

BUSINESS
OPPORTUNITIES
FAIR



ADB Headquarters, Manila, Philippines



7th ADB Business Opportunities Fair

The ADB Procurement System: Consultants

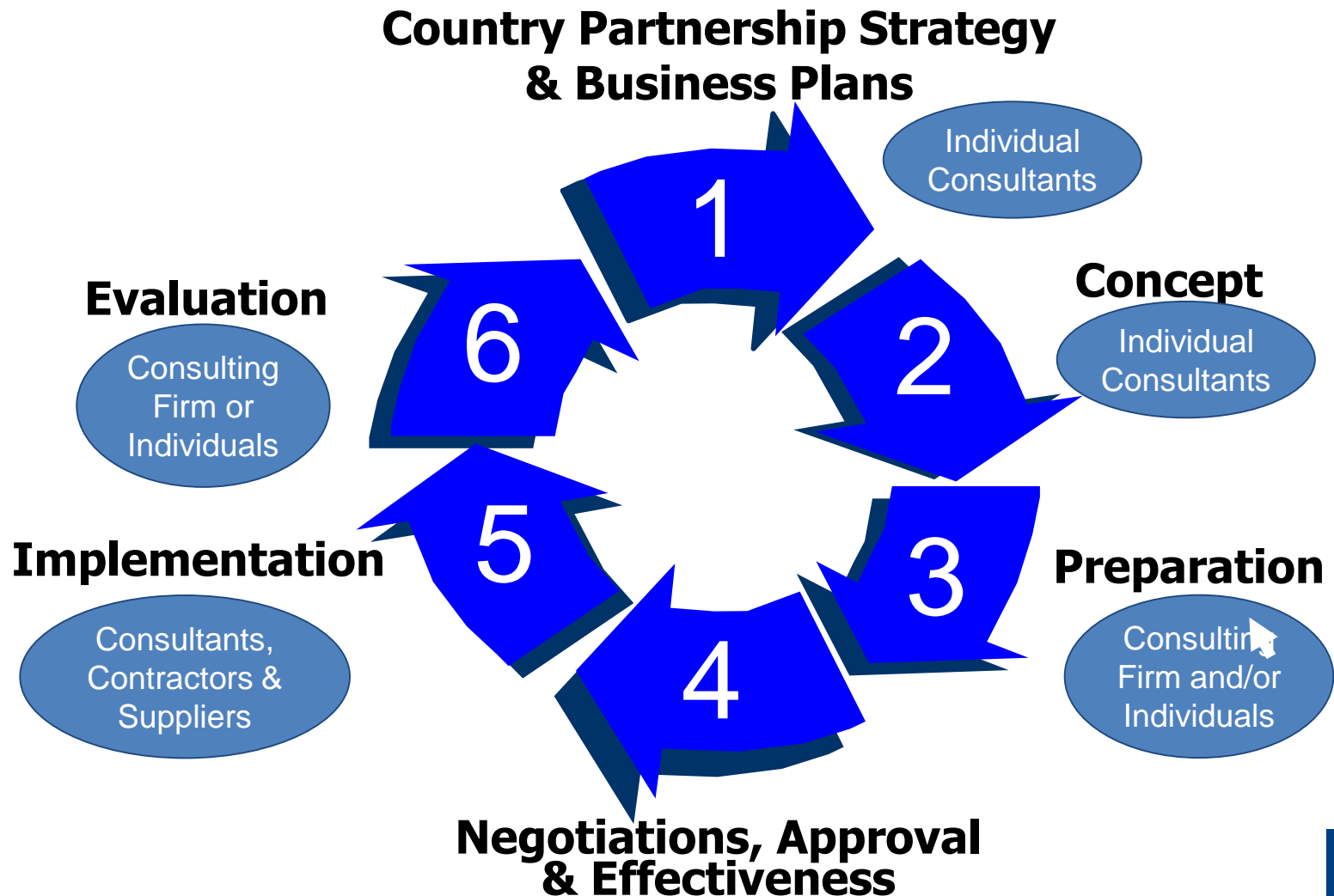
By: Eric Gagnon, OSFMD

16 March 2016

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 ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.



When are Consultants needed?



Who ADB works with?

- Firms
- Individuals –
National vs international
- NGOs / CSOs
- Research institutes
- Foundations, centers of excellence
- Professional organizations

Most ADB projects rely on Consultants and Contractors

ADB Procurement

ADB Role

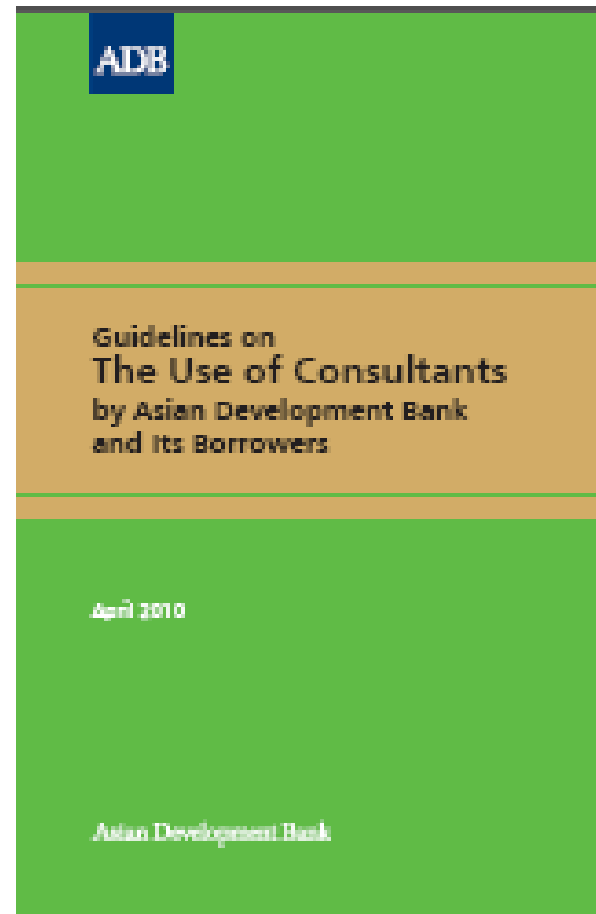
- ADB (under TAs) or Borrower select and recruit Consultants
- The Borrower (Executing Agency) is responsible for procurement of goods and works
- ADB reviews the procurement activities of EAs to ensure compliance with ADB Guidelines

