

The Netherlands Virtual BOS

19 October 2021

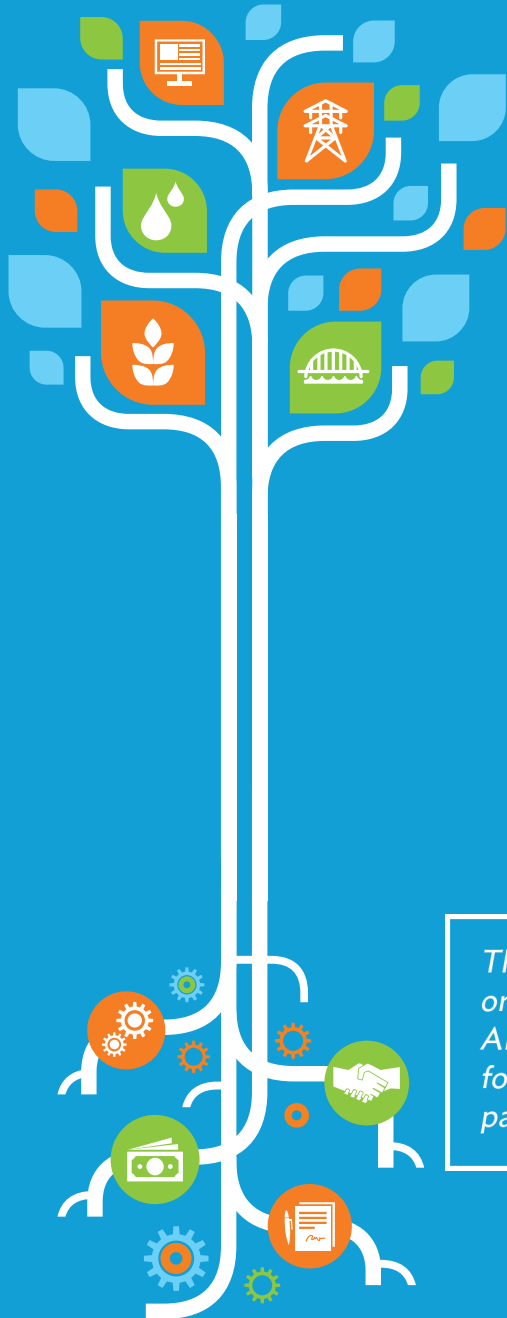
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Ernesto Braam
Alternate Executive Director

BUSINESS
OPPORTUNITIES



DUTCH INVOLVEMENT



- Founding member
- Paid-in capital: \$78 million
- Callable capital: \$1.51 billion
- Voting power 1.12%
- ADF donor
- Large donor Water Trust Fund
- Represented in the CO with Canada, Nordics and Ireland
- Dutch VP

OFFICES



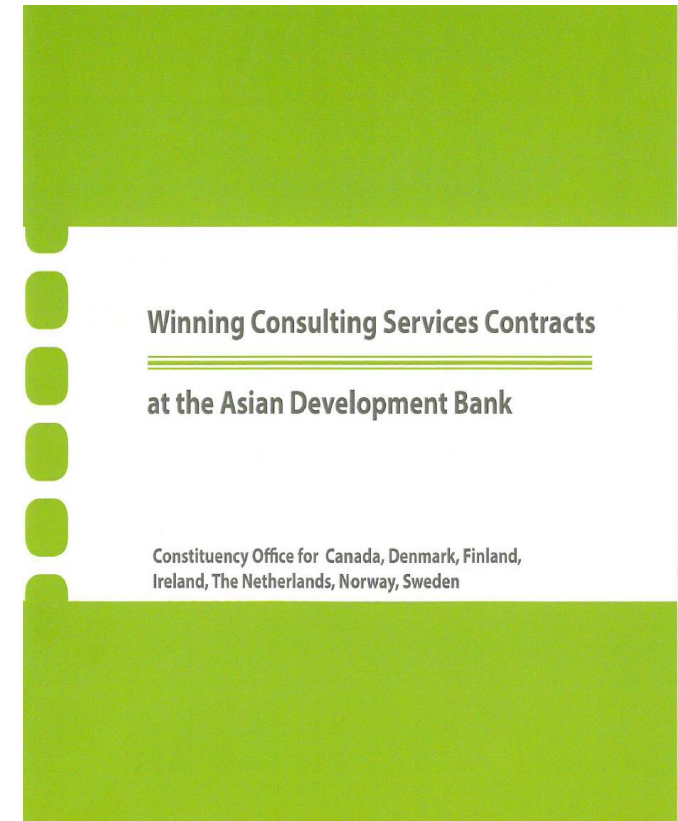
SUMMARY OF PROCUREMENTS

January to December 2020

Member Countries	Goods, Works and Related Services		Consulting Services		Overall Total		
	No. of Contract	Amount (\$M)	No. of Contract	Amount (\$M)	No. of Contract	Amount (\$M)	% of Overall Total
Canada	–	–	67	4.60	67	4.60	0.02
Denmark	4	8.91	12	3.33	16	12.24	0.05
Finland	–	–	8	3.32	8	3.32	0.01
Ireland	–	–	18	5.89	18	5.89	0.03
The Netherlands	1	1.89	38	20.34	39	22.23	0.09
Norway	–	–	3	0.64	3	0.64	0.00
Sweden	2	34.90	14	0.89	16	35.80	0.15
Total for ICECON	7	45.70	160	39.01	167	84.71	0.35
Overall Total	3,426	22,790.27	3,738	732.11	7,164	23,522.38	100

TIPS AND TRICKS

- When to engage?
- CPS & COPB
- Online information
- Shortlists online
- Use consortia
- Intensify contact with RM
- Use the Dutch Embassy, RVO and Constituency Office



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Thank you and success in a sea of opportunities!

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