

Profiting from tenders for market entry in developing and emerging countries

The Procurement System of the Asian Development Bank (ADB)

10 June 2025 – 10:00 to 11:30 hrs CET

Online via Teams

AGENDA

	Moderator: Sören Konaretzki, Regional Manager ASEAN, OAV – German Asia-Pacific Business Association
10:00 hrs	Welcome remarks Katy Schröder, Senior Advisor, Agentur für Wirtschaft & Entwicklung
10:05 hrs	Essentials of successfully doing business by participating in tenders of the ADB Stephane Bessadi, Business Opportunities Seminar Team Lead and Senior Procurement Specialist, Asian Development Bank (ADB)
10:35 hrs	Overview knowledge: Successful bidding in tenders – using the example of the Asian Development Bank Laura Sundermann, Senior Manager, Division of Development Cooperation and Public Procurement, Germany Trade and Invest (GTAI)
11:15 hrs	News from the GPCCI-ADB Partnership and Business Development Consultant Therese Chu, ADB Partnership and Business Development Consultant, German-Philippine Chamber of Commerce and Industry (GPCCI)
11:20 hrs	Exchange Round (Q&A)
11:30 hrs	End of the Event

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