

ADB Business Opportunities Outreach

2 December 2025

OPENING PLENARY

Venue: LONJA hybrid space, The Terminal Hub, Valencia, Spain

Time	Activity	ADB Speaker
1:30PM–2:00PM	Arrival & Registration	
2:00PM–2:15PM	Welcome	Daniel Pecina-Lopez , External Relations Officer, European Representative Office (Host/Emcee)
2:15PM–2:30PM	Introduce Business Opportunities Outreach	Bruce Gosper , Vice-President for Administration and Corporate Management
2:30PM–2:45PM	About ADB IT Delivery & Resiliency Center in Valencia, role in ADB's digital transformation	Stephanie King-Chung Hung , Director General, IT Department
2:45PM–4:00PM	ADB Procurement 101 + How to Bid for ADB Projects + Flagship Sector Projects	Olivier Leonard , Principal Procurement Specialist, Procurement, Portfolio, and Financial Management Department
4:00PM–4:30PM	Coffee break, breakout into tracks	

TRACK 1: ADB OPERATIONS AND INSTITUTIONAL OPPORTUNITIES

Venue: LONJA hybrid space, The Terminal Hub, Valencia, Spain

Time	Activity	ADB Speaker
4:30PM–5:15PM	ADB Institutional Procurement Opportunities	Asghar Ali Syed , Advisor, Corporate Services Department and Head, Procurement and Contracts Admin Unit
5:15PM–5:45PM	Maritime decarbonization: Future Opportunities in Smart Ports of Asia-Pacific (virtual presentation)	Yeşim Elhan-Kayalar , Advisor, Office of Chief Economist, Economic Research and Development Impact Department

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Time	Activity	ADB Speaker
5:45PM–6:30PM	ADB's work in Digital Technology for Development – Sector Opportunities	Antonio Zaballos , Director, Digital Sector Office, Sectors Department 2
6:30PM–6:40PM	Transition to Meet & Greet, Networking	

TRACK 2: TALENT AND WORKFORCE DEVELOPMENT

Venue: TURIA events room, The Terminal Hub, Valencia, Spain

Time	Activity	ADB Speaker
4:30PM–5:10PM	ADB Careers & Talent Strategy	Daniel Pecina-Lopez , External Relations Officer, European Representative Office
5:10PM–5:50PM	Future-Ready IT Workforce – IT Talent Recruiters, IT Department Graduate Program	Anna Lee , IT Specialist (Sourcing and Procurement), IT Department
5:50PM–6:30PM	Partnering with ADB on IT Institutional Requirements	Nadia Abbas , Principal IT Procurement and Contracts Specialist, Procurement and Contracts Admin Unit, Corporate Services Department
6:30PM–6:40PM	Transition to Meet & Greet, Networking	

MEET & GREET, CLOSING

Venue: LONJA hybrid space, The Terminal Hub, Valencia, Spain

Time	Activity	ADB Speaker
6:40PM–7:40PM	Meet and Greet – opportunity for participants to have 1-on-1 appointments with ADB experts	<u>Desk 1: How to Work with ADB & Institutional Procurement Opportunities</u> Asghar Ali Syed , Advisor, Corporate Services Department and Head, Procurement and Contracts Admin Unit

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Time	Activity	ADB Speaker
		<p>Nadia Abbas, Principal IT Procurement and Contracts Specialist, Procurement and Contracts Admin Unit, Corporate Services Department</p> <p><u>Desk 2: Digital Sector Opportunities</u></p> <p>Antonio Zaballos, Director, Digital Sector Office, Sectors Department 2</p> <p><u>Desk 3: Careers & Workforce Development</u></p> <p>Daniel Pecina-Lopez, External Relations Officer, European Representative Office</p> <p>Anna Lee, IT Specialist (Sourcing and Procurement), IT Department</p> <p><u>Desk 4: Insights on ADB IT Delivery and Resiliency Center</u></p> <p>Alain Duminy, Director, IT Department</p>
7:40PM–9:00PM	Networking	