



# Beyond CIDA:

## International Development Opportunities for Canadian Firms and NGOs

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# Executive Summary

A recent federal review by Canada reveals that the Canadian International Development Agency (CIDA) will need to raise US\$ 458.1 million in savings over five years to contribute to the government's proposed reinvestment plan. Because of this, the organization must carry out spending cuts. CIDA plans to phase out some of its bilateral programs, particularly in countries that have enjoyed economic success—for example, Thailand, Malaysia and some members of the European Union—or have called for the termination of aid, such as in the case of India. This news may be of concern to Canadian firms, non-governmental organizations (NGOs) and individuals working in international development, but fortunately CIDA is just one of a number of agencies providing international development business opportunities for Canadians.

This report—provided by The Development Executive Group—analyzes the opportunities available for Canadian firms and NGOs with the following institutions:

## **U.K. Department for International Development (DFID)**

The bilateral aid agency of the United Kingdom has untied all procurement opportunities for its bilateral programs worth US\$ 8.35 billion.

## **Organization for Economic Cooperation and Development (OECD)**

Member states of this association of the world's richest nations have agreed to untie components of their official development assistance to the least developed countries (LDCs), making certain projects available for bid by Canadian firms.

## **Millennium Challenge Corporation (MCC)**

The United States' newest development agency awards grants to poor countries that are committed to "governing justly, encouraging economic freedom and investing in people." Open international competition is the primary procurement process for the US\$ 5 billion that the MCC plans to spend this year.

## **U.S. Agency for International Development (USAID)**

The longstanding development institution of the U.S. ties all aid to U.S. firms except for those it committed under the OECD untied aid policy. However, it allows subcontracting for Canadian firms on Iraq reconstruction projects and certain other projects around the world.

## **Asian Development Bank (ADB)**

Asia's regional funding institution provides both technical assistance grants and loans. Competition for the US\$ 6 billion in annual contracts is open to all firms from member states, of which Canada is one.

## **World Bank**

The largest international development agency primarily provides loans to governments in the amount of US\$ 20 billion per year. Canadian firms may bid for contracts that arise from these loans, but the procurement process for each contract is managed by the borrowing country.

## **Inter-American Development Bank (IDB)**

This regional development agency focuses on Latin America and the Caribbean and primarily provides loans to governments in the amount of US\$ 6 billion per year. Since Canada is a member state of the IDB, Canadian firms and NGOs are eligible to compete for procurement opportunities, which arise from IDB loans, but the procurement process is managed by the borrowing country.

Canadian firms can and do go beyond CIDA for international development business opportunities. However, going outside one's bilateral agency can be difficult, especially in terms of finding the right information on business opportunities and the right international partners necessary to generate new business with other agencies. This report provides a brief summary of each agency and the types of opportunities available for Canadian firms. We hope you find it a useful reference guide.

**The Development Executive Group** assists its Canadian members (and its more than 150 members from around the world) by providing the business intelligence and recruiting information needed to successfully go beyond CIDA. Specifically, The Development Executive Group provides daily coverage of all new projects and procurements, including an analysis of each opportunity and contact information for the relevant agency and government officials. Members also have unlimited access to a directory of 7,000 companies and NGOs from around the world, and over 40,000 individual consultants available for proposals and projects.

A host of additional member benefits include:

- Events in Washington, DC with officials of development agencies and senior executives of international development consulting firms and NGOs;
- Guides for doing business with specific international development agencies, including contact information and funding projections;
- The world's most popular online job board for international development jobs, where members can post an unlimited number of job advertisements;
- Weekly information on which firms win specific contracts;
- Profiles of officials at international development agencies;
- Introductions to potential partners and subcontractors around the world;
- And many other services designed to make your work in international development more efficient and productive

Should you be interested in learning more about membership in our group, or if we can assist you in any way, please visit [www.DevelopmentEx.com](http://www.DevelopmentEx.com) or contact Alan Robbins, Partner, at +1.202.249.9222 or [alan.robbins@developmentex.com](mailto:alan.robbins@developmentex.com)

