

WELCOME/CLOSING

PROCUREMENT DEMYSTIFIED



ASIAN DEVELOPMENT BANK **BUSINESS OPPORTUNITIES FAIR 2025** 16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA QUALITY · INNOVATION · IMPACT



MAIN LOBBY

DAY 1 - 16 SEPTEMBER 2025, TUESDAY

TIME **AUDITORIUM HALL 1 AUDITORIUM HALL 2 AUDITORIUM HALL 3 AUDITORIUM HALL 4** PRIVATE DINING ROOMS (PDRS) 2-4 STAFF HUB ADB MANAGEMENT: ADB PROCUREMENT FRAMEWORK EVOLUTION FOR QUALITY 9:00 - 9:15 A.M. **Welcome and Opening Remarks** Masato Kanda, President, ADB (Video) Bruce Gosper, Vice-President, Administration and Corporate Management, ADB MODERATOR: Galiya Ismakova, Director, Procurement Division, PPFD 386 9:15 - 10:30 A.M. CROSS SECTOR IMPACT SESSION: HOW QUALITY IMPACTS LIVES **PANELISTS:** Takaaki Nomoto, Director for Multilateral Development Banks, Japanese Ministry of Finance **CONNECT AND COLLABORATE** Martina Dampf, Business Development Director, TYLin **Networking Lounge** Jacquetta Simet, Acting General Manager, Project Management Unit, Urban Water Supply and Sanitation Security and Resilience Participants meet, network, Improvement Project, PNG relax, work, and take Eva Bejarano Wieseler, Tenders and Standardization Leader, AIMPLAS Plastics Technology Centre refreshments. Roger Cruz, Business Development Director, FAST-Infra Label and Co-Director, Infrastructure Quality and Finance, Global Infrastructure Basel Foundation MODERATOR: Jeff Taylor, Deputy Director General and Chief Procurement Officer, PPFD Stephane Bessadi, Senior Procurement Specialist, Procurement Division, PPFD Focused discussions and themes 10:30 - 10:45 A.M. 10:45 - 11:00 A.M. **COFFEE BREAK** LAUNCHING **OF BOOTHS** to be opened by 11:00 A.M. - 12:00 P.M. PROCUREMENT DEMYSTIFIED: THE ADB PROCUREMENT SYSTEM Bruce Gosper, Vice-President, Recruitment of Consulting and Nonconsulting Services Steven Gillard, Head of Consulting Services Unit, PPFD Administration and Corporate Procurement of Goods and Works Keiko Koiso, Principal Procurement Specialist, PPFD Management, ADB Procurement Dashboard Sevil Maharramova, Senior Portfolio Management Specialist, PPFD Marissa Barcenas, Lead Portfolio Management Officer, PPFD MODERATOR: Sharlene Shillingford-Mcklmon, Principal Procurement Specialist, Procurement Division, PPFD **LUNCH BREAK** 12:00 - 1:15 P.M. SHOWCASING OF **OPPORTUNITIES Booths Open** SPOTLIGHT ON SECTORS 1:15 - 2:30 P.M. Project Immersion Sessions: Focus on Quality **APPOINTMENT DESK** HARVESTING FOR TOMORROW POWERING GROWTH One-on-One Meetings with Agriculture, Food, Nature, and Energy **Procurement Specialists** Share your views Rural Development Qingfeng Zhang, Senior Director, Agriculture, Priyantha Wijayatunga, Senior Director, Food, Nature, and Rural Development Secto Energy Sector Office, Sectors Department 1 (AFNR) Office, Sectors Department 2 (virtual) Lei Zhang, Unit Head, Project Administration, Sanath Ranawan, Director (Natural Capital and Energy Sector Office, Sectors Department 1 Climate, and East Asia) (virtual) Peter Baum, Senior Energy Specialist, Sectors Yasmin Siddiqi, Director (Central and West Department 1 Asia), AFNR Office, Sectors Department 2 Ranishka Wimalasena, Senior Energy Specialist, Yoshiaki Kobayashi, Principal Water Resources Sectors Department 1 Specialist, Sectors Department 2 Catherine Santiago, Unit Head, Portfolio Management, Jiangfeng Zhang, Director (Southeast Asia and Sectors Department 1 the Pacific), AFNR Office, Sectors Department 2 Takeshi Shiihara, Senior Energy Specialist, Martin Lemoine, Head, Agribusiness Investment Sectors Department 1 Team, Private Sector Operations Department (virtual) Hongwei Zhang, Principal Portfolio Management MODERATOR: Sharlene Shillingford-Mcklmon, Specialist, Project Administration, Sectors Department 1 **Principal Procurement Specialist, PPFD** MODERATOR: Keiko Koiso, Principal Procurement Specialist, PPFD

