

## IFI PIPELINE LISTS

| IFI                             | Name of List                                                       | Availability                                                                                                                                                                                                                                                                                                                   |
|---------------------------------|--------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| World Bank                      | Monthly Operational Summary (MOS)                                  | <ul style="list-style-type: none"> <li>— Consult MOS in DRIE regional office or DEA Library, Ottawa</li> <li>— Subscribe to <i>International Business Opportunities Service</i> (IBOS) of World Bank, through Canadian distributor</li> <li>— Subscribe to <i>Development Business</i> or consult it in DEA Library</li> </ul> |
| Inter-American Development Bank | Monthly Operational Summary (MOS)                                  | <ul style="list-style-type: none"> <li>— Consult MOS in DRIE regional office or DEA Library, Ottawa</li> <li>— Subscribe to <i>Development Business</i> or consult it in DEA Library</li> </ul>                                                                                                                                |
| Asian Development Bank          | Operational Information on Proposed Projects (OIPP)                | <ul style="list-style-type: none"> <li>— Subscribe to OIPP or consult it in DRIE regional office or DEA Library, Ottawa</li> </ul>                                                                                                                                                                                             |
| African Development Bank        | Quarterly Summary of Bank Group Operations and Annual Loan Program | <ul style="list-style-type: none"> <li>— Contact African Trade Development Division (GAT) of DEA</li> <li>— Consult Summary in DEA Library</li> <li>— Contact Canadian embassy in Abidjan</li> </ul>                                                                                                                           |
| Caribbean Development Bank      | Monthly Operational Information                                    | <ul style="list-style-type: none"> <li>— Contact Caribbean Trade Development Division (LCT) of DEA</li> <li>— Contact Canadian high commission in Bridgetown, Barbados</li> </ul>                                                                                                                                              |

## Promoting Your Services

Promoting your firm and its services should occur prior to, or during, the project identification stage of the project cycle.

Since the borrowing country establishes the long and the short lists of qualified consultants, evaluates

proposals, and decides who to enter into contract negotiations with, most of your promotional activities should be targeted there. IFIs, however, do play an important role in monitoring and approving the process of consultant selection, and in some cases,