Consulting Services Guidelines

Policies and procedures on the selection, contracting and monitoring of consultants

Fundamental Principles

- Eligibility & Conflicts of Interest
- Transparency
- Fairness
- Economy and Efficiency
- Promotion of Domestic Industries



Locations to consider for Business Development

- Papua New Guinea, Timor Leste and other Pacific States
- Afghanistan
- Mongolia
- Cambodia
- Pakistan

Why do business with ADB?

- A worthy development mission
- A broad range of opportunities across Asia, in diverse sectors and thematic areas
- Unlock doors for business in emerging economies
- Your partner through oversight to ensure fairness and transparency

Energy Sector Business Opportunities

Examples of consulting expertise required for Projects/TAs:

- Urban planners
- Clean energy development specialists/engineers
- Power management, transmission and distribution engineers
- Institutional specialists (utility operations managers)
- PPP and project finance specialists
- Economic and financial analysts
- Safeguards specialists – environment, gender, resettlement

Finding ADB Business Opportunities Using ADB CMS

ADB Consultant Management System

Overview **FAQ**

Welcome to the Asian Development Bank's Consultant Management System

Consultant Management System (CMS) is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.

Consultants create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Consultants whose contracts are funded through internal resources budget (Staff Consulting (SC) project) will file claims, advances and contract variation requests online through CMS.

Consultants engaged for Technical Assistance and Grant projects would still not have this option, pending integration with the ADB's Financial system for managing TA and Grant resources.

[Click here to know who are eligible and can register as consultants in CMS.](#)
By using this service, you are accepting the [CMS Terms and Conditions](#).

ADB Project Team Members can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.

Executing Agencies (EAs) can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy csrnl@adb.org with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
4. Duration of the recruitment for the project

Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

Browser Compatibility

CMS works best using the following browsers:

- 32-bit Internet Explorer Browser
 - Internet Explorer 11 on Windows 10 (Desktop Mode) (32-bit & 64-bit)
 - Internet Explorer 11 on Windows 8.1 (Desktop Mode) (32-bit & 64-bit)
 - Internet Explorer 10 on Windows 8 (Desktop Mode) (32-bit & 64-bit)
 - Internet Explorer 8 to 11 on Windows 7 (32-bit & 64-bit)
 - Internet Explorer 7 to 9 on Windows Vista (32-bit)
 - Internet Explorer 7 to 8 on Windows XP (32-bit)

Login

Login using your registered username and password.

Username

Password

[Can't access your account?](#)

Note: ADB users can login using their Oracle username and password.

Registration

New user? Register now!

Need Help?

For inquiries regarding the system, please email cmshelp@adb.org.

NOTE: CMS will undergo maintenance downtime every 00:00 to 02:00 Sunday morning (Manila local time).

Finding ADB Business Opportunities

Business Opportunities

Main

Operational Procurement:
Consulting Services

Operational Procurement:
Goods, Works, and Related
Services

Institutional Procurement

Transaction Advisory Services

Contacts

Business Opportunities

In the Spotlight



ADB Reforms Procurement Processes To Improve Project Delivery

ADB has altered the way its clients procure plant and equipment, civil works, and consultant services to improve the efficiency of implementing the projects it finances.



 FACEBOOK  TWITTER  LINKEDIN  PRINT  BOOKMARK

Operational Procurement



Consulting Services

ADB engages individual consultants and consulting entities to provide expert advice such as in contract preparation and project supervision, and to help the ADB to prepare



Goods, Works, and Related Services

ADB extends loans and provides technical assistance to its developing member countries (DMCs) for a broad range of development projects and programs

Institutional Procurement



ADB procures quality goods and/or services for its own institutional requirements.

[More »](#)

[Supplier Management System »](#)

Finding ADB Business Opportunities – Consulting Services

File Edit View History Bookmarks Tools Help

Operational Procurement: ... x CSRN Home Page x +

https://uxdmz06.adb.org/OA_HTML/OA.jsp?OAFunc=XXCSR_CSRN_HOME_PAGE

Search

Yahoo ADB - CMS

ADB Consultant Management System

Consulting Services Recruitment Notice (CSRN)

Search Reset

TIP The Consulting Services Recruitment Notice (CSRN) provides detailed information on consulting services required for ADB-financed or administered projects. It includes terms of reference and is posted on ADB's website for periods of at least 7 days (individual consultants), 15 days (firms under ADB-administered projects), and 1 month (firms under EA-administered projects), to give consultants sufficient time to prepare expressions of interest (EOIs) that specifically address project requirements.

