



WHO?

Medium-sized companies with some international experience from the sectors of agriculture, energy, water/sanitation and education. Please apply for participation!

WHEN?

*Preparatory training: April (2 days)
Direct discussion with IFIs and other partners Ghana: June (3-4 days)
Direct discussion with IFIs and other partners India: September (3-4 days)*

WHERE?

Pilot countries are Ghana and Tamil Nadu in Southeast India.

We offer training and access to International Finance Institutions (IFIs) to tackle development challenges.



DEVELOPMENT & MARKET CHALLENGES:

How do IFIs work with the private sector? How do Worldbank, Asian Development Bank and others plan and procure their projects? How can you establish contacts and bid successfully? With our pilot project **Bridging the Gap** we bring companies in dialogue with IFI representatives to find solutions for urgent development issues. The targeted exchange between development banks and companies is expected to expand cooperation, foster sustainable development and create new chances for market entry.

IFI TENDERS & BUSINESS OPPORTUNITIES:

Every year, international development banks fund over USD 100 Billion in projects worldwide. Despite their suitability, solutions of German companies are not yet adequately represented in IFIs procurement systems. In close collaboration with the consultancy firm Development Finance International (DFI) Inc., the Agency for Business & Economic Development (AWE) has committed itself to improving dialogue between decision-makers of the banks, local government and business representatives in selected partner countries and markets.

OUTPUT – ACCESS FOR COMPANIES:

Custom-fit tenders, intensive preparation and direct discussions. This is the way in which “Bridging the Gap” works with its partners:

- ✓ Top-line review and target market selection in selected countries
- ✓ Opportunity assessment of tenders from the biggest multilateral banks
- ✓ Project intel – delivery and procurement training
- ✓ Selection of companies from targeted business sectors
- ✓ Deep dives and in-country engagement: direct discussions with decision-makers, local officials and potential partners on specific projects

COUNTRIES & SECTORS:

Two countries and four business sectors are targeted in the first phase of “Bridging the Gap“:

- **Ghana:** agriculture/nutrition, water and education
- **India (Federal State of Tamil Nadu):** agriculture/nutrition, water, energy and education



Development Finance International, Inc.®

Accelerating growth in emerging markets®

INTERESTED IN BECOMING A PART OF THIS UNIQUE EXPERIENCE?

Closing date for noncommittal applications is March 22, 2021.

The participation in trainings is free. Companies will need to pay for travel expenses.

More information: www.wirtschaft-entwicklung.de/internationale-ausschreibungen/bridging-the-gap