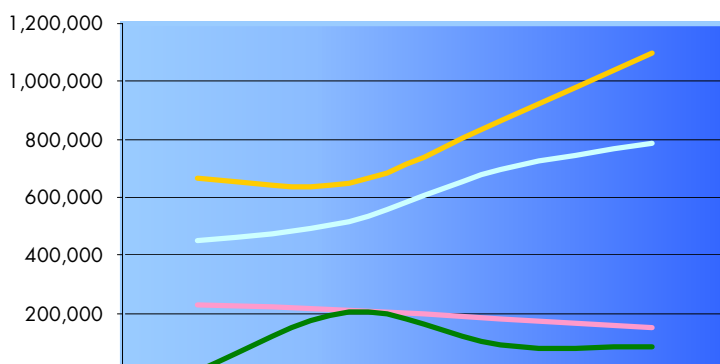
## Department for International Development, U.K.

In the words of Hilary Benn, Britain's State Secretary for International Development, the main objective of the U.K.'s Department for International Development (DFID) "is to contribute to the achievement of the Millennium Development Goals (MDGs) and the elimination of world poverty."<sup>1</sup> Since the declaration of the MDGs in 2000, DFID has focused its programs on the lowest-income countries, primarily in Africa. Except for Asia, only Africa experienced a sustained upturn in DFID support between fiscal year 2002/2003 and fiscal year 2004/2005. It is expected that the trend will continue in fiscal year 2005/2006. Based on DFID's estimates, the continent will receive US\$ 2.11 billion (GB£ 1.1 billion), a 22% jump from the previous fiscal year.

The Country Assistance Plans defines DFID's poverty-reduction targets in each of nearly 100 countries that receive its bilateral aid. Regional or country-specific programs involve activities relating to (a) health, (b) HIV/AIDS prevention and prevention of other communicable diseases, (c) reproductive health, (d) primary education, (e) creating economic opportunities, (f) effective government, (g) improving livelihoods, (h) environmental sustainability, (i) human rights, (j) global migration and asylum seeking, and (k) developing knowledge and research.

Because aid from DFID is untied, any firm, regardless of the country of origin, can compete for procurement opportunities. Although U.K. firms remain the most numerous in the list of winning contractors, non-U.K. companies such as Deloitte & Touche South Africa and PricewaterhouseCoopers have also proven to be successful in sealing deals with the bilateral institution. Both organizations figured in the "top 10" list of contract winners in 2003, when DFID awarded a tenth of its contracts to companies hailing from outside the U.K.<sup>2</sup> Very recently, a Canadian firm, Agriteam Canada Consulting Ltd, appeared in the shortlist of consultants that the DFID invited to tender for the Madhya Pradesh Urban Management Program: Design & Implementation Support.<sup>3</sup> Nationality aside, all past winning consulting firms adhered to two rules: they did not submit cost-prohibitive bids and they convinced DFID that they have the capacity (money, personnel and experience) to provide the required services.

**DFID Allocation by Program (in GB £ thousands)**



	2002/2003	2003/2004	2004/2005	2005/2006
Africa	663,217	647,000	864,000	1,100,000
Asia	450,740	514,000	697,000	785,000
Europe, Middle East & Americas	226,794	209,300	180,000	150,500
Iraq	-	207,000	91,000	86,000

Source: DFID Departmental Report 2004

In accordance with the European Union's Procurement Directives, DFID advertises all projects over US\$ 191,474 (GB£ 99,695)—except for emergency relief and legal projects—by placing a Contract Notice in the Supplement to the Official Journal of the European Communities.<sup>4</sup> Interested firms may also go to the agency's website ([www.dfid.gov.uk/](http://www.dfid.gov.uk/)) to obtain information on previous and ongoing consultancy opportunities as well as secure copies of important contract documents including terms and conditions.

All DFID procurement opportunities—including an analysis of the opportunity and contact information—are provided on an immediate basis to members of The Development Executive Group. There are more than 20 U.K. firms that are members of The Development Executive Group.

