

**PROPOSAL**  
**BUILDING RELATIONSHIPS AND ACCELERATING SUCCESS**  
**OF DUTCH COMPANIES IN PROJECTS AND INITIATIVES**  
**FUNDED BY THE INTERNATIONAL**  
**FINANCIAL INSTITUTIONS**  
**PROVIDED TO**  
**MINISTRY OF ECONOMICS, DIRECTORATE GENERAL**  
**OF FOREIGN ECONOMIC RELATIONS**

**BY**  
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**WASHINGTON, MANILA, NEW DELHI, BRUSSELS (PARTNER)**

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# BUILDING RELATIONSHIPS AND ACCELERATING SUCCESS BY DUTCH COMPANIES IN PROJECTS AND INITIATIVES FUNDED BY THE INTERNATIONAL FINANCIAL INSTITUTIONS

## SUMMARY SCOPE OF ASSIGNMENT

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The Dutch Government is in the process of reviewing and evaluating strategies to raise the profile and business success of Dutch firms in emerging market business funded by the international financial institutions (IFIs). This proposal follows discussions with Development Finance International, Inc. (DFI), a global consultancy expert in IFI business headquartered near Washington, D.C., and is designed to accelerate and deepen Dutch success in IFI-funded business.

There is a simple “why” such heightened engagement matters: \$.5 Trillion. DFI estimates IFI funding will total in the neighborhood of \$.5 Trillion from 2007 (projects which are implementing today and of interest to Dutch firms) through 2013, for example (projects entering into country assessments now and/or into the funding pipelines for development and consideration - assumes flat rates of funding vis-a-vis 2010). At continued rates of investment, Dutch industry can expect nearly 5,000 funded projects across all sectors.

When various counterpart co-funding is included, the “IFI market” can be expected to constitute more than \$1 Trillion in business, including in many of the fastest growing economies of the world. IFI funding addresses needs ranging from infrastructure, health, education, agriculture, water, renewable energy, as well as many other sectors of importance to the Netherlands.

### **BACKGROUND:**

Dutch companies are not new to IFI business. However, for Dutch companies to be able to capture a significantly greater share of this growing market will require aggressive and accelerated engagement by Dutch companies and the focused support of the Dutch Government. Specifically, DFI proposes that the Dutch Government support an alignment of resources to (a) define clear focus by sector, countries, and institutions, and (b) pursue, leverage and maximize the prioritized IFI activities that would accrue benefit to Dutch firms.

Broadly, these priority IFI activities run the gamut of:

- Development and funding support for projects that generate contract procurement opportunities;
- Design and implementation of sector-based strategies that drive IFI support to emerging markets and where Dutch business input to the strategies is key;
- Providing a platform for Thought Leadership as well as technical input that will define and inform IFI investment and support at the country level; and finally,
- Dutch cooperation and partnership that favorably raises the profile of Dutch engagement as a valued partner for development.

In view of these IFI-led functions, DFI proposes a multi-phase approach that will focus on the contract opportunities as well as positioning for Dutch firms (and Dutch Government support) in evolving IFI business that makes up development projects and donor-funded activities. The aim of this proposal is to strengthen and equip Dutch firms and the Dutch Government with tactics and approaches that create a more competitive Dutch industry and capture a greater share of business for Dutch firms.

DFI's has exceptional capability and experience to support industry requirements and accelerate Dutch companies' growth in IFI-funded business. DFI has 20 professionals in key locations around the world and nearly 20 years of solid track record navigating the IFIs with companies expanding business and building strong relationships among development stakeholders. Finally, through DFI's extensive experience in international best practices related to procurement, DFI has unique and valued experience in supporting fair and transparent project design and tendering processes around the world.

DFI's proposed approach encompasses

- (1) captures donors, projects, policies, and visibility initiatives of relevance to Dutch industry,
- (2) builds capacity and focus via a detailed Business and Government IFI Workshop designed to derive focus and set detailed project and contract pursuit strategies, and
- (3) establishes an on-going structure delivering DFI services as out-sourced resource for corporate and Dutch Government engagement with the IFIs (and other donors, potentially).

