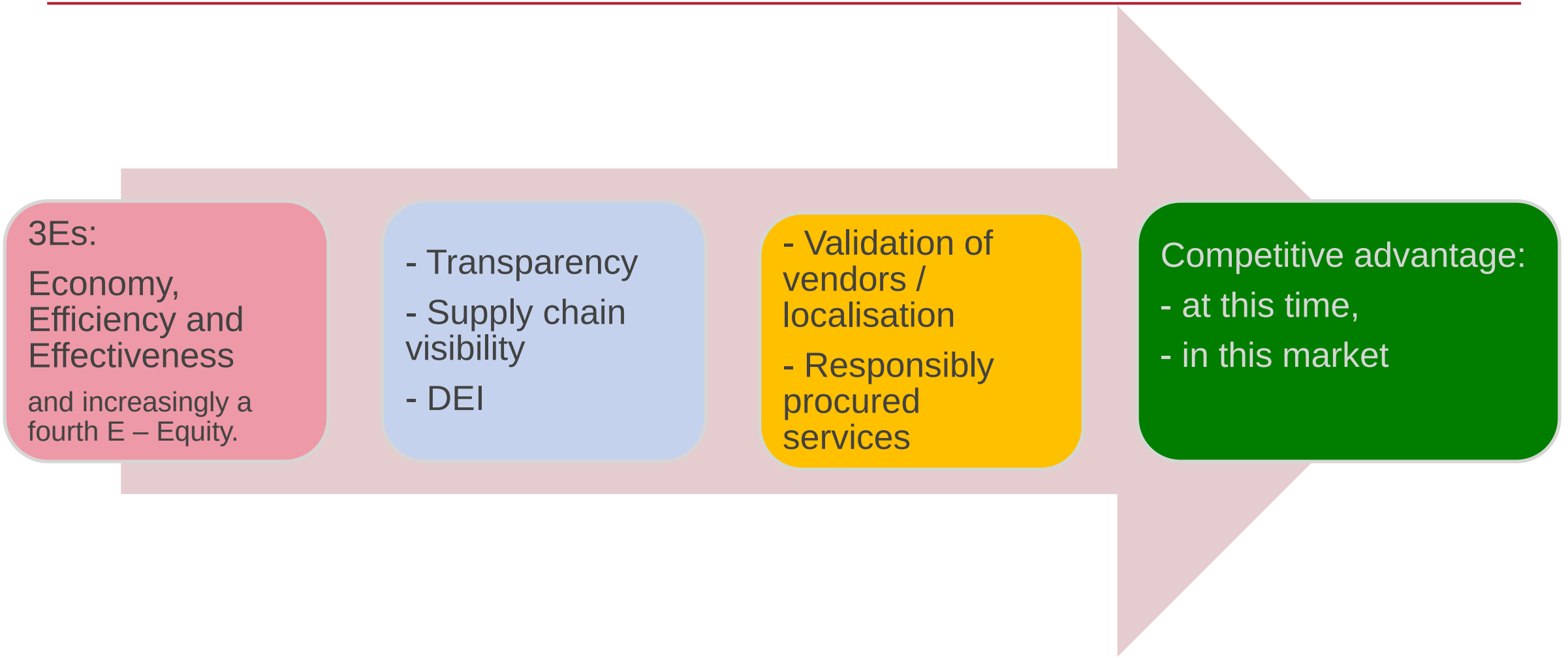
Africa is big!

- Flights: Abidjan - Johannesburg: 13 hrs, Abidjan - Addis Ababa: 6 hrs
- 3 times the size of Western Europe
- Nigeria is 9 x Portugal - and 5 Nigeria's could fit in the whole of Africa!

Disclaimer: am not known as a cartographer!

AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE DE DEVELOPPEMENT
CHGS
Département des Services Généraux et des Achats
General Services and Procurement Department

3. Procurement in Africa: Critical alignment with stakeholders' agenda(s)



AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE DE DEVELOPPEMENT
CHGS
Département des Services Généraux et des Achats
General Services and Procurement Department

4. European Contractors: If not together – then how?

Change

- Everyone wants A change but nobody wants TO change?
- Change: hard work, risky decisions & potential failure
- Without change, competitive advantage is just…an aspiration

RICS supply chain collaboration

- BS 11000
- Collaboration = bigger impact with bigger benefits.
- No internationals standard on all the other opposites of collaborative behaviors

Annual Report (anonymized)

"Our approach to partnerships is recognising that it must meet the selfish needs of both parties"

Working with African stakeholders – listening, talking, exploring, & iteratively developing approaches - aligned with achieving the goals of better collaboration

AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE DE DEVELOPPEMENT
CHGS
Département des Services Généraux et des Achats
General Services and Procurement Department

5. Challenge - or opportunity?

The culture of Africa is a mélange, as Africa grows and changes

Tactical/context-sensitive/ opinion (?) 'As-Is'

Strategic 'To Be'

"I didn't realise how 'English' I was, I am, until I lived outside UK"

Ex. Francophone and Anglophone culture - convergences & divergences across the continent

Not everyone communicates in English (or French, or Arabic)

Check Hofstede cultural dimensions

Warrants attention from leaders of European Contractors

- To reconcile perceptions & interests
- Bridge any 'gaps'
- Craft - lead - effective & high performing teams

AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE DE DEVELOPPEMENT
CHGS
Département des Services Généraux et des Achats
General Services and Procurement Department

Obrigado!

Bridging Africa's Transport Gap
The African Development Bank
www.afdb.org

Stephen Ashcroft, Director, AfDB s.ashcroft@afdb.org linkedin.com/in/stephenashcroft/

AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE DE DEVELOPPEMENT

CHGS
Département des Services Généraux et des Achats
General Services and Procurement Department