IMPACT SESSION

IMMERSION SESSION

INNOVATIONS

TRAININGS



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IMPACT SESSION

BREAK

IMMERSION SESSION



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Opening of Networking Cocktails

Aman Trana, Director General, PPFD

TRAININGS

INNOVATIONS

DAY 1 - 16 SEPTEMBER 2025, TUESDAY

AUDITORIUM HALL 2 PRIVATE DINING ROOMS (PDRS) 2-4 TIME **AUDITORIUM HALL 1 AUDITORIUM HALL 3 AUDITORIUM HALL 4** STAFF HUB MAIN LOBBY (T₁₀ 80A BREAK 2:30 - 2:40 P.M. SHOWCASING OF **SPOTLIGHT ON SECTORS OPPORTUNITIES** 2:40 - 3:55 P.M. Project Immersion Sessions: Focus on Quality **Booths Open** APPOINTMENT DESK LEADING WITH PURPOSE CONNECTING PEOPLE One-on-One Meetings with Public Sector Management and Governance Transport Procurement Specialists Share your views Unurjargal Dalaikhuu, Transport Specialist, Laisiasa Tora, Principal Public Sector Specialist, Sectors Department 3 Sectors Department 1 (CW and EA) James Webb, Senior Public Sector Economist, Ritu Mishra, Transport Specialist, Sectors Department 3 Sectors Department 1 (Pacific) Muhammadi Boboev, Public Sector Specialist, Sin Wai Chong, Transport Specialist, Sectors Department 3 Sectors Department 1 (South Asia) Alaysa Escandor, Public Management Officer, Tomoaki Kawabata, Principal Transport Sectors Department 3 Specialist, Sectors Department 1 (Southeast Asia) Maria Joao P. Kaizeler, Principal Financial Management Specialist, PPFD **MODERATOR: Hiet Tran, Senior Procurement MODERATOR: Mart Khaltarpurev, Principal** Specialist, PPFD **Procurement Specialist, PPFD** 3:55 - 4:10 P.M. COFFEE BREAK 4:10 - 5:25 P.M. EDUCATION. HEALTH. FUTURE. Human and Social Development Water and Urban Development Laxmi Sharma, Unit Head, Project Admin, Shamit Chakravarti, Director, Human and Sectors Department 2 Social Development, Sectors Department 3 Alain Morel, Principal Urban Development Ryotaro Hayashi, Senior Social Sector **Specialist**, Sectors Department 2 **Economist**, Sectors Department 3 Maricar Reyes Barrogo, Senior Project Officer, Vasoontara S. Yiengprugsawan, Senior Sectors Department 2 **Universal Health Coverage Specialist** (Service Delivery), Sectors Department 3 Kiyoshi Nakamitsu, Principal Urban **Development Specialist, Sectors Department 2** Xin Long, Principal Social Sector Specialist, Sectors Department 3 Jaemin Nam, Senior Urban Development **Specialist**, Sectors Department 2 Alexo Esperato, Senior Health Specialist, Sectors Department 3 Jessie McComb, Senior Tourism Industry **Specialist**, Sectors Department 2 MODERATOR: Phillip Kalpaxis, Principal **Procurement Specialist, PPFD** MODERATOR: Dharmesh Dawda, Senior Procurement Specialist, PPFD 5:30 P.M. CONTRACT FOR O&M OF WATER Norio Saito, Senior Director, Water and Urban Development, Sectors Department 2 Allison Woodruff, Principal Water Security Specialist, Sectors Department 2 Stephane Bessadi, Senior Procurement Specialist, PPFD MODERATOR: Kevin Moore, Director, Procurement Division, PPFD 6:00 P.M. **NETWORKING COCKTAILS** Staff Hub Showcase of Participants' LinkedIn Contest Videos Summary of the Day



