

How to Pursue and Win IFI Funded Contracts Global Climate Action Opportunities



Trade
Commissioner
Service

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Délégés
Commerciaux

Date: October 11, 2018

Time: 9am - 12pm

Location: Holiday Inn, Portugal Cove Road (St. John's, NL)

Cost: \$50 +HST > *Includes networking lunch at 12*
> *Newleef attendees can attend for free*

[Click Here to Register!](#)

Details:

International Financial Institutions (IFIs) like the World Bank, Inter-American Development Bank, and Caribbean Development Bank are mainstreaming climate action projects. Climate funding by the six largest IFIs rose to \$35 billion in 2017, up 28% on the prior year. This session, in partnership with Global Affairs Canada and led by leading global IFI procurement specialist Hugh Wilkinson, will highlight what this means for opportunities available to NL firms. Using examples of current/upcoming projects and tenders (with a focus on the Caribbean) the session will demystify and clarify how to strategically identify, pursue and win lucrative IFI-funded contracts in this post-Paris climate funding spree.

Facilitator Biography: Hugh Wilkinson

Hugh Wilkinson is a global expert in 'IFI Procurement' and the strategic pursuit of business funded by the World Bank and other IFIs. He's delivered 100+ IFI business workshops in over 20 countries. With 30 years' experience in international development, Hugh also consults in project design, management and evaluation. Clients include Canadian and global firms, foreign governments and the IFIs themselves. He has been a trusted advisor to companies like Microsoft, HP, GE, Gowlings, and Dillon Consulting. A native of Canada and graduate of Western's Ivey Business School, his career includes 10 years in Washington at the Inter-American Development Bank and the Canadian Embassy's Office for IFI Liaison.

Workshop participants get access to a new report commissioned by NEIA outlining IFI opportunities specific to the Caribbean nations, including updated jurisdictional snapshots for each country of interest in the region.