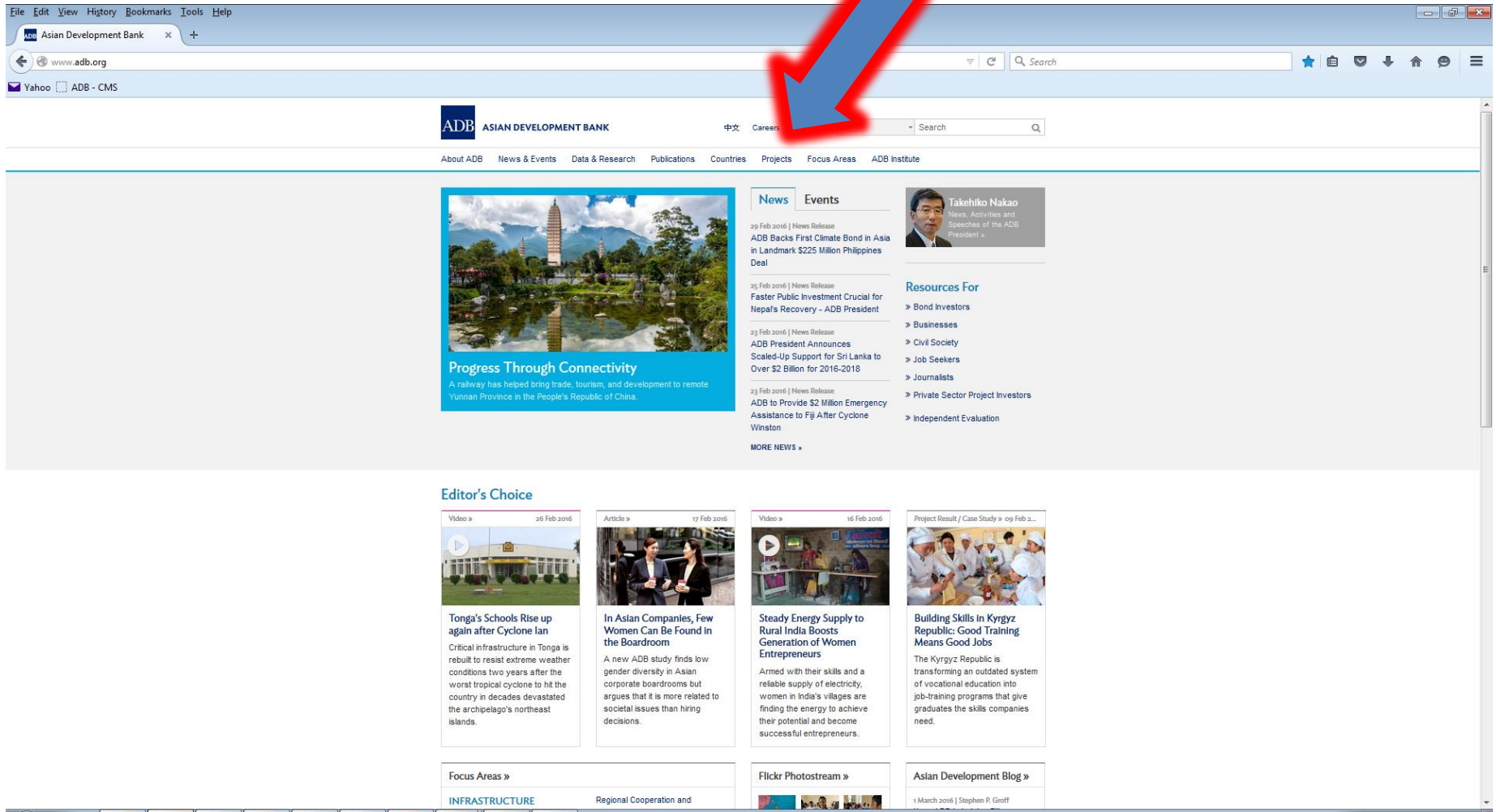
Filter to advertisements of interest by ticking the appropriate check boxes and clicking Search. Alternatively, click on the numeric links at the end of each row to view advertisements of the indicated type.