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IMPACT SESSION



ASIAN DEVELOPMENT BANK **BUSINESS OPPORTUNITIES FAIR 2025** 16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA QUALITY · INNOVATION · IMPACT



DAY 2 - 17 SEPTEMBER 2025, WEDNESDAY

AUDITORIUM HALL 2 AUDITORIUM HALL 3 AUDITORIUM HALL 4 BRIEFING THEATER 2 TIME **AUDITORIUM HALL 1** MAIN LOBBY **Opening Remarks** 9:00 - 10:00 A.M. Galiya Ismakova, Director, PFP, PPFD Panel Discussion with Executing Agencies: **APPOINTMENT DESK** How is quality and sustainability viewed? SHOWCASING OF One-on-One Meetings with **OPPORTUNITIES** Brig. Gen (Retd) Md. Abdul Wohab, Project Director, DMRTDP **Procurement Specialists Booths Open** (Line5-): Southern Route [PRF], Bangladesh Chea Chanrithy, Procurement Officer, Electricité Du Cambodge (EDC), Cambodia Apisai Ketenilagi, Chief Executive Officer, Fiji Roads Authority, Fiji MODERATOR: Galiya Ismakova, Director, Procurement Division, PPFD 10:00 - 10:30 A.M. **COFFEE BREAK** 10:30 - 11:45 A.M. Project Immersion Sessions: Focus on Quality GOING DIGITAL Climate Change and Sustainable Digital Sector Development Department (CCSD) Antonio Zaballos, Director, Digital Sector, Sectors Introduction to ADB's Climate Program Noelle O'Brien, Director, Climate Change, CCSD Department 2 Low Carbon Transition Soma Misra, Procurement Specialist, Sectors Kate Hughes, Low Carbon Transition Lead, CCSD Department 2 Share your views Private Sector Climate Transition William Battye, Senior Climate Change Specialist, CCSD PRIVATE SECTOR OPERATIONS Carbon Markets Takeshi Miyata, Senior Climate Change Specialist Jamie Kho, Results Management Specialist, (Climate Action Catalyst Fund), CCSD **Private Sector Operations Department** Introducing ADB's Approach to Scaling-up Adaptation Arghya Sinha Roy; Director, Climate Change, CCSD Fiscal Resilience Initiative Nanki Kaur, Senior Climate Change Specialist, CCSD Investing in Coastal Resilience Rosemary Ong, Principal Markets Development Alessio Giardino, Senior Climate Change Specialist **Advisory Specialist, OMDP** (Coastal Adaptation), CCSD **MODERATOR: Prasath Sanjeewa, Procurement** Investing in Environment **Alvin Lopez Principal Operations Coordination Specialist** Specialist, PPFD (Environment), CCSD MODERATOR: Kevin Moore, Director, Procurement Division, PPFD 11:45 A.M. - 12:45 P.M. **LUNCH BREAK** 12:45 - 1:45 P.M. PROCUREMENT INNOVATION SESSIONS Your Edge in Bidding and Tendering: Understanding ADB's Sustainable Procurement Considerations ADB's New Environmental and Social Framework: Key to Project Success e-Government Procurement Galiya Ismakova, Director, Procurement Beatrice Yulo Gomez, Director, Jesper Pedersen, Director, Procurement Division, PPFD **Division**, PPFD Office of Safeguards Dawa Choki, Procurement Specialist, PPFD Mart Khaltarpurev, Principal Procurement Felix Oku, Principal Safeguards Specialist, Anita Kumari, Procurement Officer, PPFD Specialist, PPFD Office of Safeguards Chitoshi Izumi, Procurement Specialist, PPFD Yangzom, Procurement Specialist, PPFD MODERATOR: Jenny Chu, Procurement Specialist, PPFD **©** Soma Misra, Senior Digital Specialist, Sectors Department 2 Genmaries S. Entredicho-Caong, Executive Malika Shagazatova, Senior Social Director, PS-DBM, Phil-GEPS **Development Specialist (Gender and** Saimoni Veramu, Head of Fiji Procurement Development), CCSD Office (video) **MODERATOR: Stephane Bessadi, Senior** MODERATOR: Eungkeol Kim, Senior **Procurement Specialist, PPFD**

