

WELCOME/CLOSING

PROCUREMENT DEMYSTIFIED



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



STAFF HUB

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 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 9:15 - 10:30 A.M. 386 CROSS SECTOR IMPACT SESSION: HOW QUALITY IMPACTS LIVES Takaaki Nomoto, Director for Multilateral Development Banks, Japanese Ministry of Finance **CONNECT AND COLLABORATE** Martina Dampf, Business Development Director, TYLin Jacquetta Simet, Acting General Manager, Project Management Unit, Urban Water Supply and Sanitation Security and Resilience **Networking Lounge** 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** PROCUREMENT DEMYSTIFIED: THE ADB PROCUREMENT SYSTEM 11:00 A.M. - 12:00 P.M. Recruitment of Consulting and Nonconsulting Services Steven Gillard, Head of Consulting Services Unit, PPFD Procurement of Goods and Works Keiko Koiso, Principal Procurement Specialist, PPFD Procurement Dashboard Sevil Maharramova, Senior Portfolio Management Specialist, PPFD Marissa Barcenas, Lead Portfolio Management Officer, PPFD MODERATOR: Sharlene Jo-Ann Shillingford, Principal Procurement Specialist, Procurement Division, PPFD LUNCH BREAK 12:00 - 1:15 P.M. SPOTLIGHT ON SECTORS 1:15 - 2:30 P.M. Project Immersion Sessions: Focus on Quality **APPOINTMENT DESK** One-on-One Meetings with **IARVESTING FOR TOMORROW** POWERING GROWTH **Procurement Specialists** Agriculture, Food, Nature, and Rural Priyantha Wijayatunga, Senior Director, Energy Sector Yoshiaki Kobayashi, Principal Water Office, Sectors Department 1 Resources Specialist, Sectors Department 2 Lei Zhang, Unit Head, Project Administration, Energy Sector Office, Sectors Department 1 Aliya Mukhamedyarova, Unit Head, Project Administration (SE and PA), Peter Baum, Energy Specialist, Sectors Department 1 Sectors Department 2 Ranishka Wimalasena, Senior Energy Specialist, Sectors Department 1 Manjula Amerasinghe, Unit Head, Catherine Santiago, Unit Head, Portfolio Management, Portfolio Management, Sectors Department 1 Sectors Department 2 Takeshi Shiihara, Senior Energy Specialist, Sectors MODERATOR: Sharlene Jo-Ann Department 1 Shillingford-Mcklmon, Principal Hongwei Zhang, Unit Head, Project Administration, **Procurement Specialist, PPFD** Sectors Department 1 MODERATOR: Keiko Koiso, Principal Procurement Specialist, PPFD

**IMPACT** SESSION

BREAK

IMMERSION SESSION

INNOVATIONS

TRAININGS



LAUNCHING
OF BOOTHS
to be opened by
Bruce Gosper,
Vice-President,
Administration and Corporate
Management, ADB



SHOWCASING OF OPPORTUNITIES Booths Open

Share your views



**AUDITORIUM HALL 1** 

TIME



**AUDITORIUM HALL 2** 

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

PRIVATE DINING ROOMS (PDRS) 2-4

**AUDITORIUM HALL 4** 



STAFF HUB

#### DAY 1 - 16 SEPTEMBER 2025, TUESDAY

**AUDITORIUM HALL 3** 

2:30 - 2:40 P.M. BREAK SPOTLIGHT ON SECTORS 2:40 - 3:55 P.M. Project Immersion Sessions: Focus on Quality **APPOINTMENT DESK** One-on-One Meetings with **CONNECTING PEOPLE** m **Procurement Specialists** Public Sector Management and Governance Transport Unurjargal Dalaikhuu, Transport Specialist, Laisiasa Tora, Principal Public Sector Specialist, Sectors Department 1 (CW and EA) Sectors Department 3 Ritu Mishra, Transport Specialist, Sectors James Webb, Senior Public Sector Economist, Department 1 (Pacific) Sectors Department 3 Sin Wai Chong, Transport Specialist, Sectors Muhammadi Boboev, Public Sector Specialist, Department 1 (South Asia) Sectors Department 3 Tomoaki Kawabata, Principal Transport Alaysa Escandor, Public Management Officer, Specialist, Sectors Department 1 (Southeast Asia) Sectors Department 3 **MODERATOR: Hiet Tran, Senior Procurement** MODERATOR: Mart Khaltarpurev, Principal Specialist, PPFD **Procurement Specialist, PPFD** COFFEE BREAK 3:55 - 4:10 P.M. BUILDING LIVEABLE CITIES 4:10 - 5:25 P.M. Human and Social Development Water and Urban Development Laxmi Sharma, Unit Head, Project Admin, Ryotaro Hayashi, Senior Social Sector Sectors Department 2 **Economist**, Sectors Group, SD3 Jaemin Nam, Senior Development Urban Vasoontara S. Yiengprugsawan, Senior Universal Health Coverage Specialist (Service **Specialist**, Sectors Department 2 Delivery), Sectors Group, SD3 Alain Morel, Principal Urban Development MODERATOR: Phillip Kalpaxis, Principal **Specialist**, Sectors Department 2 **Procurement Specialist, PPFD** Satoshi Ishii, Director, Water and Urban **Development**, Sectors Department 2 Kiyoshi Nakamitsu, Principal Urban **Development Specialist, Sectors Department 2** MODERATOR: Dharmesh Dawda, Senior **Procurement Specialist, PPFD** 5:30 P.M. AUNCH OF THE NEW COLLABORATIVE Norio Saito, Senior Director, Water and Urban Development, Sectors Department 2 Stephane Bessadi, Senior Procurement Specialist, Procurement Division, PPFD MODERATOR: Kevin Moore, Director, Procurement Division, PPFD 6:00 P.M.

8<sup>2</sup>8 SHOWCASING OF **OPPORTUNITIES Booths Open** 

MAIN LOBBY

Share your views

**NETWORKING COCKTAILS** Staff Hub

Showcase of Participants' LinkedIn Contest Videos

Summary of the Day **Opening of Networking Cocktails** Aman Trana, Director General, PPFD





















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



TRAININGS

## DAY 2 - 17 SEPTEMBER 2025, WEDNESDAY

TIME	AUDITORIUM HALL 1	AUDITORIUM HALL 2 AUDITORIU	UM HALL 3 AUDITORIUM HALL 4	BRIEFING THEATER 2 MAIN L	ОВВУ
9:00 – 10:00 A.M.	APPOINTMENT DESK One-on-One Meetings with Procurement Specialists	DAY 2 OPENING  Opening Remarks Galiya Ismakova, Director, PFP,  Panel Discussion with Executor How is quality and sustainability EAs - BAN, CAM, IND, PARD  MODERATOR: Jesper Pedersen, In Procurement Division, PPFD	uting Agencies: ty viewed?		SHOWCASING OF OPPORTUNITIES Booths Open
10:00 – 10:30 A.M.		COFFEE BREAK			
10:30 - 11:45 A.M.		SPOTLIGHT ON SECTORS Project Immersion Sessions: Focus on Company  SUSTAINABLE GROWTH Climate Change, Circular Economy  c/o Climate Change and Sustainable Development Department Noelle O'Brien, Director, Climate Change, COmmoderator: Kevin Moore, Director, Procurement Division, PPFD	GOING DIGITAL Digital Sector  Ment Antonio Zaballos, Director, Digital Sector, Sectors Department 2		Share your views
11:45 A.M 12:45 P.M.	LUNCH BREAK				
12:45 – 1:45 P.M.		SUSTAINABLE PROCUREMENT: Your Edge in Bidding and Tendering: Unders Sustainable Procurement Considerations  Jesper Pedersen, Director, Procurement Divide Dawa Choki, Procurement Specialist, PPFD Anita Kumari, Procurement Officer, PPFD  MODERATOR: Jenny Chu, Procurement Specialist, PPFD	SMART SYSTEMS, STRONGER PARTNERSHIPS: e-Government Procurement  OPENING REMARKS Galiya Ismakova, Director, Procurement Division, PPFD  Mart Khaltarpurev, Principal Procurement Specialist, PPFD	SAFEGUARDS SESSION: ADB's New Environmental and Social Framework: Key to Project Success  Beatrice Yulo Gomez, Director, Office of Safeguards Felix Oku, Principal Safeguards Specialist, Office of Safeguards  GENDER SESSION  Malika Shagazatova, Senior Social Development Specialist (Gender and Development)  MODERATOR: Stephane Bessadi, Senior Procurement Specialist, PPFD	

