

2022 International Development Opportunities Seminar

This program will be held across Australia during the week of 17 October and will consist of two components:

- In-person Procurement Seminars in Melbourne, Sydney & Brisbane followed by one-on-one meetings
- ADB session on Regional Opportunities (ASEAN and Pacific)

Objectives:

EVENT

- Two (2) years after the pandemic, there is a need to resume and re-introduce opportunities in international development to Australian companies, as well as provide an opportunity for Australian capability to be profiled to the ADB, World Bank, DFAT and similar partners (Last roadshow was in October 2019)
- This includes reconnecting with State Governments, Industry Associations and Business Chambers.
- A focus of this year's program will be on regional opportunities, specifically in ASEAN and the Pacific region.
- Aside from the usual consulting companies, the seminars will also target a higher number of **participants for Goods & Works (contractors and suppliers)**

PARTICIPANTS WILL:

- Gain first-hand information and insights about opportunities funded by the Asian Development Bank, the World Bank and DFAT's development program
- Understand the process of how to win business from through their borrowers
- Hear about their key priorities as well as ongoing and upcoming business opportunities
- Gain insights into what constitutes a successful bid and proposal
- Be updated with opportunities in Southeast Asia and the Pacific region
- Learn best practices from successful contractors and suppliers
- Meet in person with the speakers relevant to your sector and geographies of interest, and establish your network and credentials with the ADB
- Engage with and get practical advice from an industry peer who have successfully won international development projects.

Overview of Events and Travel

15/16 October	Travel to Sydney
17 October, Monday	Whole day: Seminar in Sydney <i>Fishburners Event Space – Level 2, Sydney Startup Hub, 11 York St, Sydney</i> Evening: travel to Melbourne
18 October, Tuesday	Whole day: Seminar in Melbourne <i>Investment Centre Victoria – Level 46, 55 Collins St, Melbourne</i>
19 October, Wednesday	Travel to Brisbane
20 October, Thursday	Whole day: Seminar in Brisbane <i>QUT Education Precinct – Level 5, E Block (The Sphere), QUT Kelvin Grove</i>
21 October, Friday	Travel back to home country

Seminar Program

Local time	Sydney 17 Oct	Melbourne 18 Oct	Brisbane 20 Oct
Venue	Fishburners Event Space Level 2, Sydney Startup Hub, 11 York St, Sydney	Investment Centre Victoria Level 46, 55 Collins St, Melbourne	QUT Education Precinct Level 5, E Block (The Sphere), QUT Kelvin Grove
Partner	Investment NSW	Global Victoria	QUT
MC	Mr Warwick Scherf Director Export & Export Programs	Mr Alex Veale Lead, Sustainability & Adv Manufacturing	Mr David Kozar Development Manager – International Projects
8:00 am	Kim at the venue		
8:30 am	Registration opens for 9:00 am start		
9:00 am	Welcome by Austrade Mr Christopher Lim Senior Trade & Investment Commissioner Austrade Manila		
9:05 am	Welcome by Investment NSW Ms Karla Lampe Executive Director Trade & International	Welcome by Global Victoria TBC	Welcome by QUT Dr Erin Rayment Executive Director Industry Engagement
9:10 am	Case Study: Reeves International / CCB Envico Mr Simon Gorman		Case Study: Reeves International / CCB Envico Mr Alastair Cusack
9:30 am	Business Opportunities with the Asian Development Bank Mr Kevin Moore Principal Procurement Specialist		
10:00 am	Networking break		
10:20 am	Case Study: IT Power Mr Simon Franklin	Case Study: DT Global (formerly Cardno) Ms Alison McKechnie	Case Study: SMEC Ms Libby Paholski

Local time	Sydney 17 Oct	Melbourne 18 Oct	Brisbane 20 Oct
10:40 am	Business Opportunities with The World Bank Mr Cris Nunez		
11:10 am	Case Study: i2i Development Global Col. Steve Jones, AM (ret)	Case Study: GHD Mr Paul Verwoert Principal Market Leader – International Development Assistance	Case Study: i2i Development Global Mr Darren Godwell President and CEO
11:30 am	Business Opportunities with DFAT Australian Infrastructure Financing Facility for the Pacific Ms Jodie Loveridge Assistant Director Development Procurement and Agreements		Business Opportunities with DFAT Ms Sharyn Macrae Assistant Director Procurement and Agreements
12:00 pm	Export Finance Australia Mr Yuri Schneider Director – Business Development	Export Finance Australia Mr Michael Reznikov Director – Business Development	Export Finance Australia Mr Adam Pearce Director – Business Development
12:20 pm	Q&A		
12:30 pm	Closing by Austrade Ms Kimberley Cuesta Business Development Manager - Education		
12:35 pm	Networking break		
1:30 pm	Doing Business in the Pacific Mr Frank Yourn Executive Director, Australia Pacific Business Council ADB Regional Opportunities Session: ASEAN & the Pacific Mr Kevin Moore Principal Procurement Specialist, Asian Development Bank		
2:30 pm	One-on-one meetings with ADB, DFAT, and the World Bank		
4:30 pm	End of day		

For Partner Organisers:

- Registration
 - Registration table is needed
 - Kim will send the latest registration list to Partner/MC a day before the actual seminar for printing
 - Walk ins are welcome if we are not oversubscribed
- MC will only preside over the main seminar (9:00 am to 12:30 pm)
- Room setup
 - Main Seminar including ADB session
 - Theatre or classroom style setup for 100 pax
 - A/V needed – microphones, microphone stand (for the audience during the Q&A), projector, screen, clicker
 - One-on-one meetings
 - If too many participants request for a one-on-one, a group discussion will be organised instead
 - Participants will be grouped according to sector and will have discussions with ADB, DFAT and WB in turns
- Catering
 - Sandwiches, coffee and tea are okay
 - Kim will send updated registration list one week before the seminar to help estimate catering

For Speakers:

- Presentations
 - All presentations to be sent to Kim by **COB Wednesday 12 October**
 - Please send the presentations in .pptx format because I will consolidate all in one slide. This will keep us from changing from one file to another during the presentations
- Photo and bios
 - Please send to me a short bio and your photo by **COB Wednesday 12 October**
- Contact details
 - Please send Kim your mobile number in case she needs to contact you on the day
 - Kim's contact details:
WhatsApp - +639178790330
Email – kimberley.cuesta@ustrade.gov.au
- Please be mindful of your presentation time. Kim will signal when you have 5/3/1 minute left on your presentation