

Profiting from tenders for market entry in developing and emerging countries

The procurement system of the Asian Development Bank (ADB)

August 28th, 2024 from 10:00 to 11:30 h - online via Teams

Preliminary Agenda

Moderation

Sören Konaretzki, Regional Manager ASEAN, OAV – German Asia-Pacific Business Association

10:00 h

Welcome remarks

- Torsten Grünewald, Deputy Director, Department International Affairs, Bremen Chamber of Commerce
- Dr. Bianca Untied, Business Scout Bremen & Lower Saxony, Agency for Business and Economic Development

10:05 h

Overview knowledge: Successful bidding in tenders - using the example of the Asian Development Bank

Dorothea Netz, Senior Manager Development Cooperation & Public Procurement, Germany Trade & Invest (GTAI)

10:15 h

Essentials of successfully doing business by participating in tenders of the ADB

Stephane Bessadi, Business Opportunities Seminar Team Lead and Senior Procurement Specialist, Asian Development Bank (ADB)

10:45 h

Achieving Success: INTEGRATION's Experience with ADB Tenders

Nurshod Saidov, Senior Project Manager, INTEGRATION Umwelt & Energie GmbH

11:15 h

News from the GPCCI-ADB Partnership and Business Development Consultant

Therese Chu, ADB Partnership and Business Development Consultant, German-Philippine Chamber of Commerce and Industry (GPCCI)

11:20 h

Exchange Round (Q&A)

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