



How to do business with the Multilateral Development Banks

September 27, 2017

8:30 am Registration and breakfast

9:00 am Opening talk

Bruno D'Agostino
Advisor, International Market Development
Chamber of Commerce of Metropolitan Montreal

9:10 am Understanding the role of the Trade Commissioners in charge of liaising with International Financial Institutions (IFI)

Hartman Kouassi
IFI Trade Commissioner
Embassy of Canada in Abidjan, Ivory Coast

9:20 am "Exploring business opportunities with the multilateral development banks (MDBs)

Representatives of each bank will make individual presentations on their key markets, their major priorities, their principal sectors of activity, and their engagement strategies with member countries and private enterprises. The session will conclude with a group discussion and a question-and-answer period.

9:20 to 9:30 am World Bank (WB)

Laura Dorling van der Oord
Advisor, Executive Director's Office for Canada, Ireland and the Caribbean
World Bank

9:30 to 9:40 am African Development Bank (AfDB)

Shem Simuyemba
Division Manager, NEPAD Infrastructure Project Preparation Facility
African Development Bank

9:40 to 9:50 am Inter-American Development Bank (IDB)

Alberto Levy
Energy Specialist
Inter-American Development Bank

9:50 to 10:00 am Asian Development Bank (ADB)

Walter Poick
Director – Procurement Division 2,
Operations Services and Financial Management Department
Asian Development Bank

10 h à 10 h 10

European Bank for Reconstruction and Development (EBRD)

Michele Small
Director, Head of Representative Office – North America
European Bank for Reconstruction and Development (EBRD)

10:10 to 10:30 am Question Period

10:30 am Coffee Break and Networking

10:45 am Panel: “How to successfully bid on MDB contracts”

- Understanding the rules for public and private projects funded by the MDBs
- Recent changes in acquisition procedures (World Bank, ADB)
- Selecting consultants and obtaining projects
- How to increase your competitiveness by bidding on the MDBs’ calls for tender
- Advice and tips for a winning proposal—strategies and approaches
- Question-and-answer session / Open discussion

11:45 am Panel: “The energy sector in operations funded by the MDBs”

Gisu Mohadjer
Operations Advisor, Energy and Extractives Global Practice
World Bank – Energy

Shem Simuyemba
Division Manager, NEPAD Infrastructure Project Preparation Facility
African Development Bank

David Elzinga
Senior Energy Specialist – Energy Sector Group,
Sustainable Development and Climate Change Division
Asian Development Bank

Alberto Levy
Energy Specialist
Inter-American Development Bank

12:25 pm Mot de clôture

Renée-Maude Lebrun
Executive Assistant
Direction for markets in Europe, Africa and the Middle East - Ministère de l'Économie, de la Science
et de l'Innovation

12:30 pm Networking Lunch

1:30 pm Round table discussion with representatives of the multilateral development banks

These sessions will give participants an opportunity to acquire additional information and ask questions on specific interests.

1:30 pm Session Number 1

2:00 pm Session Number 2

2:30 pm Session Number 3

3:00 pm Session Number 4

3:30 pm End of the activity

Presented by:

Canada

In collaboration with:



Official Airline:

