

Contents

Purpose of This Guide	3
Types of Aid to Developing Countries	4
PART I EXPORTING TO DEVELOPING COUNTRIES	4
Market Overview	4
Procurement Opportunities	6
The Project Cycle	6
Your Strategy	6
Assessing Your Suitability	7
Identifying Market Opportunities	9
Promoting Your Product	10
The Bidding Process	11
International Competitive Bidding (ICB)	11
Exceptions to ICB	11
Bidding on Tenders	12
Prequalification	12
When Invitations to Bid are Issued	12
Tender Documents	13
Preparing Your Bid	13
When Bids are Opened	14
Evaluation of Bids	14
Award of Contract	14
PART II INTERNATIONAL FINANCIAL INSTITUTIONS (IFIs)	16
Common Features of IFIs	16
The World Bank	17
Inter-American Development Bank (IDB)	18
Asian Development Bank (AsDB)	20
African Development Bank Group (AfDB)	21
Caribbean Development Bank (CDB)	22
United Nations Development Program (UNDP)	23
PART III REFERENCE (Addresses and Telephone Numbers)	26
Federal Offices and Crown Corporations	26
Department of External Affairs (DEA)	26
Department of Regional Industrial Expansion (DRIE)	27
Canadian International Development Agency (CIDA)	29
Canadian Commercial Corporation (CCC)	29
Export Development Corporation (EDC)	30
Canadian Embassies in IFI Headquarter Cities	30
UNDP and Related UN Agencies	31
Other Useful Organizations	31