## Organization for Economic Cooperation and Development

In April 2001, many of the world's most affluent nations,<sup>5</sup> which constitute the Organization for Economic Cooperation and Development (OECD), agreed to untie their aid to the least developed countries<sup>6</sup> (LDCs) beginning on January 1, 2002. This policy is still in effect and applies to projects valued at or over US\$ 1,067,682 involving:

- Balance of payments and structural adjustment support
- Debt forgiveness
- Sector and multi-sector program assistance
- Investment project aid
- Import and commodity support
- Commercial services contracts
- Official development assistance (ODA) to non-governmental organizations for procurement-related activities

**UNITED AID RATIO FOR BILATERAL LDC ODA, 2002**

Country	Bilateral LDC ODA (in US\$ millions)	Untying Ratio (Reference Point: 0.6)
Australia	111	0.48
Austria	134	0.62
Belgium	372	0.97
Canada	339	0.63
Denmark	370	0.80
Finland	92	0.98
France	1,280	0.60
Germany	939	0.57
Greece	10	0.20
Ireland	157	1.00
Italy	782	..
Japan	1,202	0.70
Luxembourg	51	..
Netherlands	858	0.84
New Zealand	27	..
Norway	465	1.00
Portugal	78	0.13
Spain	129	0.60
Sweden	322	0.88
Switzerland	152	0.97
United Kingdom	989	1.00
United States	2,309	0.04

Source: 2004 Progress Report on the 2001 Recommendation on Untying ODA to LDCs

However, foreign firms are increasingly targeting these projects with some success, particularly when working with partners from the funding country. The Development Executive Group's membership includes more than 30 firms from Europe with experience working with European bilateral agencies.

Member states are not precluded in going beyond the above scope, and the Development Assistance Committee (DAC) of the OECD encourages its members to include food aid and technical cooperation, among others, in their untied aid coverage.

To monitor the members' observance of the new protocol, the DAC prepares an annual progress report. In its latest review (2004 edition), the committee affirmed that the implementation of the 2001 DAC Recommendation on Untying ODA to the LDCs "is proceeding well." It noted that almost all countries have complied with the coverage requirements and some have already reached or even exceeded the bilateral LDC untying ratio of 0.6. In 2002, actual untied aid accounts for about 90% of the total US\$ 4.2 billion covered bilateral ODA to the LDCs. Moreover, around a third of some US\$ 6.8 billion of policy-exempted ODA to the LDCs turned out to be untied.<sup>7</sup>

As part of its commitment to the 2001 Recommendation, the DAC set up a website (<http://webdomino1.oecd.org/comnet/dcd/untiedpubliccws.nsf>) to notify the public and interested suppliers of the member's untied aid activities. This bulletin board enumerates projects according to the date of posting, the recipient country, the project sector and the donor nation.

The Development Executive Group provides daily coverage of all untied aid projects (opportunities available to Canadian firms) from OECD member countries. These include projects from Denmark, Finland, Netherlands, France, and other countries. In practice, these untied aid projects can be difficult to win because local firms have more experience working with their own bilateral aid agency.

## Millennium Challenge Corporation

On 15 March 2005, the White House announced that the Millennium Challenge Corporation (MCC) had chosen Madagascar as its first-ever grant recipient. This underdeveloped African nation belongs to a list of 16 countries determined by the MCC to be eligible for its initial round of aid on the grounds of having shown a commitment to “governing justly, encouraging economic freedom and investing in people.” With the decision, Madagascar will receive nearly US\$ 110 million in funds from the Millennium Challenge Account (MCA).<sup>8</sup> The compact, which is expected to be signed in April, spelled out the specific activities that the aid will finance and they include:

- Securing formal property rights and promoting efficient land registration services
- Strengthening the banking system to (1) improve credit skills training and available financial services in the rural areas, and (2) dramatically cut the delays for check clearance (from 45 to 3 days)
- Setting up a program for the identification of rural investment opportunities and training of farmers and entrepreneurs on production, management and marketing approaches

### MCA FY 04 ELIGIBLE COUNTRIES

Country	Annual Per Capita Income	Population (in millions)
Armenia	790	3.1
Benin	380	6.6
Bolivia	900	8.8
Cape Verde	1,250	0.5
Georgia	650	5.2
Ghana	270	20.3
Honduras	930	6.8
Lesotho	550	1.8
Madagascar	230	16.4
Mali	240	11.4
Mongolia	430	2.4
Mozambique	200	18.4
Nicaragua	710	5.3
Senegal	470	10.0
Sri Lanka	850	19.0
Vanuatu	1,070	0.2

Source: MCC FY 2005 Budget Justification

According to MCC’s guidelines, the recipient country holds the sole authority to choose a partner, whether from the civil society or the private sector, to implement the compact. The process of awarding contracts essentially follows the World Bank model, and thus will be open to all interested firms regardless of nationality. Under this procurement approach, it is important for an interested company to pursue a proactive marketing approach and nurture relationships with implementing agencies.