Procurement Specialist, PPFD

IMMERSION SESSION

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DAY 2 - 17 SEPTEMBER 2025, WEDNESDAY

BRIEFING THEATER 2 AUDITORIUM HALL 2 AUDITORIUM HALL 3 MAIN LOBBY TIME **AUDITORIUM HALL 1 AUDITORIUM HALL 4 (a)** 1:45 - 2:45 P.M. ₽ 8 8 Identifying Business Opportunities on ADB's Website Anticorruption, Integrity, and Complaints **APPOINTMENT DESK HEALTH AND SAFETY** Julian Alexander Doczi, Procurement Specialist, PPFD Noel Anderson, Integrity Specialist, OAI SHOWCASING OF One-on-One Meetings with Michael Sam Lopez, Head, Health and **OPPORTUNITIES** Jung Min Han, Senior Integrity Specialist, Safety, ACCIONA **Procurement Specialists Booths Open** OAI **COOPERATION FOR QUALITY** Sebastiano Mancuso, Network Manager, PROCUREMENT-RELATED COMPLAINTS ICA World Sagar Gubbi, CEO, Ecoforge Sarah Colacci, Principal Procurement DIGITAL TWIN WATER MODELING Specialist, PPFD Michael Samuel, Founder, President, And CEO, Nobel Systems MODERATOR: Sarah Colacci, Principal Dona Tajora, Business Development **Procurement Specialist, PPFD** Manager, Nobel Systems Elaine C. Thomas 2:45 - 3:00 P.M. Unit Head, FCAS and SIDS Climate Change And Sustainable Development department MODERATOR: Doniyor Mukhammadaliyev, **Procurement Specialist, PPFD** 3:00 - 4:00 P.M. BREAK Career Opportunities with ADB (c/o BPMSD) Consultants' Clinic Share your views INTRODUCTION Paul Houston, Senior Human Resource Steven Gillard, Head of Consulting Services Unit, PPFD Specialist, Budget, People, and Management Systems Department CONSULTANT MANAGEMENT SYSTEM 2 (CMS2) Mary Hazel Sanchez, Procurement Specialist, PPFD CMS DEMO Cristina dela Peña, IT Trainer, Information Technology 4:00 - 4:15 P.M. Department Angie Ignacio, Change Manager, Change, Communications, and Digital Capability (C3), Information Technology Department 4:15 - 5:00 P.M. BREAK Haidy Ear-Dupuy, Unit Head, NGOC Asghar Ali, Advisor, CSD and Head, Procurement and Contracts Admin Unit Steven Gillard, Head of Consulting Services Unit, PPFD concurrently Officer-In-Charge, OPEC **MODERATOR: Emma Walters, Senior Social** Nadia Abbas, Principal IT Procurement and **Development Specialist, NGOC Contracts Specialist, CSD** San Man Mu, Principal Procurement and **Contracts Specialist, CSD** MODERATOR: Ha Thu Le, Procurement and **Contracts Specialist, CSD** CLOSING 5:00 - 5:45 P.M. CLOSING PLENARY [AND AWARDS] PROCUREMENT: MOVING FORWARD **OF BOOTHS**





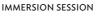




Jeff Taylor, Deputy Director General and Chief Procurement Officer, PPFD

MODERATOR: Galiya Ismakova, Director, Procurement Division, PPFD













ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025 16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA QUALITY - INNOVATION - IMPACT



DAY 3 - 18 SEPTEMBER 2025, THURSDAY | Post-BOF Sessions: Procurement Trainings/Workshops

TIME

AUDITORIUM HALL 1

AUDITORIUM HALL 2

AUDITORIUM HALL 3

AUDITORIUM HALL 4

BRIEFING THEATER 2

9:00 - 10:30 A.M.



