

# 10th BUSINESS OPPORTUNITIES FAIR 2019



27–28 March 2019, ADB Headquarters, Manila, Philippines

## DAY 1 27 March 2019, Wednesday

8 a.m.	Arrival of Delegates
9 a.m.	<b>ZONES A–D: Welcome Remarks by the Vice President for Administration and Corporate Management</b>
9:15 a.m.	<b>ZONES A–D: “Introducing the Asian Development Bank (ADB)” by the Director General, Procurement, Portfolio and Financial Management Department</b> A brief description of ADB’s strategic priorities and business opportunities.
9:30 a.m.	<b>ZONES A–D: Doing Business with ADB—Lessons and Case Studies</b> The panel will discuss case studies of contractors and consultants successfully doing business with ADB. In the context of these case studies, panelists will discuss: how to identify, prepare for, win, and implement ADB-financed contracts; how ADB’s opportunities compare to those available elsewhere in the development marketplace; and how ADB, member country governments, and contractors and consultants work together to achieve project results. The panel will also consider how ADB’s Strategy 2030 and new procurement framework may change the types of opportunities available and the ways that ADB engages its partners.
10:15 a.m.	Coffee Break
10:30 a.m.	<b>ZONES A–D: THE ADB PROCUREMENT SYSTEM</b> An introduction to applicable ADB policies and procedures for procurement of goods and works, and for recruitment of consulting and nonconsulting services, informing participants on the advantages of ADB-financed contracts, where to locate ADB opportunities, and how to maximize the participants’ ability to win ADB-financed contracts (e.g., “dos and don’ts”). <ul style="list-style-type: none"> <li>- Recruitment of Consulting and Nonconsulting Services</li> <li>- Procurement of Goods and Works</li> <li>- Update on ADB Procurement Reforms</li> </ul>
12 noon	Lunch Break
1:45 p.m.	<b>OPPORTUNITIES BY SECTOR</b> 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. <b>ZONES A and B: Energy</b> <b>ZONE C: Agriculture, Natural Resources, and Rural Development</b>
3:15 p.m.	Coffee Break
3:30 p.m.	<b>ZONES A and B: Water and Urban Development</b> <b>ZONE C: Public Management, Governance, and Finance</b>
5:30 p.m.	<b>NETWORKING COCKTAILS — Executive Dining Room</b>

## DAY 2 28 March 2019, Thursday

9:00 a.m.	<p><b>OPPORTUNITIES BY SECTOR</b> <i>(continued)</i></p> <p>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.</p> <p><b>ZONES A and B: Transport</b>  <b>ZONE C: Health and Education</b></p>
10:30 a.m.	Coffee Break
10:45 a.m.	<p><b>THEMATIC OPPORTUNITIES</b></p> <p>Brief presentations on opportunities in key thematic areas, followed by open forum of approximately 30 minutes.</p> <p><b>ZONES A and B: Environment, Climate Change, Gender, and Social Development</b>  <b>ZONE C: Public-Private Partnerships, Private Sector Operations, and High-Level Technology</b></p>
12:15 p.m.	Lunch Break
2:00 p.m.	<p><b>ZONES A and B: IDENTIFYING BUSINESS OPPORTUNITIES ON ADB'S WEBSITE</b></p> <p>Come and learn about how to navigate ADB's website to keep track of the latest business opportunities in your areas of interest.</p>
2:00 p.m.	<p><b>ZONE C: CAREER OPPORTUNITIES WITH ADB</b></p> <p>Interested in working for ADB as a staff member? Join this presentation for more information on short- and long-term opportunities available from ADB's human resources department.</p>
2:45 p.m.	<p><b>ZONES A and B: CONSULTANTS' CLINIC</b></p> <p>An interactive discussion of common consultants' issues and questions, a detailed presentation on the Consultant Management System (CMS), and specific case studies and information for both consulting firms and individual consultants.</p>
2:45 p.m.	<p><b>ZONE C: ANTICORRUPTION, INTEGRITY, AND COMPLAINTS</b></p> <p>Learn about ADB's work to combat corruption and promote integrity in its projects, and about how you can submit complaints on procurement- or integrity-related matters.</p>
3:45 p.m.	Coffee Break
4:00 p.m.	<p><b>ZONES A and B: OPPORTUNITIES FOR CIVIL SOCIETY, ACADEMIA, AND NONGOVERNMENT ORGANIZATIONS (NGOs)</b></p> <p>ADB values its partnerships with civil society, academia, and NGOs. Learn about the unique opportunities available for these organizations and how to develop them, including a presentation on ADB's economic research.</p>
4:00 p.m.	<p><b>ZONE C: ADB'S INSTITUTIONAL PROCUREMENT OPPORTUNITIES</b></p> <p>Brief presentation on opportunities available to supply the goods, works, and services that keep ADB's headquarters and field offices running smoothly, followed by open forum of approximately 30 minutes.</p>
5:30 p.m.	<b>END OF PROGRAM</b>

**\*NOTES:**

1. ADB procurement experts will be available on both days to meet with participants on a first come, first served basis.
2. Meetings with sector and thematic focal points from project departments of ADB may be arranged, depending on availability.
3. Auditorium D will be used for these one-on-one meetings with ADB staff, on Day 1 (12:30pm onward) and Day 2 (all day).
4. A "Networking Lounge" for the Fair is open on both days in Private Dining Rooms 2 to 4, for participants to meet, network, relax, work, and take refreshments.