

A stylized white tree graphic on a blue background. The trunk is a vertical line that branches out at the top and bottom. The top branches are decorated with various icons: a computer monitor, a power tower, a water drop, a leaf, and a bridge. The bottom branches are decorated with icons: a gear, a handshake, a stack of money, a document, and another gear. The background is filled with light blue and green leaf-like shapes.

# 2020 ADB Virtual Business Opportunity Seminars

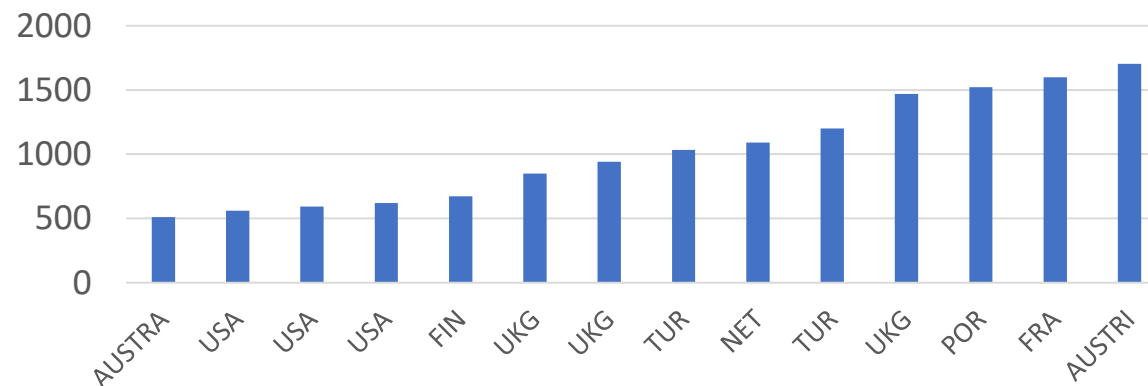
29<sup>th</sup> October 2020

Stephane BESSADI, Sr Procurement Specialist, PPF

# Support suppliers community with virtual business events

1. ADB is usually connecting by meeting physically since 10 years with its contractors and companies through a Business Opportunities Fair organized in Manila, and Business Opportunity events held worldwide.
2. Since COVID-19 pandemic started, **ADB decided to continue its engagement**, and to conduct in 2020 such BOS virtually including the present event.
3. So far the demand has been strong for such events with 18 sessions held in 3 months (+30% at mid of October compared to 2019) and about **1800 participants** not counting today's event.

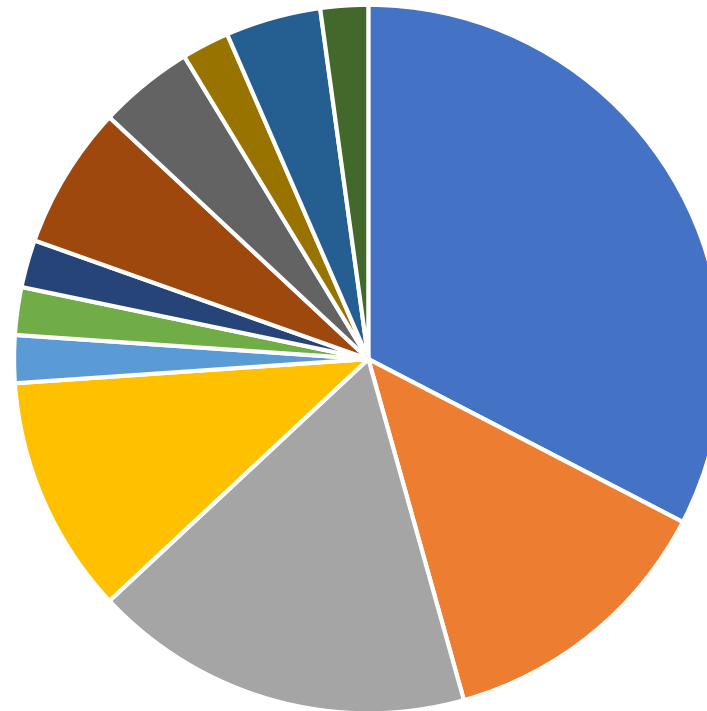
**2020 Virtual Business Opportunity Seminars Participants**



## A large range of topics addressed in cooperation with ADB Sustainable Development and Climate Change Department

Topics presented during virtual BOS

- Procurement
- Water
- Energy
- Climate Change
- Fin tech
- Social
- PPP
- Transport
- Education
- Private sector
- Health
- Agri and nature



# First learnings

1. High demand for new opportunities, procurement procedures and how to access opportunities and events material on line.
2. Large, but also small and mediums size compagnies want also to understand how to intervene in project cycle and bring technology and innovations, even in pilots.
3. **In COVID-19 context, BOS are key communication mechanisms** to explain how ADB projects are running with adapted and simplified procedures and new H&S rules.
4. Compagnies and contractors are very interested to understand how **quality** and **value for money** are key focus including technical criteria, quality of works, O&M long term performance, sustainable asset management.
5. Growing demand on a diversity of technical topics that are part of the **ADB strategy 2030**.
6. **New website** is one of the new tools to **improve virtual communication** with dedicated email and events material accessible on line.

# THANK YOU!

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