Understanding Bidding Documents to Prepare Competitive Bids 1ST GROUP

Keiko Koiso, Principal Procurement Specialist, PPFD

MAKING YOUR BEST [STRONGEST] PROPOSAL

Understanding Bidding
Documents to Prepare
Competitive Bids
2ND GROUP

Hiet Tran, Senior Procurement Specialist, PPFD



INSIDE THE RFP: A Consultant's Guide to ADB

Procurement Process

2ND GROUP

Julian Doczi, Procurement Specialist, PPFD



ADB'S NEW SAFEGUARDS POLICY:

Environmental and Social Framework (ESF) 1ST BATCH

Darshani de Silva, Principal Safeguards Specialist (Environment), Office of Safeguards

Felix Oku, Principal Safeguards Specialist, Office of Safeguards



INSIDE THE RFP:

A Consultant's Guide to ADB Procurement Process 1ST GROUP

Eduard Chil-Akopyan, Procurement Specialist, PPFD

10:30 - 11:00 A.M.



COFFEE BREAK

11:00 - 12:00 P.M.



EVALUATING FOR EXCELLENCE Merit Point Criteria 1ST GROUP

Prasath Sanjeewa, Procurement Specialist, PPFD



EVALUATING FOR EXCELLENCE

Merit Point Criteria
2ND GROUP

Dharmesh Dawda, Senior Procurement Specialist, PPFD



INSIDE THE RFP:

A Consultant's Guide to ADB Procurement Process 2ND GROUP

Julian Doczi, Procurement Specialist, PPFD



ADB'S NEW SAFEGUARDS POLICY:

Environmental and Social Framework (ESF) 1ST BATCH

Beatrice Yulo Gomez, Director, Office of Safeguards Felix Oku, Principal Safeguards

Specialist, Office of Safeguards
Darshani de Silva,
Principal Safeguards Specialist
(Environment), Office of
Safeguards



INSIDE THE RFP:
A Consultant's Guide to ADB
Procurement Process

1ST GROUP Eduard Chil-Akopyan, Procurement Specialist,

PPFD

12:00 – 1:30 P.M.



LUNCH BREAK

1:30 - 3:00 P.M.



DISPUTE AVOIDANCE AND RESOLUTION:

Leveraging Dispute Avoidance and Resolution for Enhanced Project Quality and Delivery

Sina Velioglu, Senior Procurement Specialist, PPFD

Thierry Linares, Senior Managing Director, FTI Consulting



INSIDE THE RFP: A Consultant's Guide to ADB

Procurement Process
3RD GROUP

Eduard Chil-Akopyan, Procurement Specialist, PPFD



ADB'S NEW SAFEGUARDS POLICY:

Environmental and Social Framework (ESF) 2ND BATCH

Takako Morita, Principal Safeguards Specialist, Office of Safeguards (tbc) Darshani de Silva, Principal Safeguards Specialist (Environment), Office of Safeguards Felix Oku, Principal Safeguards Specialist,

Office of Safeguards

3:00 – 3:30 P.M.

3:30 - 4:30 P.M.



COFFEE BREAK





INSIDE THE RFP: A Consultant's Guide to ADB

Procurement Process
3RD GROUP

Eduard Chil-Akopyan, Procurement Specialist, PPFD



ADB'S NEW

SAFEGUARDS POLICY: Environmental and Social Framework (ESF) 2ND BATCH

Beatrice Yulo Gomez, Director, Office of Safeguards Darshani de Silva, Principal Safeguards Specialist (Environment), Office of Safeguards

Felix Oku, Principal Safeguards Specialist, Office of Safeguards Takako Morita, Principal Safeguards Specialist, Office of Safeguards

