**Background**

Bangladesh Resident Mission (BRM) of ADB organizes the Business Opportunities Seminar (BOS) annually as its flagship event to bring the talent and opportunities together to contribute to the development of Bangladesh. BOS will apprise the business opportunities available in the ADB funded projects in Bangladesh. Currently, the uncontracted amount under ADB funded projects in the country is about $2.23 billion and more than this amount is in the pipeline for approval and commitment this year. BOS generates interest among the contractors and consultants to explore opportunities in ADB funded projects, helps to locate ADB’s business opportunities, prepare high-quality and responsive bids and proposals and inform ADB’s procurement procedures and anticorruption policy. The BOS will contribute to accelerating the country’s economic development.

This national level seminar will be conducted in-person at Bangabandhu International Conference Center, Sher-E-Bangla Nagar, Dhaka. Over 400 participants from different business sectors are expected to join the event. Experts from ADB and business communities will be the facilitators. Earlier this year, ADB conducted 2 regional level workshops for potential bidders at Sylhet on 13 August 2023 targeted for business opportunities of Flood Reconstruction Emergency Assistance Project (FREAP); and at Khulna on 7 August 2023 targeted for upcoming business opportunities of proposed Climate Resilient Integrated Southwest Project for Water Resources Management (CRISP-WRM).

**Objectives**

During the Business Opportunities Seminar, participants will have the opportunity to:

- know ADB’s achievements in Bangladesh, and available business opportunities.
- meet with ADB specialists in procurement, consulting, project management, and related operations in sectors.
- know the process to qualify for ADB-financed contracts.

At the end of the Business Opportunities Seminar, participants will enhance their knowledge/understanding on:

- the advantages of ADB-financed contracts.
- ADB’s policies, regulations and procedures for procurement of goods and works, recruitment of consultants, and engagement of NGOs and civil societies.
- how to find ADB financed business opportunities.
- how to better prepare responsive bids and proposals.
- business opportunities by sector currently available in ongoing ADB-financed projects, and upcoming ADB pipeline projects.
Event Webpage:

Registration through https://bdpamt.org/bos or, QR code below.

Schedule:
ADB Business Opportunities Seminar - Bangladesh 2023
Date and Time: 24 September 2023 (Sunday), 9:00 am – 4:30 pm Bangladesh Time

Location: Bangabandhu International Conference Center (BICC)

Address: Agargaon, Sher-E-Bangla Nagar, Dhaka - 1207, Bangladesh

Website: http://www.biccbd.com

Google Map Location: https://goo.gl/maps/YKUH9iCav2BorYtd9

This would be a one-stop forum for consultants, contractors, manufacturers, and suppliers looking to provide goods and services for ADB funded projects in Bangladesh.

Target Participants
• Consultants
• Contractors
• Suppliers
• Civil Society Organizations
• Relevant officials of government
• Relevant personnel of development partners/diplomatic missions
• Other relevant/interested individual/agency/institution

Resource materials will be available 7 days after the event on completion of a simple feedback form for improving the content and/or delivery of future events.
# Tentative AGENDA (ver-7a)

