

**Iraqi Business Community Procurement Workshop
November 12-16, 2006, World Bank, Petra, Jordan**

Time	SUNDAY 12/11/2006	MONDAY 13/11/2006	TUESDAY 14/11/2006	WEDNESDAY 15/11/2006	THURSDAY 16/11/2006
9:00	Consultants' WORKSHOP OPENNING, AND OBJECTIVES	PROPOSAL PREPARATION (CASE STUDY)	Contractors'/Suppliers WORKSHOP OPENNING, AND OBJECTIVES	QUALIFICATIONS OF CONTRACTORS, PRE BID MEETING, SUBMISSION OF BIDS, EVALUTION OF BIDS, CONTRACT AWARD	RISK MANAGEMENT & MITIGATION TECHNIQUES IN DOING BUSINESS IN IRAQ. (CASE STUDY)
10:30	INTRODUCTION <i>A. Atto/ Z. Badr N.SEFTA / M. EL-BAYYA</i>	Chris Harvey--Crown Agents	INTRODUCTION <i>A. Atto/ Z. Badr N.SEFTA / M. EL-BAYYA</i>	<i>M. EL-BAYYA/ N. SEFTA</i>	<i>M. Al-ASadi—KUFAN Co.</i>
11:00	WORLD BANK FINANCED PROCUREMENT of CONSULTING SERVICES	SUBMISSION, EVALUATION OF PROPOSALS, CONTRACT AWARD AND NEGOTIATION	WORLD BANK FINANCED PROCUREMENT	FIGHT AGAINST FRAUD AND CORRUPTION ROLE OF INT	CONTRACT/CONSTRUCTION MANAGEMENT
12:30	<i>N. SEFTA</i>	<i>M. EL-BAYYA/ N. SEFTA</i>	<i>N. SEFTA</i>	Jonathan Shapiro --INT unit	Dar Al-Handasa
13:30	REQUEST FOR PROPOSALS INSTRUCTIONS TO CONSULTANTS	FIGHT AGAINST FRAUD AND CORRUPTION ROLE OF INT	BIDDING DOCUMENTS FOR WORKS- INSTRUCTIONS TO BIDDERS	PAYMENT TO VENDORS	Introduction to JBIC procurement procedures
15:00	<i>M. EL-BAYYA</i>	Jonathan Shapiro --INT unit	<i>M. EL-BAYYA</i>	Michael Ochieng-- Disbursement/loan unit	Yo Ebisawa
15:30	REQUEST FOR PROPOSALS—CONTRACT DOCUMENTS	PAYMENT TO VENDORS	BIDDING DOCUMENTS FOR WORKS-CONTRACT DOCUMENTS	GENERAL DISCUSSION Q&A	DISTRIBUTION OF CERTIFICATES
17:00	<i>M. EL-BAYYA</i>	Michael Ochieng-- Disbursement/loan unit At end of day: DISTRIBUTION OF CERTIFICATES	<i>M. EL-BAYYA</i>	<i>N. SEFTA / M. EL-BAYYA</i>	

Coffee breaks: at 10:30 am and 3:00 pm. Lunch: 12:30 pm. Registration: at 8:30 am each day.