

# Supplying the International Aid/Donor Organisations

Workshops and one-to-one meetings



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?

Birmingham Chamber of Commerce 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.

**Friday 17<sup>th</sup> September 2010**  
**Birmingham Chamber of Commerce**  
**08:45—15:30 hrs**

### **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.

### **WHO ARE THE LIAISON OFFICERS?**

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.

At this seminar delegates will have the opportunity to take part in one-to-one meetings with Liaison Officers to discuss their products/services and possible steps for taking this forward. These meetings are pre-bookable using the reply form below. (Please note that meetings are allocated on a first come, first served basis. If you wish to receive advice on which Liaison Officer would be most relevant to you, please contact Alison Hawkins on 0121 607 1845 for further guidance).

### **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 9.00 am, 10.00 am and 1.00 pm. 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 midday.

8.45 am	Coffee & Registration
9.00 am	Presentation 1*
9.45 am	One to one appointments commence
10.00 am	Presentation 2*
10.45 am	One to one appointments continue
12.00 noon	Buffet Lunch
1.00 pm	Presentation 3*
1.45 pm	One to one appointments continue
3.00 pm	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 details:

#### **London – 15<sup>th</sup> September 2010**

Contact: Irene Jeffery, UKTI London (Tel: 020 7940 1519 Email: [irene.j@gle.co.uk](mailto:irene.j@gle.co.uk))

#### **Taunton – 16<sup>th</sup> September 2010**

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

# Booking Form

## Supplying the International Aid/Donor Organisations

Friday 17<sup>th</sup> September 2010

08:45 hrs – 15:30 hrs

Birmingham Chamber of Commerce & Industry

### Participation Fee:

£35.00 + VAT (£41.13) per delegate

Please return this form to:

Alison Hawkins, Birmingham Chamber of Commerce & Industry, 75 Harborne Road, Birmingham, B15 3DH

Tel: 0121 607 1845, Fax: 0121 607 0130, Email: [a.hawkins@birminghamchamber.org.uk](mailto:a.hawkins@birminghamchamber.org.uk)

Or book online via the Birmingham Chamber website at [www.birmingham-chamber.com/events](http://www.birmingham-chamber.com/events)

Please book \_\_\_\_\_ place(s) for the above event

I enclose a cheque made payable to BCI (VAT Reg No: VAT REG NO: 109 3466 71) for £\_\_\_\_\_.

My credit card details are as follows: (Mastercard/Visa)

Card No. .... Expiry Date .....

Signature .....

**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).*

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

Name(s):.....

Position:.....

Company:.....

Address .....

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.....Postcode:.....

Tel:.....Fax:.....

Email:.....

Web .....

Business activity:.....

**Confirmation of your place will be sent via letter containing a VAT receipt and a location map to the seminar venue, if you have not received these before 5 days of the seminar, please contact Alison Hawkins on 0121 607 1845.**