

or Asian Development Bank DACON Information Centres. The borrowing countries may refer to DACON to source consultants, or to seek or confirm information about a particular company. A firm or individual must be registered with the ADB consulting services division to qualify for contracts awarded under the Technical Assistance Program.

Forms for Registration of Consulting Firms (DACON) or Individuals (DICON for ADB) can be obtained from the Banks directly or from the "prime contacts" listed below.

SOURCES OF INFORMATION

Apart from contacts which a company might have in the planning Ministries or in the executing agencies in the borrowing countries, the best public sources of general project information are the publications Development Business and ADB Business Opportunities. Development Business (published bi-weekly by the United Nations) contains the "Monthly Operational Summary" of projects to be funded by the World Bank, Asian Development Bank, and other IFI's. Development Business also publishes other key project information such as procurement notices and contract award listings. (Scan-a-Bid, a computerized on-line version of the "Monthly Operational Summary", is also available from Development Business.) The Asian Development Bank publication ADB Business Opportunities provides project information for ADB projects.

After identifying projects of potential interest, one can obtain more detailed information (such as scope, size, timing and requirements of the projects) from the relevant Bank officers in Washington and Manila. Approximately 10-20% of the marketing initiative should be dedicated to maintaining contact with the IFI to gather and update essential project intelligence, and at least 80-90% of the effort should be focused in the country where the project is to be executed, in particular on the relevant executing agency.

CANADIAN GOVERNMENT ASSISTANCE

Canada: General information and orientation regarding doing business with the World Bank and ADB can be obtained from External Affairs and International Trade Canada (EAITC) through the local International Trade Centres, or in Ottawa from the Export Finance Division (for both World Bank and ADB) or Asia Pacific South Trade Development Division (for ADB). Copies of ADB and World Bank loan documents are available (on loan) from the EAITC Library in Ottawa [613-992-6150]. EAITC's brochure, "International Financing Data: A Business Guide to Export Financing and other Financial Assistance" provides guidance on how to pursue international contracts funded by the IFI's.

Manila/Washington: The ADB and World Bank Liaison Officers in the Canadian Embassies in Manila and Washington can provide specific program or project information including details on proposed projects such as scope, timing, requirements for consulting services, equipment requirements, names of Bank and Executing Agency officials, and other market intelligence. Upon request, Canadian firms can receive copies of project appraisal reports.

Regional: Trade commissioners in the Canadian Embassies or High Commissions in the beneficiary countries can provide marketing assistance, identify potential agents, and assist firms in establishing links with Executing Agencies in their respective territories.

Financial: Financial assistance in pursuing IFI business opportunities is available through Canadian Government programs such as PEMD and CIDA Industrial Cooperation.