

Profiting from tenders for market entry in developing and emerging countries

The procurement system of the African Development Bank (AfDB)

June 14, 2024 from 11:00 to 12:30 h - online via Teams

Preliminary Agenda

- 11:00 h** **Moderation and welcoming words**
Carolin Welzel, Agency for Business and Economic Development
- 11:05 h** **Introduction**
Catharina Stahr, Association of Consulting Engineers
- 11:10 h** **"Overview knowledge: Successful bidding in tenders - using the example of the African Development Bank"**
Laura Sundermann, Germany Trade & Invest
- 11:30 h** **Briefing "How to do business with the AfDB" - Procurement for German companies**
Moctar Hassane, Lead Procurement Policy Officer AfDB
- 12:00 h** **Experience reports: Doing business with the AfDB**
- Antonio Gonvalves, Lucas-Nülle GmbH
 - Tobias Nentwig, decon international GmbH
- 12:20 h** **Exchange Round (Q&A)**

In cooperation with