

*The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on A DB's part as to sovereignty or independent status or necessarily conform to A DB's terminology.*

ADB



# Asian Development Bank Business Opportunities Seminar

Doing Business with ADB

11-18 September 2023

BUSINESS  
OPPORTUNITIES



# How do we support our Developing Members?



Financing: providing loans, technical assistance, grants, and equity investments while also mobilizing funds from other sources



Knowledge: Focusing on practical value that fits local conditions, identifying lessons, and replicating good practices



Partnerships: Promoting dialogue and collaboration among diverse partners and stakeholders

# Why pursue ADB-Financed Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds



International best practice procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

# Sovereign Lending - Financing Types

## Loans and Grants

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

## Technical Assistance

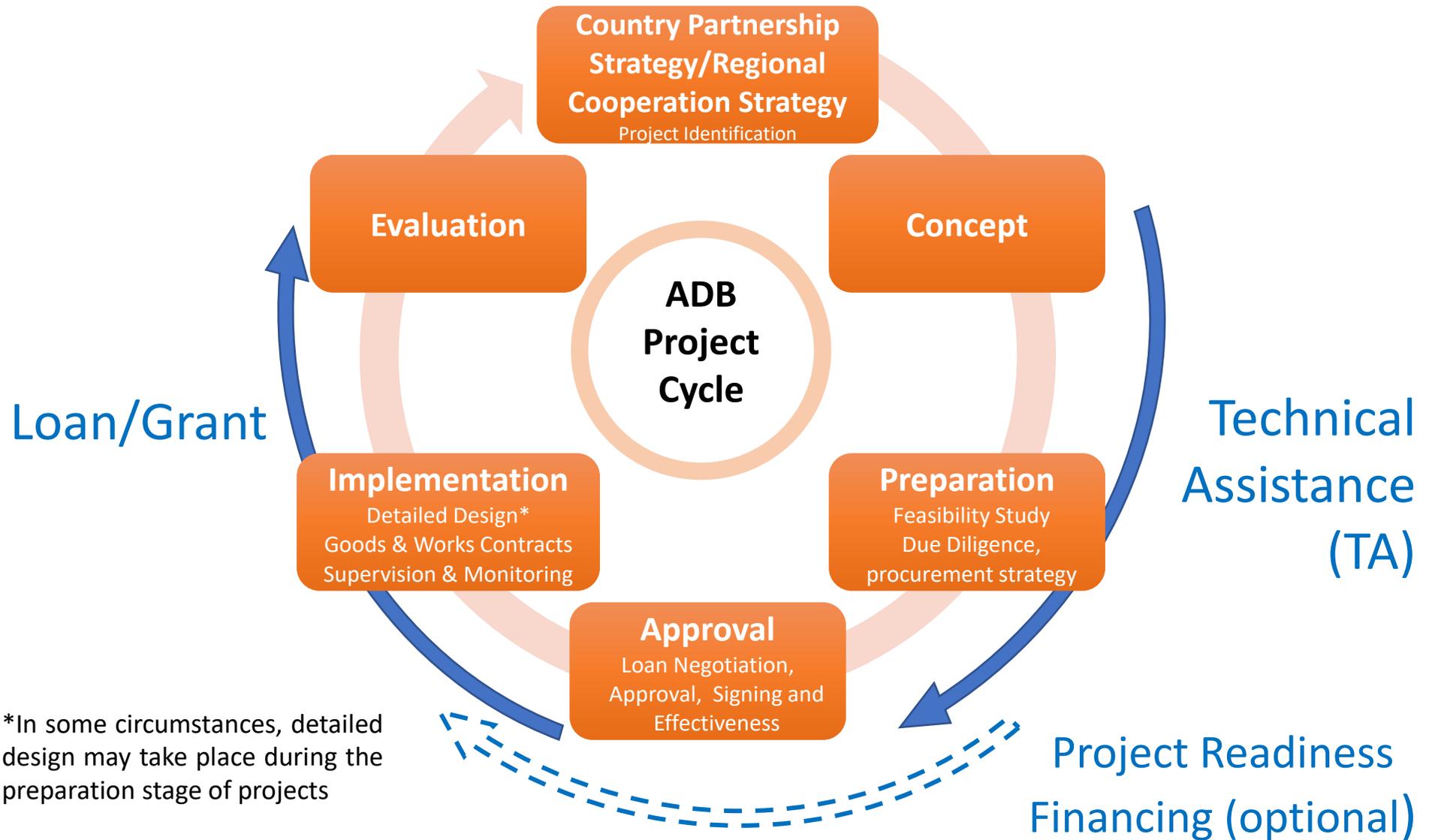
Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