The MCC hopes to make similar decisions as it did with Madagascar in the near future. In a news conference, Chief Executive Officer Paul Applegarth said that the agency has notified the U.S. Congress that Honduras, Nicaragua and Georgia could be the next MCC grant recipients.<sup>9</sup> It also hopes that Capitol Hill will let it have more funds. For fiscal year 2006, the MCC is asking for US\$ 3 billion, double its fiscal year 2005 appropriations. Because the MCC is not required to return unspent funds and hence is allowed to roll them over to the next fiscal year, the total MCA resources could exceed US\$ 5 billion in fiscal year 2006. The corporation aims to ultimately obtain US\$ 5 billion in annual appropriations and said that it is working with the White House and the U.S. Congress to have that realized beginning fiscal year 2007.<sup>10</sup>

Firms and NGOs interested in working on MCC funded projects can begin immediately by meeting with representatives of the governments likely to receive funds. The chart on this page shows the 16 countries that have been approved for funding and are likely to receive it in the near future. Each county had to submit a proposal to the MCC to show how it would spend funds it might receive. Those proposals can form the basis for reaching out to specific governments to offer relevant services. Below is a list of proposals that are available online.

- Armenia: [http://www.mfe.am/mfeengweb/MCA/MillenniumProposal\(upd\).pdf](http://www.mfe.am/mfeengweb/MCA/MillenniumProposal(upd).pdf)
- Cape Verde: <http://virtualcapeverde.net/news2/modules.php?name=News&file=article&sid=125>
- Georgia: [http://www.mcg.ge/english/project\\_preparation/MCGProposal%20english%20website.doc](http://www.mcg.ge/english/project_preparation/MCGProposal%20english%20website.doc)
- Honduras: <http://www.sdp.gob.hn/Otros/MCA/Documento%20MCA%20Ingles.pdf>
- Mongolia: <http://www.mca.mn/eng/first17.php>
- Senegal: <http://www.finances.gouv.sn/mcaconp.html>

The Development Executive Group has been monitoring the evolution of the MCC since its recent beginnings and continues to provide up-to-date information to its members as the MCC more clearly defines its procurement procedures.

## U.S. Agency for International Development

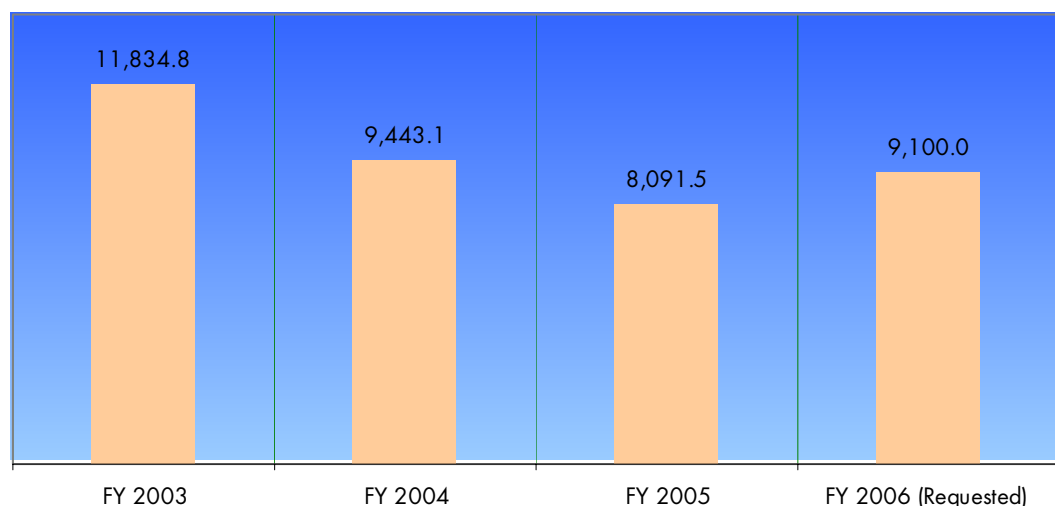
The U.S. Agency for International Development (USAID) is the longstanding bilateral aid agency of the United States. USAID is larger than MCC, with US\$ 9.44 billion in program funds in fiscal year 2004 and over US\$ 8 billion in fiscal year 2005. For fiscal year 2006, the Bush administration is requesting the U.S. Congress to appropriate US\$ 9.1 billion for the agency's activities.<sup>11</sup>

