

David Butcher and Associates
Box 5279, Wellington
NEW ZEALAND



The Hon David Butcher
Principal Consultant

Articles:

- *Clients Rely on DBA*
- *Cambodia's Telecommunications*
- *Central Asia-Joint Approach*
- *Our Associates*



Working at the Bangladesh
Public Administration Reform
Commission, Dhaka 2000



Angkor Wat Cambodia –
New Ideas for a nation in
transition 2001

World-Wide Network

David Butcher and Associates operates through a world-wide network of experienced, reliable, senior consultants.

Our **vision** is to provide high quality, reliable solutions to intractable problems by applying the accumulated experience and energy of our consultants.

Our clients engage the full commitment of our experienced people. They work in the field and get alongside the local people who are driving change.

Our **expertise** is governance, strategic restructuring, privatisation and bringing

competition to network industries. We have also worked on the corporatisation and commercialisation of government entities.

Our **principal consultant** is the Hon David Butcher. In the last three years we have contributed teams including people from China, France, Germany, Philippines, the United Kingdom and Vietnam, in addition to New Zealand.

Clients include the World Bank, the Asian Development Bank and the UNDP.

We associate with leading companies including Fichtner, PA Consultants, Transend Worldwide and Opus (NZ).

New Ideas – Cambodia's Telecommunications

In 2001 DBA won a World Bank contract to offer support to the Cambodia in reviewing its telecommunications regulation system.

We fielded a team from New Zealand France, Philippines, Thailand and Cambodia.

Our approach was unconventional. We used tools not normally associated with transition economies. DBA's team went

back to first principles. Fixing Postal services removes a barrier to telecommunications reform.

It organised a survey of consumers to find out what they think about their phone company.

In a society with slowly developing institutions conventional approaches will not work. DBA proposed novel structural solutions to regulatory problems.

During its assignment in Cambodia DBA cooperated with Guinness Gallagher, Transend Worldwide and Huntsman Marketing (Phnom Penh). Good cooperation between the consultants and the local counterparts was a feature of the assignment. We enjoyed cooperative relations with Friedrich Kraemer of DETECON (KRW) and Arno Wirzenius of Teleplanning (Finland), who were working in Phnom Penh on similar assignments. In addition to our reports on Fair Competition, Tariff Balancing and Interconnection, DBA's team surveyed fixed line phone customers and took a team of Cambodians on a study to Malaysia, Singapore, Thailand and Hong Kong.

Our skilled senior consultants work in the field and report directly to our clients



The Team, Tashkent April 2002: Helfried Unger, Franz Müller, Dr Peter Pintz, Ordan Urgenic (Fichtner) with David Butcher of DBA

"Put DBA in charge, and you have a safe pair of hands on the job."



Study Tour with Phan Thanh Ha, Kim Chi of CIEM, Hanoi Vietnam and Doan Tuyet Nga (VNPT) October 2000

Central Asia – Joint Approach

In early 2001 Fichtner Consulting & IT AG, Stuttgart, Germany and DBA won a contract to review the electricity transmission system of Central Asia.

Our mission was to develop a project to enable the financially troubled utilities of Central Asia rehabilitate their lines to ensure continued service to more than 70 million people.

"It was a difficult task, in countries that are not easy to work in," reported team leader Dr Peter Pintz, of Fichtner. "We reached a good outcome through good co-operation in our team." Dr Pintz said.

Our Associates

Our partner in Central Asia, Fichtner, is a leading German consulting firm.

Guinness Gallagher are Consultants based in Wellington. Their Managing Director, John Third, is an agricultural economist with a background in strategic planning. He led the New Zealand Coal Corporation turnaround from a NZ\$ 100 million loss to a profit and a 40 percent price reduction.

The other principal is Shaan Stevens a Lawyer and Accountant with many clients among Maori tribes developing their natural resources.

DBA was required to develop fresh ideas on how to regulate powerful utilities. This was in Central Asian countries that have made only a partial conversion to democratic government, independent courts and market economies.

At the final seminar in Tashkent, in April 2002, there were concerns that some delegates may reject our regulatory approach. In fact complete agreement was reached.

After our presentation one official said "put DBA in charge, and you have a safe pair of hands on the job."

Key associates include energy economist Alan Jenkins, of AD Jenkins Ltd and Dr Mike Moy. Alan's main client is the NZ Electricity Networks Association. Mike is a specialist in developing electricity markets.

In addition DBA has long standing relationships with the China Electricity Council, Central Institute of Economic Management (Hanoi), Bangladesh Engineering and Technology Service (BETS) and many others.



David Butcher (DBA), Marguerite Loth (Transend) John Third (Guinness Gallagher Consultants) and Corazon Posadas (DBA) confer in Phnom Penh March 2001

"high quality, reliable solutions to intractable problems"