

# Bidding Effectively: The World Bank and the Regional Development Banks

Date: Thursday 11 June 2009

Venue: Institute of Directors (IOD), 116 Pall Mall, London, SW1Y 5ED

Cost: £75 + VAT (includes networking lunch)

**A practical one-day workshop for UK businesses in the Services Sector (including consultants and project management companies), promoting successful bidding and tendering techniques for supplying services to the World Bank and Regional Development Banks.**

Bidding for World Bank and Regional Development Banks contracts can be very costly and labour intensive, and many UK companies have lost out simply by failing to comply with basic tendering criteria. Many large and small businesses alike can find it all too daunting, and miss out on growth opportunities.

As part of World Trade Week UK Trade & Investment Aid-Funded Business Service and Crown Agents have world-wide experience in the management of procurement activity, as well as training on international funding institutions' procurement programmes. This seminar will provide you with the necessary tools to bid effectively for World Bank funded projects.



Map source: Institute of Directors

## WHY ATTEND?

**In 2008 UK firms won US \$428 million worth of business from the World Bank Group (ranking twelfth largest supplier to the Bank).**

**The UK came in third largest supplier of consultancy services to the Bank Group, with a figure of US \$74 million.**

## Event details

**Date:** Thursday 11 June 2009

**Time:** 09:00 - 16:45

**Venue:** Institute of Directors, London

## Speakers

- Crown Agents
- UK Trade & Investment Aid-Funded Business Service



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The World Bank and the Regional Development Banks

### Programme

<b>09.00</b>	<b>Registration and Coffee</b>
<b>09.15</b>	Welcome from UK Trade & Investment and Crown Agents
<b>09.30</b>	Group Discussion
<b>09.45</b>	Introduction to the World Bank and Regional Development Banks <ul style="list-style-type: none"> <li>- Understanding the Bank</li> <li>- The Project Cycle</li> <li>- Advertising and Notification</li> <li>- What to do, when, how and where to do it</li> </ul>
<b>11.00</b>	<b>Coffee Break</b>
<b>11.20</b>	The Implementation Stage <ul style="list-style-type: none"> <li>- General considerations and constraints</li> <li>- Short-listing process</li> <li>- Methods of Selection</li> <li>- Group Exercise on Methods of Selection</li> </ul>
<b>11.45</b>	Understanding the Bidding Documents
<b>12.30</b>	<b>Lunch</b>
<b>13.30</b>	Group Exercise - "Bidding Documents" <ul style="list-style-type: none"> <li>- Preparing the Bid</li> <li>- Checklists</li> <li>- Bid Structure</li> <li>- Case Study – "Bid Preparation"</li> </ul>
<b>15.00</b>	<b>Refreshments</b>
<b>15.15</b>	The Evaluation Process <ul style="list-style-type: none"> <li>- Common Weaknesses</li> <li>- Case Study – "Evaluation of Bids"</li> </ul>
<b>16.15</b>	The Contract <ul style="list-style-type: none"> <li>- Notification and Signature</li> <li>- Documentation</li> <li>- Post qualification</li> <li>- Disbursement</li> </ul>
<b>16.45</b>	<b>Closing Remarks</b>

## Bidding Effectively: The World Bank and the Regional Development Banks

**Book now** - space is limited. Price: £86.25 (£75 + VAT)

**ONLINE PAYMENT:**

Please click here to book online using PayPal



### CHEQUE PAYMENT BOOKING FORM

Please complete registration form below and post with your cheque at least 10 days prior to the event to secure your place.

Booker's name:	Position
Company name:	
Address:	
Post code:	Tel:
Email:	Phone no: Mobile:
Delegate(s) name (s) (if different from above) 1. 2.	Position
Delegate(s') email: 1. 2.	

**Cheque payment:** please make cheque payable to **GLE Investments**.

Please POST completed registration form and your cheque to:

FAO Martha Gall  
UKTI London Regional Team  
New City Court  
20 St Thomas St  
London SE1 9RS

**Your cheque must be received at least one week prior to the event date**

**IMPORTANT:**

UK Trade & Investment London region operates a policy of advance payment. All bookings must be made either in writing or via our online application form and full payment should be received no later than one week prior to the event to secure booking(s). Cancellations must be received in writing one week prior to the event to be eligible for a full refund, otherwise no refund will be given. No tickets will be issued but a confirmation email will be sent.

**For further information:**

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