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| 09:00 am – 09:30 am | - Arrival of participants, and sign-in/new registration,  
                      - Networking among participants and with ADB sector specialists                                                                                                                                   |
| 09:30 am – 10:00 am | Virtual Tour of ADB’s Key Achievements in Bangladesh  
                      Highlight of sectors—audio, video, photographs, and animated videos; infographics; recorded short conversation by Country Director, MOF/ERD Officials, Sector Specialists, Project Directors/ Deputy Project Directors, Contractors/Consultants, and beneficiaries on ADB’s projects and development effectiveness —each sector: 5 minutes:  
                      Energy; Transport; Water and Urban Infrastructure; Education and Health including vaccine manufacturing plant; Agriculture, Natural Resources and Rural Development; and Finance and |
| 10:00 am – 10:20 am | Inaugural Session  
                      - Self-introduction of participants (name, organization and type of business/interest in BOS)                                                                                                        |
| 10:20 am – 10:25 am | Welcome Address by Mr. Edimon Ginting, Country Director, Asian Development Bank, Bangladesh Resident Mission (ADB BRM)                                                                                          |
| 10:25 am – 10:30 am | Opening Speech by Mr. Md. Mostafizur Rahman, Additional Secretary, ADB Wing Chief, Economic Relations Division, Ministry of Finance, Government of Bangladesh                                                            |
| 10:30 am – 10:45 am | Session I: ADB Operations in Bangladesh  
                      - Current ADB Portfolio at a Glance:  
                      - Upcoming Pipeline Projects Proposed/Discussed for ADB Financing:  
                        Mr. Soon Chan Hong, Senior Country Specialist, ADB BRM and/or  
                        Mr. Mahbub Rabbani, Senior Economics Officer, BRM |
| 10:45 am – 11:00 am | Questions and Answers                                                                                                                                                                                      |
| 11.10 am – 1:00 pm | Session II: Business Process of ADB Financed Opportunities  
                      Session II-A: Current Procurement Practices  
                      - Bidding/Tendering Procedure in ADB Financed Projects:  
                        Ms. Sharlene Jo-Ann Shillingford-Mcklmon, Senior Procurement Specialist, ADB PPFD  
                      - Preparing Responsive Bids and Proposals:  
                        Mr. Humayun Kabir, Procurement Officer, ADB BRM  
                      - Finding Information on ADB Financed Projects – Opportunities for Procurement of Goods, Works, Consulting and Non-Consulting Services:  
                        Mr. M. Zulyaminayn, Senior Procurement Officer, ADB BRM |
| 12.10 pm            | Session II-B: Upcoming Changes in Future Procurement Practices  
                      - Provision of Sustainability and Climate Change in ADB Financed Procurement:  
                        Ms. Mousumi Pervin, Senior Climate Change Officer, ADB BRM and  
                      - Updates on electronic Government Procurement (GP) System in Bangladesh:  
                        Mr. Mohammed Shohele Rahman Chowdhury  
                        Director General, Central Procurement Technical Unit CPTU |
Session III – Ongoing and Upcoming Procurement and Consultancy Opportunities under ADB financed Projects in Bangladesh
- **Moderator:** Ms. Sharlene Jo-Ann Shillingford-Mcklmon, Senior Procurement Specialist, PPFD
- **Transport Sector projects:**
  - Mr. Amrita Kumar Das, Project Officer (Transport), ADB BRM.
- **Energy Sector Projects:**
  - Ms. Kelly Hewitt, Principal Energy Specialist, ADB
  - Ms. Nazmun Nahar, Senior Project Officer (Energy), ADB BRM.
- **Water and Urban Development Sector Projects:**
  - Mr. Pushkar Srivastava, Senior Project Management Specialist, ADB
  - Mr. SA Abdullah Al Mamun, Senior Project Officer (Urban Infrastructure), ADB BRM
  - Mr. Amit Datta Roy, Senior Project Officer (Urban Infrastructure), ADB BRM.
- **Human and Social Development Sector (Education and Health) Projects:**
  - Mr. Rui Liu, Health Specialist and
  - Mr. Md Shamsul Arifeen Khan, Senior Education Officer, ADB BRM.
- **Agriculture, Food, Nature, and Rural Development Sector Projects:**
  - Mr. Pushkar Srivastava, Senior Project Management Specialist, ADB, and
  - Mr. Amrita Kumar Das, Project Officer (Transport), ADB BRM.

Session IV – Open Discussion
- **Moderator:** Ms. Sharlene Jo-Ann Shillingford-Mcklmon, Senior Procurement Specialist, PPFD
- Mr. M. Zulyaminayn, Senior Procurement Officer, ADB BRM
- Mr. Humayun Kabir, Procurement Officer, ADB BRM

Concluding Session
- Concluding Remarks by Mr. S M Jakaria Huq, Joint Secretary, Economic Relations Division
- Vote of Thanks by Mr. Jiangbo Ning, Deputy Country Director, ADB-BRM

Return of Completed Information and Feedback Forms by Participating Firms:
- *Information and Feedback Form for bidders’ database for Contractors/Suppliers, and*
- *Information and Feedback Form for bidders’ database for Consulting Firms.*