Unlike the MCC, aid from the USAID is mostly tied. But because the U.S. is a member of OECD, USAID has agreed to untie its aid to the LDCs in accordance with the 2001 DAC Recommendation. According to USAID's Procedures for Implementing International Agreement for Tied and Untied Aid,<sup>12</sup> Geographic Code 935 will be the designated source of goods and services for procurement opportunities worth US\$ 900,000 or more that involve capital projects, capital equipment, and capital related supplies and other discrete physical commodity requirements. Code 935 comprises all worldwide sources except for foreign-policy restricted states: Afghanistan, Libya, Vietnam, Cuba, Cambodia, Laos, Iraq, Iran, North Korea, Syria, and the People's Republic of China.<sup>13</sup> The latest USAID-funded opportunity found in the OECD's untied aid website (see article on OECD) pertains to a US\$ 1.167 billion technical assistance contract for Afghanistan's Transport Sector.<sup>14</sup>

The reconstruction efforts in Iraq also offer a venue for Canadian firms to participate in USAID-funded programs. According to the Iraq Investment and Reconstruction Task Force (IIRTF), Canadian companies may be eligible as prime contractors for current solicitations, both for construction and non-construction contracts.<sup>15</sup> Nevertheless, Canada's Department of Foreign Affairs and International Trade urges Canadian firms to primarily seek out subcontracting opportunities because they present the best means for Canadians to take part in Iraq reconstruction projects. For those interested in this arrangement, the IIRTF suggests that they directly get in touch with prime contractors. The task force provides a complete listing of awarded contracts and the contact information of prime contractors on its website, which can be found at these links: [http://www.export.gov/iraq/market\\_ops/contracts03.html](http://www.export.gov/iraq/market_ops/contracts03.html) and [http://www.export.gov/iraq/market\\_ops/contracts04.html](http://www.export.gov/iraq/market_ops/contracts04.html).

The Development Executive Group provides daily coverage of all USAID business opportunities, including untied opportunities available to Canadian firms. In addition, nearly all consulting firms currently holding prime contracts in Iraq are members of The Development Executive Group, and nearly all major and longstanding USAID contractors are members.

**USAID Program Funds (in US\$ millions)**



Source: USAID Website ([www.usaid.gov](http://www.usaid.gov))

## Asian Development Bank

In a September 2003 paper, the International Financing Division of Canada's Department of Foreign Affairs and International Trade quoted Julian Payne, then outgoing Canadian Executive Director at the Asian Development Bank (ADB), as saying: "Notwithstanding the social and economic upheavals of the last decade, Asia remains the fastest-growing regional economy in the world. And that's good reason for Canadian companies to look to the ADB to get their foot in the Asian market door."<sup>16</sup> There are substantial business opportunities available for Canadian firms with the ADB, many of which Canadian firms are already competing for successfully. The regional funding agency released a total of nearly US\$ 6.3 billion in aid in 2003<sup>17</sup> and some US\$ 5.7 billion in 2004.<sup>18</sup> Since some recipient countries provide matching funds, these figures translate into even higher contract values across Asia.