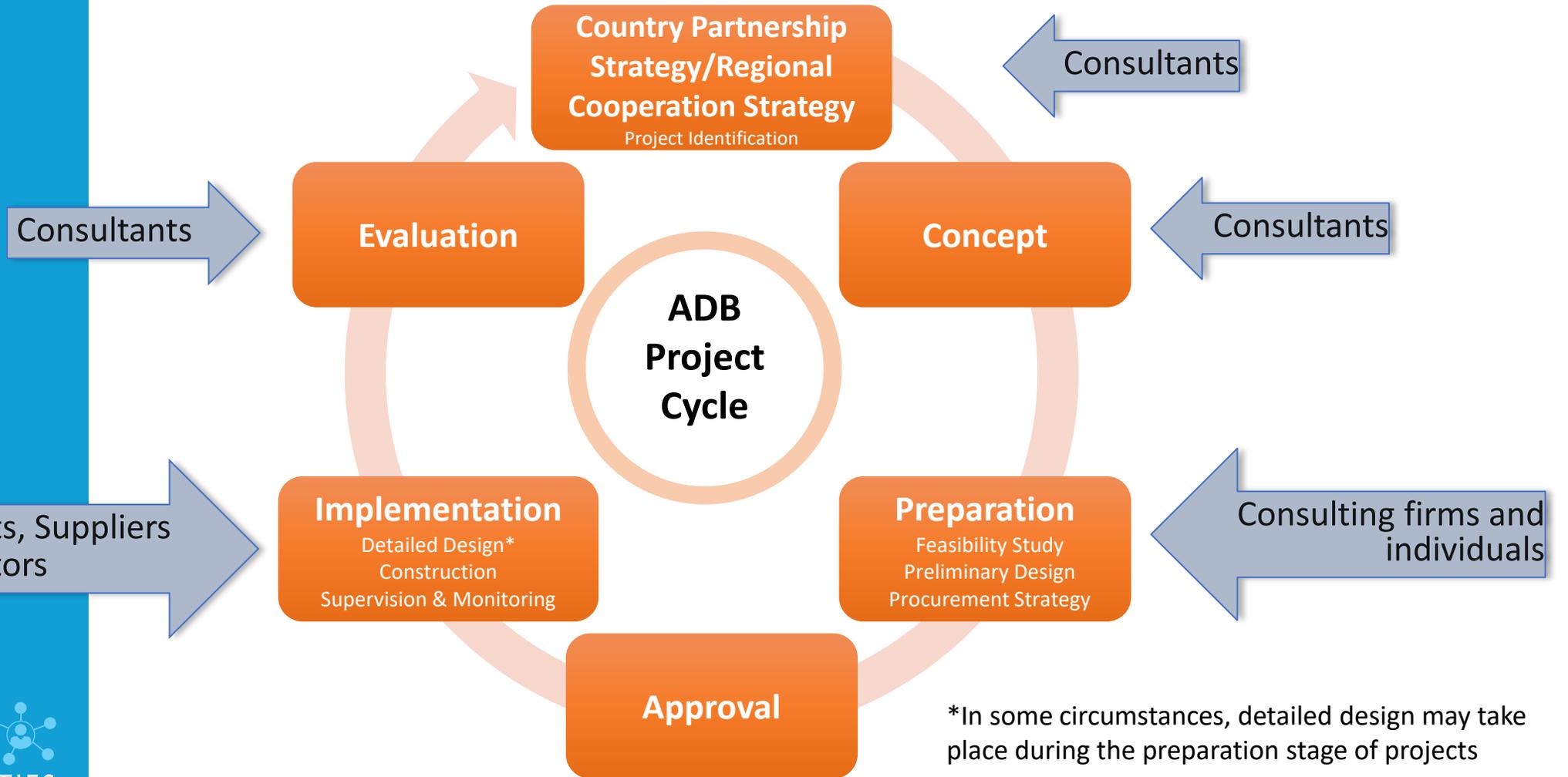
ADB undertakes procurement

Contracts signed by ADB

# Financing Modalities and the Project Cycle



# When is the Private Sector engaged?



# ADB Procurement Policy - Core Principles



**Economy**



**Efficiency**



**Fairness**



**Transparency**

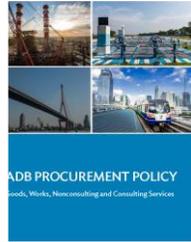


**Quality**

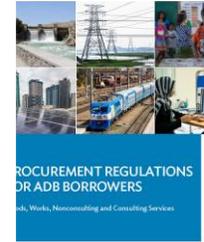


**Value for money**

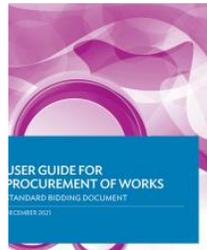
# Procurement Framework



## ADB Procurement Policy



## Procurement Regulations for ADB Borrowers



## Standard Bidding Documents and User Guides



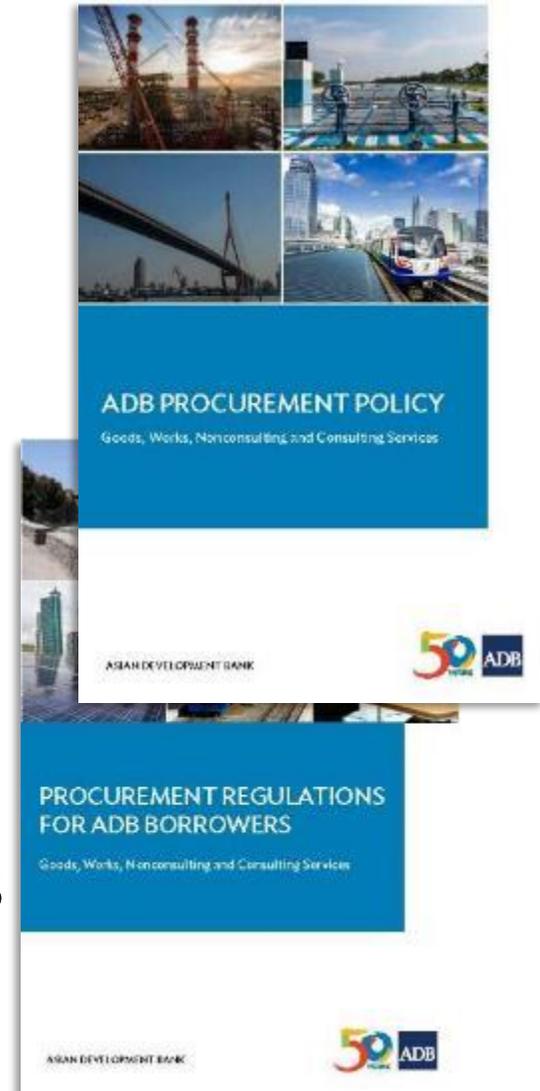
## Guidance Notes



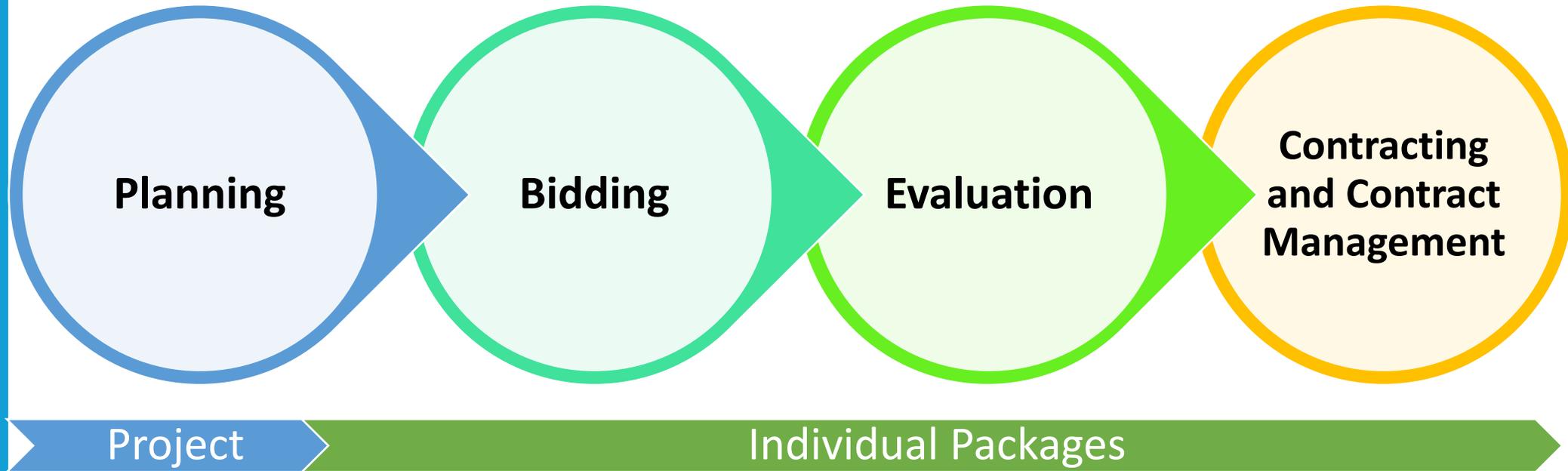
## Procurement Staff Instructions

# International Best Practice Procedures

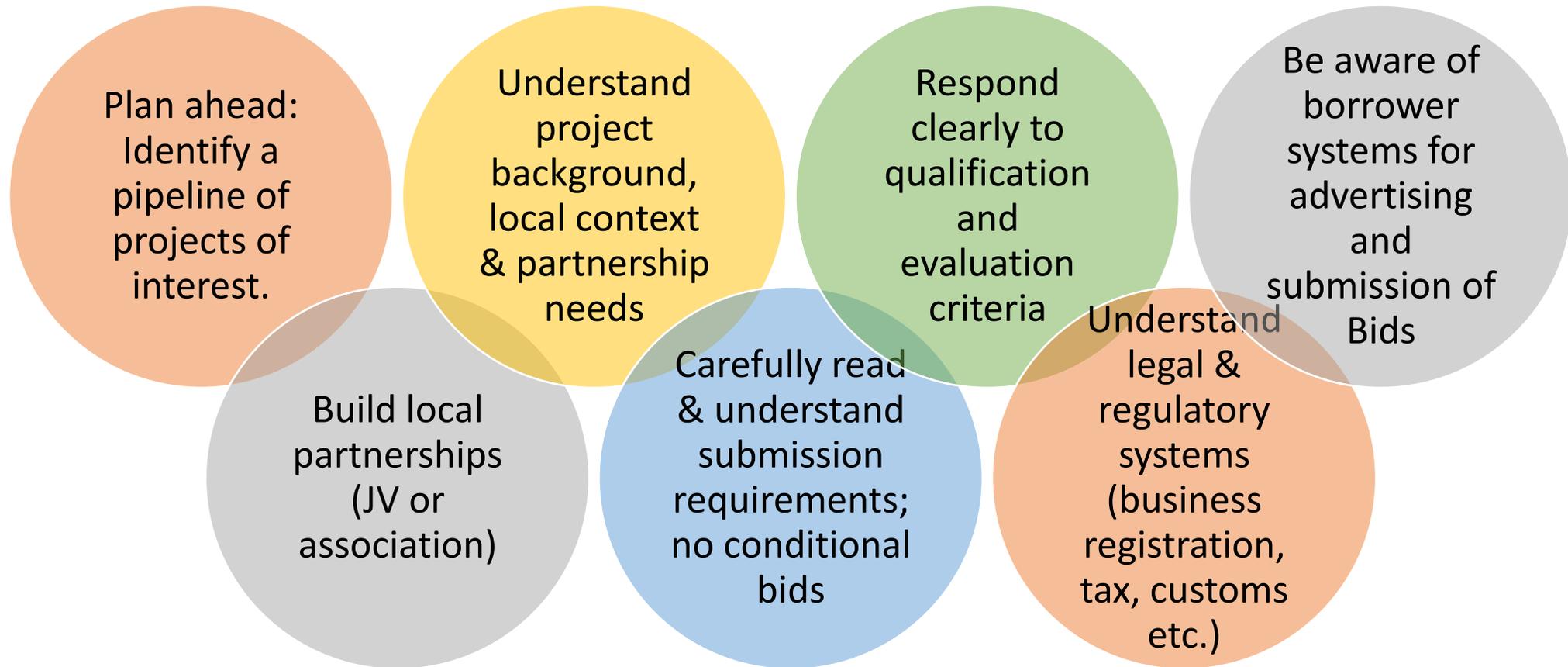
- Open Competitive Bidding
- Advertisement of Opportunities
- Public Bid Opening
- Robust Bid Evaluations Procedures
- Process Oversight by ADB
- Publication of Results
- Debriefing and Complaints Mechanism
- Robust Fraud and Corruption Procedures



