

Business Opportunity Fair, Vientiane, Lao PDR
19 November 2025, 09:00am to 3:30pm
Venue: Crowne Plaza Hotel

Time	Activity	Represented by
08:30 - 09:05	Registration	All
09:05 – 09:10	Welcoming remarks by ADB	Mr. Kevin Moore Director, Procurement Department, ADB
09:10 – 09:15	Welcoming Remarks by WB	Mr. Diomedes Berroa , Regional Procurement Manager, EAP, World Bank
09:15 - 09:25	Opening remarks by MOF	Mr. Somboun kenpaseuth Deputy Director General, Evaluation and Procurement Department, Ministry of Finance (MOF)
09:25-09:35	Group Photo	All
09:35-10:15	<i>MOF: Any procurement issues</i>	Ms. Alounny Manipakone , Director, Procurement Division, Evaluation and Procurement Department, MOF
10:15-10:45	ADB Procurement Portfolio and Bidding Opportunities	Mr. Khounkham Thammalangsy Procurement Officer, ADB
10:45-11:00	Questions & Answers	All participants
11:00 – 11:15	Tea/Coffee Break	All
11:15-11:30	WB Procurement Lao Portfolio and emerging Bidding Opportunities	Ms. Thidaphone Temelath . Procurement Specialist, WB
11:30- 12:00	Finding Bidding Opportunities in World Bank Projects	Mr. Khamphet Chanvongnaraz , Sr. Procurement Specialist, WB
12:00 -13:00	Lunch	All
13:00 - 13:30	Application of Rate Criteria and Local Labor requirements in World Bank Procurement	Mr. A K Kalesh Kumar Procurement Hub Coordinator, WB
13:30 – 13:45	Questions & Answers	All participants
13:45 – 14:15	New Procurement Regulations: Merit Point Criteria, Local Labor Engagement	Mr. Chitoshi Izumi Procurement Hub Coordinator, ADB
14:15 – 14:30	Questions & Answers	All participants
14:30 - 15:00	Panel discussion with contractors/suppliers, "Challenges of ADB/WB procurement/contract management"	Modulators: Mr. Kevin Moore (ADB), Mr. Diomedes Berroa (WB) Panelists: 1. Ms. Souadalay Souannavong , Senior Project Officer, ADB



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		2. Mr. Aksone Thongphanheuangsy, Assistant Managing Director, Phoukhong Construction Sole Co., Ltd 3. Ms. Manilay Bouavong, Managing Director, Lao Consulting Group Co.,Ltd
15:00 - 15:15	Training Evaluation	All participants
15:15 – 15:30	Closure	Mr. A K Kalesh Kumar Procurement Hub Coordinator, WB