



# **Inter-American Development Bank: Opportunities for Canadian Companies**

**May 2014**



# The IDB Group

Governments, large  
companies

SMEs and small banks

Micro and small  
enterprises/private sector  
development



**Inter-American  
Development Bank**



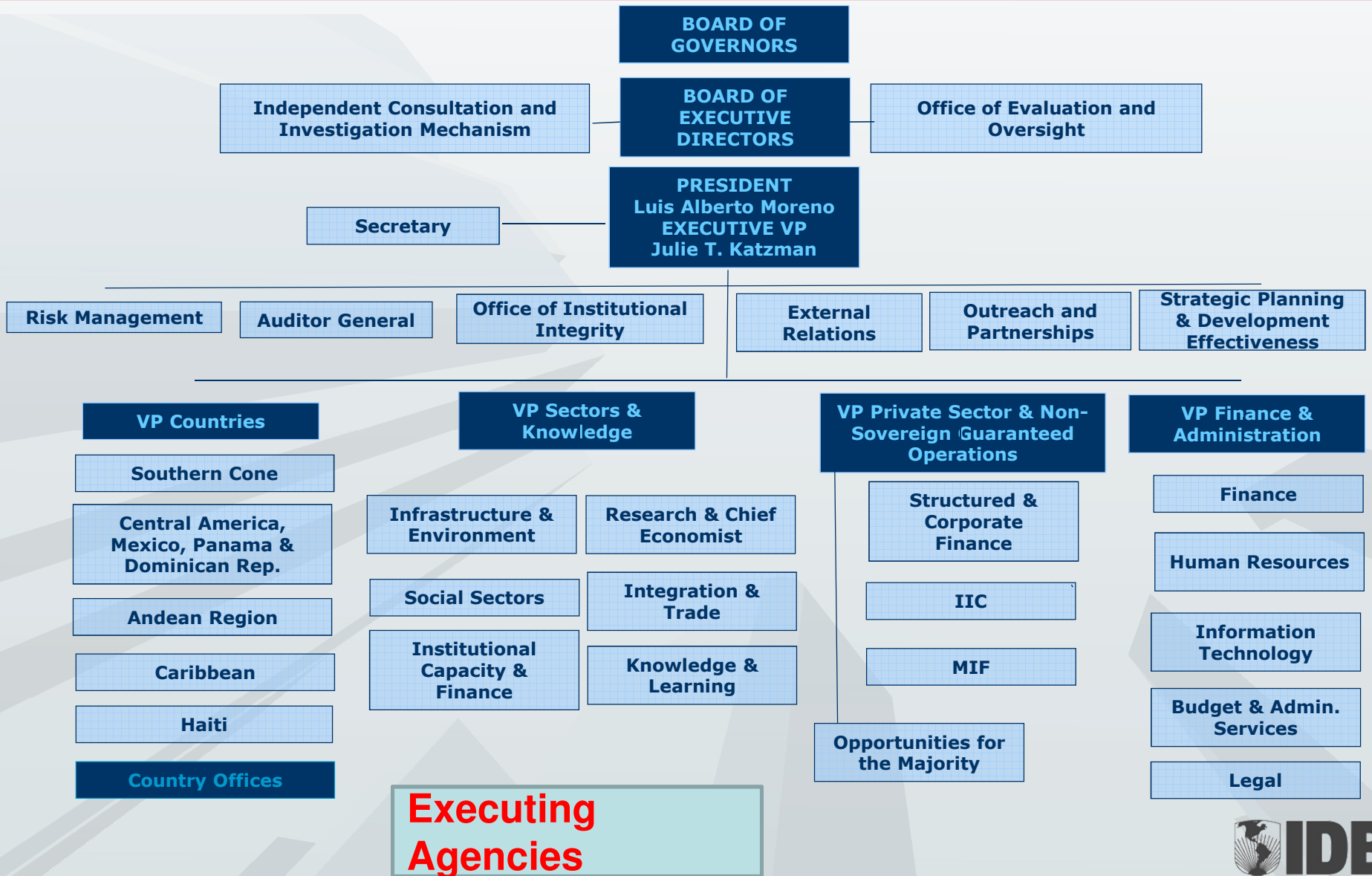
**Inter-American  
Investment  
Corporation**



