

DAY ONE - Monday, 16 November

08:30 Registration

09:00 **Welcome Remarks by C. Lawrence Greenwood, Vice President Operations 2**

09:15 **Opening Remarks by Hamid Sharif, Principal Director Central Operations Services Office**

09:30 **Introducing ADB**

A brief description of ADB's administrative and operational structure that will provide essential information on how project processing and implementation is organized, including the role of ADB's Executive Board, Vice Presidents, and Regional Departments.

10:00 Coffee Break

The ADB PROCUREMENT SYSTEM

An introduction to applicable ADB policies and procedures for procurement of goods, works, plant and for the recruitment of consultants informing participants on the advantages of ADB-financed contracts, how to locate ADB opportunities, and how to maximize the participants' ability to win ADB-financed contracts.

10:15 - **Recruitment of Consultants**

11:00 - **Procurement of Goods and Works**

11:45 **PRIVATE SECTOR OPERATIONS**

An essential update of the increasing importance of ADB's private sector operations under Strategy 2020, including review of ADB private sector financing modalities with focus on instruments such as partial credit guarantee enhancements, sovereign political risk guarantees, complementary financing scheme, and newer approaches such as public private partnerships.

12:15 **COFINANCING OPERATIONS**

A summary of ADB's recent increase in cofinancing collaborations, including a review of approaches such as joint and parallel cofinancing and channel financing agreements, and implications for increased business opportunities at ADB for both consultants and contractors.

12:45 Lunch Break

OPPORTUNITIES BY SECTOR

Brief presentations by regional sector specialists on ongoing and upcoming business opportunities within each of ADB's five regional departments followed by open forum of approximately 30 minutes.

2:00 **ZONE A: Energy** **ZONE B: Health and Education**

3:30 Coffee Break

3:45 **ZONE A: Transport** **ZONE B: Public Management and Finance**

5:30 **NETWORKING COCKTAILS - Executive Dining Room**

DAY TWO - Tuesday, 17 November

OPPORTUNITIES BY SECTOR (continued)

Brief presentations by regional sector specialists on ongoing and upcoming business opportunities within each of ADB's five regional departments followed by open forum of approximately 30 minutes.

9:00 **ZONE A: Water and Municipal Infrastructure** (Presentations / Open Forum)

10:30 Coffee Break

10:45 **ZONE A: ADB GENERAL**

Brief presentations on general requirements for conducting business with ADB followed by panel discussions of approximately 30 minutes. Climate Change, Environment and Social Safeguards. Design and Monitoring Framework.

12:00 **Wrap Up**