# Procurement Process



# Advice when approaching Opportunities



# Common Mistakes

Bids not signed, or unclear authorization to sign

Ownership structures and JV arrangements

No compliant Bid Security / Bid Securing Declaration

Failure to meet Qualification Criteria

Poor Supporting Documents

Incomplete Bids / Partial Bids

Inclusion of financial offer with technical offer where bid conditions require them to be separated

# General points on ADB Consulting Contracts

Consider individual consulting opportunities

Understand context and background to project

Identify partners or specialist experts who will add value

Consider audience at evaluation

Know your client and their expectations

Leverage experience with similar institutions

Understand costs of doing business (e.g. taxes)

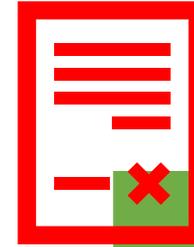
**ASK QUESTIONS**

# Common Mistakes when approaching ADB Consulting opportunities



## Shortlisting Phase

- Lack of knowledge of project context
- Incorrect Skills match
- Limited geographic experience
- Generic EOI
- Lack of local presence



## RFP Stage

- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability
- Issues with CMS\*

\*CMS is ADB's Consultant Management System, an IT platform used to advertise and recruit consultants.

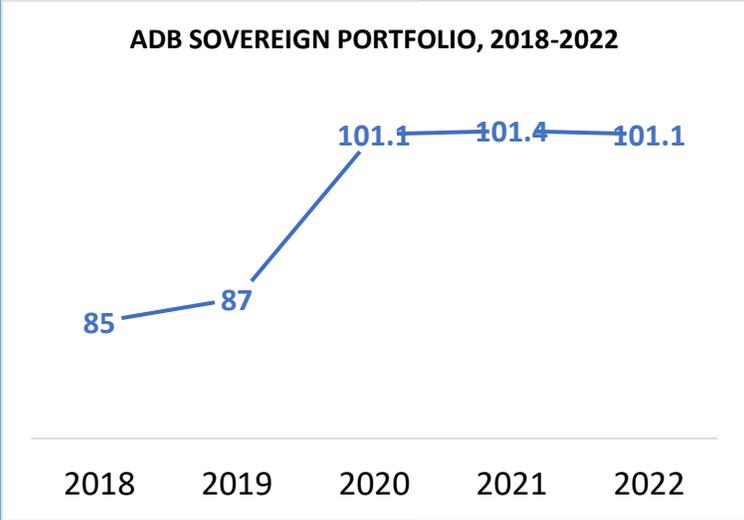
# ADB Regions

Central and West Asia (CWRD)	East Asia (EARD)	South Asia (SARD)	Southeast Asia (SERD)	Pacific (PARD)
Afghanistan	People's Republic of China	Bangladesh	Cambodia	Cook Islands
Armenia	Mongolia	Bhutan	Indonesia	Fiji Islands
Azerbaijan		India	Lao People's Democratic Republic	Kiribati
Georgia		Maldives	Malaysia	Marshall Islands
Kazakhstan		Nepal	Myanmar	Federated States of Micronesia
Kyrgyz Republic		Sri Lanka	Philippines	Nauru
Pakistan			Thailand	Niue
Tajikistan			Timor-Leste	Palau
Turkmenistan			Viet Nam	Papua New Guinea
Uzbekistan				Samoa
				Solomon Islands
				Tonga
				Tuvalu
				Vanuatu

<https://www.adb.org/countries/main>



# ADB Sovereign Portfolio By Percentage (2022)



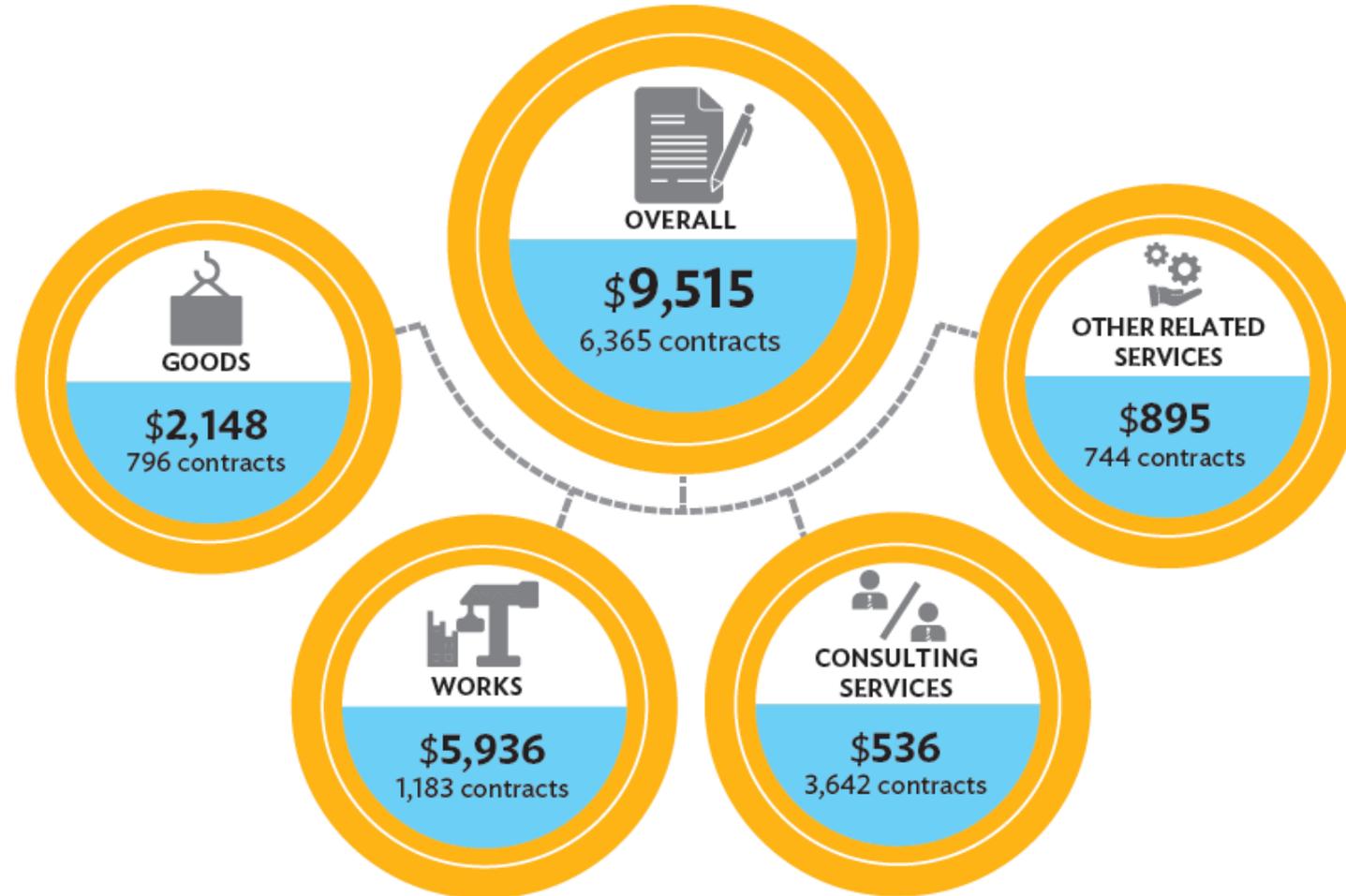
Sector	2018	2022	Change
TRANSPORT	\$28.9B	\$29.8B	↑
ENERGY	\$20.6B	\$18.8B	↓
WATER & URBAN	\$11.0B	\$12.5B	↑
AGRICULTURE	\$9.0B	\$12.6B	↑
HEALTH	\$1.4B	\$7.3B	↑
EDUCATION	\$5.5B	\$6.1B	↑
OTHERS	\$5.4B	\$7.0B	↑



ADB = Asian Development Bank.  
Source: Asian Development Bank data.