Search	By Country	By Sector	By Eligibility of Consultant Country	By Engagement Period
Select All Select None	Select All Select None	Select All Select None	Select All Select None	Select All Select None
<input type="checkbox"/> Afghanistan (4) <input type="checkbox"/> Armenia (1) <input type="checkbox"/> Azerbaijan (3) <input type="checkbox"/> Bangladesh (11) <input type="checkbox"/> Cambodia (10) <input type="checkbox"/> China (11) <input type="checkbox"/> Fiji (2) <input type="checkbox"/> Georgia (2) <input type="checkbox"/> Germany (1) <input type="checkbox"/> India (6) <input type="checkbox"/> Indonesia (9) <input type="checkbox"/> Kazakhstan (2) <input type="checkbox"/> Kyrgyz Republic (3) <input type="checkbox"/> Lao People's Democratic Republic (2) <input type="checkbox"/> Mongolia (13) <input type="checkbox"/> Myanmar (4) <input type="checkbox"/> Nepal (22) <input type="checkbox"/> New Zealand (1) <input type="checkbox"/> Pakistan (9) <input type="checkbox"/> Papua New Guinea (1) <input type="checkbox"/> Philippines (43) <input type="checkbox"/> Regional (58) <input type="checkbox"/> Sri Lanka (4) <input type="checkbox"/> Tajikistan (3) <input type="checkbox"/> Thailand (1) <input type="checkbox"/> Timor-Leste (13)	<input type="checkbox"/> Agriculture, natural resources and rural development (21) <input type="checkbox"/> Education (22) <input type="checkbox"/> Energy (8) <input type="checkbox"/> Finance (15) <input type="checkbox"/> Health (5) <input type="checkbox"/> Industry and trade (1) <input type="checkbox"/> Information and communication technology (1) <input type="checkbox"/> Multisector (10) <input type="checkbox"/> Public sector management (29) <input type="checkbox"/> Transport (31) <input type="checkbox"/> Water and other urban infrastructure and services (24) <input type="checkbox"/> Uncategorized (51)	<input type="checkbox"/> Open to Member Countries Only (223) <input type="checkbox"/> Non-Member Countries Allowed (0) By Consultant Source Select All Select None <input type="checkbox"/> International (93) <input type="checkbox"/> National (130) By Consultant Type Select All Select None <input type="checkbox"/> Firm (56) <input type="checkbox"/> Individual (162)	<input type="checkbox"/> Less than 3 months (9) <input type="checkbox"/> 3 months to 1 year (120) <input type="checkbox"/> More than 1 year (94) By Budget Amount Select All Select None <input type="checkbox"/> Less than \$100,000 (163) <input type="checkbox"/> \$100,000 to \$199,999 (17) <input type="checkbox"/> \$200,000 to \$299,999 (4) <input type="checkbox"/> \$300,000 to \$399,999 (2) <input type="checkbox"/> \$400,000 to \$499,999 (4) <input type="checkbox"/> \$500,000 to \$599,999 (2) <input type="checkbox"/> \$600,000 to \$699,999 (0) <input type="checkbox"/> \$700,000 to \$799,999 (1) <input type="checkbox"/> \$800,000 to \$899,999 (5) <input type="checkbox"/> \$900,000 to \$999,999 (5) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (4) <input type="checkbox"/> Greater than \$1,500,000 (15)	

<http://csrn.adb.org/>

ADB

Finding ADB Business Opportunities – Identifying Projects



The screenshot shows the Asian Development Bank (ADB) website. A large red arrow points to the 'Projects' link in the navigation menu. The website features a header with the ADB logo and navigation links. The main content area includes a large image of a pagoda with the text 'Progress Through Connectivity' and a list of news items. Below this is an 'Editor's Choice' section with four featured articles. At the bottom, there are sections for 'Focus Areas', 'Flickr Photostream', and 'Asian Development Blog'.

File Edit View History Bookmarks Tools Help

Asian Development Bank

www.adb.org

Yahoo ADB - CMS

ADB ASIAN DEVELOPMENT BANK

中文 Careers Search

About ADB News & Events Data & Research Publications Countries Projects Focus Areas ADB Institute

Progress Through Connectivity
A railway has helped bring trade, tourism, and development to remote Yunnan Province in the People's Republic of China.

News Events

29 Feb 2016 | News Release
ADB Backs First Climate Bond in Asia in Landmark \$225 Million Philippines Deal

25 Feb 2016 | News Release
Faster Public Investment Crucial for Nepal's Recovery - ADB President

23 Feb 2016 | News Release
ADB President Announces Scaled-Up Support for Sri Lanka to Over \$2 Billion for 2016-2018

23 Feb 2016 | News Release
ADB to Provide \$2 Million Emergency Assistance to Fiji After Cyclone Winston

Resources For

- » Bond Investors
- » Businesses
- » Civil Society
- » Job Seekers
- » Journalists
- » Private Sector Project Investors
- » Independent Evaluation

Editor's Choice

Tonga's Schools Rise up again after Cyclone Ian
Critical infrastructure in Tonga is rebuilt to resist extreme weather conditions two years after the worst tropical cyclone to hit the country in decades devastated the archipelago's northeast islands.

In Asian Companies, Few Women Can Be Found in the Boardroom
A new ADB study finds low gender diversity in Asian corporate boardrooms but argues that it is more related to societal issues than hiring decisions.

Steady Energy Supply to Rural India Boosts Generation of Women Entrepreneurs
Armed with their skills and a reliable supply of electricity, women in India's villages are finding the energy to achieve their potential and become successful entrepreneurs.

Building Skills in Kyrgyz Republic: Good Training Means Good Jobs
The Kyrgyz Republic is transforming an outdated system of vocational education into job-training programs that give graduates the skills companies need.

Focus Areas »

INFRASTRUCTURE Regional Cooperation and

Flickr Photostream »

Asian Development Blog »

1 March 2016 | Stephen P. Groff

<http://www.adb.org/>

Finding ADB Business Opportunities – Identifying Projects

Projects

Overview
Proposed Projects
Approved Projects
Project Documents
Project Cycle
Operations - Project Design and Management
Project Results and Case Studies
Using ADB Project Data
Archived Projects

Facebook Twitter LinkedIn Print Bookmark

Countries Sectors

Afghanistan	Kyrgyz Republic	Samoa
Armenia	Lao People's Democratic Republic	Solomon Islands
Azerbaijan	Malaysia	Sri Lanka
Bangladesh	Maldives	Tajikistan
Bhutan	Marshall Islands	Thailand
Cambodia	Micronesia, Federated States of	Timor-Leste
China, People's Republic of	Mongolia	Tonga
Cook Islands	Myanmar	Turkmenistan
Fiji	Nauru	Tuvalu
Georgia	Nepal	Uzbekistan
India	Pakistan	Vanuatu
Indonesia	Palau	Viet Nam
Kazakhstan	Papua New Guinea	Regional
Kiribati	Philippines	Projects located in more than one country

