



**PROJECT DEVELOPMENT INTERNATIONAL'S
*PROJECT DEVELOPMENT PROCESS***

Project Development International (PDI)
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PROJECT PROPOSAL

PROJECT PROPOSALS ARE INITIATED BY ANY QUALIFIED HOST COUNTRY, PUBLIC OR PRIVATE SECTOR CLIENT

PDI secures a Letter of Agency from designated Project-Client and initiates Project Development process. (Project-Client is typically a Host Country Municipal or Regional Government Agency.)



Unfinished buildings in Khabarovsk, Russia, where housing is in short supply

PDI's services benefits to Project-Client:

- Project-Client's needs are always PDI's main priority.
- Greater and quicker access to international development funds.
- Local control of Project priorities and implementation strategies.
- Focus on sustainability and long-term benefits such as expanding infrastructure resources and training for the local employment pool in new technologies.

PDI's services PDI Funding Development Department reviews proposed Project and matches it with appropriate funding source.

U.S Government Agencies

- Agency For International Development (USAID)
- Department of Commerce (DOC)
- Department of Defense (DOD)
- Department of Energy (DOE)
- Department of Agriculture (USDA)
- Department of Transportation (DOT)
- Environmental Protection Agency (EPA)
- Center For Disease Control & Prevention (CDC)
- Trade and Development Agency (TDA)

Multilateral Development Banks

- African Development Bank (AFDB)
- Asian Development Bank (ADB)
- European Bank For Reconstruction & Development (EBRD)
- Inter-American Development Bank (IBD)
- World Bank

Note: *These are just a few of the many funding agencies in each category. In addition, there are a large number of specialized international funding agencies.*

PDI's Funding Department monitors current available funding and selects funding agency based on Project category and agency funding priority criteria.



AGRIBUSINESS



INFRASTRUCTURE



ENVIRONMENT



HEALTHCARE/ MEDICAL



CONSUMER GOODS



TRANSPORTATION



TELE-COMMUNICATIONS



ENERGY



HOUSING & CONSTRUCTION



DEFENSE CONVERSION



PROJECT TECHNICAL REVIEW

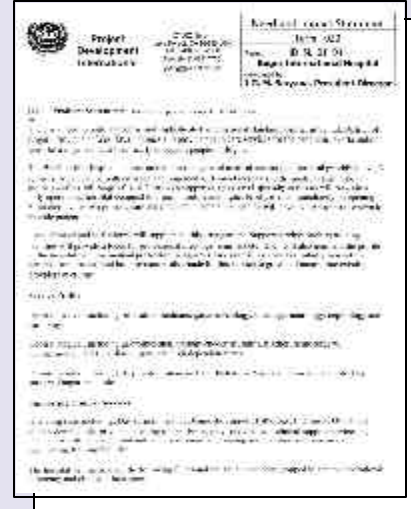
POTENTIAL LEAD TECHNOLOGY PROVIDERS ARE EVALUATED BASED ON PROJECT NEEDS

PDI's Technical Department develops a Project-specific Need and Impact Statement for Qualified Project Proposals.

Project Sourcing

Based on each Project's specific needs, geographic location and logistical considerations, PDI and independent Technical Advisors review and evaluate U.S. companies as potential Technology Providers.

Three or more companies are selected from a pre-screened and approved list of vendors qualified to participate in U.S. government and multilateral funded projects.



Project Need and Impact Statement (PDI FORM 1020)

Selected companies are short-listed, eliminating the need for the RFP (Request For Proposal) or Open-Bid Process. Here is a time-line comparison:

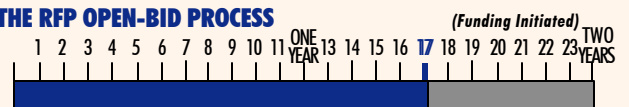
THE RFP (Request For Proposal) OPEN-BID PROCESS:

- Host Country makes Project Request to U.S. Embassy.
- U.S. Embassy refers Project Request to appropriate Funding Agency at which time it becomes public domain and open to all bidding companies.
- Funding Agency initiates RFP Open-Bid Process for U.S. companies to fulfill Project need. RFP published for a minimum of **three months**.
- RFP Application process requires a third-party Due-Diligence Audit and Technical Review taking approximately **two months** at an approximate cost of **\$25,000**. [This cost is applicable to **only** that specific Project Proposal.]
- Funding Agency initiates RFP Open-Bid Process for qualified Technical Consultant to review and evaluate the bidding companies, **a three- to five-month process**.
- Technical Consultant selects three companies for Short-Listing, and Funding Agency publishes this selection for **three months**. [Challenges to this selection can require significant additional time.]
- Upon finalization of Short-List selection, Technical Consultant makes contact with the Project-Client (the first contact since initiating Project Request) to create a technical counter-part team in the Host Country.
- Funding Agency initiates Feasibility Study phase and Project Funding process begins. [Because **18 months to two years** have usually passed without original Project-Client involvement, Project-Client typically has lost interest or moved on. The result is that only about **8%** of proposed projects ultimately receive funding!]

