

II. OUR EXPERIENCE WITH THE ASIAN DEVELOPMENT BANK

On November 1985, our firm changed its name to The Coopers & Lybrand Consulting Group. We were previously known as Currie, Coopers & Lybrand, and under that name we had conducted assignments on behalf of many international lending agencies and development organizations. In late 1982, we decided to pursue work with the Asian Development Bank (ADB). Registration forms were completed and dispatched. We slowly found that ADB is a unique institution. We also learned our first lesson - the ADB's registration procedures are the most stringent of all we have encountered. In late 1983, we made our first visit to Manila.

We have now made eight visits to the Bank and our relationships extend throughout the three important elements of the organization, i.e. Country Department Project Groups and the Central Projects Services Office. We also know well the ex-Director for Canada who is now Treasurer of the Bank, have met with the Alternate Director and are aware of Jean-Marc Matirier, the new Director who takes up his new post this month.

We follow the publication "Operational Information on Proposed Projects" published monthly by the Bank. On our visits we investigate new projects which may or may not be listed. We also discuss proposed projects to determine their timing and requirements. Finally, we discuss with decision-makers why we have been unsuccessful and compare, with them, our submission with that of the successful bidder. We have found Bank officers to be generally cooperative.