

Effective Multilateral Bidding - Canadian Bar Association

Integrated Development Enterprise Associates (IDEA) presented this workshop, which was designed to support the Canadian Bar Association (CBA) to pursue potential business opportunities available through projects funded by the multilateral development banks (MDB). MDBs offer a market of thousands of contracts awarded for products and services as well as agreements for technical and consulting work.

This workshop is designed to clarify key elements of doing business with MDBs through unit development and effective bidding practices. In particular, the seminar will focus on providing practical tips to help CBA position themselves and bid competitively on both consulting services and goods & works.

The work undertaken will lead to a presentation in which the following topics will be covered:

- Understanding the public process
- How to efficiently identify & track opportunities
- Effective company engagement & bidding
- Build-in a short case scenario for an environmental project in Latin America

Examples of winning tools are provided to assist participants in future work and to enable firms to respond to calls for tenders. Participants will learn how to use the Bank's Internet systems to identify the status of projects, track opportunities and prepare letters of interest.