

International Financial Institution (IFI) Boot camp and Workshop 2019

February 4-5, 2019

The Canadian Private Sector Liaison Officers (PSLO) Network is pleased to invite you to the IFI Boot camp 2019 at the Radisson Hotel in Red Deer, Alberta. The boot camp is a two-day workshop and networking opportunity aimed at small and medium enterprises, institutions and individual consultants interested in working on projects with the African Development Bank (AfDB), Asian Development Bank (ADB), Caribbean Development Bank (CDB), Inter-American Development Bank (IDB) and the World Bank Group (WB).

We are pleased to have confirmed representatives from:

- The World Bank;
- The Asian Development Bank (ADB);
- The European Bank for Reconstruction and Development (EBRD);
- FinDevCanada; and
- Trade Commissioner Service (Global Affairs Canada).

Representatives from the Inter-American Development Bank, the African Development Bank (AfDB) and the Millennium Corporate Challenge are also expected to attend. There will be networking opportunities and Business-to-Business meetings with Canadian and International Companies and contractors with previous IFI experience.

Attendees can expect:

- Networking opportunities and B2B meeting with bank staff
- Matchmaking opportunities with potential project partners, Canadian and international firms
- Better understanding of IFI procurement processes
- Practical strategies for developing successful project proposals and bids
- Market intelligence on IFI pipeline projects and sector priorities

Radisson Hotel Red Deer, Alberta

Registration

Online registration is open at: <https://eservices.alberta.ca/ifi-boot-camp-2019.html> until **January 11, 2019**

Registration fee:

\$250 CAD (includes meals, a participant package and ground transportation*)

*for out of province participants arriving at the Calgary International Airport on February 3, 2019, pre-arranged with conference organizers.

Accommodation Information:

Attendees can make reservations under the IFI Bootcamp 2019 room block at the Radisson Hotel by calling: 1-800-661-4961 or 403-342-6567 or online at: www.radissonreddeer.com

Please note that each attendee is responsible for the payment of their room reservation.

For more information about registration, please contact:

Abiola Sunmonu

Alberta Economic Development and Trade
Abiola.Sunmonu@gov.ab.ca
780-643-1559

Pam Bartoshewski

Saskatchewan Trade and Export Partnership
pbart@sasktrade.sk.ca
306-787-7946

Natalia Hnydyuk

Government of Manitoba
Natalia.Hnydyuk2@gov.mb.ca
204-945-7647 (office)
204-294-3829 (cell)

International Financial Institution (IFI) Boot camp Agenda

Monday, February 4, 2019

8:00am-5:00pm; Radisson Hotel, Red Deer, Alberta

Draft agenda - subject to change

- 8:00-8:30am** **Registration**
- 8:30-9:15am** **Networking Breakfast**
- 9:15-9:35am** **Welcome Remarks:**
Government of Alberta
City of Red Deer
- 9:35-9:45am** **IFI Bootcamp Program Overview**
A Preview of the 2019 Bootcamp Agenda and Speakers
Speaker:
Abiola Sunmonu, Private Sector Liaison Officer (PSLO) for Alberta
- 9:45-10:15am** **Introduction to IFIs**
This session provides an overview of the IFIs, their role in international development activities and the interconnected network that promotes and supports the multilateral development banks.
Speakers:
Shane Jaffer, Managing Director for Alberta's Office in Singapore
Laura Dorling, Advisor, Canadian Executive Director's office, World Bank
Carmen Sparrow, Trade Commissioner Service, Global Affairs Canada
Moderator: Natalia Hnydyuk, Private Sector Liaison Officer (PSLO) for Manitoba
- 10:15-10:45am** **The Role of Multilateral Banks and the Private Sector in the Future of Social Development Agenda**
This session will focus on the multilateral development banks' business models and how today's big global challenges like climate change, financial instability and poverty are shaping the focus, partnerships and operations of the banks.
Invited Speakers:
Bart Edes, Rep. of the North American Office, Asian Development Bank
Laura Dorling, Advisor to the Canadian Executive Director to the World Bank
Suzanne Gaboury, Chief Investment Officer, FinDevCanada
Gregory Oberti, Managing Director, Capital Projects and Infrastructure, PwC
Moderator: Carmen Sparrow, Global Affairs Canada
- 10:45-11:00am** **Networking Break**
- 11:00am-Noon** **Understanding IFI Procurement**
This session will explore IFI procurement processes, the different types of procurements, changes to bank platforms and existing opportunities with the banks.
Invited Speakers:
Howard Bariira Centenary, Senior Procurement Specialist, World Bank
Bart Edes, Representative of the North American Office, Asian Development Bank
Maria Eugenia Roca, Procurement Advisor, Inter-American Dev. Bank
Moderator: Shane Jaffer, Managing Director for Alberta's Office in Singapore