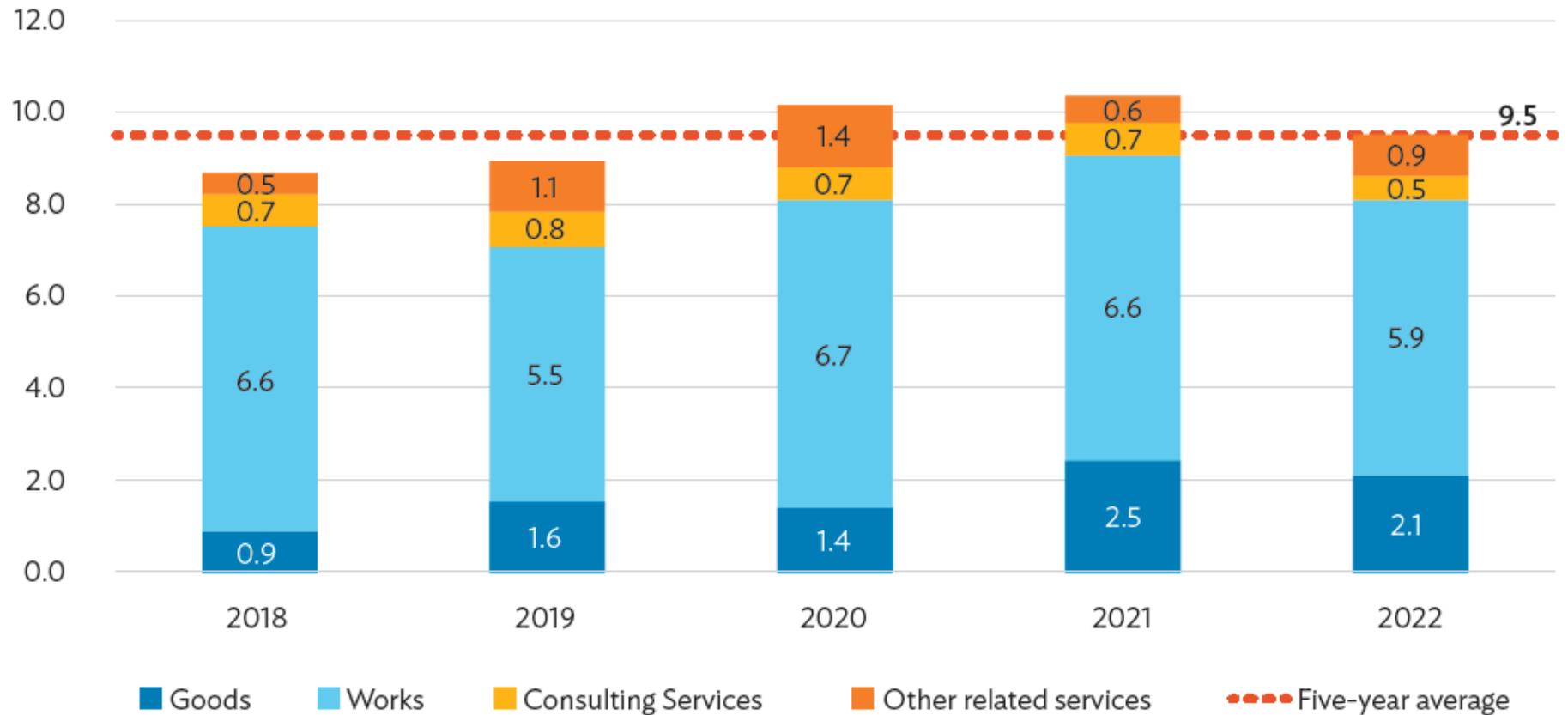
<https://www.adb.org/sites/default/files/institutional-document/878401/appr-2022.pdf>

# Procurement in 2022 (US\$ million)



Source: Asian Development Bank, PPFID.

# Annual Procurement Statistics - 2018-2022 (\$bn)

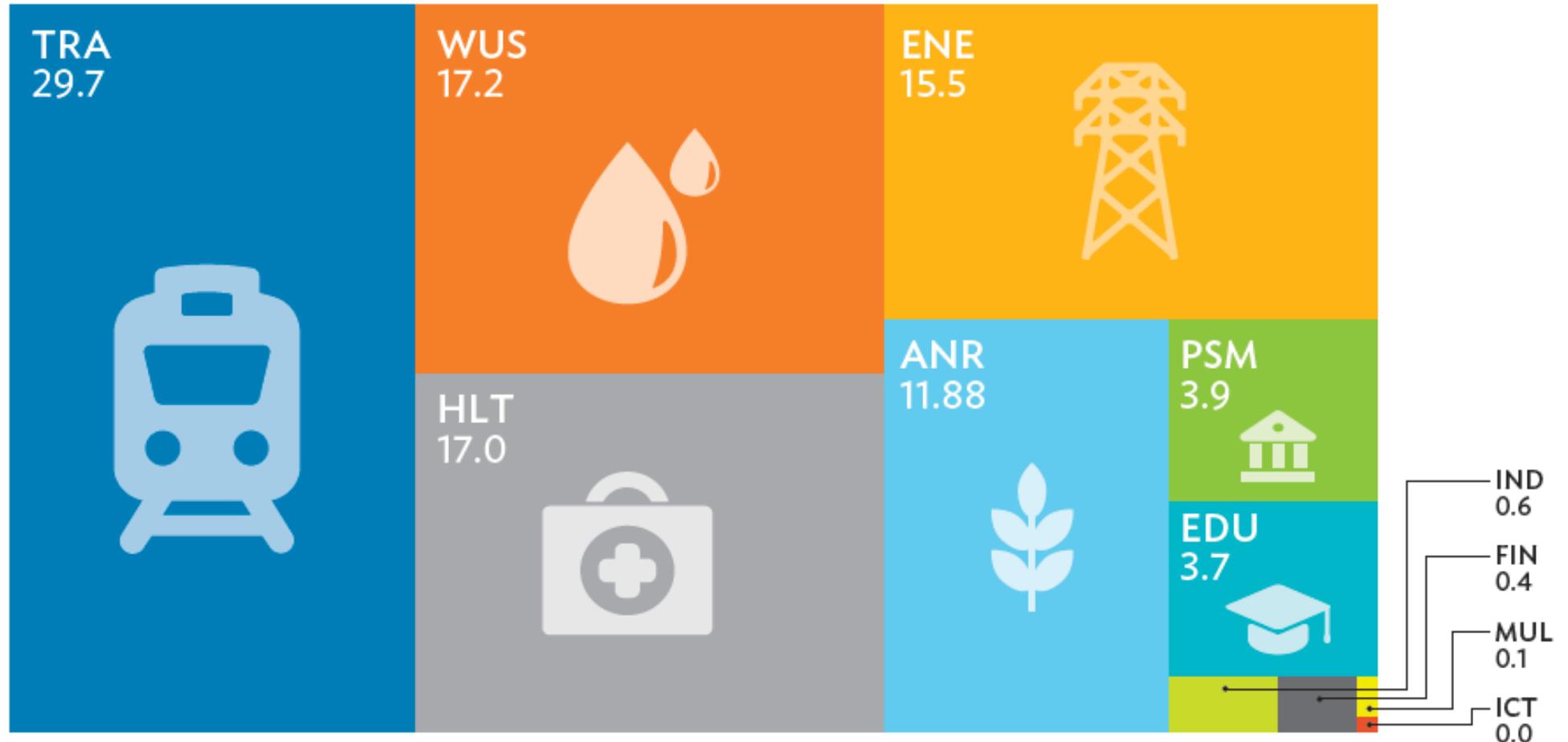


Source: Asian Development Bank, PPFID.