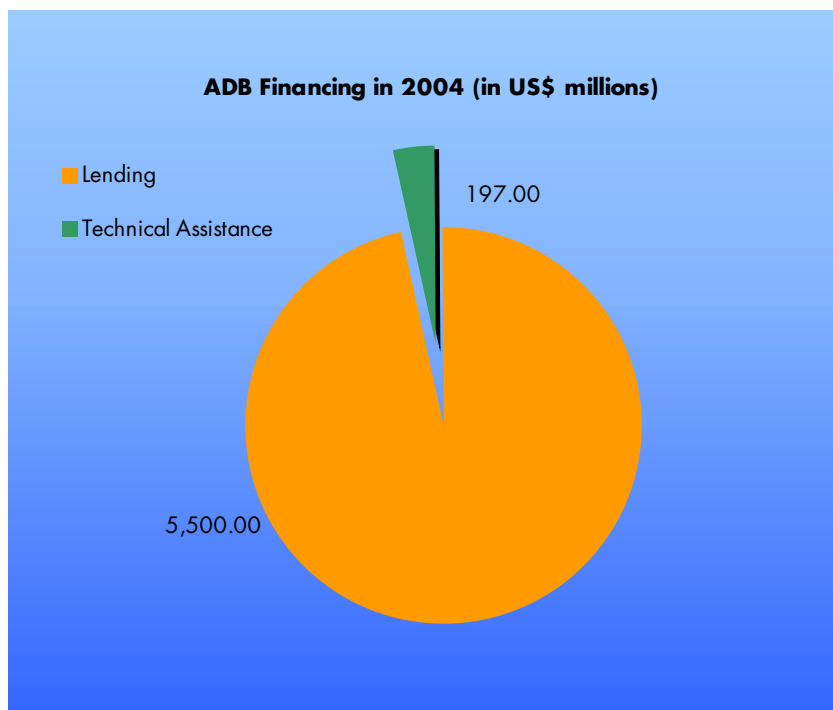
The ADB does not set overall sectoral priorities. Its support for a particular sector, such as transportation, social infrastructure and good governance, only emerges after reviewing the poverty-alleviation programs of individual countries. The ADB then provides funds in the form of either loans or technical assistance grants. To win contracts for these opportunities, Payne recommended that firms market themselves either to the executing agencies for loan-funded transactions or to the ADB if the contract relates to a grant. This strategy, Payne said, entails visiting the implementing offices and ADB's headquarters in Manila once (or preferably twice) a year. But before doing that, Payne advised them to do their homework and go to the lender's website ([www.adb.org](http://www.adb.org)) for information on country programs, sector policies and possible procurement opportunities.

Canadian consultants, according to Payne, do "very well" in winning ADB-financed contracts. They clinched 25% of contracts for which they were short-listed in 2000, 35% in 2001 and 26% in 2002.

Payne attributed the success of Canadian consultants to their exemplary product delivery, good self-marketing, international orientation and extensive experience in their fields of expertise.

The Development Executive Group recently released a new report entitled: "2005 Guide for Doing Business with the ADB." This report was made available to all members of The Development Executive Group and includes contact information for ADB staff around the world, as well as a country-by-country analysis of funding priorities and specific projects. The report is currently available for purchase on the website of The Development Executive Group: [www.DevelopmentEx.com](http://www.DevelopmentEx.com)

The Development Executive Group maintains an office next to the ADB in Manila and provides comprehensive coverage of ADB-funded business opportunities.



