



ASIAN DEVELOPMENT BANK Business Opportunities Seminar

Day One

Monday, April 28, 2008

8:30 a.m. – 4:00 p.m.

**No. 1 Capitol District Building
250 South Hotel Street
1st Floor Multipurpose Room**

Day Two (optional)

Tuesday, April 29, 2008

One-on-one Consultations

9:00 a.m. – 12:00 p.m.

**No. 1 Capitol District Building
250 South Hotel Street
4th & 5th Floor Conference Rooms**

DAY ONE: Monday, April 28

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| 8:30 – 9:00 | Registration |
| 9:00 – 9:10 | Welcome Remarks
Theodore E. Liu, Director
Department of Business, Economic Development & Tourism, State of Hawaii |
| 9:10 – 10:00 | Targeting Business Opportunities with the ADB
Kenneth Reidbord - Senior Commercial Officer, U.S. Trade Advocacy Center,
Asian Development Bank Liaison Office, U.S. Commercial Service |
| 10:00 – 10:15 | Break |
| 10:15 – 11:45 | Business Opportunities at the ADB
Yinguo Huang - Principal Procurement Specialist, ADB
Ignatius Santoso - Director, Central Operations Services, ADB
Don Purka - Investment Specialist, Private Sector Operations Department, ADB |
| 11:45 – 12:15 | Q & A |
| 12:15 – 1:30 | Lunch
Luncheon Speaker: Name TBA, Lyon Associates
“Sharing Lyon Associates’ Success Story with ADB” |
| 1:30 – 4:00 | Afternoon Concurrent Break-out Sessions <ul style="list-style-type: none">▪ Procurement of Civil Works & Goods▪ Procurement of Consulting Services▪ Private Sector Development |

Concurrent Break-out Sessions	
<p>Procurement of Civil Works & Goods Speaker – Ignatius Santoso</p> <ul style="list-style-type: none"> • Project Cycle • ADB Procurement System • Preparation of Responsive Bids • Bid Evaluation • Disbursement Procedures • Redress Procedures • Q&A 	<p>Procurement of Consulting Services Speaker – Yinguo Huang</p> <ul style="list-style-type: none"> • Project Cycle/Business Potential • How to be shortlisted <ul style="list-style-type: none"> - Expression of Interest - Short-listing Procedures - Preparation of Technical Proposal - Preparation of Financial Proposal - ADB’s Technical Assistance Operations - Contract Negotiation/Administration - Redress Procedures - Q&A
<p>Private Sector Development Speaker – Don Purka</p> <ul style="list-style-type: none"> • ADB's strategy for private sector development and how is it relevant to the main objective of poverty reduction in Asia • The growth of private sector operations at ADB (what we do, types of projects, different modalities of assistance) • How private sector operations are integrated with ADB's more traditional public sector (or sovereign) operations • The growing trend of public-private partnerships, especially for infrastructure projects in Asia • Q&A 	

DAY TWO: Tuesday, April 29

One-on-one Consultations

9:00 a.m. – 12:00 p.m.

One-on-one consultations (25-minute interval) will be available with the following individuals:

1. **Kenneth B. Reidbord**, Sr. Commercial Officer, U.S. Trade Advocacy Center, ADB Liaison Office, U.S. Department of Commerce
2. **Ignatius Santoso**, Director, Central Operations Services, ADB
3. **Yinguo Huang**, Principal Procurement Specialist, ADB
4. **Don Purka**, Investment Specialist, Private Sector Operations Department, ADB