<https://www.adb.org/documents/annual-procurement-report-2022>



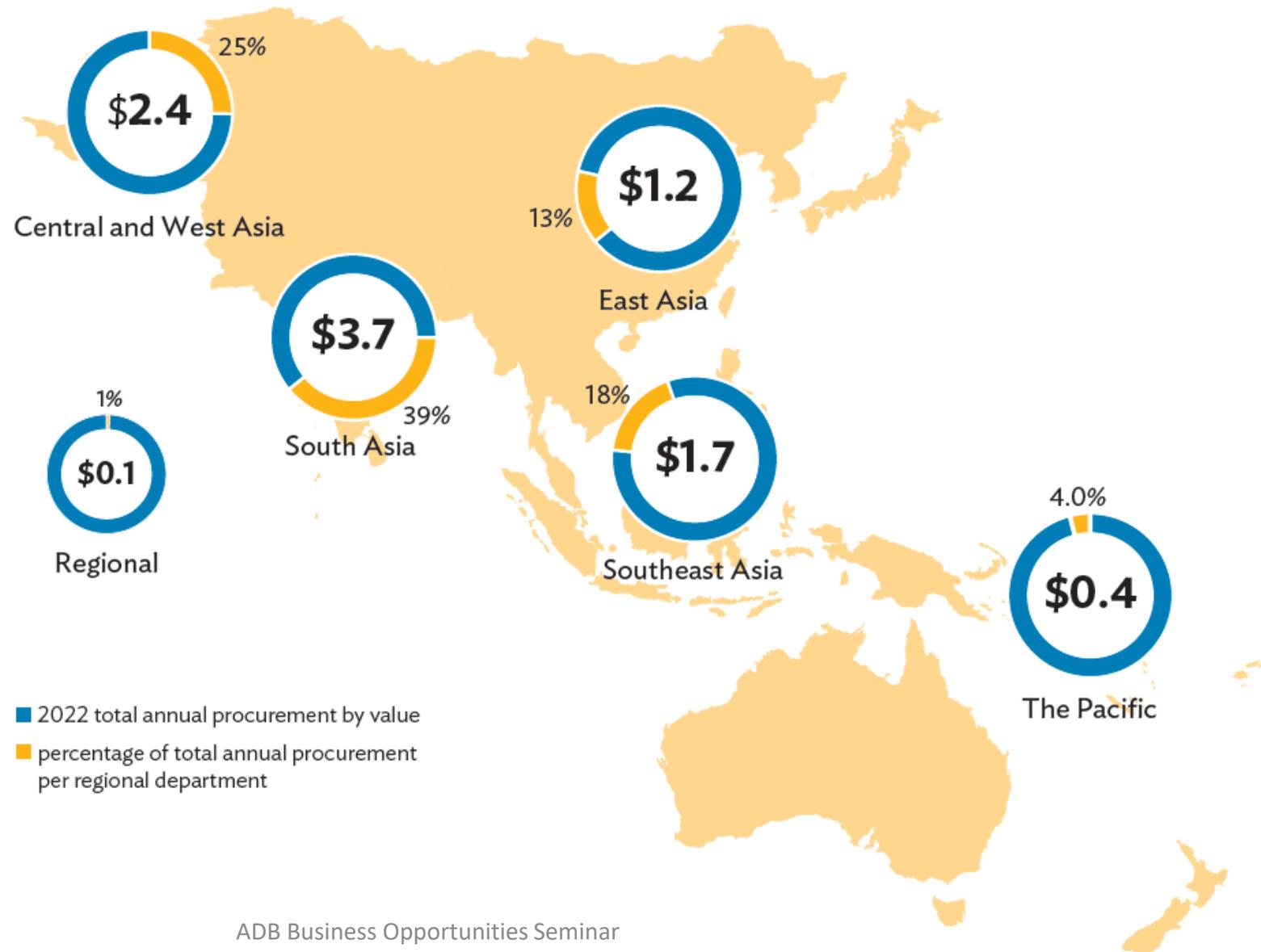
# Procurement by Sector, 2022 (% of total Procurement)



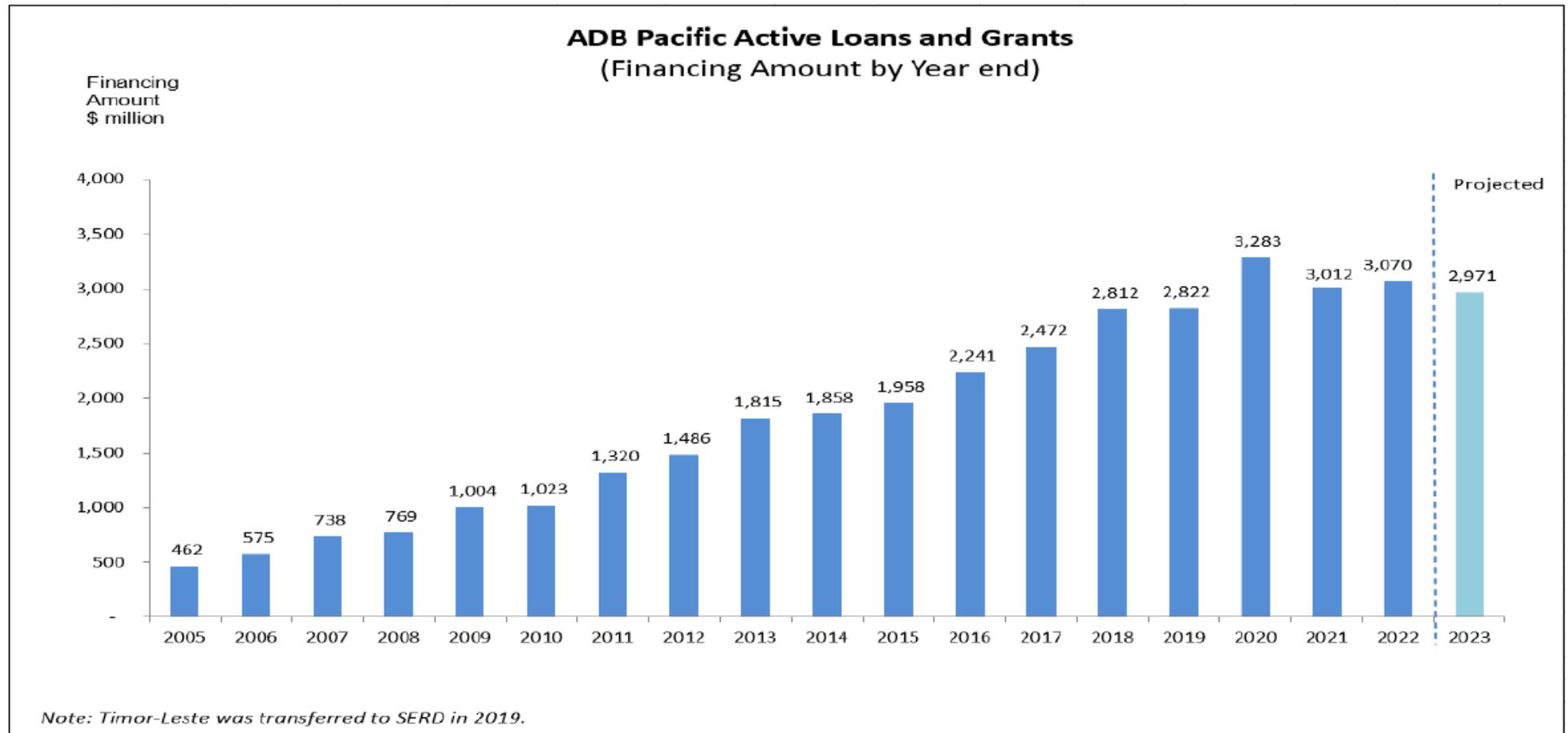
ANR = Agriculture, Natural Resources, and Rural Development; EDU = Education; ENE = Energy; FIN = Finance; HLT = Health; IND = Industry and Trade; ICT = Information and Communication Technology; MUL = Multisector; PSM = Public Sector Management; TRA = Transport; WUS = Water and Other Urban Infrastructure and Services. > 0.0 = less than 0.05.

Source: Asian Development Bank, PPFID.

# Total Procurement by Region, 2022 (USD billion)



# Growing pacific portfolio increases opportunities



# Technical Assistance Portfolio 2018-2022

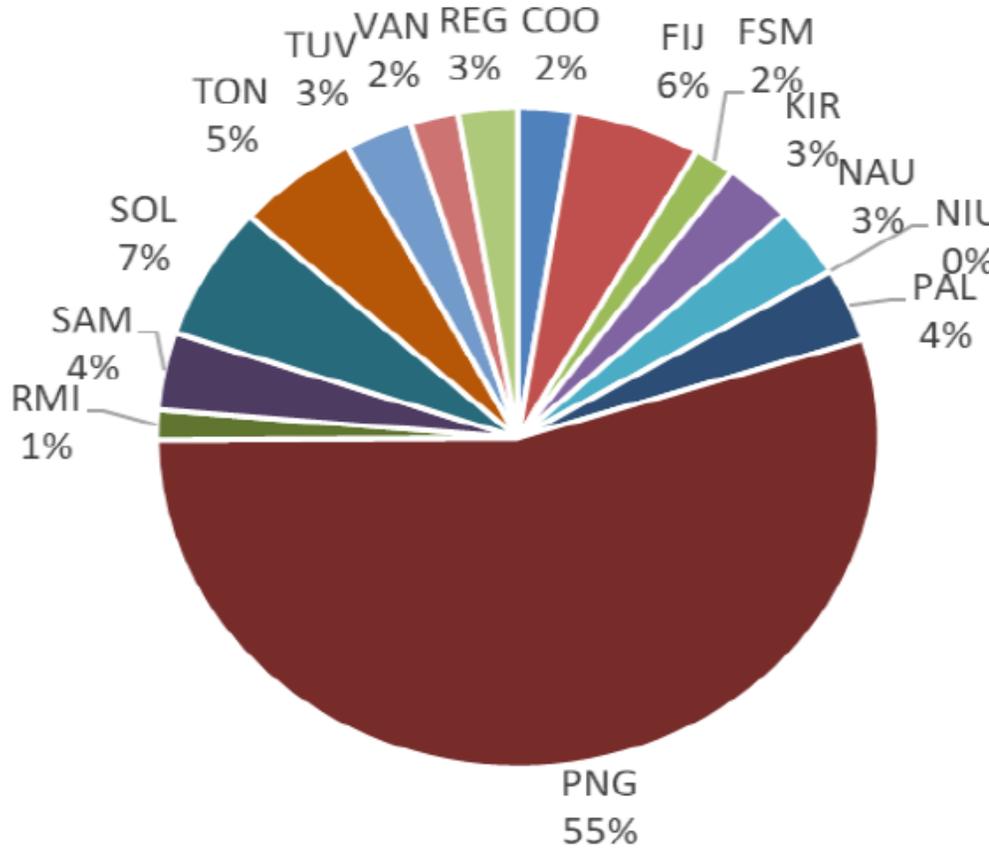
Technical Assistance Portfolio Growth, 2018–2022