Source: Statement of ADB Operations in 2004

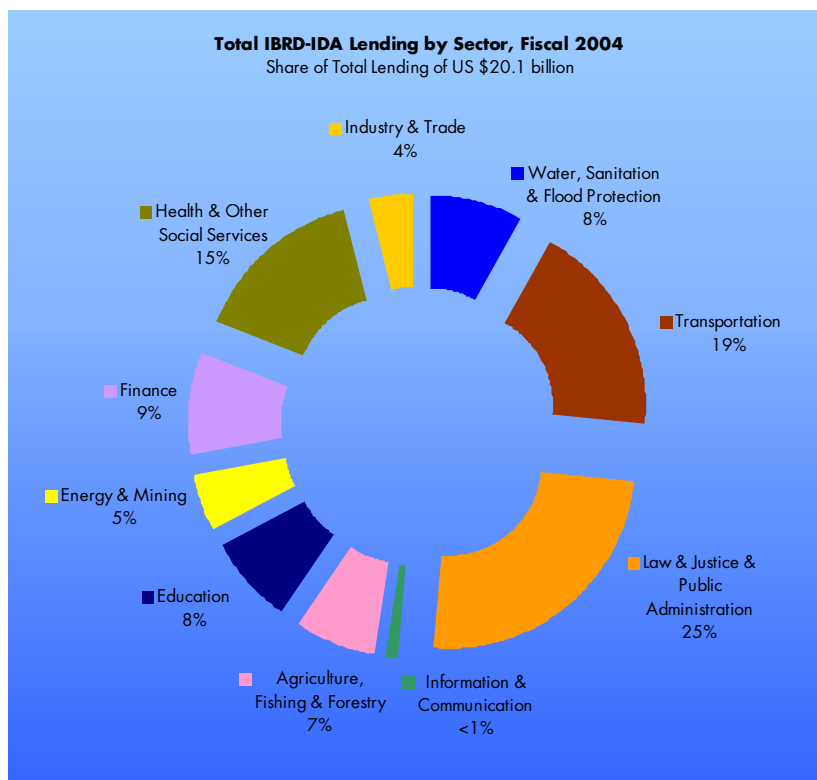
## World Bank

The World Bank's current lending activities are guided by the Millennium Development Goals. Of the total approved funding in fiscal 2004, US\$ 9 billion went to the International Development Association's clients, otherwise known as the world's poorest nations. In addition, 75% of people surviving on less than a dollar per day live in countries that enjoy the support of the International Bank for Reconstruction and Development. This agency provided loans in the amount of US\$ 11 billion in the same fiscal year.<sup>19</sup>

Countries that receive World Bank financing exercise full control over the implementation of projects except for the procurement rules. The multilateral institution requires loan recipients to strictly adhere to set guidelines on managing the procurement process, reviewing bids, and choosing suppliers. The procedure comes in four modes: International Competitive Bidding, National Competitive Bidding, International Shopping, and Direct Contracting. Of the four, the first approach provides the best means for foreign firms to land business with World Bank-funded programs.

In a primer, Canada's Department of Foreign Affairs and International Trade provided tips on how firms could increase their competitiveness when pursuing World Bank-financed opportunities. The agency advised Canadians to identify opportunities as early as possible, promote the company as a capable supplier of services and demonstrate commitment to the regional or country market. It also emphasized the need to build up a local presence—a local partner can serve as a source of fresh market intelligence, monitor the moves of business rivals, and exert influence on the implementing agency at crucial phases of the project cycle.<sup>20</sup>

According to the World Bank's online database, Canadian firms and individuals won 492 contracts, with prices ranging from US\$ 2,000<sup>21</sup> to US\$ 75.4 million,<sup>22</sup> between July 2000 and February 2005. The latest entry is a technical assistance contract under the Private Sector Development and Competitiveness Project in Congo, which was signed on 06 February 2005.



Source: World Bank Annual Report 2004

The Development Executive Group provides daily coverage of all international competitive bids funded by the World Bank. Of our over 150 members, most choose to focus on specific countries when bidding on World Bank funded projects, since relationships with the relevant task managers and local government officials are so crucial. The Development Executive Group begins providing information on potential business opportunities with the World Bank as soon as a loan is considered, often years before procurement begins. Member companies can then begin the process of building relationships with task managers and local government officials in order to be well positioned for future procurements that arise from the loan.

## Inter-American Development Bank

The Inter-American Development Bank (IDB) is the world's oldest regional funding institution. Since 1959 it has provided a total of US\$ 135 billion to fulfill its main role: to hasten the economic and social development in Latin America and the Caribbean.<sup>23</sup> In 2004 alone, it distributed US\$ 6 billion to 23 of its 26 developing member countries.<sup>24</sup>

Similar to other multilateral institutions, the work of the IDB mainly involves lending activities. At present, the bank tends to direct the bulk of its funds to programs that promote global competitiveness, poverty reduction and social equity, state modernization and sector reform, and economic integration. Another attribute it shares with other international funding agencies is that procurement under IDB loans is managed by the recipient country. Nevertheless, the bank retains supervision of the process in order to guarantee prompt project delivery and compliance to its procurement guidelines.<sup>25</sup>

The IDB only permits a firm from a member country to compete for contracts. Because Canada is a shareholder of the bank, Canadian companies can join the public competitive bidding for equipment, civil works and consultancy services.

