



## CAPABILITY PRESENTATION

### Key facts

- ✓ International Development Opportunities (IDO) is a private consulting firm established in 1990.
- ✓ IDO provides business development services to companies interested in winning contracts in developing countries and emerging markets.
- ✓ Since 2010, IDO has been one of several companies worldwide selected as Agent of the World Bank Multilateral Investment Guarantee Agency (MIGA).

### Business development services

During the past 25 years, IDO has helped companies from 15 countries to win a combined total of EUR 250 million worth of contracts in Africa, Asia, Eastern and Central Europe, Latin America, and the Middle East. These contracts have been financed by the following international financial institutions (IFIs):

- African Development Bank
- Asian Development Bank
- European Bank for Reconstruction and Development
- Inter-American Development Bank
- World Bank

IDO's clients are consulting firms, manufacturers of goods and equipment, and construction companies, ranging from small and medium-sized enterprises to multinational corporations. The companies assisted by IDO are active in sectors such as agriculture, education, energy, environment, finance, health, industry, information technology, telecommunications, transportation, water supply and sanitation.

The specific services offered by IDO include:

#### ❖ **Market research and analysis**

- A short-term study of a company's potential to provide its goods or services through IFI-financed projects
- A report at the conclusion of the study, which includes the IFI organizational structure and key contacts, detailed information about projects of interest, and examples of relevant IFI-funded contracts that have been awarded to companies

#### ❖ **Project-specific assistance**

- Market intelligence on projects with contract opportunities
- Quality improvement of written documents (capability statements, PowerPoint presentations, expressions of interest, proposals)
- Strategic advice on business development activities with government officials in developing countries and emerging markets
- Introductions to key IFI decision-makers, including missions to IFI offices organized by IDO
- Identification of potential partner companies

#### ❖ **Training workshops**

- Objective is to help companies understand and effectively navigate any combination of IFIs (African Development Bank, Asian Development Bank, European Bank for Reconstruction and Development, Inter-American Development Bank, World Bank)
- Content is tailored to geographic interests of the participants, as well as their specific products and services
- Participating companies learn how to position themselves to win new contracts

#### ❖ **Long-term cooperation**

- One-year contracts with IDO, with client company benefiting from IDO's proven track record, expertise and network of contacts within the IFIs
- Ongoing support from IDO, and systematic project leads and advice
- Business development missions to IFIs
- Training workshops

### **World Bank Multilateral Investment Guarantee Agency (MIGA)**

- As a MIGA Agent, IDO is authorized by the World Bank to explain the benefits of MIGA's political risk insurance in protecting companies' investments in Africa, Asia, Eastern and Central Europe, Latin America, and the Middle East.
- IDO works with client companies to prepare the Preliminary Application and the Definitive Application.
- IDO provides MIGA price quotations to interested companies, and helps them secure a MIGA guarantee with optimal terms and conditions.

### **Contact information**

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