



Opportunities Working with the Asian Development Bank

Monday, Aug 24, 2009



Dear US Partners,

The US Commercial Service in the American Consulate General Shanghai would like to invite all US partner companies to a seminar by Kenneth Reidbord, Senior Commercial Officer at our Asian Development Bank (ADB) Liaison Office in Manila, Philippines. Ken will provide comprehensive information on the ADB, the bank's consulting and infrastructure opportunities and how to place bids and win them.

The seminar will address several important topics including:

- How to identify investment opportunities at the ADB
- How US suppliers and consultants can bid successfully on consulting and infrastructure projects funded by the ADB
- The latest ADB projects in China, for all sectors approved and planned by the bank
- Provide details on the China energy market and other sectors, and which ADB projects address them

Ken Reidbord is currently serving as Senior Commercial Officer and Director of the US Commercial Service's Asian Development Bank Liaison office in Manila, Philippines. Prior to this tour he was the Senior Commercial Officer at the US Embassy in Helsinki Finland. He has also served as Principal Commercial Officer at the US Consulate General in Osaka Japan and as Commercial Attaché at the U.S. Embassy in Tokyo where he managed the Major Projects /Advocacy Unit.

Get **ADVANCE NOTICE** of projects

Make sure that you hear about upcoming projects as early as possible.

Sign up for the Commercial Service ADB Advance Procurement Notices on China and enhance your competitiveness by receiving as much advance as possible.

<http://www.buyusa.gov/adb/forms.html> (check the box at the bottom of the page for AC ADB Trade Leads).

PRIVATE CONSULTATIONS

Mr. Reidbord will also be available for private consultations in the afternoon. If you would like to request a private meeting, please email Ms. Yaoyi Wang at Yaoyi.Wang@mail.doc.gov

VENUE

Event: Opportunities Working with the Asian Development Bank

Date: Monday, Aug 24, 2009

Time: 9:30 am

Venue: Commercial Service Conference Room
Shanghai Centre, Suite 631, 1376 Nanjing West Road,
Shanghai 20040 China.

Please RSVP. Due to limited space, this event is open to the first 60 people who register.

While we are glad to work with all partners this particular event is only open to US companies.

Limit of no more than 2 representatives per company

For **more information**, contact:

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BUSINESS OPPORTUNITIES at the Asian Development Bank

In 2007, the bank's lending reached a record \$10 billion to such important and emerging markets as *India, China, Vietnam, Indonesia, Pakistan, the Philippines* and some 30 other developing countries spanning the *Pacific Islands and Central Asia*. This lending results in billions of dollars worth of procurement for consulting services, equipment, goods and supplies. The bank's private sector operations have also grown exponentially in the last few years, giving private sector sponsors the advantage of leveraging the bank's resources with other lenders for development projects.

US FIRMS are **VERY COMPETITIVE** in winning ADB-funded contracts

U.S. firms are eligible to bid on all ADB-funded procurement and consulting opportunities and have enjoyed huge success in winning ADB-funded projects. In 2008, U.S. firms won \$378 million worth of consulting services and equipment supply contracts. Since the bank's founding in 1966, the U.S. has won over \$6.4 billion worth of procurement from ADB. The U.S. has also beaten out rival donor member countries such as Japan, ranking first in overall procurement among these donor countries during the last five years.

WINNING ADB-funded **CONTRACTS**

To win ADB-funded contracts, US suppliers and consultants need to be thoroughly familiar with the ADB's procurement guidelines, which are continually revised to be more open to competition. This webinar will introduce US firms, as well as individual consultants, to ADB business opportunities and the ADB procurement process. For those who participate, all questions about ADB procurement and consulting services questions will be entertained.