PDI'S PROPRIETARY PROCESS:

- Client requests PDI to be its representative for one or more projects.
- PDI evaluates Project's technical feasibility and funding potential using the PVO system and VISP Library. This takes approximately **one month**.
- PDI creates a Definitional Mission and completes the Definitional Mission process including a trip to Project location. This takes approximately **two to three months**.
- PDI uses a proprietary process to **fast-track** project approval by pre-qualifying selected technologies and companies.
- PDI writes a Feasibility Study Funding Request on Project-Client's behalf and submits to Funding Agency for approval. This takes approximately **two to three months**.
- In approximately **one to two months** following, Funding Agency initiates Feasibility Study phase and Project Funding process begins. [Overall lapsed time is approximately **six to nine months**, with Project-Client involved early on and throughout the entire process!]

THE RFP OPEN-BID PROCESS



THE PDI "FAST-TRACK" PROCESS





FUNDING FAST-TRACKED

PDI'S SERVICES ARE DESIGNED AND IMPLEMENTED TO MEET FUNDING AGENCY CRITERIA

Vendor Information Service Program (VISP)

VISP services provide an effective and economical means for information about a U.S. Company's Products, Technologies or Services to be presented directly to Host Country Project-Client while adhering to strict funding guidelines for sole source funding.

VISP Membership allows PDI to pre-qualify and Short-List U.S. Companies as potential Lead Technology Providers (or for other levels of Project need) for proposed Projects internationally.

VISP Members pass preliminary Due-Diligence that pre-qualifies their company for potential multi-project participation in diverse regions internationally and substantially reduced funding approval time.

Four-Page VISP Application

VISP Summary

- The VISP Summary is used to introduce possible Lead Technology Providers – a key element in funding approval.
- The VISP Summary provides a one-page synopsis of a pre-qualified company's Products, Technology and Services.
- Company identity is not revealed to satisfy sole sourcing funding procedures.
- Companies are listed according to the Harmonized Tariff Schedule and PDI's Project Development Library number.

VISP One-Page Summary



VISP Summary allows Project decision-makers to review information in their Native Language



PROJECT STORYBOARDS

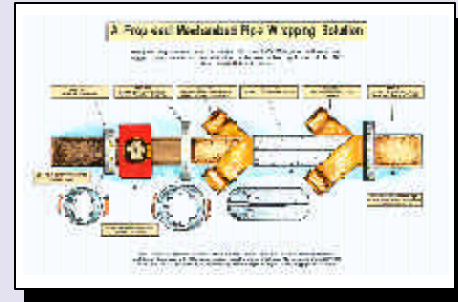
AN ESSENTIAL COMMUNICATION TOOL USED FOR INTERNATIONAL PROJECT DEVELOPMENT

Project Storyboards

Project Storyboards are a contractual requirement for PDI Feasibility Study Participation.

Project Storyboards visually illustrate and explain how Products, Technologies and Services meet the specific Project needs and address regional or other unique Project-Client concerns.

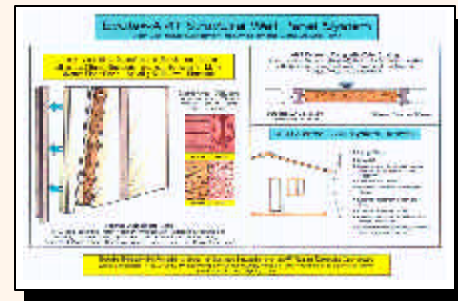
Although companies may have promotional videos, hard copy 11" x 17" storyboards can be folded to 8.5" x 11" and are the preferred method of making presentations to Host Countries.



Storyboards can be translated into appropriate Languages

Project Storyboards

- **Storyboards** are designed to be easily understood by all parties in the Project Development process.
- **Storyboards** provide a summarized overview of how a U.S. company's Products, Technology and Services will fit into the total Project needs solution.
- **Storyboards** address specific Project applications and streamline communication, providing a much more effective means of establishing mutual understanding than company catalogues or promotional videos.
- **Storyboards** use descriptive text that is simple, concise and can be translated verbatim where possible into non-English languages.
- **Storyboards** are provided to Project-Clients to assure clear comprehension between various associates and superiors in the decision-making process.



Definitional Mission (DM): This involves travel to the site of proposed Project by project management personnel to clearly identify the parameters of the problem to be addressed.

Feasibility Study Development: The completion of a Feasibility Study is mandated by funding sources and performed by an independent Technical Consultant prior to Project funding approval.