

**Business Opportunities Seminar
Papua New Guinea, Port Moresby
14-15 November 2024**

This business opportunities seminar will showcase the pipeline of projects funded by ADB and other development partners. The resource persons are representatives from ADB, World Bank, JICA, Governments of Australia, New Zealand and US Commercial Service.

This event brings business community together with key representatives from Pacific governments and development partners to discuss the infrastructure development priorities for the Pacific region, especially growing opportunities in transport, energy, health, education, water, and financial inclusion.

In support of the Pacific quality infrastructure principles, the event will feature presentations by Executing agencies from the PNG government, to provide an overview of the projects pipeline regardless of the funding source. There would also be a panel of development partners and a side event for suppliers and contractors, focusing on effective tendering and bidding, and exploring potential tendering and contracting partnerships.

Objectives:

At the end of the Business Opportunities Seminar, participants will enhance their knowledge/understanding on:

- Identifying procurement opportunities
- Preparing responsive bids and proposals
- Expectations on development of local supply, services and construction capability

Draft Agenda for BOS

Day 1

Time	Agenda	Organization
8:00 – 8:30 am	Registration	
8:30– 8:45 am	Opening Remarks	ADB Country Director- Mr. Said Zaidansyah
8:45 – 9:00 am	Keynote Address	Secretary Department of National Planning and Monitoring- Mr. Konney Samuel

9:00 – 9:15 am	Brief Background of BOS in PNG	PFP2 Director, ADB – Ms. Galiya Ismakova
9:15 – 9:30 am	Government Procurement Process	National Procurement Commission Acting Chief Executive Officer- Joe Sapa
9:30 – 10:30 am	Panel Discussion Procurement and its role in supporting broad development outcomes Moderator: Ms. Rubina Shaheen, Principal Procurement Specialist	PFP2 Director, ADB – Ms. Galiya Ismakova Minister-Counsellor (Economics, Health and Infrastructure) Australian High Commission, DFAT- Diane Barclay Senior Regional Manager and Energy Sector Lead for the U.S. Department of Commerce Advocacy Center - Dr. Derek Schlickeisen Representative of JICA Papua New Guinea Office - Mr. Nagase Ryota Senior Procurement Specialist, WB- Mr. Eric Blackburn
10:30 – 10:45 am <div>AM Tea</div>		
10:45 – 11:00 am	Portfolio, opportunities and challenges	National Airport Corporation – 15 minutes Program Director – Mr. Wellington Waren
11:00- 11:15 am		Department of Works and Highways – 15 minutes Project Director -Mr. Paul Nindivi
11:15 - 11:30 am		PNG Ports (To be confirmed) – 15 minutes
11:30 – 12:00 noon		Q&A – GovPNG presenters
12:00 – 1 pm <div>Lunch Break</div>		
1:00 – 1:15 pm		PNG Power Limited Project Director- Mr. Peter Tangwari

1:15 – 1:30 pm	Portfolio, opportunities and challenges	Department of Higher Education Research Science and Technology Project Manager - Dr. George Bopi
1:30 – 1:45 pm		Climate Change Development Authority Project Director- Mr. Jacob Ekinye
1:45 – 2:00 pm		Health Project Manager- Mr. Rob Akers
2:00 – 2:15 pm		Water PNG Project Manager - Ms. Jacqueline Simet
2:15 – 2:45		Q&A
2:45 – 3:00 pm	PM Tea	
3:00 – 3:15 pm	TAX Regulations	Internal Revenue Commission Director- Tax Audit Operations- Mr. Des McMaster
3:15 – 3:30 pm		Q&A
3: 30 – 5:30 pm	Networking Session: Participants can network among themselves or have one-on-one meetings with the presenters	

Day 2.

Effective Tendering Workshop

9:00 – 9.05 am	Opening remarks Introduction of panelists	Director PFP2, ADB- Ms. Galiya Ismakova
9:05 -10.00 am	Procurement Process Project cycle and procurement touch points overview Bidding procedures Difference between lowest evaluated substantially responsive bid (price	Director, Development Partners Engagement Section, DFAT- Mr. Vas Withanage Senior Procurement Specialist, WB- Mr. Eric Blackburn

	evaluation) and merit-point based criteria (rated criteria taking consideration of quality)	Principal Procurement Specialist, ADB- Ms. Rubina Shaheen 15 minutes each Q&A
10:00 – 10.30 am	Framework agreements and call offs	Director PFP2, ADB- Ms. Galiya Ismakova Senior Procurement Specialist, WB- Mr. Eric Blackburn , AIFFP- Mr. Edward Little, 10 minutes each Q&A
10.30- 11.00	Coffee break/ Networking	
10.30-11.00	Contractor sharing experience with particular focus on enhancing local content	To be updated
11.30-12.00	Panel Discussion How to submit compliant Bid Moderator: Principal Procurement Specialist, ADB – Ms. Rubina Shaheen	ADB – Ms. Galiya Ismakova, Director PFP2, ADB Senior Procurement Specialist, WB- Mr. Eric Blackburn Director, Development Partners Engagement Section, DFAT- Mr. Vas Withanage
12.00- 12.15 pm	Closing Remarks Ms. Galiya Ismakova	Director PFP2, ADB- Ms. Galiya Ismakova
12.15 to 1:15	Lunch	