

**InfraCo Asia**

Manulife Tower, #23-04/05,  
8 Cross Street, Singapore 048424

**Procurement brief:****Videography and photography services for Ba Lai Water Project**

*Pre- and post-production support required for the filming project in Ba Lai District, Ben Tre Province, Vietnam; April / May 2024*

**1. Introduction**

InfraCo Asia is part of the Private Infrastructure Development Group (PIDG). InfraCo Asia's mission is to catalyse private sector investments needed to bridge the infrastructure gap in Asia's emerging and frontier markets. It does this by deploying funding and expertise to de-risk the early-stage development of socially responsible and sustainable infrastructure projects that make a lasting impact on people and economies, in alignment with the UN's Sustainable Development Goals.

InfraCo Asia is co-developing a portfolio of water supply projects with Singapore-listed company Darco Water Technologies. Through the Vietnam Portfolio of Potable Water Supply Projects, InfraCo Asia aims to increase private sector participation in water supply projects in Vietnam to help meet its water supply and sanitation-related development goals, including universal access to safe drinking water by 2030. The Vietnam Portfolio of Potable Water Supply Projects involves the implementation of water distribution systems (or retail water supply plants) in semi-rural regions of Vietnam.

More information about the project can be found here:

<https://infracoasia.com/portfolio/vietnam-water-supply-portfolio/>

We are looking to create a video that shows the positive impact the first project – the Ba Lai Water Treatment Plant – has had on the communities it serves, and highlight the role of InfraCo Asia and PIDG in bringing the project to life. We would like to tell this story through high-quality film and photography production, captured in Vietnam's Ba Lai province in April / May 2024 (tentative dates to be proposed by the film crew with the proposal submitted).

**2. Key objectives**

Subject to the footage gathered, we would anticipate outputs of:

- 1 video of about 3 minutes at 4K, 1080 and 720 resolutions in two formats: With subtitles, without subtitles
- The videos should include shots of people, technology, work site and drone footage. The audio should be clear for interviews in office and outdoor settings.
- Option to charge per additional 15s of video length should be quoted
- All raw footage provided in high-quality format for archival and future use
- Selection of high-resolution photographs of interviewees as well as the facility

- Translation and subtitling in English

Filming to include pre- and post-production support, editing and around travel within Ba Lai district. Examples of our past videos can be found here: [InfraCo Asia \(vimeo.com\)](https://vimeo.com/infra-co-asia)

Here are some possible topics that can be integrated into the video, we are excited to hear your perspective and ideas to shape the narrative as well:

1. **Water projects are known to be difficult.** In many parts of Asia, treated water is costly and public water supply is lacking, but there is little incentive for private parties to invest without commercial returns.

We have successfully launched this water treatment facility with our partner, Ba Lai Water Technologies, Singapore, through bridging the funding gap and providing grants to provide discounted water rates to users. We would like to capture the impact that this plant is having on the end users in our video, while hinting at the challenges that were overcome.

- a) Person-in-focus 1: InfraCo Asia (IAs) staff, who has been involved from project inception and can speak about it from various angles: technical and development-related challenges, industry relevance, PIDG goals etc.  
Possible footage to capture: IAs staff at the plant, possible footage of people laying pipeline (safety signages on site, employees are wearing neat and clean Personal Protective Equipment (PPE), use of earmuff/ear plugs in noisy pump area, machine and equipment are in reasonably good condition).

## 2. Impact on people

- a) Person-in-focus 2: Ba Lai Water project sales rep. Potential topics to cover include their view on the current water supply situation in the province, and reflections on customers' needs and challenges and how the project addresses them, and any anecdotes about interactions with customers.  
Footage to capture: Sales rep interacting with the local community
- b) Person-in-focus 3: Local community person, with an impact on their personal life  
Footage to capture: Unhealthy conditions of rivulets and streams, interview with a local person about their need for clean water impacting their health and well-being. A person who now has more convenience in their daily life as a result of the water supply could also be considered.
- c) Person-in-focus 4: Local community person, with an impact on their business  
Footage to capture: The owner of a local cowshed could be a potential interviewee. This person could speak about how access to clean water is improving their livestock health and allowing them greater productivity from freed up time not treating water themselves.

Other footage to consider:

- Staff in Personal Protective Equipment (PPE) working on the projects
- Details of installations - focus on Health and Safety measures, technical knowledge and speed of installation.
- Still photography of individuals we interview and of the installations and location(s)
- Drone footage to establish the scale and rural nature of the landscape.

### **3. Photography**

Photos should be taken during the shoot of the people being interviewed within their work's context. Photos also need to be taken of the project sites and the technology used.

### **4. Consent**

All people captured in the interviews and photographs should give their consent by signing the consent form. InfraCo Asia will supply these.

### **5. Milestones**

The following milestones are expected to be the sequence of events until job completion. Please feel free to suggest a different process, but in a similar format if you wish.

Please fill in the date column as it works within your schedule in the period of April / May 2024 and submit it with the proposal.

Please share the name and details of the crew lead when submitting the proposal.