The regional lender advises any firm that intends to pursue IDB-financed opportunities to visit the Project and Procurement Information system found on its website ([www.iadb.org](http://www.iadb.org)). This section contains information on future procurement and business opportunities, allowing suppliers to monitor the progress of the projects during the preparation stage. It also gives the contact details of relevant executing agencies. The IDB calls these items "the single most important piece of information the Bank can provide" because they let prospective bidders know more about the circumstances surrounding the tenders as well as help them market their products or technical capabilities.<sup>26</sup>

Unlike World Bank and ADB projects, IDB projects tend to be broken into smaller components to allow more participation by local firms. This makes many IDB contracts more appealing to smaller international firms, rather than the largest development consultancies. It also means that local partnerships in Latin America can be critical to success for Canadian firms.

The Development Executive Group has staff in Latin America who cover IDB funded projects on a daily basis for our members. We translate loan announcements and procurement notices from Spanish and Portuguese in order to write the business opportunity reports that appear on our member website.

### Distribution of Loans by Sector of Activity in 2004 (in US\$ millions)

Total Loans: US \$6.02 billion



Source: IDB Annual Report 2003

## Conclusion

This report provides an overview of opportunities for Canadian firms and NGOs beyond CIDA. But winning contracts with the agencies listed in this report is not easy, as many successful Canadian firms can attest. Of the many challenges in working beyond CIDA, we at The Development Executive Group assist our members (including our Canadian members) with three key challenges:

- Obtaining timely information on new opportunities
- Finding suitable local and international partners
- Identifying the right consultants for proposals

**The Development Executive Group** ([www.developmentex.com](http://www.developmentex.com)) is the leading membership organization bringing efficiency to international development through business intelligence and recruiting services. We are headquartered in Washington, DC and serve thousands of firms, non-profit corporations, and individual professionals working in the international development market. Our Executive Membership includes over 150 leading firms and non-profit corporations that work with major international development agencies, including the bilateral and multilateral institutions mentioned in this report.

Canadian firms and NGOs interested in learning more about membership and other services provided by The Development Executive Group may visit [www.DevelopmentEx.com](http://www.DevelopmentEx.com) or contact Alan Robbins, Partner, at +1.202.249.9222 or [alan.robbins@developmentex.com](mailto:alan.robbins@developmentex.com)

We thank you for your attention and hope you find this report a useful reference.

# End Notes

- <sup>1</sup> Home page. U.K. Department for International Development. Retrieved 04 April 2005 from <http://www.dfid.gov.uk/>.
- <sup>2</sup> Contracting with DFID: An Overview. The Development Executive Group. May 2004.
- <sup>3</sup> Shortlist of Consultants recently Invited to Tender for DFID Projects. U.K. Department for International Development. Retrieved 19 March 2005 from <http://www.dfid.gov.uk/procurement/contractshortlist.asp>.
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- <sup>5</sup> Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Japan, Luxembourg, Netherlands, New Zealand, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, United States, the European Commission.
- <sup>6</sup> Afghanistan, Angola, Bangladesh, Benin, Bhutan, Burkina Faso, Burundi, Cambodia, Cape Verde, Central African Republic, Chad, Comoros, Congo Democratic Republic, Djibouti, Equatorial Guinea, Eritrea, Ethiopia, Gambia, Guinea, Guinea-Bissau, Haiti, Kiribati, Laos, Lesotho, Liberia, Madagascar, Malawi, Maldives, Mali, Mauritania, Mozambique, Myanmar, Nepal, Niger, Rwanda, Samoa, Sao Tome and Principe, Senegal, Sierra Leone, Solomon Islands, Somalia, Sudan, Tanzania, Timor-Leste, Togo, Tuvalu, Uganda, Vanuatu, Yemen and Zambia.
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