Sovereign Projects
Loans, grants, technical assistance for developing member

Nonsovereign Projects
Investments in privately-held and state-sponsored companies. »

www.adb.org/projects/peoples-republic-china

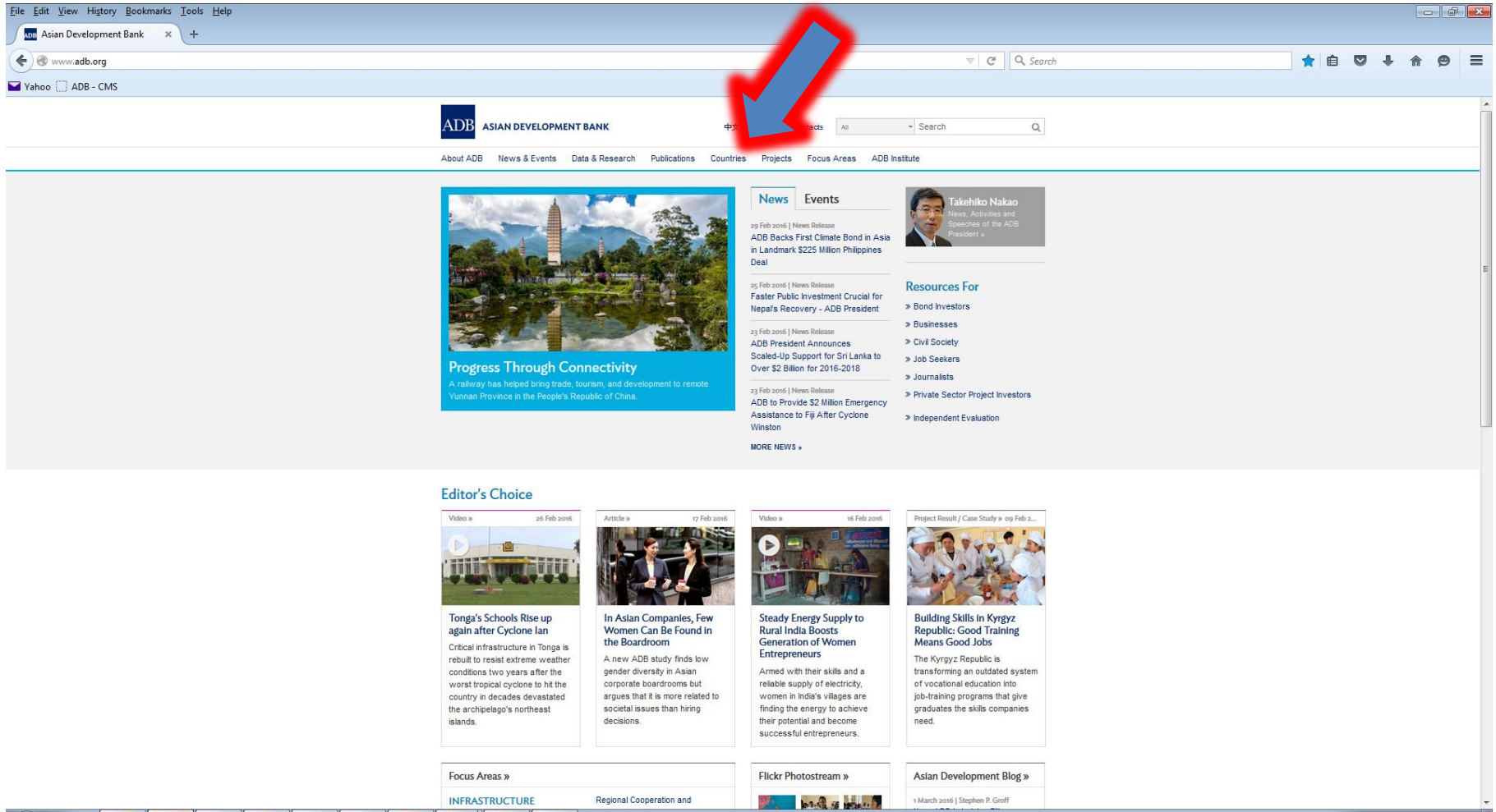
Finding ADB Business Opportunities – Project Data Sheet

The screenshot displays the ADB website's project overview page for the 'Myanmar: Greater Mekong Subregion Capacity Building for HIV/AIDS Prevention' project. The page features a navigation bar at the top with links to 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. The project title is prominently displayed in blue. Below the title, the project ID '46490-001' and its status 'Approved' are shown. A table of project documents is presented, with columns for document type, title, and date. The 'Project Data Sheet' is highlighted with a red arrow. To the right, a 'Project Details' sidebar provides additional information, including the project officer's name, approval date, country, modality, and sector. The 'Procurement Notices' section is also highlighted with a red arrow, indicating that no notices are currently available for this project.