Date	Activity	Completed by
	Submission of proposal	Film Crew
	Confirmation of agreed terms	InfraCo Asia
	Submission of deposit invoice *please note that we need a 30 working days window for payment	Film Crew
	Mapping a preliminary storyboard	Film Crew in consultation with InfraCo Asia
	Identifying and confirming protagonists	InfraCo Asia
	Preliminary interviews with protagonists (likely online)	Film Crew and InfraCo Asia
	Submission of final storyboard	Film Crew
	Approval of final storyboard	InfraCo Asia
	Preparation of filming and photography consent forms	InfraCo Asia
	Filming on site	Film Crew

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	Submission of draft 1	Film Crew
	Feedback on draft 1	InfraCo Asia
	Submission of draft 2	Film Crew
	Acceptance of draft 2 after checking against draft 1 comments * this is to ensure that all comments from draft 1 feedback are fully addressed in draft 2	InfraCo Asia
	Comments on draft 2	InfraCo Asia
	Submission of final video	Film Crew
	Acceptance of Final Video after checking against draft 2 comments * this is to ensure that all comments from draft 2 feedback are fully addressed in the final video.	InfraCo Asia
	Submission of photos draft 1	Film Crew
	Feedback on photos draft 1	InfraCo Asia
	Submission of final photos	Film Crew
	Transfer of raw film and drone footage, and raw photo files	Film Crew
	Confirmatory email of job completion	InfraCo Asia
	Submission of final invoice *please note that we need a 30 working days window for payment	Film Crew

## **6. Proposal Submission**

We are looking to collect high-quality film and photography production across Ba Lai, Vietnam in April / May 2024 (exact dates to be discussed with the selected crew). Proposals to be submitted by the deadline indicated on our [website's procurement page](#).

Our preference would be for the provider to secure a local film crew and equipment to keep costs to a minimum, support local language communication.

### Expenses to quote for:

Please include the following in your proposal (with proof of estimate where applicable):

- Cost of video production with a detailed list of services provided
- Proposed crew members and their roles (please indicate crew lead)
- Travel insurance (if needed)
- Travel to-and-back from Ho Chi Minh City (if applicable)
- Completed 'Milestones' table with indicative dates (section 5)
- Portfolio / examples of past work similar to this project

InfraCo Asia will provide:

- Hotel accommodation (twin rooms) in Ba Lai District
- Travel from Ho Chi Minh City to Ba Lai District Hotel
- Travel between video sites and hotel accommodation
- Meals

Any unforeseen expenses need to be cleared in writing by email, and then claimed with the final invoice. Receipts for all expenses should be submitted with the final invoice.

Please address all proposals to the contact person indicated in section 7.

## **7. Contact person**

Ms Aditi Sridhar  
Communications Manager  
InfraCo Asia Development Pte. Ltd.  
[aditi.sridhar@infracoasia.com](mailto:aditi.sridhar@infracoasia.com)

## **8. Parties**

**InfraCo Asia:** InfraCo Asia is part of the Private Infrastructure Development Group (PIDG). InfraCo Asia's mission is to catalyse private sector investments needed to bridge the infrastructure gap in Asia's emerging and frontier markets. It does this by deploying funding and expertise to de-risk the early-stage development of socially responsible and sustainable infrastructure projects that make a lasting impact on people and economies, in alignment with the UN's Sustainable Development Goals.

Through its investments arm, InfraCo Asia can also provide equity to close a financing gap and start construction or fund innovative solutions that need support to scale-up, to pilot new products or enter new markets. InfraCo Asia is funded by the governments of the United Kingdom (through FCDO), the Netherlands (through DGIS), Australia (through DFAT), and Switzerland (through SECO). To find out more visit: [www.infracoasia.com](http://www.infracoasia.com)

**The Private Infrastructure Development Group (PIDG)** PIDG is an innovative infrastructure project developer and investor which mobilises private investment in sustainable and inclusive infrastructure in sub-Saharan Africa and south and southeast Asia. PIDG investments promote socio-economic development within a just transition to net zero emissions, combat poverty and contribute to the Sustainable Development Goals (SDGs). PIDG delivers its ambition in line with its values of opportunity, accountability, safety, integrity and impact. Since 2002, PIDG has supported 171 infrastructure projects to financial close which provided an estimated 217 million people with access to new or improved infrastructure. PIDG is funded by the governments of the United Kingdom, the Netherlands, Switzerland, Australia, Sweden, Germany and the IFC For more information visit: [www.pidg.org](http://www.pidg.org)

**Darco Water Technologies Limited** ("Darco" and with its subsidiaries "the Group") was founded in 1999 and listed on the Singapore Exchange in 2002. Darco is a provider of integrated engineering and expertise-driven solutions for water treatment, wastewater management, clean water supply and vacuum solid waste management. It has a well-established presence in China, Malaysia, Singapore, and Vietnam, with a track record of projects delivered on time, on budget, and with high quality. Darco's scope of work includes design, fabrication, assembly, installation, and commissioning, as well as Design, Build, Own, Operate ("DBOO") projects. The Group generates additional revenue from post-EPC ("Engineering, Procurement, and Construction") maintenance services, which are supported by the service centres of its trading division, which supply essential chemicals and other products required for maintenance servicing. For more information, please visit [www.darcowater.com](http://www.darcowater.com)