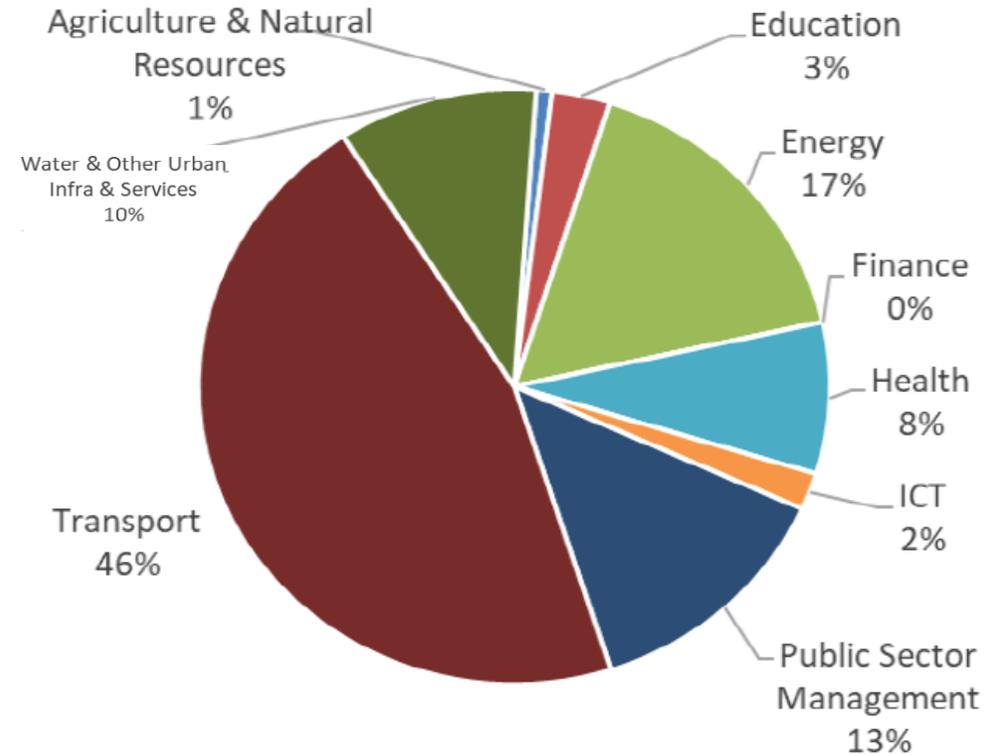
TA = technical assistance.  
Source: Asian Development Bank data.

# 2022 ADB Pacific Active Sovereign Portfolio

**PARD Active Loan and Grant Portfolio by Country**  
Volume as of 31 Dec 2022



**PARD Active Loan and Grant Portfolio by Sector**  
Volume as of 31 Dec 2022



FIJ = Fiji  
 FSM = Federated States of Micronesia  
 KIR = Kiribati  
 NAU = Nauru  
 PAL = Palau  
 PNG = Papua New Guinea  
 RMI = Marshall Islands  
 SAM = Samoa  
 SOL = Solomon Islands  
 TON = Tonga  
 TUV = Tuvalu  
 VAN = Vanuatu



ADB Financing Range (USD)

\$ = <\$20M

\$\$ = 20-49.9M

\$\$\$ = 50-99.9M

\$\$\$\$ = 100-199.9M

\$\$\$\$\$ = ≥200M

\* Approval for projects classified as standby may move to the subsequent year



# PARD: Indicative Project Pipeline 2024-25

Sector	DMC	Status	Project Name	Financing
HLT	COO	Firm	Supporting Safe Recovery of Travel and Tourism Project, additional financing	\$
PSM	COO	Firm	Green, Resilient Economic Growth Program, Subprogram 1	\$\$
PSM	COO	Firm	REG: Pacific Disaster Resilience Program, Phase 5 (COO, FSM, RMI, TUV, VAN)	\$
WUS	COO	Firm	Water and Sanitation Project (Muri Sanitation Project)	\$
TRA	FIJ	Firm	Critical Bridges Replacement Project	\$\$\$\$
PSM	FIJ	Firm	Sustainable and Resilient Growth Program, Subprogram 1	\$\$\$
PSM	FSM	Firm	REG: Pacific Disaster Resilience Program, Phase 5 (COO, FSM, RMI, TUV, VAN)	\$
ENE	FSM	Firm	Renewable Energy Development Project, second additional financing	\$
ENE	FSM	Firm	Climate Resilient Energy and Water Project	\$
TRA	FSM	Firm	Sustainable Road Infrastructure Investment Project	\$
PSM	KIR	Firm	Sustainable and Inclusive Economic Recovery Program, Subprogram 2 (PBL)	\$
WUS	NAU	Firm	Nauru Sustainable Urban Development Project	\$\$
PSM	NAU	Firm	Improved Skills and Employment for Vulnerable Groups Project	\$
PSM	NAU	Firm	Improving Fiscal Sustainability Program, Subprogram 2	\$

EDU = Education, ENE = Energy, FIN = Finance, HLT = Health, PSM = Public Sector Management, TRA = Transport, WUS = Water and other Urban Infrastructure & Services  
 COO = Cook Islands, FIJ = Fiji, FSM = Federated States of Micronesia, KIR = Kiribati, NAU = Nauru

ADB Financing Range (USD)

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# PARD: Indicative Project Pipeline 2024-25

Sector	DMC	Status	Project Name	Financing
ENE	PAL	Firm	Smart Grid Project (Grid Upgrade for Renewable Integration Project)	\$
PSM	PAL	Firm	Sustainable Oceans And Resilience Strengthening Program	\$\$
FIN	PNG	Firm	Improving Financial Access and Entrepreneurship Development Project	\$\$
WUS	PNG	Firm	Urban Water Supply and Sanitation Project	\$\$
TRA	PNG	Firm	Sustainable Highlands Region Core Road Network Project (SHRCRNP), Phase 1	\$\$\$
ENE	PNG	Firm	Clean Energy Development Project	\$\$\$\$
PSM	PNG	Firm	Strengthening Public Sector Management Program, Subprogram 1	\$\$\$
TRA	PNG	Firm	Sustainable Highlands Highway Investment Program, Tranche 3	\$\$\$\$
PSM	RMI	Firm	Public Financial Management Project, Phase 2	\$
PSM	RMI	Firm	REG: Pacific Disaster Resilience Program, Phase 5 (COO, FSM, RMI, TUV, VAN)	\$
WUS	RMI	Firm	Integrated Urban Services Improvement Project	\$\$\$
PSM	RMI	Firm	Youth Skills Development and Employment Project	\$\$
ENE	RMI	Firm	RMI Electrification Project	\$
HLT	RMI	Firm	Strengthening Health Care Services in the RMI	\$
ENE	SAM	Firm	Alaoa Multi-Purpose Dam Project	\$\$\$\$
PSM	SAM	Firm	Strengthening Macroeconomic Resilience Program, Subprogram 2	\$
PSM	SAM	Firm	Policy-based Program, subprogram 1	\$

EDU = Education, ENE = Energy, FIN = Finance, HLT = Health, PSM = Public Sector Management, TRA = Transport, WUS = Water and other Urban Infrastructure & Services  
 PAL = Palau, PNG = Papua New Guinea, RMI = Marshall Islands, SAM - Samoa

# PARD: Indicative Project Pipeline 2024-25

ADB Financing Range (USD)

