

Supplying the International Aid/Donor Organisations

Seminar, Workshops and one-to-one meetings



Each year, approximately US\$60 billion is disbursed in the form of loans, grants or projects designed jointly by Donors and the Governments of Developing countries, or provided as aid relief in circumstances of natural disasters, warfare and famine. In order to tackle the issue of aid/development, 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 and how to bid to win projects/tenders.

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.

Thursday 4th September 2008
Birmingham (Aston Villa Football Club)
08:45—13:30 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 the necessary information to enable you to take the first steps into looking for tenders/projects relevant to your company, how to use the information provided by the donors to help win business and what services UK Trade & Investment offer to help you in this niche area of business.

Companies will have the opportunity to hear presentations from Commercial Officers located in the British Embassies/High Commissions whereby an International Aid/Donor Agency HQ is based. These Commercial Officers are known as 'Liaison Officers' and have a particular expertise on the procurement requirements of the organisations based in their respective cities, we will also hear case studies from companies already conducting business with the International Aid/Donor Agencies. Liaison Officers will also be available for pre-bookable one-to-one meetings after the workshops.

PROGRAMME

- 08:45 hrs Registration & Coffee
 09:15 hrs Welcome & Introduction
Jerry Blackett—Chief Executive, Birmingham Chamber of Commerce & Industry
 09:25 hrs What is Aid-Funded Business? - Where do I fit in?, general information on procurement budgets, typical contract size
Claire Gamage, Project Manager – UKTI Aid-Funded Business Service
 09:45 hrs Group splits into two workshops:

Room 1: Suppliers	Room 2: Consultants
<p><i>The United Nations Agencies & other relevant International Organisations</i></p> <p>09:50 <i>Eleanor Baha</i> British Consulate-General, Geneva General introduction to supplying the United Nations organisations followed by an overview of the Geneva-based UN Agencies and the International Red Cross</p> <p>10:35 <i>Tony Lamb</i> British Embassy, Vienna UN Agencies and the OSCE, based in Vienna</p> <p>10:50 <i>Coffee Break</i></p> <p>11:05 <i>Fiona Macleod</i> British Consulate-General, New York UN Agencies based in New York</p> <p>11:20 <i>Bob Cobley</i> British Embassy, Copenhagen UN Agencies based in Copenhagen</p> <p>11:35 <i>Yvonne Dale</i> British Embassy, Washington D.C. Supplying goods to the World Bank and Inter-American Development Bank</p> <p>11:50 Case Study company presentation</p> <p>12:20 Q&A Session</p> <p>12:45 Close & Networking Lunch</p>	<p><i>International Development Assistance</i></p> <p>09:50 <i>Yvonne Dale</i> British Embassy, Washington D.C. The World Bank and Inter-American Development Bank (IDB) covering South American and The Caribbean.</p> <p>10:35 <i>Fidel Ventura</i> British Embassy, Manila The Asian Development Bank (ADB)</p> <p>11:05 <i>Coffee Break</i></p> <p>11:15 <i>Jan Soeltenfuss</i> UKREP, Brussels European Commission external aid to developing countries</p> <p>11:45 <i>Tony Lamb</i> British Embassy, Vienna UNIDO – United Nations Industrial Development Organisation</p> <p>12:15 Case Study company presentation</p> <p>12:45 Q&A Session</p> <p>13:00 Close & Networking Lunch</p>

- 14:00 hrs Pre-Arranged one-to-one meetings with Liaison Officers
(subject to availability)

Booking Form

Supplying the International Aid/Donor Organisations

Thursday 4th September 2008

08:45 hrs – 13:30 hrs (followed by one-to-one meetings)

Aston Villa Football Club

Participation Fee:

Members of Birmingham Chamber of Commerce & Industry £50.00 + VAT (£58.75)

Non-members £60.00 + VAT (£70.50)

(this includes all refreshments and a buffet lunch after the event)

Please return this form to:

Alethea Warburton, Birmingham Chamber of Commerce & Industry, 75 Harborne Road, Birmingham, B15 3DH

Tel: 0121 450 4205, Fax: 0121 607 0130, Email: a.warburton@birminghamchamber.org.uk

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 also like a 15 minute one-to-one appointment with the following UK Trade & Investment Liaison Officers: *(This booking guarantees a minimum 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 Yvonne Dale – 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 Cobby – British Embassy, Copenhagen (covers UNOPS, UNICEF & UNFPA.)
- Ms Fiona MacLeod – British Consulate-General, New York (covers UNPD, UNDP, UNOPS (De-mining) and DPKO)
- Mr Tony Lamb—British Embassy, Vienna (covers UNIDO, UNOV, IAEA & OSCE)
- Mr Fidel Ventura—British Embassy, Manila (covers Asian Development Bank)

Name(s):.....

Position:.....

Company:.....

Address

.....

.....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 Alethea Warburton on 0121 450 4205.