**Multilateral  
Investment Fund**



# Organizational Structure: Decision-makers



# Opportunities for Canadian Companies

## Procurement: [www.iadb.org/procurement](http://www.iadb.org/procurement)

- Goods, works and consulting services procurement opportunities in support of public sector projects
  - Education-specific projects
  - Projects with training or capacity-building components  
<http://www.iadb.org/en/projects/project-description-title,1303.html?id=BR-L1315>
- Consulting services opportunities in due diligence for private sector projects (SCF, IIC)
- Consulting services opportunities to fulfill MIF projects
- Corporate procurement (e.g., KNL internal training)
- Sub-contracting on IDB public or private sector projects (not advertised through IDB)

# Opportunities for Canadian Companies cont...

## Private Sector Loans, Guarantees or Grants:

- Project and corporate finance from SCF, IIC, OMJ or loans & grants from MIF
- Examples of education-related projects, include financing for:
  - Student loans at private academic institutions or organizations
  - Infrastructure/equipment investments, teacher training or curriculum upgrades at private schools in LAC
  - Private/NGO-led education or training programs

<http://www.iadb.org/en/projects/advanced-project-search,1301.html?query=&adv=true&Sector=ED&ProjectType=PSI,PSG,PSH,PST&tab=1&order=desc&sort=date>

## Partnerships with the IDB



# Strategic Approaches

- ✓ Frequent monitoring of projects:
  - Country Strategies (4-5 year time horizon)
  - Operational Program Report (annual indicative pipeline of projects)
  - Project Profile
  - Loan Proposal (procurement plan is annexed)
  - IDB procurement portal, UN Business Development, Devex or local newspapers (National Competitive Bidding)
- ✓ Develop and nurture relationships with executing agencies and IDB specialists (country offices & DC) for early warnings on projects. Be persistent – visit the IDB regularly and follow-up. Be prepared – do your research before you reach out.
- ✓ Contact team lead as soon as a potential opportunity is of interest.
- ✓ Focus on how your company can help the IDB specialist or executing agency achieve their objectives.
- ✓ Offer to give a Brown Bag Lunch on your lessons learned or latest development in your area of expertise.

# Strategic Approaches – continued...

- ✓ Engage strategic and credible local partners to spread costs, access other sources of capital, and increase competitiveness. IDB procurement rules allow for point preference to be given to bids that include local partners and/or local content.
- ✓ Assess your competitive advantage to determine priority / niche markets
- ✓ Emphasize your in-country / regional experience (LAC) and experience with IDB or other IFIs
- ✓ Invest in language capability as an essential tool and proof of commitment
  - Caribbean: English and/or French
  - Latin America: Spanish and/or Portuguese
- ✓ Follow bidding document instructions meticulously
- ✓ Mitigate risk – consider accounts receivable insurance (EDC)

# IDB Sources of Information

1. IDB Country Pages - [www.iadb.org/en/countries](http://www.iadb.org/en/countries)
2. IDB Country Strategies and Annual Indicative Pipeline - <http://www.iadb.org/en/about-us/country-strategies,7809.html>
3. IDB Project Database - [www.iadb.org/projects](http://www.iadb.org/projects)
4. IDB Procurement Page - [www.iadb.org/procurement](http://www.iadb.org/procurement)
5. IDB Corporate Procurement – <http://www.iadb.org/en/resources-for-businesses/idb-procurement-opportunities,5825.html>
6. IDB SCF consultant database – [www.iadb.org/projectconsultancy](http://www.iadb.org/projectconsultancy)
7. IDB Private Sector Lending - <http://www.iadb.org/en/resources-for-businesses/private-sector-financing-and-technical-assistance,5753.html>
8. IDB Organizational Structure - <http://www.iadb.org/en/about-us/how-the-inter-american-development-bank-is-organized,5998.html>
9. IDB Individual Consultant opportunities - <http://www.iadb.org/en/careers/>
10. Canadian Trade Commissioner Service OLIFI - [www.ifiwashington.gc.ca](http://www.ifiwashington.gc.ca)





# Canadian Executive Director's Office

- Represents Canada's membership to the IDB on the Board of Executive Directors, and promotes Canadian interests and priorities at the Bank
- Actively involved with policy decisions and management of the IDB
- Explains IDB activities to Canadian partners and clients, including in the pursuit of business opportunities
  - Dissemination of pipeline and approved project information
  - Identification of project officers/key players and contact information
  - Sharing of strategic advice and best practices
- Troubleshooting



**Carrie Goodge**

Senior Counsellor

Canadian Executive Director's Office

Inter-American Development Bank

Tel: (202) 623-1023

Email: [carrieg@iadb.org](mailto:carrieg@iadb.org)

Inter-American Development Bank / [www.iadb.org](http://www.iadb.org)