

THE ASIAN DEVELOPMENT BANK & WORLD BANK



Business Opportunities Seminar and Workshop



- **Monday 18th November 2013 – Full Day Seminar**
- **Tuesday 19th November – One on One Sessions**
- **Grand Papua Hotel ,Port Moresby , Papua New Guinea**

Working with the Port Moresby Chamber of Commerce & Industry Inc, the Asian Development Bank & World Bank invites you to take part in this Business Opportunity Seminar (BOS).

- **The seminar will provide information to participants on:**
 - access to business opportunities under ADB and World Bank projects ,
 - specific procurement opportunities coming up in the near future with ADB ,
 - ADB's policies and procedure for procurement and consultant selection
 - Participants will also have an opportunity to make individual queries to procurement specialists from ADB in Port Moresby and from ADB Headquarters in Manila, Philippines and WB Headquarters, Washington DC, USA.
- **Opportunities for PNG and overseas firms to work in PNG** – there are many opportunities for firms to win business through ADB and WB , through provision of civil works , the supply of goods and the provision of consulting services. Firms from other countries can bid for ADB or WB projects either through working with firms based in recipient countries as part of consortia, or individually if they have a presence in the ADB member country. (See Annexures 1 & 2 for further Project Information)
- **Guest Speakers** – The Port Moresby Chamber of Commerce & Industry is delighted to welcome two speakers from the ADB and World Bank. Ms. Galia Ismakova, Senior Procurement Specialist, ADB and Mr. Alexandre Borges de Oliveira, Senior Procurement Specialist, World Bank, Washington will present the business opportunities available through ADB and World Bank funded projects. ADB and World Bank technical specialists will also be available for one-on-one appointments on 19th November 2013. Booking for one-on-one appointments will be required in advance.

THE PROGRAMME

BUSINESS OPPORTUNITY SEMINAR (BOS)

PORT MORESBY, PAPUA NEW GUINEA

Winning Construction and Consultancy Contracts under Multi-Lateral Development Banks Financed Projects in Papua New Guinea

Day One: Monday 18th November 2013

Time	Activity	Presenter
0830-0900	Registration	
0900-0915	Welcome Speech	ADB Country Director
0915-1015	Identifying Opportunities in PNG and ADB & WB Financed Projects	ADB Procurement Specialist WB Procurement Specialist
1015-1045	Tips on Preparing Compliant Bids	WB Procurement Specialist
1045-1100	Coffee Breaks	
1100-1130	Guidance on Seeking Business Opportunities	ADB Specialist
1130-1230	Mitigating Governance and Corruption Risks in Procurement	ADB Procurement Specialist WB Procurement Specialist
1230-1330	Lunch Break	Light Lunch Provided
1330-1430	Open Forum to Discuss Opportunities for Improving Procurement and Implementation	ADB , Specialists, Panel
1430-1515	Overview of ADB and PNG Financed Project /Contract Pipeline for Infrastructure and Energy Sectors	ADB , Specialists
1515-1545	Coffee Break	
1545-1615	Open Forum	
1615-1630	Closing Remarks	

Day Two: Tuesday 19th November 2013

0800-1600	One to One Sessions (Booked in Advance)
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- **Who should attend?** - This event is aimed primarily at local PNG contractors, consultants and suppliers of goods. Overseas Contractors, Consultants and Manufacturers of Goods, Providers of Services, interested in working in Papua New Guinea on projects with the Asian Development Bank or the World Bank are welcome to attend too.
- **What will the programme for the two days be like?** –the first day will be a seminar of presentations by ADB experts, with a light lunch provided, and all materials and documents supplied.

The second day will be one to one sessions with experts that have been booked in advance. These will take place either at the offices of the ADB in Deloitte Tower, Port Moresby or at the Port Moresby Chamber Bizcentre, on Douglas Street, Downtown, opposite the Grand Papua Hotel.

- **If we are a visitor to PNG, can the Port Moresby Chamber of Commerce & Industry assist us with logistics and appointments during our trip?** – We most certainly can. Please direct any enquiries if you require assistance on accommodation, transport (with or without driver) , meetings etc to bizcentre@pomcci.com

How do I book a place in this important seminar?

To reserve your place , please complete the following booking form , print and email or fax to 675-3214203 Email : bizcentre@pomcci.com (Attention : Albertine Aisi)

Annexure One

- **ADB Projects within Papua New Guinea** – some of the contracts awarded by the ADB are listed below including Tables 10, 11 and 12. A full detailed report of similar work is available on the ADB website at <http://www.adb.org/sites/default/files/pub/2013/PNG.pdf>

Table 10. Papua New Guinea: Contractors/Suppliers Involved in ADB Loan Projects, 1 January 2008–31 December 2012

Contractor/Supplier	Sector	Contract Amount (\$ million)
Covec (PNG) Ltd.	Industry and Trade, Transport and ICT	93.24
Vuksich & Borich (NZ) Limited	Transport and ICT	13.76
Lorma Construction Limited	Transport and ICT	12.32
TSC Contractors (PNG) Ltd.	Transport and ICT	11.06
Civpac Contractors Pacific Ltd.	Transport and ICT	8.14
Shorncliffe (PNG) Ltd.	Transport and ICT	4.19
Raibro Construction Ltd.	Transport and ICT	1.74
Five Star Marine Limited	Transport and ICT	0.98
Community Water Trust Fund	Transport and ICT	0.85
CMSS (PNG) Ltd.	Transport and ICT	0.32

ICT = information and communication technology.

