

9 Technical Assistance Contracts and the Trust Funds

IFI officials often hire consultants to provide specialized assistance, in the preparation and evaluation of bank projects, among other work. This 'sector' provides significant opportunities for qualified Canadian consultants, and has proved, historically, to be an area in which Canadians have found substantial success.

Two hundred and ninety three (293) or roughly 24% of the 1226 contracts across 5 banks listed in our database are clearly defined as Technical Assistance (TA) contracts to Banks. At least another 84 contracts listed are likely TA contracts, which, if confirmed, would bring the share of TA contracts over 30%. Apart from the Asian Development Bank, the data represents TA contracts funded by the banks directly, and does not include Canadian CTF funded work.

9.1 Canadian Trust Funds Financed by CIDA:

Note that Consultant Trust Funds financed by CIDA at 4 of the 5 banks studied (except the ASDB), offer additional funds to be applied to the hiring of Canadian consultants by task managers at the banks. Contracts funded by CTFs are not captured in our general data, as the data that we have regarding the uptake from these funds is sketchy at best.

CANTAP CTF, IDB :

For the IDB, for example, we have a list of an additional 28 contracts, covering the 1997-1998 period, credited to Canadian firms via the CANTAP Consultant Trust Funds, with a combined value of US \$2, 373, 658 (avg. \$84, 773). This is important data, as our main database contains a list of only 53 contracts for 1997-1998 with this bank with a combined value of 19, 453, 024 for these two years.

It is interesting to note that of the 28 TA contracts, only two of the firms listed are also listed as having won subsequent consulting contracts with the Bank in 1998 (RJ Burnside International and Blackstone Consulting). However, five of the companies listed had won contracts with other IFIs (ASDB or WB) during the 1994-1998 period covered by our data (usually before the IDB contract). Some early numbers for 1999 indicate that some of the active players in the database won TA contracts with the IDB in this year (ARA Consulting Group, Dillon Consulting, SNC Lavalin, Ernst and Young)

Environment CTF, WB:

From 1994-1998, \$1,425,890 was awarded under this CTF, in 72 contracts. At least 16 of the firms listed were also frequently listed within the main database. (Firms such as Acres, Agriteam, Deloitte and Touche).

9.2 Special Case: Technical Assistance at the ASDB