

Acronyms Used

Acronyms are commonly used throughout this guide. Those most frequently mentioned are listed below with their full names:

ACEC	Association of Consulting Engineers of Canada
AfDB	African Development Bank
AsDB	Asian Development Bank
CDB	Caribbean Development Bank
CIDA	Canadian International Development Agency
DEA	Department of External Affairs
DRIE	Department of Regional Industrial Expansion
EDC	Export Development Corporation
IAPSU	(UN's) Inter-Agency Procurement Services Unit
ICB	International Competitive Bidding
IDB	Inter-American Development Bank
IFIs	International Financial Institutions
MOS	Monthly Operational Summary
OIPP	Operational Information on Proposed Projects
OLIFI	Office for Liaison with the International Financial Institutions
RFP	Request for Proposal
UN	United Nations
UNDP	United Nations Development Program

NOTE:

1. All dollar amounts used in this guide are expressed in U.S. dollars unless otherwise noted.
2. All addresses and telephone numbers for organizations described in this guide are included in Part III, Reference, unless otherwise stated.

Purpose of This Guide

This guide will provide you with information on a unique export market for consulting services. It encompasses the entire developing world and is unique because the funds for projects come from large multilateral development banks known as international financial institutions (IFIs). This guarantees payment for all services provided, and ensures that the procurement process and rules are commonly known.

The guide discusses the market for consulting services being financed through the five IFIs of which Canada is a member — the World Bank, the Inter-American Development Bank

(IDB), the Asian Development Bank (AsDB), the African Development Bank (AfDB), and the Caribbean Development Bank (CDB) —and through the United Nations Development Program (UNDP), to which Canada is a major contributor.

Part I of this guide outlines the steps consultants must take to win a contract from a country that is borrowing money from IFIs. Part II provides information on each of the five IFIs and on the UNDP and its related agencies. Part III is a quick reference to names, addresses, and telephone numbers of the various organizations discussed in the guide.