# ADB: business opportunities for Italian companies

**Webinar, 04 March 2024 | 10:00 – 11:30 (CET)**

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## PROGRAM:

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| 10:00 | Opening Remarks | - Amedeo Scarpa  
Italian Trade Agency  
Managing Director, Foreign Network  
- Giacomo Marabiso  
Confindustria  
Advisor, Singapore Office Confindustria |
| 10:05 | ADB and Italy | - Bertrand Furno  
Asian Development Bank  
Executive Director, Constituency Office for Belgium, France, Italy, Portugal, Spain and Switzerland |
| 10:25 | Procurement Framework | - Kevin Moore  
Asian Development Bank  
Principal Procurement Specialist, Procurement Division 2,  
Procurement, Portfolio, and Financial Management Department |
| 10:45 | Q&A | |
| 11:00 | Panel Discussion: Opportunities by Sector | Moderated by Rehan Kausar, Asian Development Bank  
Director, Portfolio Management Division |
| | | 1. Bertrand Goalou, Principal Transport Specialist, Transport Sector Office – Emerging Areas, ADB  
2. Allison Woodruff, Portfolio Management Head, Water and Urban Development Sector Office, ADB  
4. Kevin Moore, Principal Procurement Specialist, ADB  
5. Andrea Meola, Business Development Director, Consulting Division, CESI S.p.A.  
7. Stefano Canova, Senior Business Development Executive, IRD Engineering S.r.l. |
| 11:25 | TENDER LAB Initiative | - Stefano Cristaldi  
Enterprise Training Officer, Italian Trade Agency |
| 11:30 | Individual Meetings | |