

monitor the process by reviewing and approving bidding documents, short lists, bid evaluations, and contracts.

DACON Consultant Registration

As with the World Bank, suppliers of goods and equipment do not register with the IDB. However, consulting firms interested in pursuing IDB projects should register with the DACON system jointly maintained by the World Bank and the IDB, by sending a written request to the World Bank DACON registration centre. (Please see page 5 of this document for further details on the registration procedure.)

The IDB also maintains a separate register of individual consultants with particular expertise in a wide range of fields, entitled SPECTRUM. The Bank occasionally hires experts for short-term assignments to supplement its own in-house expertise. Forms for the registration of individual consultants and companies with fewer than six professionals can be obtained from the Inter-American Development Bank. These forms should be sent to:

Procurement Office
SPECTRUM Individual Consultants Roster
Inter-American Development Bank
1300 New York Avenue N.W.
Washington, D.C. 20577

Consultants should be reminded, however, that registration is only a formality and is rarely used to source consultants. Rather, companies - consultants and suppliers alike - must proactively research and learn about upcoming projects and bidding opportunities, and develop an appropriate marketing strategy to position themselves for the competitive bidding process.

Pursuing IDB Business Opportunities

Before embarking on an IDB marketing initiative, firms should design an appropriate strategy. This includes selecting those products, services and expertise which offer the most distinct competitive advantages, targeting specific geographic markets and mobilizing the human and financial resources available both inside and outside the firm. Marketing should be geographically focused on those markets where there is potential and where human and financial resources can be reasonably allocated.