Document Type	Document Title	Date
Project Data Sheet	Myanmar: Greater Mekong Subregion Capacity Building for HIV/AIDS Prevention: Project Data Sheet	Apr 2015
Project Data Sheet	Myanmar: Greater Mekong Subregion Capacity Building for HIV/AIDS Prevention: Project Data Sheet	Nov 2013
Project Data Sheet	Myanmar: Greater Mekong Subregion Capacity Building for HIV/AIDS Prevention: Project Data Sheet	Aug 2013

Positioning Yourself for Success

Country Program – Viet Nam



The screenshot shows the Asian Development Bank (ADB) website. A red arrow points to the 'Countries' link in the navigation bar. The main content area features a large image of a pagoda in a park with the headline 'Progress Through Connectivity' and a sub-headline about a railway in Yunnan Province. To the right, there is a 'News' section with several articles, including 'ADB Backs First Climate Bond in Asia' and 'ADB President Announces Scaled-Up Support for Sri Lanka'. Below the main content, there is an 'Editor's Choice' section with four featured articles: 'Tonga's Schools Rise up again after Cyclone Ian', 'In Asian Companies, Few Women Can Be Found in the Boardroom', 'Steady Energy Supply to Rural India Boosts Generation of Women Entrepreneurs', and 'Building Skills in Kyrgyz Republic: Good Training Means Good Jobs'. At the bottom, there are links to 'Focus Areas', 'Flickr Photostream', and 'Asian Development Blog'.

File Edit View History Bookmarks Tools Help

Asian Development Bank x +

www.adb.org

Yahoo ADB - CMS

ADB ASIAN DEVELOPMENT BANK

中文 English All Search

About ADB News & Events Data & Research Publications Countries Projects Focus Areas ADB Institute

Progress Through Connectivity
A railway has helped bring trade, tourism, and development to remote Yunnan Province in the People's Republic of China.

News **Events**

29 Feb 2016 | News Release
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Resources For

- > Bond Investors
- > Businesses
- > Civil Society
- > Job Seekers
- > Journalists
- > Private Sector Project Investors
- > Independent Evaluation

Editor's Choice

Video » 26 Feb 2016
Tonga's Schools Rise up again after Cyclone Ian
Critical infrastructure in Tonga is rebuilt to resist extreme weather conditions two years after the worst tropical cyclone to hit the country in decades devastated the archipelago's northeast islands.

Article » 17 Feb 2016
In Asian Companies, Few Women Can Be Found in the Boardroom
A new ADB study finds low gender diversity in Asian corporate boardrooms but argues that it is more related to societal issues than hiring decisions.

Video » 16 Feb 2016
Steady Energy Supply to Rural India Boosts Generation of Women Entrepreneurs
Armed with their skills and a reliable supply of electricity, women in India's villages are finding the energy to achieve their potential and become successful entrepreneurs.

Project Result / Case Study » 09 Feb 2016
Building Skills in Kyrgyz Republic: Good Training Means Good Jobs
The Kyrgyz Republic is transforming an outdated system of vocational education into job-training programs that give graduates the skills companies need.

Focus Areas »

INFRASTRUCTURE Regional Cooperation and

Flickr Photostream »

Asian Development Blog »

11 March 2016 | Stephen P. Gifford

Positioning Yourself for Success

Country Program – Viet Nam

Countries and Regions

[Main](#)

[Country Planning Documents](#)

[Search/Browse Documents](#)

[Country Partnership and Regional Cooperation Strategies Under Preparation](#)

[Simultaneous Disclosure](#)

ADB Countries and Regions

[FACEBOOK](#) [TWITTER](#) [LINKEDIN](#) [PRINT](#) [BOOKMARK](#)

Learn about ADB activities in member countries and regional offices. Get information on country economic data and analysis, development assistance, and regional initiatives.

Countries with Operations

A

[Afghanistan](#)

[Armenia](#)

[Azerbaijan](#)

B

[Bangladesh](#)

[Bhutan](#)

C

[Cambodia](#)

[China, People's Republic of](#)

[\[中文\]](#)

[Cook Islands](#)

F

[Fiji](#)

G

[Georgia](#)

I

[India](#)

[Indonesia](#)

K

[Kazakhstan](#)

[Kiribati](#)

[Kyrgyz Republic](#)

L

[Lao People's Democratic Republic](#)

M

[Malaysia](#)

[Maldives](#)

[Marshall Islands](#)

[Micronesia, Federated States of](#)

[Mongolia](#)

[Myanmar](#)

N

[Nauru](#)

[Nepal](#)

P

[Pakistan](#)

[Palau](#)

[Papua New Guinea](#)

S

[Samoa](#)

[Solomon Islands](#)

[Sri Lanka](#)

T

[Tajikistan](#)

[Thailand](#)

[Timor-Leste](#)

[Tonga](#)

[Turkmenistan](#)

[Tuvalu](#)

U

[Uzbekistan](#)

V

[Vanuatu](#)

[Viet Nam](#)

[\[Tiếng Việt\]](#)

[View all members »](#)

