



DAY ONE — Wednesday, 25 March

- 8 a.m. Registration and Coffee
- 9 a.m. **ZONES A,B & C: Welcome Remarks by the Vice President for Administration and Corporate Management**
- 9:15 a.m. **ZONES A,B & C: "Introducing the Asian Development Bank (ADB)" by the Director General, Operations Services and Financial Management Department**
A brief description of ADB's strategic priorities and business opportunities.
- 9:45 a.m. Coffee Break
- 10 a.m. **ZONES A,B & C: The ADB PROCUREMENT SYSTEM**
An introduction to applicable ADB policies and procedures for procurement of goods, works, and for the recruitment of consultants informing participants on the advantages of ADB-financed contracts, where to locate ADB opportunities, and how to maximize the participants' ability to win ADB-financed contracts (e.g., dos and don'ts).
- 10 a.m. - **Recruitment of Consultants**
- 11 a.m. - **Procurement of Goods and Works**
- 12 nn **ZONES A,B & C: A BORROWER'S VIEW**
A resource panel of senior officials from ADB's five regions.
- 12:30 p.m. Lunch Break
- 2 p.m. **OPPORTUNITIES BY SECTOR**
Brief presentations by regional sector specialists on ongoing and upcoming business opportunities within each of ADB's five regional departments followed by open forum of approximately 30 minutes.
- 2 p.m. **ZONE A: Agriculture and Natural Resources**
ZONE B: Energy
- 3:30 p.m. Coffee Break
- 3:45 p.m. **ZONE A: Public Management and Finance**
ZONE B: Water and Municipal Infrastructure
- 5:30 p.m. **NETWORKING COCKTAILS — Executive Dining Room**

DAY TWO — Thursday, 26 March

- 9 a.m. **OPPORTUNITIES BY SECTOR (continued)**
Brief presentations by regional sector specialists on ongoing and upcoming business opportunities within each of ADB's five regional departments followed by open forum of approximately 30 minutes.
- 9 a.m. **ZONE A: Transport and ICT**
ZONE B: Health and Education
- 10:30 a.m. Coffee Break
- 10:45 a.m. **ZONES A & B: ADB GENERAL**
Brief presentations on general requirements for doing business with ADB followed by open forum of approximately 30 minutes. Relevant themes include: Climate Change, Environment & Social Safeguards, and ADB Strategy for PPPs.
- 11:45 a.m. **ZONES A & B: ADB's Role in Procurement: Review, Oversight and Integrity**
- 12:30 p.m. Lunch Break
- 2 p.m. **ZONE A: PROCUREMENT CLINIC**
An interactive discussion of common procurement issues including specific case studies.
- 2 p.m. **ZONE B: CONSULTANTS' CLINIC**
An interactive discussion of common consultants' issues including a session on Opportunities for NGOs, a detailed presentation on the Consultant Management System (CMS), and specific case studies.
- 5:30 p.m. **END OF PROGRAM**

***NOTES:**

1. ADB procurement experts will be available on Days 1 and 2 to meet with participants on a first come, first served basis.
2. Meetings with sector focal points from project departments of ADB may be arranged upon confirmation of registrations, depending on availability.
3. A participants' networking lounge will be available to participants for the entire duration of the Business Opportunities Fair. This will provide a venue for face-to-face introductions, information exchange, and to explore possible areas of cooperation.
4. A list of confirmed participants including contact details will be emailed to confirmed participants about a week after the registration deadline. Confirmed participants are encouraged to correspond and set up meetings among themselves.