

PRELIMINARY PROGRAM

HOW TO DO BUSINESS WITH THE MULTILATERAL DEVELOPMENT BANKS

Establish key contacts within international financial institutions

October 19, 2016

8:30 AM REGISTRATION AND BREAKFAST

9:00 AM OPENING REMARKS

9:15 AM EXPLORING BUSINESS OPPORTUNITIES WITH MULTILATERAL DEVELOPMENT BANKS (MDBS)

Craig Steffenson
North American Representative
Asian Development Bank

9:20 AM ASIAN DEVELOPMENT BANK (ADB)

- What is a Multilateral Development Bank – touching on the similarities and differences of the banks
- Overview of working with MDBs
- ADB specific priorities and sectors (Energy, Infrastructure)
- Why Asia? Discussing the regions development needs and business opportunities for Canadian companies

9:35 AM AFRICAN DEVELOPMENT BANK (AfDB)

- What differentiates the AfDB
- Why Africa? Discussing the region's development needs and business opportunities for Canadian companies

9:45 AM EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT (EBRD)

- What differentiates the EBRD
- Why Europe? Discussing the region's development needs and business opportunities for Canadian companies

9:55AM INTER-AMERICAN DEVELOPMENT BANK (IDB)

- What differentiates the IDB
- Why Latin America and the Caribbean? Discussing the region's development needs and business opportunities for Canadian companies

10:05 AM WORLD BANK (WB)

- What differentiates the WB from regional banks
- What are the specific priorities?

10:15 AM Q & A

10:30 AM COFFEE BREAK AND NETWORKING

**WORLD TRADE CENTRE
MONTRÉAL** 

L'équipe d'experts en commerce international
de la Chambre de commerce du Montréal métropolitain

Le WTC Montréal reçoit le soutien financier de Développement économique Canada.

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10:45 AM HOW TO SUCCESSFULLY BID ON MDB CONTRACTS

- Navigating procurement and consultant selection – Understanding rules for public and private projects financed by MDBs
- Hints and tips for a winning proposal – strategies and approaches
- Q&A/Open floor discussion

Éric Gagnon
Principal Procurement Specialist, Head of Consulting Services
Asian Development Bank

Panel: All MDBs representatives

12:00 PM DEVELOPMENT AID PRESENTATION ON TENDER TRACKING

12:15 PM FIRST HAND EXPERIENCE OF WORKING WITH MDBS BY QUEBEC COMPANIES

12:30 PM NETWORKING LUNCHEON

1:30 PM B2B MEETINGS

These are individual breakout sessions with a rep from each MDB that participants can attend to ask specific questions and/or gain additional information. There will be five different sessions, allowing participants to meet with four of the five banks.

4:00 PM THANK YOU NOTE

Marie-Michèle Brien
International Trade Advisor
Asia-Pacific and Oceania Division
Ministry of Economy, Science and Innovation

4:05 PM END