



International Financial Institutions (IFI)

Bootcamp & Workshop

Registration and Agenda

February 21-22, 2018

Edmonton, Alberta

Join the Canadian Private Sector Liaison Officers (PSLO) Network on February 21-22, 2018 in Edmonton for an International Financial Institution (IFI) Bootcamp. Representatives from the Inter-American Development Bank, Asian Development Bank and the World Bank Group are expected to participate.

This two-day workshop will inform small and medium-sized enterprises (SMEs) on successful strategies for working with IFIs. Matchmaking opportunities, with potential project partners and contractors who have been successful in winning IFI projects, will also be featured as part of this event.

Participants can expect:

- Presentations and networking opportunities with representatives of various IFIs
- Strengthened relationships with contracting firms
- A better understanding of IFI procurement
- Valuable intelligence shared on successful strategies employed by firms winning IFI projects.

REGISTRATION INFORMATION: Online registration available at: <https://eservices.alberta.ca/ifi-boot-camp.html>

Registration Fee: \$300 CAD. Registration deadline is January 15, 2018. Please contact:

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Program

Federal Building, 9820 107 St NW, Edmonton, Alberta

Wednesday, February 21

Welcome and overview of the International Financial Institutions (IFIs)

This brief overview will provide a definition of IFIs and their role in facilitating development in emerging economies through financial and technical support.

Introduction to IFI procurement including recent changes and updates

This session will feature presentation from procurement specialists representing some of the major IFIs and highlight recent changes to the procurement process.

Lunch

IFI Procurement – Best practices and strategies for successful IFI bids

Representatives from some of the most successful international and Canadian companies will share their expertise and knowledge on winning IFI projects.

BtoB meetings and matchmaking opportunities with companies

Pre-arranged 1-on-1 meetings with prime international and Canadian prime contractors, IFI representatives, consultants and governments.

Networking Reception

Thursday, February 22

Proposal writing skills and approaches to develop successful bids

Bootcamp participants will share how to identify contract opportunities, find and engage with a local (in-country) partner and write a winning proposal.

IFI Private Sector Engagement - What it means and how to benefit

Representatives from various IFIs will discuss trends of multilateral banks for working directly with the private sector and how companies can benefit.

Lunch

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