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\$\$\$\$\$ = ≥200M

\* Approval for projects classified as standby may move to the subsequent year



Sector	DMC	Status	Project Name	Financing
TRA	SOL	Firm	Land and Maritime Connectivity Project, Tranche 2	\$\$\$
ENE	SOL	Firm	Renewable Energy Development Project	\$\$
WUS	SOL	Firm	Honiara Integrated Solid Waste Management Project	\$
PSM	SOL	Firm	Supporting Fiscal and Economic Recovery Program, Subprogram 2	\$
WUS	SOL	Firm	Western Province Sustainable Urban Development Project	\$
HLT	SOL	Firm	Rural Health Systems Strengthening Project	\$
ENE	TON	Firm	Grid Strengthening Project	\$
TRA	TON	Firm	Fanga'uta Lagoon Bridge Project	\$\$\$
TRA	TUV	Firm	Outer Islands Maritime Infrastructure Project, third additional financing	\$\$
WUS	TUV	Firm	Funafuti Water Supply and Sanitation Project	\$
PSM	TUV	Firm	REG: Pacific Disaster Resilience Program, Phase 5 (COO, FSM, RMI, TUV, VAN)	\$
FIN	VAN	Firm	Finance Sector Budget Support	\$
EDU	VAN	Firm	Supporting the Delivery of Skills Development Project	\$
PSM	VAN	Firm	REG: Pacific Disaster Resilience Program, Phase 5 (COO, FSM, RMI, TUV, VAN)	\$
WUS	VAN	Firm	Greater Port Vila Urban Resilience Project, additional financing	\$
WUS	VAN	Firm	Luganville Urban Water and Sanitation Project (excludes PRF amount)	\$\$\$
HLT	VAN	Firm	Promoting Healthy Lifestyle Project	\$

EDU = Education, ENE = Energy, FIN = Finance, HLT = Health, PSM = Public Sector Management, TRA = Transport, WUS = Water and other Urban Infrastructure & Services  
 SOL = Solomon Islands, TON = Tonga, TUV = Tuvalu, VAN = Vanuatu

# Contract Awards to USA Firms (2018-2022)

## Top 5 Consultants from the United States Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2018–31 December 2022

Consultant	Sector	Contract Amount (\$ million)
T.Y. Lin International	TRA	58.81
Sheladia Associates Inc.	ANR, ENE, TRA	19.78
HJI Group Corp.	ANR, EDU, ENE, HLT, IND, WUS	16.90
Tetra Tech ES Inc.	ENE, MUL	8.69
NRECA International	ENE	4.79
Individual Consultants		51.20
Others		53.96
<b>Total</b>		<b>214.13</b>

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; HLT = health; IND = industry and trade; MUL = multisector; TRA = transport; WUS = water and other urban infrastructure and services.

## Top 5 Contractors/Suppliers from the United States Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2018–31 December 2022

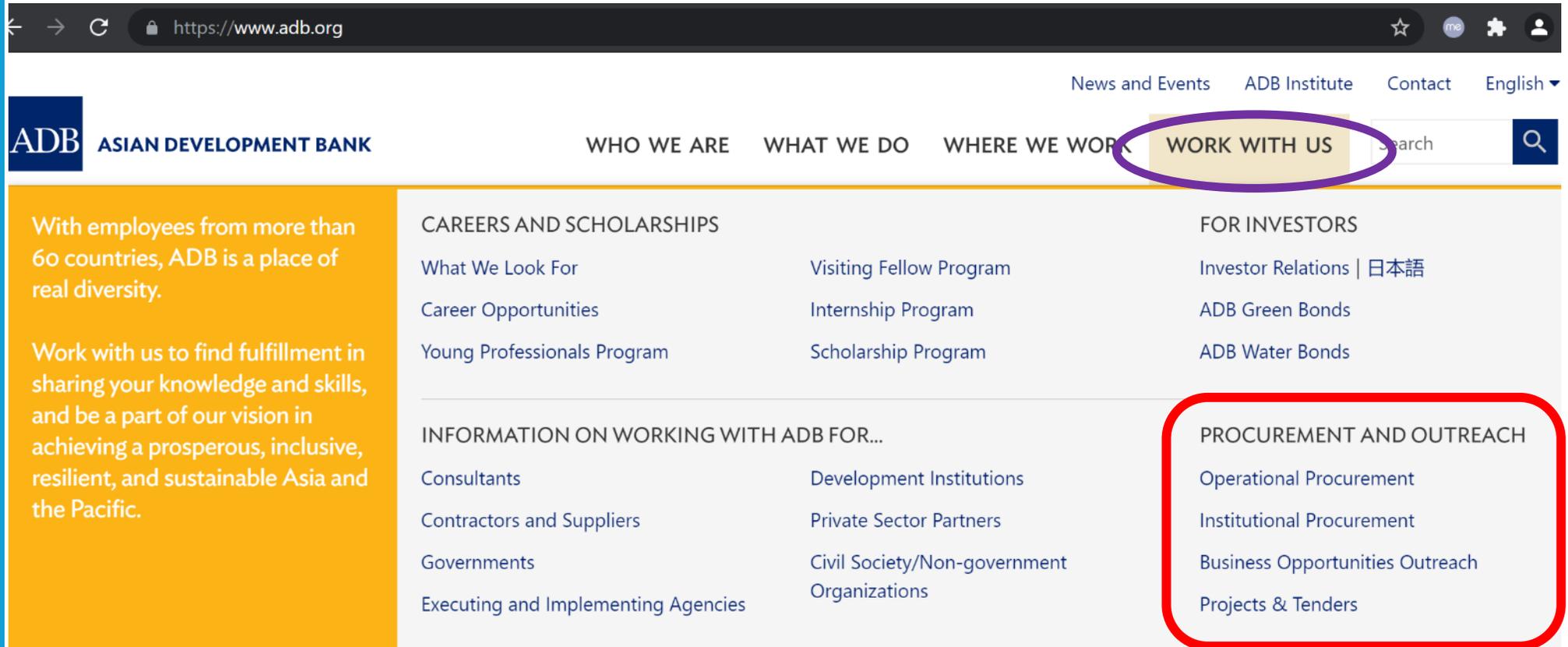
Contractor/Supplier	Sector	Contract Amount (\$ million)
Progress Rail Locomotive Inc.	TRA	135.34
United Nations Childrens Fund	ANR, HLT, WUS	41.39
SubCom LLC	ICT	12.30
Astrophysics Inc.	TRA	5.37
Sheladia Associates Inc.	ANR	3.23
Others		5.78
<b>Total</b>		<b>203.41</b>

ANR = agriculture, natural resources, and rural development; HLT = health; ICT = information and communication technology; TRA = transport; WUS = water and other urban infrastructure and services.

## Pacific Contract Awards 2018-2022 (companies from USA)

Row Labels	No. of Contracts	ADB-financed Amount
Goods	30	\$13,770,048.49
Other Services	6	\$150,391.90
Consulting Firms	4	\$3,249,868.86
Individual Consultants	42	\$5,873,909.94
<b>Grand Total</b>	<b>82</b>	<b>\$23,044,219.19</b>

# How to find Information on our Website



The screenshot shows the ADB website navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'PROCUREMENT AND OUTREACH' sub-menu is circled in red. The sub-menu items are: Operational Procurement, Institutional Procurement, Business Opportunities Outreach, and Projects & Tenders.

With employees from more than 60 countries, ADB is a place of real diversity.

Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

## CAREERS AND SCHOLARSHIPS

What We Look For

Career Opportunities

Young Professionals Program

Visiting Fellow Program

Internship Program

Scholarship Program

## FOR INVESTORS

Investor Relations | 日本語

ADB Green Bonds

ADB Water Bonds

## INFORMATION ON WORKING WITH ADB FOR...

Consultants

Contractors and Suppliers

Governments

Executing and Implementing Agencies

Development Institutions

Private Sector Partners

Civil Society/Non-government Organizations

## PROCUREMENT AND OUTREACH

Operational Procurement

Institutional Procurement

Business Opportunities Outreach

Projects & Tenders

Business Center - [www.adb.org/business](http://www.adb.org/business)

Procurement - [www.adb.org/business/operational-procurement](http://www.adb.org/business/operational-procurement)





## ADB Business Center

All you need to work with us—in one place.

