

# 10th BUSINESS OPPORTUNITIES FAIR 2019



27–28 March 2019, ADB Headquarters, Manila, Philippines

## DAY 1 27 March 2019, Wednesday

8 a.m.	Arrival of Delegates
9 a.m.	<b>ZONES A–D: Welcome Remarks by the Vice President for Administration and Corporate Management</b>
9:15 a.m.	<b>ZONES A–D: “Introducing the Asian Development Bank (ADB)” by the Director General, Procurement, Portfolio and Financial Management Department</b> A brief description of ADB’s strategic priorities and business opportunities.
9:30 a.m.	<b>ZONES A–D: High-Level Panel: Ten Years of Doing Business with ADB—What Have We Learned and Where are We Going?</b> To mark 10 years of the BOF, the panel will discuss how ADB’s business opportunities have changed in the last decade, how ADB’s opportunities compare to those available elsewhere in the development marketplace, and how ADB’s Strategy 2030 and new procurement framework will change both the types of opportunities available and the ways that ADB engages its partners.
10:15 a.m.	Coffee Break
10:30 a.m.	<b>ZONES A–D: THE ADB PROCUREMENT SYSTEM</b> An introduction to applicable ADB policies and procedures for procurement of goods and works, and for recruitment of consulting and nonconsulting services, informing participants on the advantages of ADB-financed contracts, where to locate ADB opportunities, and how to maximize the participants’ ability to win ADB-financed contracts (e.g., “dos and don’ts”). <ul style="list-style-type: none"><li>- Recruitment of Consulting and Nonconsulting Services</li><li>- Procurement of Goods and Works</li><li>- Update on ADB Procurement Reforms</li></ul>
12 noon	Lunch Break
1:45 p.m.	<b>OPPORTUNITIES BY SECTOR</b> Brief presentations by regional sector specialists on ongoing and upcoming business opportunities within each of ADB’s five regional departments, followed by open forum of approximately 30 minutes. <b>ZONES A and B: Energy</b> <b>ZONE C: Agriculture, Natural Resources, and Rural Development</b>
3:15 p.m.	Coffee Break
3:30 p.m.	<b>ZONES A and B: Water and Urban Development</b> <b>ZONE C: Public Management, Governance, and Finance</b>
5:30 p.m.	<b>NETWORKING COCKTAILS — Executive Dining Room</b>

## DAY 2 28 March 2019, Thursday

9:00 a.m.	<b>OPPORTUNITIES BY SECTOR</b> <i>(continued)</i> Brief presentations by regional sector specialists on ongoing and upcoming business opportunities within each of ADB's five regional departments, followed by open forum of approximately 30 minutes. <b>ZONES A and B: Transport</b> <b>ZONE C: Health and Education</b>
10:30 a.m.	Coffee Break
10:45 a.m.	<b>THEMATIC OPPORTUNITIES</b> Brief presentations on opportunities in key thematic areas, followed by open forum of approximately 30 minutes. <b>ZONES A and B: Environment, Climate Change, Gender, and Social Development</b> <b>ZONE C: Public-Private Partnerships, Private Sector Operations, High-Level Technology, ADB's Economic Research</b>
12:15 p.m.	Lunch Break
2:00 p.m.	<b>ZONES A and B: IDENTIFYING BUSINESS OPPORTUNITIES ON ADB'S WEBSITE</b> Come and learn about how to navigate ADB's website to keep track of the latest business opportunities in your areas of interest.
2:00 p.m.	<b>ZONE C: CAREER OPPORTUNITIES WITH ADB</b> Interested in working for ADB as a staff member? Join this presentation for more information on short- and long-term opportunities available from ADB's human resources department.
2:30 p.m.	<b>ZONES A and B: CONSULTANTS' CLINIC</b> An interactive discussion of common consultants' issues and questions, a detailed presentation on the Consultant Management System (CMS), and specific case studies and information for both consulting firms and individual consultants.
2:30 p.m.	<b>ZONE C: ANTICORRUPTION, INTEGRITY, AND COMPLAINTS</b> Learn about ADB's work to combat corruption and promote integrity in its projects, and about how you can submit complaints on procurement- or integrity-related matters.
3:30 p.m.	Coffee Break
3:45 p.m.	<b>ZONES A and B: OPPORTUNITIES FOR CIVIL SOCIETY, ACADEMIA, AND NONGOVERNMENTAL ORGANIZATIONS (NGOs)</b> ADB values its partnerships with civil society, academia, and NGOs. Learn about the unique opportunities available for these organizations and how to develop them.
3:45 p.m.	<b>ZONE C: ADB'S INSTITUTIONAL PROCUREMENT OPPORTUNITIES</b> Brief presentation on opportunities available to supply the goods, works, and services that keep ADB's headquarters and field offices running smoothly, followed by open forum of approximately 30 minutes.
5:15 p.m.	<b>END OF PROGRAM</b>

### \*NOTES:

1. ADB procurement experts will be available on both days to meet with participants on a first come, first served basis.
2. Meetings with sector and thematic focal points from project departments of ADB may be arranged, depending on availability.
3. Auditorium D will be used for these one-on-one meetings with ADB staff, on Day 1 (12:30pm onward) and Day 2 (all day).
4. ADB integrity experts will be available in the Cafeteria Hallway on Day 1 (12:30pm onward) and Day 2 (all day) for consultation on the application of ADB's Anticorruption Policy with respect to fraud and corruption matters and its sanction framework.
5. A "Networking Lounge" for the Fair is open on both days in Private Dining Rooms 2 to 4, for participants to meet, network, relax, work, and take refreshments.