

The first phase consists of an assessment of the current situation; the second, a comparison of strategic options to yield a choice; the third, planning the conceptual requirements for that choice; the fourth, developing detailed plans for implementation; and the final phase, developing systems for monitoring progress.

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We recognize that you have not asked for the complete process to be conducted. In essence, you have asked that we complete only the assessment, strategic choice and strategic planning phases. You have also asked, as a possible option, that we provide a quotation on building a project database, an activity which is beyond this framework and into actual implementation. With this exception, the phases you have identified are those which we recommend to our clients. At this stage the need for change in implementation activities cannot be justified, their nature is not known and thus the need for consultants is conjectural. Nevertheless, while this framework extends beyond your needs, we feel its use will benefit our work in this study and your use of the results.

The details of the framework have been developed for this specific study. You will note that we have added some minor elements which we feel will enhance the study with little or no cost. For example:

- o Because consultants are so important in implementing ADB funded projects, we suggest contacting four or five Canadian Consulting Engineering firms to gain their views of the past and possible future performance of Canadian product suppliers. ✓
- o While implicit in the Terms of Reference, we have separated the requirements for success on bidding for ADB funded projects into a