



DO YOU HAVE ANY SUGGESTIONS ON HOW YOUR COLLEAGUES AT OTHER POSTS CAN STAY INFORMED ABOUT IFI-RELATED OPPORTUNITIES?

Blanco (Manila): Again, the best way to track information on IFI business opportunities is to surf the ADB Web site. I encourage my colleagues to visit the Bank's home page on a regular basis. Another good source of information for posts is the Bank's resident mission in their country. The Office of Liaison with International Financial Institutions (OLIFI) in Manila has prepared useful guides on how to do business with the ADB. There are also business guides available through IFInet.



Hutson (Bridgetown): Ideally, they should determine which IFIs are active in their territory, and contact the responsible OLIFI office. I suggest they obtain up-to-date pipeline information and a list of approved projects. They should also get current copies of the procurement notices. Most important, they should obtain project appraisal documents for all approved projects in their territory, and read them. Then, contact the executing agency to determine which opportunities are still open.

WHAT DO YOU TELL COMPANIES (OR COLLEAGUES) WHO HAVE NEVER WORKED WITH IFIS?

Blanco (Manila): I tell them that there are extensive business opportunities available, which cover a wide range of sectors/subsectors, under ADB-funded projects for suppliers, consultants and civil works contractors. Also, IFIs can provide a means to advance Canadian commercial interests in the marketplace.

Hutson (Bridgetown): I tell companies that it's a relatively low-risk way of pursuing international opportunities. Bidding is done within an established set of rules, the funding is guaranteed, and if they are unfairly treated, they can rely on the Canadian government to support them! For my colleagues, I tell them it's an opportunity to be proactive.

WHAT IS YOUR FAVOURITE PART OF THE JOB?

Blanco (Manila): Meeting people and learning of a successful Canadian firm undertaking. For example, when a Canadian firm is included in a shortlist and/or awarded a contract for consulting services or in the procurement of goods, it's good news and a source of personal satisfaction.

Hutson (Bridgetown): I love discovering a procurement opportunity, and knowing exactly who to notify. I recently discovered one for a specific piece of equipment on a small project in Anguilla. I advised a Canadian firm, and they are now the sole bidder.

WHAT IS YOUR GREATEST CHALLENGE?

Blanco (Manila): My challenge is to have more Canadian wins. Also, maintaining a good rapport with Bank staff because this allows me to answer enquiries in a useful and timely manner.

Hutson (Bridgetown): My challenge is understanding how the procurement of goods and services system really works. IFIs are governed by a set of rules that must be followed.