BREAK

IMMERSION SESSION

INNOVATIONS

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

TIME	AUDITORIUM HALL 1	AUDITORIUM HALL 2	AUDITORIUM HALL 3	AUDITORIUM HALL 4	BRIEFING THEATER 2	MAIN LOBBY
1:45 - 2:45 P.M.	APPOINTMENT DESK One-on-One Meetings with Procurement Specialists	PROCUREMENT DEM Identifying Business Oppor		PROCUREMENT DEMYSTIFIED: Anticorruption, Integrity, and Complaints  Noel Anderson, Integrity Specialist, OAI Jung Min Han, Senior Integrity Specialist, OAI  PROCUREMENT-RELATED COMPLAINTS Sarah Colacci, Principal Procurement Specialist, PPFD  MODERATOR: Sarah Colacci, Principal Procurement Specialist, PPFD	Michael Sam, Head, Health and Safety, ACCIONA (H&S) Sebastiano Mancuso, Network Manager, ICA World Sagar Gubbi, CEO, Ecoforge (cooperation for quality) Downer Group (Recyclability) MODERATOR: Doniyor Mukhammadaliyev, Procurement Specialist, PPFD	SHOWCASING OF OPPORTUNITIES Booths Open
2:45 – 3:00 P.M.		C <sub>15</sub> BREAK				
3:00 - 4:00 P.M. 4:00 - 4:15 P.M.		PROCUREMENT DEM Consultants' Clinic  INTRODUCTION Steven Gillard Services Unit, PPFD  Mary Hazel Sanchez, Procure PPFD - CMS  Cristina dela Peña, IT Trainer, Department - CMS Demo  Angie Ignacio, Change Manag Communications, and Digital Contrology Department - CMS	I, Head of Consulting ment Specialist, Information Technology ger, Change, apability (C3), Information	WORK WITH US: Career Opportunities with ADB (c/o BPMSD)  Paul Houston, Senior Human Resource Specialist, Budget, People, and Management Systems Department		Share your views
		DREAK BREAK				
4:15 - 5:00 P.M.		PROCUREMENT DEM Opportunities for Civil Soci Nongovernment Organizate Haidy Ear-Dupuy, Unit Head, Steven Gillard, Head of Consu Moderator: Emma Walters, Se Specialist, NGOC	NGOC ulting Services Unit, PPFD	ADB'S INSTITUTIONAL PROCUREMENT OPPORTUNITIES  Asghar Ali, Advisor, CSD and Head, Procurement and Contracts Admin Unit concurrently Officer-In-Charge, OPEC  Nadia Abbas, Principal IT Procurement and Contracts Specialist, CSD  San Man Mu, Principal Procurement and Contracts Specialist, CSD  MODERATOR: Ha Thu Le, Procurement and Contracts Specialist, CSD		
5:00 - 5:45 P.M.		Jeff Taylor, Deput		PROCUREMENT: MOVING FORWARD  ef Procurement Officer, PPFD		CLOSING OF BOOTHS









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.



MAKING YOUR BEST [STRONGEST] **PROPOSAL** 

**Understanding Bidding** Documents to Prepare Competitive Bids

Keiko Koiso, Principal **Procurement Specialist, PPFD** 

**MAKING YOUR** BEST [STRONGEST] **PROPOSAL** 

**Understanding Bidding** Documents to Prepare Competitive Bids

Hiet Tran, Senior **Procurement Specialist,** PPFD



**INSIDE THE RFP:** A Consultant's Guide to ADB

**Procurement Process** 1ST BATCH

Steven Gillard, Head of **Consulting Services Unit, PPFD** 

Eduard Chil-Akopyan, **Procurement Specialist,** PPFD



**ADB'S NEW SAFEGUARDS POLICY:** 

Environmental and Social Framework (ESF) (c/o Office of Safeguards) 1ST BATCH

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

**INSIDE THE RFP:** 

A Consultant's Guide to ADB **Procurement Process** 

Julian Doczi, **Procurement Specialist,** PPFD

Eduard Chil-Akopyan, **Procurement Specialist,** 

10:30 - 11:00 A.M.



**COFFEE BREAK** 

11:00 - 12:00 P.M.



**EVALUATING FOR EXCELLENCE** Merit Point Criteria

> Prasath Sanjeewa, **Procurement Specialist,**



**EVALUATING FOR EXCELLENCE** Merit Point Criteria

Dharmesh Dawda, **Senior Procurement** Specialist, PPFD



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

**1ST BATCH** Steven Gillard, Head of **Consulting Services Unit,** 

PPFD Eduard Chil-Akopyan,

**Procurement Specialist,** 

**PPFD** 



**ADB'S NEW SAFEGUARDS POLICY:** 

Environmental and Social Framework (ESF) (c/o Office of Safeguards) **1ST BATCH** 

Office of Safeguards

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** 

Julian Doczi, Procurement Specialist,

Eduard Chil-Akopyan, **Procurement Specialist,** 

12:00 - 1:30 P.M.

1:30 - 3:00 P.M.



LUNCH BREAK



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** 

2ND BATCH

Steven Gillard, Head of Consulting Services Unit, PPFD

Eduard Chil-Akopyan, **Procurement Specialist,** PPFD



**ADB'S NEW SAFEGUARDS POLICY:** 

Environmental and Social Framework (ESF) (c/o Office of Safeguards) 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** 2ND BATCH

Steven Gillard, Head of **Consulting Services Unit,** PPFD

Eduard Chil-Akopyan, **Procurement Specialist,** 



**ADB'S NEW SAFEGUARDS POLICY:** 

Environmental and Social Framework (ESF) (c/o Office of Safeguards) 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