Guides and Documents
Business Opportunities Outreach ▾
Procurement Statistics Dashboard (ProcDash)
More ▾

🏠 > Work with Us > Business Center > Working with ADB

## Working with ADB

### Information for...

Consultants

**Contractors and suppliers**

Governments

Executing and implementing agencies

Development institutions

### How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms



# Projects & Tenders - [www.adb.org/projects](http://www.adb.org/projects)

Projects & Tenders **Projects** Documents Tenders

Filter results [CLEAR ALL](#)

Country/Economy  Regional  Afghanistan  Armenia  Azerbaijan  Bangladesh  Bhutan  Cambodia  China, People's Republic

Sector (1) [CLEAR]  Agriculture, natural resources and rural development  Education  Energy  Finance  Health  Industry and trade  Information and

Theme

Type (1) [CLEAR]  Nonsovereign  Sovereign

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 809 [RSS](#) [Sort by](#)

Energy X Sovereign X

<b>Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project)</b> 49177-002; Timor-Leste; Energy	Status: <b>Approved</b>	Approval Date: 26 Oct 2021
<b>Development of the Pacific Energy Regulators Alliance</b> 49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy	Status: <b>Active</b>	Approval Date: 25 Oct 2021
<b>Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience</b> 55079-002; Sri Lanka; Energy	Status: <b>Approved</b>	Approval Date: 14 Oct 2021
<b>Power Sector Reform Support Program</b> 54269-003; Uzbekistan; Energy	Status: <b>Approved</b>	Approval Date: 02 Oct 2021
<b>Research on Addressing Climate Change in Ningxia through the Use of Science and Technology</b> 55033-001; China, People's Republic of; Energy	Status: <b>Approved</b>	Approval Date: 28 Sep 2021

Projects & Tenders Projects Documents **Tenders**

Filter results [CLEAR ALL](#)

Country/Economy

Sector (1) [CLEAR]  Agriculture, natural resources and rural development  Education  Energy  Finance  Health  Industry and trade  Information and

Type  Advance Notice  Contracts Awarded  Firm - Consulting  Individual - Consulting  Invitation for Bids  Other Notice  Prequalified applicants

Group  Consulting Services  Goods, Works, and Nonconsulting Services

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 3032 [RSS](#) [Sort by](#)

Energy X

<b>51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B]</b> 51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021 Notice Type: Invitation for Bids	Status: <b>Active</b>	Deadline: 05 Jan 2022
<b>National Senior Transmission Engineer</b> 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: <b>Active</b>	Deadline: 03 Nov 2021
<b>National Transmission Engineer</b> 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: <b>Active</b>	Deadline: 03 Nov 2021
<b>Project Coordination Expert</b> 54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: <b>Active</b>	Deadline: 03 Nov 2021



# Goods and Works - Subscribe to receive alerts\* - <https://alerts.adb.org>

SUBSCRIBER SERVICES →  
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<p><b>Alerts</b> Links to content posted on ADB.org delivered to your inbox daily or weekly. <span style="float: right;"><input checked="" type="radio"/> Daily <input type="radio"/> Weekly <input type="radio"/> Off</span></p> <hr/> <p>Articles and Videos <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Asian Development Blog <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Board Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Business Center Materials <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Country Planning Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Economic Data and Research <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Evaluation Reports <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p>	<p><b>Events</b> <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>News Releases and News from Country Offices <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p><b>Procurement Notices (Goods and Works)</b> Note: Weekly notifications on consulting opportunities available for registered users of the <a href="#">Consultant Management System (CMS)</a>. <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Project Information and Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Publications <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Safeguard Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Vacancies <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p>
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Does not include Consulting services Alerts which are received through <http://cms.adb.org>



# Consulting – Finding Opportunities on <http://cms.adb.org>



CONSULTING OPPORTUNITIES    SHORTLISTED FIRMS    AWARDED CONTRACTS    CONSULTANT TUTOR



### Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.



### View Shortlisted Firms

ADB publishes the names and contact details of firms invited to submit proposals. This is for the information of consultants who wish to associate with them. Interested consultants should contact the firms directly.



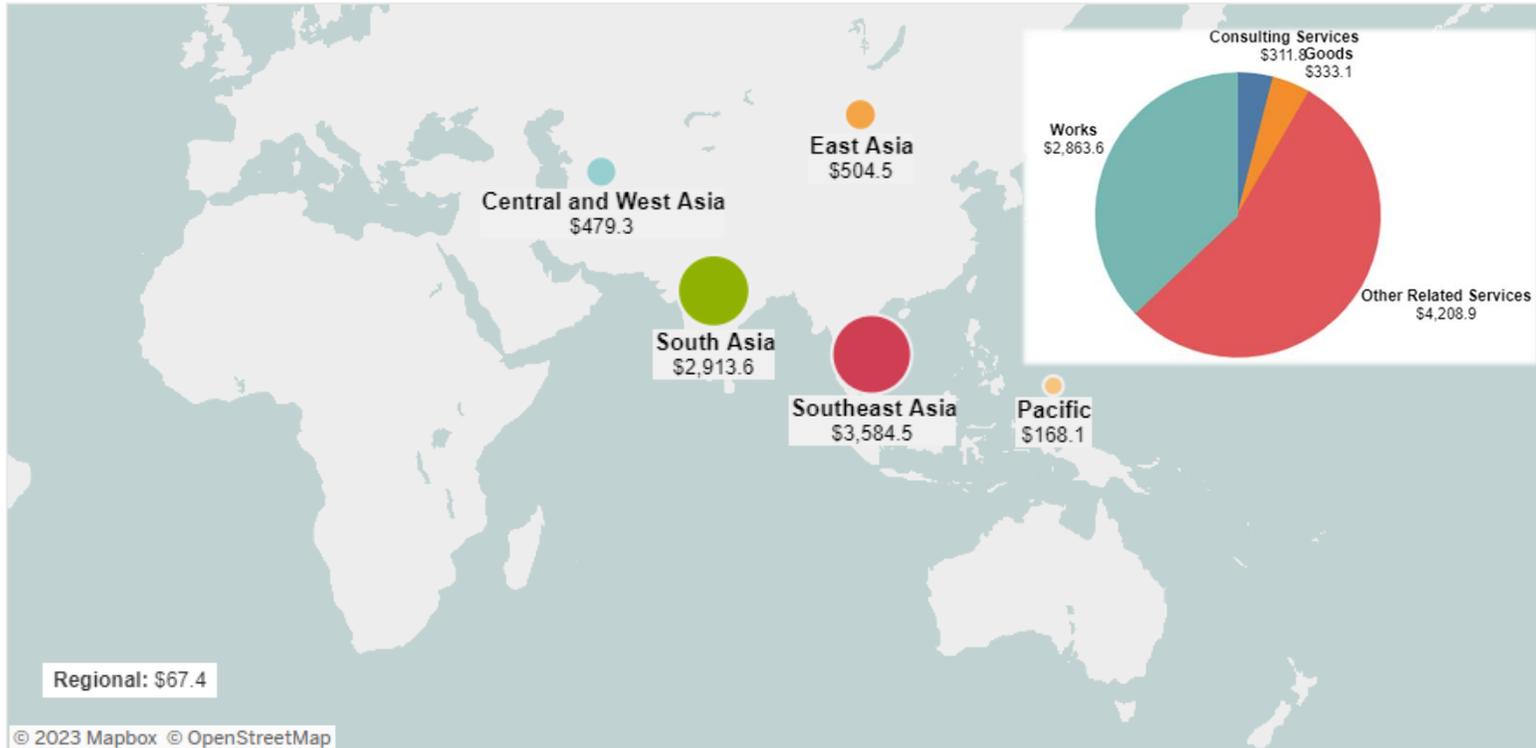
### View Awarded Contracts

ADB Project contracts that are awarded to consulting firms are disclosed to the public. Visit the page to view the list of contracts awarded to consulting firms, along with associated contract details.

- Consulting opportunities are visible through ADB’s CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- Step-by-step guides available at <http://consultanttutor.adb.org>

# ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year

2023

Modality

- (All)
- Investment Support
- Policy-based Support
- Result-based Lending

Nature

- (All)
- Consulting Services
- Goods
- Other Related Services
- Works

Region

- (All)
- Central and West Asia
- East Asia
- Pacific
- Regional
- South Asia
- Southeast Asia

<https://data.adb.org/dashboard/operational-procurement-statistics>



## USERS

external and internal



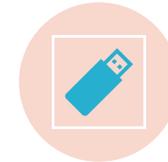
## COVERAGE

past 5 years



## INFORMATION

region, member, nationality, nature, origin, sector



## ACCESS TO DATA

downloading options



# Attending events, exploring opportunities

- Visit ADB Headquarters / Resident missions
  - Visit departments responsible for projects
  - Business Opportunities Fairs
  - Business Opportunities Seminars
- Undertake local due diligence and find partners in the countries where looking to operate.



# Understand the projects you wish to undertake

- Recognize the broader project objectives
- Establish the operating context and any constraints it presents
- Get to know the Executing Agency
- Obtain all available information on the services to be provided
- Field assessment
- Identify local partner(s), if required
- Estimate the local costs of doing business (e.g. local taxes for EA administered consulting services)





# THANK YOU!

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