



---

# news release

---

Date August 31, 1988.

No. 186

For release

## GOVERNMENT AND PRIVATE SECTOR CO-SPONSOR SEMINARS

### ON HOW TO PREPARE WINNING BIDS FOR

### ASIAN DEVELOPMENT BANK PROJECTS

The Department of External Affairs, the Department of Regional Industrial Expansion, the Government of British Columbia, and leading Canadian trade associations, are offering three equipment procurement seminars on "How to Prepare Winning Bids for Asian Development Bank Financed Projects". The seminars will be held in Toronto on September 8-9, in Calgary on September 12-13, and in Vancouver on September 15-16, 1988.

The purpose of the seminars is to give Canadian equipment suppliers practical advice on how to prepare fully responsive and price competitive bids so that they can be more successful in winning Asian Development Bank (AsDB) financed contracts.

The Asian Development Bank has lending commitments of over \$2 Billion annually to promote the economic and social progress of developing member countries in the Asia Pacific region. Of these commitments, over \$1 Billion is spent each year on procurement of goods and services for which Canadian industry is eligible to compete. The seminars are important because past Bank experience shows that participation of Canadian bidders in AsDB financed procurement has been rather low and that many bids put forward by Canadian firms do not adequately respond to the requirements of the tender invitations, thereby substantially reducing their chances of success.

The two-day seminar program is designed specifically for those individuals who prepare the technical/costing side of their company's proposals. During the first day, AsDB procurement experts will explain how to prepare a bid so that it responds fully to AsDB requirements. They will also outline how bidders can obtain timely information on Bank-financed projects. On the second day, seminar participants will be able to discuss specific requirements with AsDB officials during one-on-one meetings.

.../2