



Supplying the International Aid/Donor Organisations

Workshops and one-to-one meetings

Date: Wednesday 15 September 2010 **Time:** 08:45 -15:30
Venue: London Bridge Hotel, 8/18 London Bridge Street, London SE1 9SG
Cost: £45 + VAT (includes networking lunch)

UK Trade & Investment London International Trade Team are organising a one-day event which aims to:

- raise awareness of the opportunities available to British companies
- help companies understand the procurement requirements of the Agencies and where your firm may fit in
- introduce companies to the UK Trade & Investment staff based overseas regularly in contact with Procurement personnel

WHAT TYPE OF COMPANIES SUPPLY THESE ORGANISATIONS?

There are opportunities in all organisations for all sizes of companies from SMEs to large multinationals. The average UN contract ranges from around US\$25,000-US\$100,000 making it an attractive market for SMEs. The World Bank, Regional Development Banks and EU have a slightly longer-term developmental remit, therefore projects can be in the region of a few million dollars, however opportunities still exist for smaller consultancy companies and suppliers who can work as part of a consortium on large projects. Smaller consultancy companies often provide pre-project feasibility studies before the final 'go-ahead' is given by the beneficiary country government and donor.

WHAT DO THESE ORGANISATIONS BUY?

The United Nations Agencies typically procure items that would assist emergency and/or peacekeeping situations such as healthcare supplies (including vaccines, AIDS/TB testing kits), water tanks/filtration equipment, vehicles, family planning products, IT/communications, pharmaceuticals, temporary shelters and security equipment. However consultancy services are also procured in sectors such as Education & Training, Healthcare, Environment, Water & Wastewater and Translations.

The other Donors such as the World Bank, Regional Development Banks and the EU procure a vast amount of consultancy services in areas such as Good Governance, Financial services, Environment, Water & Wastewater, Healthcare, Agriculture, Energy, Transport, Education & Training plus many other areas to assist developing countries further advance.

This year an estimated US\$120 billion has been spent by the International Aid/Donor Agencies in purchasing goods and services from the private sector to assist the developing world.

The private sector plays a vital role in supplying the necessary goods and services needed to achieve the goals of organisations such as the United Nations, World Bank, Regional Development Banks and the European Union.

The question is, how do companies deal with these organisations?

WHO SHOULD ATTEND?

Any company who thinks they may be able to provide goods/services that would be of benefit to any of the International Aid/Donor organisations working in the Developing world. This event will provide you with an overview of the activities of the Agencies, thus allowing you to decide where best to focus your efforts. In addition to the general presentation there will be an opportunity to meet face to face with the UK Trade & Investment staff based overseas regularly in contact with Procurement personnel known as 'Liaison Officers'. Case studies will be invited from companies already supplying the International Aid/Donor market.

UKTI have a network of 'Liaison Officers' based in the British Embassies/Consulates whereby International Aid/Donor Agency HQ are based. The network covers the UN Headquarters in New York, Geneva, Rome, Copenhagen, Nairobi and Vienna. In addition to this we also have Liaison Officers in Washington D.C. (World Bank and Inter-American Development Bank), Manila (Asian Development Bank), Tunis (African Development Bank), Barbados (Caribbean Development Bank) and Brussels for European Commission Aid to developing countries (i.e. outside of EU membership).

Liaison Officers can offer a wealth of knowledge on the opportunities available with each of their respective Agencies, and can also facilitate an introduction to key personnel responsible for procurement (it can be extremely difficult to make contact with personnel in these Agencies unless they know you personally). In addition to this they can provide up to date copies of project documents, advice on how to approach doing business with the organisations, attend bid-openings and set up programmes of meetings.

Companies have the opportunity to take part in one-to-ones with Liaison Officers. The meetings are pre-bookable using the reply form on the page overleaf.

PROGRAMME

There will be a general introduction to the International Aid/Donor sector which will be repeated three times throughout the day and delegates can take part in one-to-one meetings around the presentations.

The general presentation will last approx 45 minutes and take place at 09:00, 10:00 and 13:00. You may select which presentation you wish to attend and we will endeavour to book your individual appointments as close to this as possible.

Coffee will be served throughout the day and a buffet lunch will be provided at 12:00.

08:45	Coffee & Registration
09:00	Presentation 1*
09:45	One to one appointments commence
10:00	Presentation 2*
10:45	One to one appointments continue
12:00	Buffet Lunch
13:00	Presentation 3*
13:45	One to one appointments continue
15:00	Close

* please indicate on your reply form which presentation you would like to attend

PLEASE NOTE THAT THIS SEMINAR WILL BE REPEATED AT OTHER VENUES/DATES:

This seminar will also be taking in place in other locations, please contact the following individuals for further information/ booking form:

Taunton – 16th September 2010

Contact: Andre Ofomah, UKTI South West (Tel: 01275 370 773, Email: Andre.Ofomah@uktisouthwest.org).

Birmingham - 17th September 2010

Contact: Alison Hawkins, Birmingham Chamber (Tel: 0121 607 1845, Email a.hawkins@birminghamchamber.org.uk).



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Cost: £45 + VAT (includes networking lunch)

CHEQUE PAYMENT:

Please complete and return this form along with your cheque payment to:
Sabina Hussain, 20 St. Thomas Street, New City Court, London SE1 9RS
Tel: 020 7940 1548 , **Fax:** 020 7234 3001, **Email:** sabina.h@gle.co.uk

Please book _____ place(s) for the above event

I enclose a cheque made payable to **GLE Investments Ltd** for £_____.

I would like to attend the following presentation: please choose from one of the three presentation slots

9.00 am 10.00 am 1.00 pm

I would also like a 15 minute one-to-one appointment with the following UK Trade & Investment Liaison Officers:
(This booking requests a maximum of 2 appointments per company—if further slots become available you will be kept informed and further meetings may be possible. Appointments will be allocated on a first come, first served basis so early application is advisable).

- Ms Julia Smyth – British Embassy Tunis. (covers African Development Bank)
- Mr Stuart Baird – British Embassy Washington D.C. (covers World Bank and Inter-American Dev Bank)
- Mr Jan Soeltenfuss – UKREP, Brussels (covers European Union external aid to developing countries)
- Mrs Eleanor Baha – British Consulate-General, Geneva (covers WHO, UNHCR, ILO, UNOG & Int. Red Cross)
- Mr Bob Cobley – British Embassy, Copenhagen (covers UNOPS, UNICEF & UNFPA.)
- TBC – British Consulate-General, New York (covers UNPD, UNDP, UNOPS (De-mining) and DPKO)
- Mr Miles Fisher—British Embassy, Vienna (covers UNIDO, UNOV, IAEA, FRA & OSCE)
- Mr Fidel Ventura—British Embassy, Manila (covers Asian Development Bank)
- Ms Misbah Mughal—British High Commission, Nairobi (covers UNON, UN-HABITAT, UNEP)
- Mr Hadford Howell—British High Commission, Barbados (covers Caribbean Development Bank)

Name(s):

Position:

Company:

Address

.....Postcode:

Tel:Fax:

Email:

Web

Business activity:

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.

DATA PROTECTION ACT 1998: Information regarding the collection, use, disclosure and processing of personal data is to be found in the Privacy Statement on the UK Trade & Investment website www.ukti.gov.uk. Having seen the website, please tick the following boxes if you do not wish your details to be used for marketing purposes [], passed to Business Link (or your equivalent national body), any carefully selected UK based Trade Association or Chamber of Commerce or business partners [] or transferred outside UK [].



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