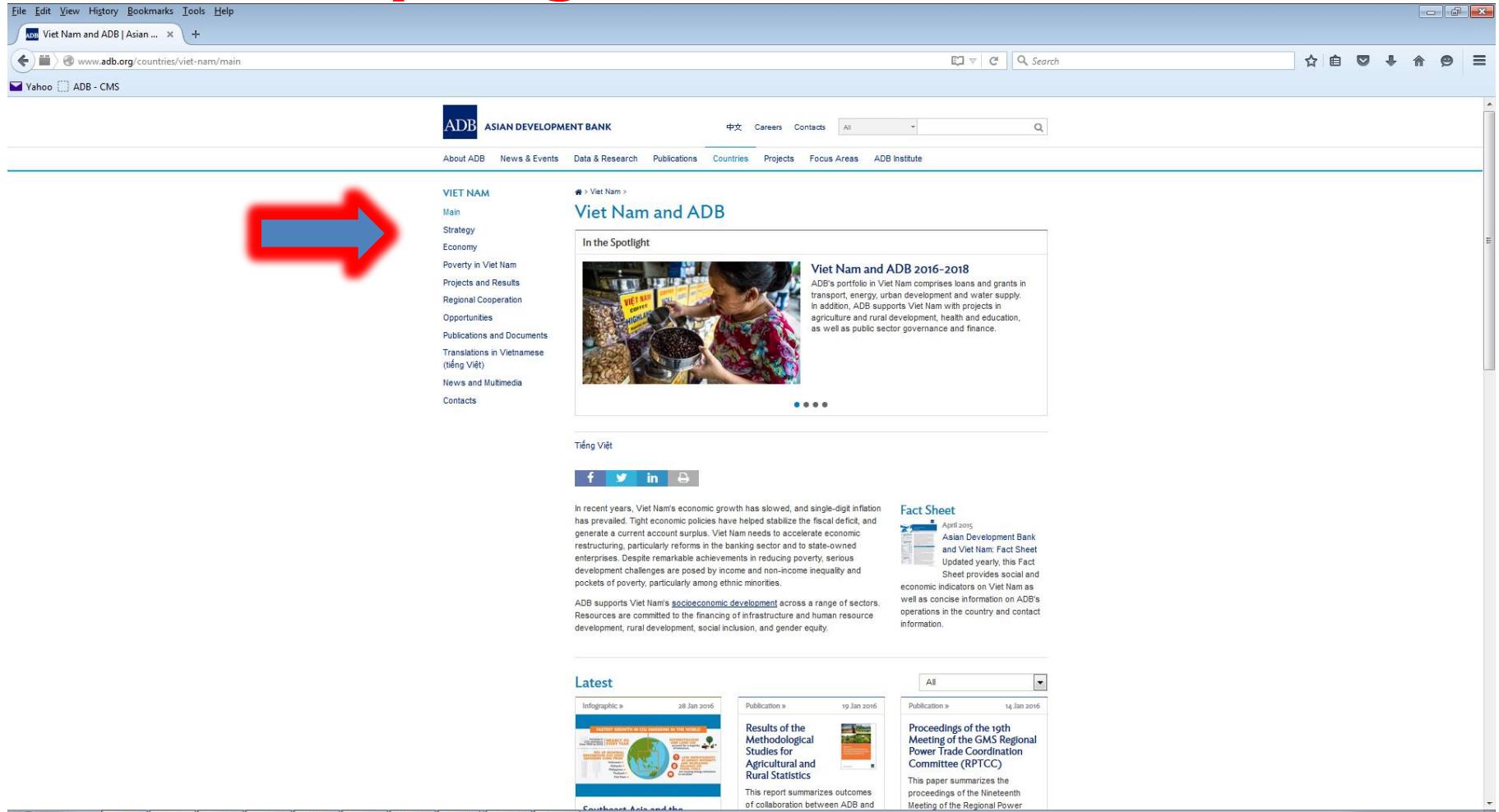
[Strategies and Programs Under Preparation »](#)

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

ADB

Positioning Yourself for Success

Country Program – Viet Nam



The screenshot shows the ADB website for Viet Nam. A red arrow points to the left sidebar menu, which includes the following links: Main, Strategy, Economy, Poverty in Viet Nam, Projects and Results, Regional Cooperation, Opportunities, Publications and Documents, Translations in Vietnamese (tiếng Việt), News and Multimedia, and Contacts. The main content area features a header for 'Viet Nam and ADB' with a sub-header 'In the Spotlight'. Below this is a photo of a woman in a colorful patterned shirt working with food. To the right of the photo is the text 'Viet Nam and ADB 2016-2018' followed by a description of ADB's portfolio in Viet Nam. Below the photo and text is a section titled 'Tiếng Việt' with social media icons for Facebook, Twitter, LinkedIn, and YouTube. Further down is a 'Fact Sheet' section dated April 2015, titled 'Asian Development Bank and Viet Nam: Fact Sheet', which provides social and economic indicators on Viet Nam. At the bottom, there is a 'Latest' section with three items: an infographic dated 28 Jan 2016, a publication dated 19 Jan 2016 titled 'Results of the Methodological Studies for Agricultural and Rural Statistics', and another publication dated 14 Jan 2016 titled 'Proceedings of the 19th Meeting of the GMS Regional Power Trade Coordination Committee (RPTCC)'.

<http://www.adb.org/countries/viet-nam/main>

ADB

Positioning Yourself for Success

Country Program – Viet Nam



The screenshot shows a web browser window with the URL www.adb.org/countries/viet-nam/strategy. The page content is organized into several sections, with two red arrows highlighting the first two:

- Country Operations Business Plans**
 - Viet Nam: Country Operations Business Plan (2016-2018)
 - Viet Nam: Country Operations Business Plan (2015-2017)
 - Viet Nam: Country Operations Business Plan (2014-2016)
 - Viet Nam: Country Operations Business Plan (2013-2015)
 - Viet Nam: Country Operations Business Plan (2012-2014)
- Country Partnership Strategies**
 - Viet Nam: Country Partnership Strategy (2012-2015)
 - Viet Nam: Country Strategy and Program (2007-2010)
 - Viet Nam: Country Strategy and Program (2002-2004)
 - Country Assistance Plan (2001-2003): Viet Nam
 - GMS Assistance Plan (2001-2003): The Greater Mekong Subregion Economic Cooperation Program
- Country Partnership Strategy Final Review**
 - Viet Nam: Country Strategy 2007-2010 - Final Review
- Country Partnership Strategy Updates**
 - Viet Nam: Country Strategy and Program Update (2006-2008)
 - Viet Nam: Country Strategy and Program Update (2005-2006)
 - Viet Nam: Country Strategy and Program Update (2003-2005)
 - Viet Nam: Country Strategy and Program Update (2002-2004)
- CPS Mid-Term Review Reports**
 - Viet Nam: Country Strategy and Program Midterm Review (2007-2010)
- Fact Sheets**
 - Asian Development Bank and Viet Nam: Fact Sheet
- Regional Cooperation Strategy and Programs**

