

Post Facto Evaluation

The purpose of retrospective evaluation is to assess the project's impact in view of its initial goals and to learn from experience acquired during the process of carrying out the project.

The annual lending program provides a synopsis of upcoming projects the ADB Group intends to finance. This document, available through EAITC in Ottawa, is a good starting point in identifying possible opportunities. The *Quarterly Operational Summary* is another source of project information. Your firm is advised to begin enquiries as soon as projects appear in the *Quarterly Operational Summary*. This will allow you to get a head start by meeting the officers responsible within the executing agencies and project and loan officers at the Bank. It will also allow you, if necessary, to find a good agent in the borrowing country to oversee the project's progress on your behalf and to anticipate the call for tenders.

Experience has shown that it is important for firms to have information about projects well before the call for tenders. Everything is not necessarily decided at this stage, but the company that discovers a project only when the call for tenders goes out will have a decided handicap in competing with those that have had time to prepare. The deadlines for responding to calls for tenders are usually very short, often six weeks or two months, and much of that time will be taken up obtaining the specifications and sending in bids. It is, therefore, in the best interest of firms to obtain any information that may be available before the call for tenders is issued.