



Project Name: IFI Bootcamp – Victoria 2007		Countries: Canada
Project Location Within Country: Victoria, BC		Professional Staff Provided: No. of Staff: 1 No. of Person Months:
Name of Client: Saskatchewan Trade and Export Partnership (STEP) Western Economic Diversification Canada Foreign Affairs and International Trade Canada Government of Alberta Government of Manitoba Private Sector Liaison Office (PSLO) Network of Canada		
Start Date: September 2007	Completion Date: September 2007	
Name of Associated Firm(s), if any:		No. of Person-Months of professional staff provided by Associated Firm(s):
Name of Senior Staff: Hussein Amery, IDEA Performance/Capacity Development Specialist		
Detailed Narrative Description of Project: Building on the success of the previous IFI Bootcamps, this third installment, taking place in Victoria, British Columbia, will bring together Development Bank experts and the private sector in an intensive learning environment and continue to build on the strengths and strategies that each has established in the field of International Development. Integrated Development Enterprise Associates (IDEA) will provide a Performance/Capacity Development Specialist who will be the keynote speaker leading two sessions on submitting winning tenders and administering projects as well as demonstrate the need for international partners and how to successfully identify these firms.		
Description of Services Provided: IDEA developed and conducted two detailed and efficient IFI Bootcamp - Victoria 2007 Workshops. The initial workshop, Consortium Building for IFI Success, guided the participants in identifying key elements of doing business with IFI's through the development of effective bidding practices, bidding partnerships and consortia. By focusing on identifying good local partners and opportunities and effective structured partnerships the participants expanded their ability to compete in the international market place, understand the requirements for International Competitive Bidding (ICB) and strategic global partnerships. The second workshop, Writing Winning Proposals, delved into the bidding cycle, pre-qualification criteria and relying on IDEA's success in the global market place instructed the attendees on how to get ready to bid and getting short listed for IFI's contracts.		
Funding Agency: HSRDC		
Firm: Integrated Development Enterprise Associates (IDEA)		