Noon-1:00pm	Networking Lunch						
1:00-2:00pm	<p>The Realities of IFI Procurement & Engagement Continuing from the previous session, this session will facilitate a comprehensive discussion on how IFI procurement is planned and implemented. It will explore roles and responsibilities, and opportunities and challenges of the various types and methods of IFI procurement. Followed by Q&A.</p> <p>Speakers: Invited Speakers: Evgeny Smirnov, Associate Director, Procurement European Bank for Reconstruction and Development Atsuko Toda, Vice President Agriculture, Human and Social Development, African Development Bank Prabhat Garg/Alex Dixon Millennium Corporate Challenge</p>						
2:00pm-2:15pm	Networking Break						
	SIMULTANEOUS SESSIONS						
2:15–3:45pm	<p>Bidding to Win: Beyond the Basics This hands-on interactive session will focus on the mechanics of how to bid on IFI-funded contracts. With the goal of ‘demystifying’ the process and increasing your bid success rate, the session will use current projects and tenders to highlight key opportunity trends and integrate an overview of project and tender cycles with practical approaches and tactics to writing effective EOIs and proposals.</p> <p>Invited Speaker: Hugh Wilkinson, Principal, Coral Hill</p>						
2:15–3:45pm	<p>Bankable Projects: Accessing Funds for Climate-Smart Projects There are a growing number of private-sector focussed funds available to firms and developers to build climate-smart projects in developing countries. This session will provide an overview of the steps that a company needs to take to develop bankable projects and access climate finance - including technical assistance grants, concessional debt and equity.</p> <p>Invited Speaker: Nathaniel Lowbeer-Lewis, Managing Director, Infrastructure Development, CPCS</p>						
3:45-4:45pm	<p>Doing Business with IFIs: Best Practices & Experiences of Success This session will explore best practices and testimonials from Canadian and International companies who have engaged with IFIs and bid on IFI funded projects.</p> <p>Invited Companies:</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 33%;">Agriteam Canada</td> <td style="width: 33%;">Hatfield Consultants</td> <td style="width: 33%;">Manitoba Hydro International</td> </tr> <tr> <td>Stantec</td> <td>Switch Engineering</td> <td>Econoler</td> </tr> </table>	Agriteam Canada	Hatfield Consultants	Manitoba Hydro International	Stantec	Switch Engineering	Econoler
Agriteam Canada	Hatfield Consultants	Manitoba Hydro International					
Stantec	Switch Engineering	Econoler					
4:45pm-5:00pm	<p>Highlights and Summaries of First Day Session Speakers: Carmen Sparrow, Global Affairs Canada Dawna Allard, Regional Economic Development Specialist, Government of Alberta</p>						
5:00pm- 6:30pm	Reception & Networking						

International Financial Institution (IFI) Boot camp Agenda

Tuesday, February 5, 2019

8:00am-5:00pm; Radisson Hotel, Red Deer, Alberta

Draft agenda - subject to change

- 8:30-9:00am** **Breakfast**
- 9:00-9:15am** **Opening Remarks**
A recap and review of the highlights from the previous day's sessions.
Speakers:
Natalia Hnydyuk, PSLO for Manitoba
Abiola Sunmonu, PSLO for Alberta
- 9:15-10:30am** **Partnering & Other IFI Strategies for Success**
This session will focus on key partnership strategies and how to identify structure and work with international and local partners. It will review the 6 "Ps" of IFI Success and discuss the legal, financial and strategic implications of pursuing IFI-funded business in a global context.
Invited Speakers:
Hugh Wilkinson, Principal, Coral Hill
Diana Cartwright, Trade Commissioner, Global Affairs Canada
David Janzen, Tec Edmonton
Geeta Tucker, Chief Financial Officer, Agriteam
Moderator: Howard Bariira Centenary, World Bank
- 10:30-10:45am** **Networking Break**
- 10:45-11:45am** **IFI Sector Focus**
This panel will focus on sector trends, upcoming funding, and project opportunities in key sectors for the various institutions.
Invited Speakers:
Maria Fernanda Prado, Education Senior Associate, Inter-American Dev. Bank
Atsuko Toda, Vice President Agriculture, Human and Social Development, African Development Bank
Bart Edes, Representative of the North American Office, Asian Development Bank
Prabhat Garg/Alex Dixon Millennium Corporate Challenge
Evgeny Smirnov, Associate Director, Procurement European Bank for Reconstruction and Development
Laura Dorling, Advisor to the Canadian Executive Director to the World Bank
Moderator: Suzanne Gaboury, Chief Investment Officer, FinDevCanada
- 11:45- 12:45pm** **Luncheon Session: Institution & Company Presentations**
Opportunities to hear from successful contractors and consultants on their experiences and realities of working with IFIs in emerging markets.
- 12:45-3:00pm** **One-on-One Meetings**
Networking and brief (20 minutes) business to business meetings with guest contractors, IFI staff and government representatives.
- 3:00-3:30pm** **Where do we go from Here?**
Event wrap up and future activities and events.