

## **IFI Bidding Success Factors and Support Needs**

---

- Have the OLIFI do a trends and overview piece on each Bank every six months. [17]
- Washington OLIFI does a useful review annually. A good analytical review of the Bank's thinking and trends is very useful to companies interested in IFI business. [17]
- The ED at the ADB has been helpful in providing advice about company strategy to win work at the ADB. [18]
- Lobby the IFIs to be more SME friendly. At present they are good markets for individuals or for large firms. Small firms are not well served. [18]
- Reviewing unsuccessful proposals, and debriefing at the Bank, to give the company advice on how to present more effective proposals in future would be valuable. [18]
- There are two ways in which DFAIT could be of significant help: [19]
  1. Help screen calls for Expressions of Interest, and help prevent companies that are unlikely to be competitive getting uselessly on short lists. Not bidding or bidding badly after the company is short-listed is quite harmful. [19]
  2. Help companies prepare excellent proposals after they are short listed. [19]
- The EDs in the Banks can be helpful when there is a dispute. [24]
- The company "*doesn't need the assistance of the OLIFI in Washington but finds the OLIFI services in Manila useful.*" [25]
- The company does not find the EDs a good source of intelligence in the Banks. The company is often more aware of a particular opportunity than they are. Having a trade commissioner seconded to a position actually inside the Bank is an excellent idea. [25]
- Canada should work to get more of its young people enrolled in the *Young Professional Programs* from which the future leaders of the Banks come. [25]
- Use of the *Consultant Trust Funds* should be approved in the Bank, or, at least, in the embassies in Washington and Manila, to speed things up. [25]
- The VP visits Washington three or four times a year to "*keep the firm's profile high*", and has visited the OLIFI more than once. However, the firm does "*not usually ask the embassy in Washington to do anything*". The occasional networking lunch is "*useful but not vital*". The ED's office can be useful in identifying who is important to see in the Bank on a particular project, and occasionally the staff can provide "*good country gossip*". [28]
- The company has frequently used the ED's staff and the OLIFI's to obtain information such as the project appraisal document, to make contacts and appointments, and to help