Table 11. Papua New Guinea: Top Consultants (Individual Consultants and Consulting Firms) Involved in ADB Loan Projects, 1 January 2008–31 December 2012

Consultant	Number of Times Contracted	Contract Amount (\$ million)
SMEC PNG Ltd.	2	3.60
South Asia Management and Engineering Services (PNG)	1	0.17
Individual consultants	30	3.14

Table 12. Papua New Guinea: Top Consultants (Individual Consultants and Consulting Firms) Involved in ADB Technical Assistance Projects, 1 January 2008–31 December 2012

Consultant	Number of Times Contracted	Contract Amount (\$ million)
KPMG Papua New Guinea	1	0.21
Institute of National Affairs (INA)	1	0.05
Individual consultants	29	0.90

Annexure Two

- World Bank Projects within Papua New Guinea**

Project ID	Unique Source	Project Name	Legal Agreement	Source	Signed Date	Effective Date	End Date	Value (US\$)
P119471	IDA	PNG Road Maintenance and Rehabilitation Project II	IDA 49310	IDA	9-Jun-11	30-Aug-11	31-Jul-16	\$43,000,000
P079140	IDA	PNG-Smallholder Agriculture Development	IDA 43740	IDA	9-Jul-08	28-Jan-09	31-Dec-12	\$27,500,000
P110959	IDA	PNG Productive Partnerships in Agriculture	IDA 47160	IDA	9-Aug-10	7-Feb-11	30-Jun-16	\$25,000,000
P110959		PNG Productive Partnerships in Agriculture	COFN C1240	IDA	14-Sep-10	14-Sep-10	30-Jun-16	\$14,000,000
P120707	IDA	PNG - Small and Medium Enterprise Access to Finance	IDA 49280	IDA	14-Jun-11	15-Sep-11	31-Dec-24	\$21,900,000
P102396	IDA	PG Second Mining Sector Inst Strengthening TA	IDA 44910	IDA	19-Feb-09	3-Aug-09	31-Dec-13	\$17,000,000
P107782	IDA	PG: Rural Communications Project	IDA 47910	IDA	9-Aug-10	7-Mar-11	31-Aug-15	\$15,000,000
P114042	IDA	Urban Youth Employment Project	IDA 48540	IDA	3-Mar-11	2-Nov-11	30-Apr-16	\$15,800,000
P116521	IDA	Flexible and Open Distance Education Project	IDA 48530	IDA	3-Mar-11	28-Oct-11	30-Jun-16	\$5,000,000
P105897	TF	READ PNG	TF 98729	TF	3-Mar-11	28-Oct-11	30-Jun-14	\$19,200,000
P129322	TF	Building a More Disaster and Climate Resilient Transport	TF 11267	TF	7-Dec-11	16-May-12	30-Jun-15	\$2,668,700
P126996	TF	PNG Disaster Risk Management	TF 10109	TF	25-Oct-11	25-Oct-11	30-Jun-15	\$1,703,200
P125101	TF	Inclusive Development in Post-Conflict Bougainville	TF 98558	TF	3-Mar-11	3-Mar-11	31-Mar-14	\$2,518,230
P126157	TF	Rural Service and Local Government Preparation and Pilot	TF 012493	TF	10-Oct-12	10-Oct-12	30-Apr-13	\$300,000
P101578	IDA	Energy Sector Development Project	IDA 52010	IDA	30-May-13	New	31-Jan-18	\$7,300,000
P101578	TF	Energy Sector Development Project	TF014583	TF	30-May-13	New	31-Jan-18	\$900,000
P131462	TF	JSDF Women in Mining	TF013887	TF	20-Jul-13	20-Jul-13	20-Jul-17	\$2,250,000
17		TOTAL						\$221,040,130
13		TOTAL UNIQUE PROJECTS						
Project ID	Unique Source	Project Name	Legal Agreement	Source	Signed Date	Effective Date	End Date	Value
	TF	Rural Service Delivery and Local Governance Project	TF015507	TF	Pipeline	Pipeline	31-Aug-16	\$3,200,000
0		TOTAL						\$3,200,000

BOOKING FORM

Asian Development & World Bank : Business Opportunities Seminar

Port Moresby , Monday 18-19th November 2013

Ela Beach Conference Room , Ela Beach Hotel

Participation Fee : Chamber of Commerce Members (in PNG) - K250.00

Non –Members - K400.00

(We accept payment from all major credit cards)

Please book _____ place (s) for the above event -no limit per company)

(Separate booking form for each participant, please)

CREDIT CARD AUTHORISATION

Full Name on Card Card Type

Card Number Card Expiry Date

3 Figure Security Code..... Amount in PNGK

(Please Tick here if you require a tax invoice and receipt)

Name :

Position

Company

Address

Office Telephone Mobile Contact

Email Address Web URL(if any)

BUSINESS ACTIVITY

PLEASE BOOK A 30 MINUTE APPOINTMENT WITH AN EXPERT ON 19th Nov.

Ms Galia Ismakova , ADB Procurement AM_____ PM_____

Mr Alexandre Borges de Oliveira , WB Procurement AM_____ PM_____