



INTERNATIONAL
DEVELOPMENT
OPPORTUNITIES

Training Workshop on International Financial Institutions

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| WHAT? | <p>A one-day workshop on how to win contracts in emerging markets funded by international financial institutions (IFIs). Participants will receive strategic information and advice tailored to their company's products, services, geographic priorities and business development objectives. Questions to be answered include:</p> <ul style="list-style-type: none">• How can my company maximize its ability to win IFI-financed contracts?• Which are the best sources of early, accurate information on new projects and tender opportunities?• How should my company identify the key decision-makers in the project countries?• What is the best way to structure successful expressions of interest, proposals and tenders?• What are the most important aspects of the IFIs' procurement rules and procedures? |
| WHY? | <p>This workshop will save your company time and money identifying and pursuing IFI-funded contracts. It will provide the tools necessary to navigate the IFIs and position your company to win contracts.</p> |
| WHO SHOULD ATTEND? | <p>Senior managers responsible for international business development will benefit from this workshop.</p> |
| WHERE? | <p>At your company's office, or at IDO in Geneva or Zurich.</p> |
| WHEN? | <p>A date to be agreed on between your company and IDO.</p> |
| COST? | <p>The workshop fee is EUR 5,000 for up to four participants, plus EUR 1,000 for each additional participant.</p> |
| HOW TO REGISTER | <p>Please contact IDO in Switzerland by phone at +41 21 828 2000 or email at info@ido-international.com.</p> |

Testimonial

"IDO provided vital business development support to HP during 2012 and 2013. HP has benefited greatly from IDO's access to decision-makers in the international financial institutions and IDO's proven expertise handling procurement issues."

*– Sara Agarwal,
Hewlett Packard Company*

The workshop can cover any combination of these IFIs:

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

The trainer

Randy Grodman, Founder and President of IDO, has 35 years of business development, project management and training experience. Since 1990, IDO has helped more than 50 companies from 15 countries to secure over EUR 200 million worth of contracts funded by IFIs. Mr Grodman has been a panellist and moderator at international conferences hosted by the World Bank, the Inter-American Development Bank, and governments in Africa, Europe and the Middle East. For more information about IDO, visit

www.ido-international.com

