

Science and Technology would also be useful. Addresses and telephone numbers are provided in Section III. For appointments with AsDB officials, contact:

*Commercial Division
Canadian Embassy
9th Floor, Allied Bank Centre
6754 Ayala Avenue
Makati, Metro Manila
Philippines 3117
Tel.: (63-2) 815-9536 to 41
FAX: (63-2) 815-9595
Telex: (75) 63676
(63676 DOMCAN PN)*

*Mailing address: P.O. Box 971
Makati Central Post Office
Makati, Metro Manila
Philippines 3117*

Consultants wishing to register with the AsDB should request forms directly from:

*Consulting Services Unit
Asian Development Bank
P.O. Box 789
2330 Roxas Boulevard
Metropolitan Manila, Philippines 2800*

The Caribbean Development Bank

The Caribbean Development Bank (CDB) is a small regional institution headquartered in Bridgetown, Barbados that serves the Commonwealth Caribbean. Donor members include Canada, the United Kingdom, Mexico, Colombia, Venezuela and France. The United States, although a non-member, provides a major share of the institution's resources through a number of special funds. The bank has 17 regional borrowing members.

Contacts

Companies wishing to obtain information on CDB's project opportunities should contact the Caribbean and Central America Trade Development Division, as listed in Section III.

Consultants wishing to register with the CDB should write to:

*Caribbean Development Bank
P.O. Box 408
Wilkey
St. Michael, Barbados W.I.
Tel.: (809) 426-1152
Telex: WB 2287*

For assistance in arranging appointments with Bank officials, exporters should contact:

*Commercial Division
Canadian High Commission
P.O. Box 404
31 Shop's Court Hill
Bridgetown, Barbados
Tel.: (809) 429-3550
Telex: (Destination Code 0392) 2247
(2247 CANADA WB)*

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 coun-

tries 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 disperses grants worth some \$700 million 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 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 internationally, 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-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 Department of