
stages of the project cycle, procurement activity takes place later in a project's development - during implementation and supervision.

Making Technical Presentations to Bank Staff

Making a technical presentation at the World Bank or the IDB is an excellent vehicle to present a firm's capabilities and experience in a low key manner. An internal sponsor, usually a Bank employee with an interest in your field of expertise, is responsible for organizing the event by reserving a conference room at Bank headquarters and inviting other Bank staff to attend the presentation.

Presentations do not normally exceed 60 minutes in length, and are frequently held over the lunch hour. While presentations are informal, they nonetheless need to be professional and devoid of commercials.

The Banks are not receptive to overt sales pitches. Rather, a firm's competence and capability should be demonstrated during a presentation in a technically oriented and intellectually stimulating manner. Keeping in mind the roles that the Banks play in developing and transition economies, presentations should highlight a firm's relevant work experience in the developing world and any innovative approaches undertaken to development problems. Such technical material will be of particular interest to project officers and sectoral specialists.

It is highly recommended that Canadian firms contact OLIFI Washington before commencing the planning for a technical presentation at the World Bank or the IDB.