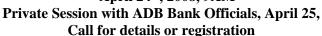


SEMINAR ON BUSINESS OPPORTUNITIES at the ASIAN DEVELOPMENT BANK

Greater Los Angeles Chamber of Commerce 350 S. Bixel St

Los Angeles, Ca 90017 Downtown Los Angeles April 24th, 2008, 9AM





8:30 - 9:00	Registration
9:00 - 9:15	Opening Remarks Mr. Bobby Hines, International Trade Specialist Export Assistance Center Downtown Los Angeles
9:15- 10:00	Introduction to North American Representative Office, ADB Mr. Robert Schoellhammer, Deputy Resident Director, ADB North America Office
10:00-10:45	Targeting Business Opportunities with the ADB Mr. Kenneth B. Reidbord, Director/Senior Commercial Officer Advocacy Center Liaison Office to the ADB U.S. Commercial Service
10:45-11:00	BREAK
11:00-12:30	ADB Consulting and Procurement Procedures Mr. Ignatius Santoso, Director, Central Operations, ADB Mr. Yinguo Huang, Principal Procurement Specialist, ADB
12:30-1:30	LUNCH

Competitive Bidding for ADB "Procurement" & "Consulting Services"

Concurrent Break-out Sessions:

"Procurement of Goods & Civil Works"

Mr. Ignatius SANTOSO

1:30 - 3:30

Director, Central Operations Services, ADB

The Project Cycle ADB's Procurement System Preparation of Responsive Bids Bid Evaluation Disbursement Procedures Redress Procedures Questions & Answers

"Procurement of Consulting Services"

Mr. Yinguo HUANG

Principal Consulting Services Specialist, ADB

The Project Cycle/ Business Potential How to be short-listed:

- Consultants' Registration
- Expressions of Interest
- Short-listing Procedures
- Preparation of Technical Proposal
- Preparation of Financial Proposal
- ADB's Technical Assistance Operations

Contract Negotiation/Administration

Redress Procedures Questions & Answers

Day Two: Friday, April 25, 2008 One-on-one Consultations World Trade Center

350 S. Figueroa St Suite 272 Los Angeles, CA 90071 213-680-1888

- 1. **Kenneth B. Reidbord**, Director, Advocacy Center Liaison Office to the ADB,
 - U.S. Department of Commerce
- 2. Ignatius Santoso, Director, Central Operations Services, Asian Development Bank
- 3. Yinguo Huang, Principal Procurement Specialist, Asian Development Bank
- 4. **Robert Schoellhammer**, Deputy Resident Director, Asian Development Bank North America Representative Office

To attend the seminar, please contact:

Mr. Bobby Hines, International Trade Specialist

Tel.: 213-894-4231, Fax: 213-894-8789 Email: bobby.hines@mail.doc.gov

Website: http://www.buyusa.gov/downtownlosangeles/adb.html

Other Seminar Sites and Dates:

Washington, DC April 21 & 22, 2008

Venue: The Madison Hotel

1177 Fifteenth St. NW

Washington, Washington, DC 20005

Contact: Mr. Roger Jordan

Director, International, State Legislative, and Small Firm Council

American Council of Engineering Companies

1015 15th St., NW, 8th Floor Washington, D.C. 20005-2605

Tel.: (202) 682-4313

E-mail: rjordan@acec.org; Website: www.acec.org

-or-

Ms. Diane Willkens

President & CEO, Development Finance International

4630 Montgomery Avenue, Suite 300

Bethesda, MD 20814

Tel: (301) 986-1226; Fax: (301) 986-0520

E-mail: dwillkens@dfintl.com; Website: www.dfintl.com

Honolulu, HI April 28 & 29, 2008

Venue: State of Hawaii Department of Business, Economic Development &

Tourism, Strategic Marketing & Support Division Services Trade Branch

No. 1 Capitol District Building 250 South Hotel Street, 5th Floor

Honolulu, Hawaii 96813

(Day 1: 1st Floor Multipurpose Room) (Day 2: 4th & 5th Fl. Conference Rooms) Contact: Milton Kwock

State of Hawaii Department of Business, Economic Development & Tourism, Strategic Marketing & Support Division Services Trade Branch

250 South Hotel Street, 5th Floor

Honolulu, Hawaii 96813

Tel.: (808) 587-2759; Fax: (808) 586-2589

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Or:

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