

# ACCLR

Services aux entreprises



Presented by:

# Canada

## Delegation Hosting Event

# How to do business with the multilateral development banks

Establish key contacts within international financial institutions

October 4, 2018

- 8:30 a.m.**      **Registration and breakfast**
- 9:00 a.m.**      **Opening remarks**  
Jean-Christophe Lambert  
Advisor, International Market Development  
Chamber of Commerce of Metropolitan Montreal
- 9:05 a.m.**      **Understanding the role of trade commissioners in charge of liaising with international financial institutions (IFIs)**
- 9:30 a.m.**      **Business opportunities and the MDB supply system**
- 10:20 a.m.**      **Coffee break and networking**
- 10:35 a.m.**      **Panel: How to successfully bid on MDB contracts**
- Understanding the rules of public and private projects financed by MDBs
  - Recent changes in acquisition procedures (World Bank, ADB)
  - Choosing consultants and obtaining projects
  - How to increase your competitiveness when bidding on MDB tenders
  - Tips and tricks for a winning proposal – strategies and approaches
  - Question and answer period/open discussion
- 11:05 a.m.**      **Panel: Trends and priorities in the sectors MDBs target**
- 12:15 p.m.**      **Closing remarks for the morning**
- 12:20 p.m.**      **Networking luncheon**

1:30 p.m.

**Round table with multilateral development bank representatives**

These sessions will give participants the opportunity to gather additional information and discuss specific issues.

1:30 p.m.            Session 1

2:00 p.m.            Session 2

2:30 p.m.            Break

2:45 p.m.            Session 3

3:15 p.m.            Session 4

3:45 p.m.

**End of the activity**

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