

## Asian Development Bank – Business Opportunities Seminar

27 November 2019, River Plaza, İstanbul

09:30 – 10:00	<b>Registration</b>
10:00 – 10:15	<b>Opening Remarks</b> <ul style="list-style-type: none"> <li>• Mr. Ali Tezölmez, Chairman, DEİK/Turkey-Vietnam Business Council</li> <li>• Mr. Ashraf Mohammed, Deputy Director General of the Procurement, Portfolio and Financial Management Department, Asian Development Bank</li> <li>• A Representative from the Ministry of Treasury and Finance of Republic of Turkey</li> </ul>
10:15 – 10:35	<b>Asian Development Bank – Opportunities of Cooperation for Businesses</b> <i>Mr. Ashraf Mohammed, Deputy Director General of the Procurement, Portfolio and Financial Management Department, Asian Development Bank</i>
10:35 – 10:45	<b>Coffee Break</b>
10:45 – 11:35	<b>The ADB Procurement System</b> <ul style="list-style-type: none"> <li>• Types of Opportunities Available (goods, works, services)</li> <li>• Key Changes in ADB's 2017 Procurement Framework</li> <li>• Tips for success in expressing interest in, bidding on, and delivering ADB contracts</li> </ul> <i>Mr. Ashraf Mohammed, Deputy Director General of the Procurement, Portfolio and Financial Management Department, Asian Development Bank</i>
11:35 – 12:30	<b>Climate Change in ADB Projects</b> <ul style="list-style-type: none"> <li>• ADB's Operational Plan: Tackling Climate Change, Building Climate and Disaster Resilience, and Enhancing Environmental Sustainability</li> <li>• Opportunities in ADB Renewable and Urban Energy Projects.</li> </ul> <i>Mr. Frédéric Asseline, Principal Climate Change Specialist, Asian Development Bank</i>
12:30 – 13:30	<b>Lunch</b>
13:30 – 14:30	<b>Identifying Opportunities on the ADB Website</b> <ul style="list-style-type: none"> <li>• Country Strategy and Business Plans</li> <li>• Project Documents and Procurement Plans</li> <li>• Tender Documents</li> <li>• Hop-on Opportunities and Contracts Awarded</li> <li>• ADB Business Center, Procurement page, e-Alerts, and Social Media</li> </ul>
14:30 – 15:00	<b>Case study: Contract Awarded by a Turkish Firm (Company Name tbc)</b>
15:00 – 17:00	<b>Networking / Bilateral Consultations</b>