



**ECONOLER**

# **Doing Business with the Asian Development Bank**

**Chambre de Commerce du Montréal Métropolitain**

# ABOUT ECONOLER

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- A Canadian company founded in 1981 as the first energy service company (performance contracting model) in Canada and one of the first in the world.
- We specialize in:
  - › Energy efficiency
  - › Clean energy production
  - › Energy service companies (ESCOs)
  - › Kyoto mechanisms
- Over 3,000 projects implemented in 120 countries

# OVERVIEW OF OUR WORK WITH ADB

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- Obtained our first contract with ADB in 2006
- Completed 15 projects as of now in India, Bangladesh, Pakistan, Philippines, Indonesia, China, Thailand, Sri Lanka, Tadjikistan and Pacific Islands.
  - › All Technical Assistance (TA) mandates won through ADB bidding process
  - › Total contractual value for consultancy services around 10M

# CURRENT PROJECTS WITH ADB

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- Retrofitting municipal street lights to LED in Indonesia
  - › Implementing pilot projects in 3 municipalities
  - › Verifying energy savings through M&V
  - › Developing a framework to replicate elsewhere (regulatory, financing, etc.)
  
- Developing new EE programs in Sri Lanka and Indonesia
  - › Identifying the best options considering the potential savings, costs, barriers, regulations, etc.
  - › Designing a program framework (stakeholders, timeline, budget, expected impact, M&E, etc.)

# OUR DEVELOPMENT APPROACH

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- Subscribe to CMS
- All projects from ADB can be viewed on their website
  - › Identify projects with your key expertise
  - › Review project documentation
  - › Identify consulting services (firm or individual consultant, size, timeline, etc.)
- Meet with ADB project managers in Manila or country office
  - › Talk about your company, your expertise, similar projects that you have done
  - › Try to understand what will be the challenges for their project
  - › Identify key local experts/companies

# THANK YOU

Normand Michaud  
Director, International Department  
Econoler  
[nmichaud@econoler.com](mailto:nmichaud@econoler.com)