<http://www.adb.org/countries/viet-nam/strategy>

Key Pointers

1. Develop your brand name
2. Register in ADB CMS
3. Know the “*rules of the game*”
 - (a) Guidelines on the Use of Consultants
 - (b) ADB Anti-Corruption Policy
3. Monitor opportunities regularly
4. Know the country of assignment
5. Partner with entities likely to be shortlisted
6. Prepare a strong and responsive technical proposal
 - Pay attention to Data Sheet information
7. Manage your contract

Common Mistakes

- Failure to disclose conflicts of interest, e.g. employees from executing agency in your proposal
 - ✓ Caution with government employees!
- Firm or associates/experts not from ADB member country
- Wrong type of technical proposal
- Technical Proposal refers to price proposal

Common Mistakes (2)

- Conform to required templates – taxes
- Insufficient time afforded to entry of proposal in CMS
- Proposal received late
- Non-compliant proposal – e.g. person-months or non-nationals for national expert position
- Failure to respond to Client requirements

When in doubt, **seek written clarification**

Learning from an Irish Success Story

The Challenge:

- Irish companies unknown to ADB since Ireland became ADB member in 2006 only
- From 2007 to 2009, IrishCo (not real name) submits multiple EOIs but never shortlisted
- Attributes failure to absence of track record with ADB, despite
 - (i) strong commitment to ADB-financed assignments
 - (ii) strong partnerships

Learning from an Irish Success Story

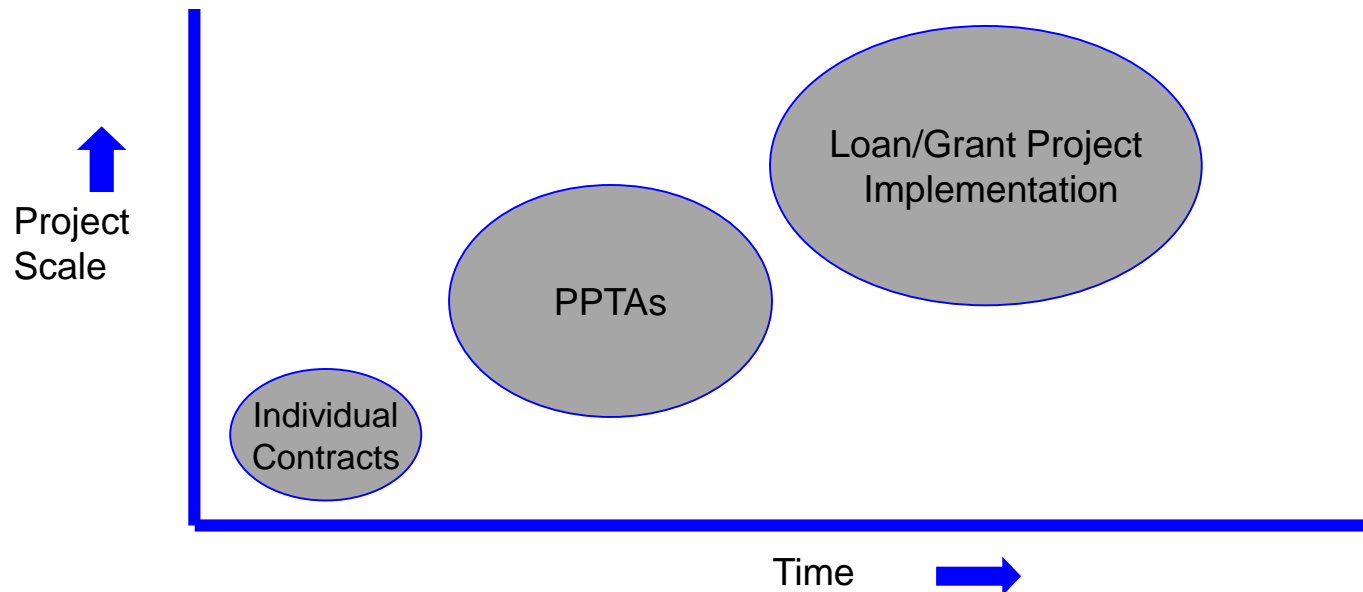
The Solution:

- In 2009, strategic commitment to win ADB-financed assignment
- Travels frequently to ADB HQ
- Focuses on small assignments
 - ✓ Consider individual consultant assignments
 - ✓ Shorter and simpler recruitment process
 - ✓ Recruiters are more willing to take risks with new firms due to smaller budget
 - ✓ Opportunity to build valuable project references
 - ✓ Opportunity to build brand recognition
 - ✓ Gain familiarity with ADB processes and personnel
- By end 2009, wins three small contracts (\$37K, \$60K & \$175K)

Learning from an Irish Success Story

- With new project references and new network of relationships, targets larger assignments and wins contracts worth \$580K and \$660K in 2011

IrishCo's Business Development Approach



Business Opportunities Fair

Thank you!

Eric Gagnon

Head of Consulting Services

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Email: egagnon@adb.org

