



## BOOTCAMP AGENDA

**Sunday, September 9<sup>th</sup>, 2007**

- 1000-1330 h **IFI BootCamp 2007 Registration** - Main Lobby  
Host: Yvonne deBoer, PSLO British Columbia  
Delta Pointe Resort and Spa  
45 Songhees Road  
Victoria, BC V9A 6T3  
250-360-2999  
[www.deltahotels.com/hotels.php?hotelld=51](http://www.deltahotels.com/hotels.php?hotelld=51)
- 1400-1430 h **IFI BootCamp Welcome & Briefing** - Songhees Suite  
Overview of the Bootcamp Program and Introductions of Participants  
  
Speakers: Private Sector Liaison Officers
- 1430-1630 h **The Changing Face of Aid and the Rise of the Private Sector** - Songhees Suite  
  
Presentations will include the trends in aid, which sectors? Which countries?; changes in the lending and private sector operations and the shifting in the roles of development banks.  
  
Speakers: Emile Gauvreau, formerly of the Asian Development Bank  
Joe Knockaert, CIDA  
Sandy Ferguson, formerly of the European Bank for Reconstruction and Development (EBRD)  
Isabel Hagbrink, InterAmerican Development Bank (IDB)  
Leigh Wolfrom, BPF, Foreign Affairs and International Trade  
Francois Page, World Bank  
  
Moderator: Anthony Watts, PSLO Manitoba
- 1700-1830 h **Welcome Reception** -  
Suite 328, Delta Ocean Pointe Resort and Spa  
Host: Yvonne deBoer, PSLO British Columbia  
  
Remarks:  
- Leonel Rolden-Flores,  
Government of British Columbia  
- Greig de Bloeme,  
Western Economic Diversification Canada



**Monday, September 10<sup>th</sup>, 2007**

0700-0800 h **Networking Breakfast** - Pacific Suite  
Host: Yvonne deBoer, PSLO British Columbia

0830-1145 h **Information and Intelligence** – Songhees Suite

Learn how to navigate through the IFI websites and mine for information. Understanding the information contained in the PIDs and PAD, e-procurement and experts will be on hand to give an overview of what's new...

Speakers: Laura Dorling, InterAmerican Development Bank  
Leigh Wolfrom, BPF Unit, DFAIT  
Peishen Wang, World Bank

Moderator: Anthony Watts, PSLO Manitoba

1200-1300 h **Lunch** – Pacific Suite – Host: Yvonne deBoer, PSLO British Columbia  
**"Quirks and Quarks of the Banks" – ADB, CIDA and WB**

Speakers: Emile Gauvreau, formerly of the ADB  
Joe Knockaert, CIDA  
Mahtab Zolghadri, World Bank

1330-1700 h **Procurement** - Songhees Suite

Understand the trend towards national procurement systems, types of procurement, negotiations and contract thresholds.

Speakers: Dirk Plutz, European Bank for Reconstruction and Development (EBRD)  
Mahtab Zolghadri, Sr. Procurement Specialist, World Bank  
Peishen Wang, World Bank

Moderator: Shane Jaffer, PSLO Alberta

1930-2200 h **BootCamp Dinner**  
Empress Room,  
The Fairmont Empress Hotel  
721 Government Street  
Victoria, British Columbia

**IFI Bootcamp**  
Victoria 2007



**Tuesday, September 11th, 2007**

0700-0800 h **Networking Breakfast** – Pacific Suite  
Host: Yvonne deBoer, PSLO British Columbia

0830-1145 h **Individual Consultants and SME's** – Songhees Suite

This session will focus on what opportunities there are for individual consultants and small and medium sized businesses and how to access them.

Speakers: Dirk Plutz, European Bank for Reconstruction and Development (EBRD)  
Sandy Ferguson, formerly of the European Bank for Reconstruction and Development  
Isabel Hagbrink, Inter-American Development Bank  
Peishen Wang, World Bank

Moderator: Shane Jaffer, PSLO Alberta

1200-1300 h **Lunch** – Pacific Suite - Host: Yvonne deBoer, PSLO British Columbia  
**"Quirks and Quarks of the Banks" – EBRD and IDB**

Speakers: Dirk Plutz, EBRD  
Sandy Ferguson  
Isabel Hagbrink, IDB  
Laura Dorling, IDB

1330-1700 h **Consortium Building** - Songhees Suite

Mr. Hussein Amery, a leading specialist in international business development has tremendous success getting firms short listed. He will lead two sessions on submitting winning tenders, administering projects. Mr. Amery will also demonstrate the need for international (local) partners and how to successfully identify these firms.

Speakers: Hussein Amery, IDEA

Moderator: Angela Wasylynka, PSLO Saskatchewan

1715-1800 h **Success Stories** – Songhees Suite

Hear first hand how Canadian firms have been successful at winning IFI projects. Speakers will discuss the how to's and lessons learned.

Speakers: Jacques Whitford – Mr. Jag Bilkhu  
Manitoba Hydro – Mr. Eric Maxwell  
Wardrop Engineering – Mr. Mohammed Bhabha

**IFI Bootcamp**  
**Victoria 2007**



**Wednesday, September 12th, 2007**

0700-0800 h **Networking Breakfast** – Pacific Suite  
Host: Yvonne deBoer, PSLO British Columbia

*BREAK for room setup*

0830-1145 h **Writing Successful Proposals & Case Studies** – Pacific Suite

Mr. Hussein Amery, a leading specialist in international business development has tremendous success getting firms short listed. He will lead two sessions on submitting winning tenders, administering projects.

Speakers: Hussein Amery, IDEA

Moderator: Angela Wasylynka, PSLO Saskatchewan

1200-1300 h **Networking Lunch** - Pacific Suite  
Host: Yvonne deBoer, PSLO British Columbia

1300-1400 h **Beyond Bootcamp** - Pacific Suite

Where do you go from here? What's next... join us in this wrap up session to review a calendar of events, how to work with your PSLO and what step to take next...

Speakers: PSLO's