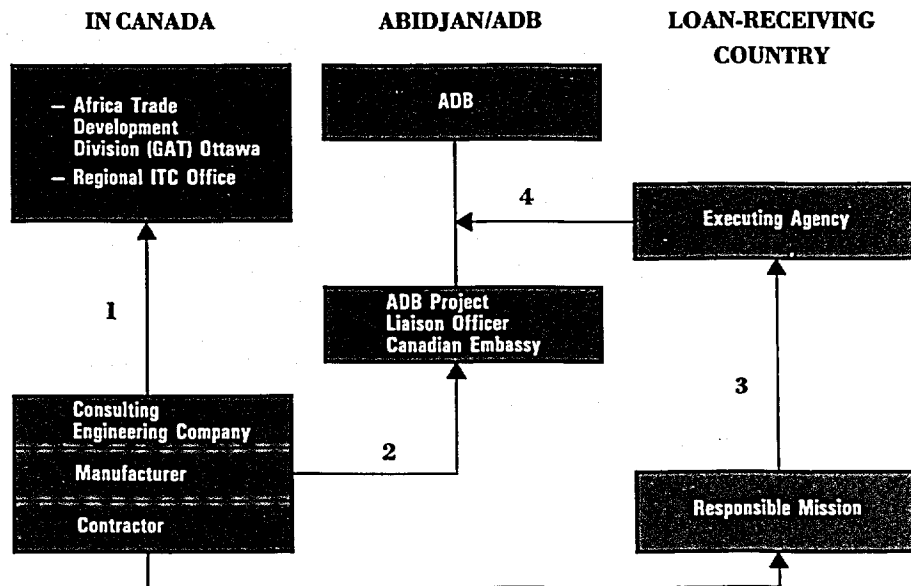


Outline of Suggested Procedure

To review the "initial steps" required to win a contract with the ADB, refer below to the diagram outline and listed steps of the procedures.



Suggested Steps

¹ Preliminary request for information on ADB projects. Meeting with officer responsible for ADB projects, if necessary.

² Telex for information on project stage, deadlines, etc.

³ Visit to executing agency to complete information, express interest in the project and introduce oneself. This visit may serve to identify and select

a local partner for the project or to find a representative, in the case of a manufacturer. Explain your project to the CIDA field representative and to the commercial delegate accredited to the loan-receiving country.

⁴ On returning, visit the Abidjan Embassy to meet with the ADB project liaison officer, register at the Bank, and complete the follow-up for your project or projects.