

Contacts

Companies wishing to obtain information on the EBRD should contact the International Financial Services and Capital Projects Division or the USSR and Eastern Europe Trade Development Division, as listed in Section III. For assistance in arranging contact with Bank officials, exporters should contact:

Commercial and Economic Division
Attn: Robert B. Mackenzie
Canadian High Commission
Macdonald House
One Grosvenor Square
London, England
W1X 0AB
Tel.: (011-44-71) 629-9492
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B. Other Multilateral Financing Sources

1. The United Nations Development Program (UNDP)

Overview

The United Nations Development Program (UNDP), a multilateral development institution affiliated with the United Nations, is the central planning and funding agency for technical assistance provided through the UN system. It is supported by some 130 different countries whose voluntary contributions are in addition to their regular UN contributions. Through a network of specialized international agencies and development banks, it offers technical assistance in almost every area of economic activity.

The UNDP dispenses grants worth over US \$1 billion per year to its less developed country members for the financing of technical expertise in the field, training fellowships, and the hiring of consulting firms on contract to its various affiliated agencies. Working closely with the appropriate government agencies of the recipient countries, the UNDP prepares five-year program reports for each country which establish sectors of concentration and the approximate funds available for the period. Individual projects are designed by the field offices of UNDP, in consultation with the local government. After UNDP approval, the projects are assigned to the appropriate agencies charged with their execution. The executing agency will then seek out individual experts, consulting firms and equipment suppliers as required for the project. Interested firms should maintain a close relationship with the particular executing agencies of interest to ensure that they are short-listed since work in this field has now become very competitive. For short term single consultancy contracts, however, contact should be made directly with UNDP in New York.

Business Opportunities

The most significant contract opportunities offered by the UNDP are those involving consultants, either on an individual basis (i.e. the hiring of an expert for short or long-term assignments in the field) or to the firm as a whole through sub-contracts. Equipment suppliers however, should not ignore the UNDP. Since the program finances pre-feasibility and feasibility studies which eventually lead to projects with a significant capital goods content, the UNDP's activities can be of use in identifying future markets. Canadian equipment suppliers may also find it useful to associate themselves with consulting firms already doing business interna-

tionally, although most executing agencies procure needed equipment directly and not via consultants. Since pre-feasibility and feasibility studies are the first steps towards the realization of large projects, the UNDP should be valued both for immediate consulting contracts and for follow-up on opportunities for downstream business (e.g. forestry studies leading to the design and engineering of complete pulp and paper mills).

How to use the UNDP

There are basically two sources of marketing information which interested consulting firms should use in pursuing UNDP subcontracts. These are personal contact with the appropriate affiliated agencies and with the UNDP office in New York; and the five-year country program reports.

Personal contact is highly valued because the international market for services is so competitive. A firm should ensure that it maintains an updated file with the executing agencies of interest. (A list of all UNDP Executing Agencies is provided on the following page). The appropriate trade commissioners overseas can be of assistance in maintaining a good working relationship with these agencies.

Since the first official mention of some of the proposed projects under UNDP financing is contained in the UNDP five-year country program reports referred to earlier, it follows that these reports are an important resource for interested companies. The library of the External Affairs and International Trade Canada, housed on the main floor of the Lester B. Pearson Building at 125 Sussex Drive in Ottawa, receives this material regularly from the UNDP. Company officials are encouraged to view these documents whenever they are in the National Capital Region. Regular hours of operation are from 10:00 a.m. to 5:00 p.m., Monday through Friday.

UNDP Executing Agencies

AfDB	African Development Bank	Abidjan
AFESD	Arab Fund for Economic and Social Development	Kuwait
AsDB	Asian Development Bank	Manila
CDB	Caribbean Development Bank	Bridgetown
EEC	European Economic Community	Brussels
FAO	Food and Agriculture Organization	Rome
IADB	InterAmerican Development Bank	Washington
IAEA	International Atomic Energy Agency	Vienna
ICAO	International Civil Aviation Organization	Montreal
ILO	International Labour Organization	Geneva
IFC	International Finance Corporation	Washington
IMO	International Maritime Organization	London
IsDB	Islamic Development Bank	Jeddah
ITC	International Trade Centre	
	UNCTAD/GATT	Geneva
ITU	International Telecommunications Union	Geneva
UN	The United Nations	New York
UNCHS	United Nations Centre for Human Settlements	Nairobi
UNCTAD	United Nations Conference on Trade and Development	Geneva
UNCTC	United Nations Centre on Transnational Corporations	New York
UNDP/OPS	United Nations Development Program Office for Projects Services	New York
UN/DTCD	United Nations Department of Technical Co-operation for Development	New York
UNECA	UN Economic Commission for Africa	Addis Ababa
UNECLAC	UN Economic Commission for Latin America and the Caribbean	Santiago
UNESCAP	UN Economic and Social Commission for Bangkok	
	Asia and the Pacific	
UNESCO	United Nations Educational, Scientific and Cultural Organization	Paris