



# BID FOR THE AMERICAS

## BOOSTING BUSINESS OPPORTUNITIES IN LATIN AMERICA & THE CARIBBEAN

**BID for the Americas** is a new program by the Inter-American Development Bank (IDB) that aims to foster business opportunities and stronger economic ties between Latin America and the Caribbean (LAC) and key partners from around the globe. The program focuses on three pillars to engage partners—trade and investment, public procurement, and financing—leveraging innovative technologies and financial tools to connect the global community with the vast potential of the region.

A platform to increase our partners' presence in LAC, **BID for the Americas** seeks to engage government agencies, corporations, foundations, financial institutions, think tanks and universities from around the world to combine their resources and expertise, jointly engage with local es, and grow their footprint in LAC while helping to grow and develop the region.

### THE OPPORTUNITY

**The IDB is a trusted and knowledgeable partner to increase your presence in LAC.**

Businesses worldwide can unlock billions in untapped economic opportunities across LAC by leveraging the IDB's experience, networks, and commitment to transparency, equality, governance, and sustainability.

**The IDB creates impact through its development projects and the procurement prospects these generate.**

Tenders linked to IDB operations offer companies from around the world opportunities to expand their business in LAC. In 2022, as the largest source of multilateral finance in the region, the IDB approved over \$12.2 billion in new projects. During the same year, IDB borrowing member countries disbursed \$4.9 billion that generated 12,900 contracts for IDB-funded projects.

### HOW TO PARTICIPATE

**BID for the Americas is your platform to grow your business in LAC while helping LAC grow.**

The IDB encourages a wide range of institutions from around the world — corporations, government agencies, foundations, think tanks, universities, and more—to reach out to us to discuss how to get involved in BID for the Americas and start taking advantage of the many resources the IDB is providing through the program.

Contact us at [BidforTheAmericas@iadb.org](mailto:BidforTheAmericas@iadb.org)

## THE APPROACH

Pillar 1: **Public Procurement**, aims to facilitate the increased participation of international firms in IDB-financed contracts and facilitate connections with local partners and suppliers, emphasizing sectors such as health, water, energy, transport, agriculture, and digital infrastructure.

- **International roadshows** create awareness about the IDB's procurement opportunities and facilitate connections for partners with LAC public and private sector entities.
- The **Bidder Center** provides curated resources to facilitate an understanding of the intricate bidding procedures, enhancing global firms' participation in Bank-financed tenders, and ultimately elevating their likelihood of success.
- The **Build the Americas mobile app** offers infrastructure companies information about IDB-funded tenders before they are published, and provide business matchmaking to connect with local suppliers of goods and services to develop specific infrastructure projects. The upcoming **BID for the Americas app** will feature the same resources for companies in the IT and consulting sectors.

Pillar 2: **Trade and Investment**, seeks to capitalize on the IDB's expertise and expansive network to facilitate robust business connections and partnerships between global and regional firms.

- **Business matchmaking events** connect international companies with LAC companies to explore trade and investment opportunities.
- **ConnectAmericas.com**, the online business network of the IDB, fosters trade and investment by featuring purchasing announcements, providing a searchable database of companies, and offering **tailored online business communities** for companies from across the globe to connect with their Latin American and Caribbean counterparts.
- The **Americas Business Dialogue (ABD)**, a private sector-led initiative facilitated by the IDB, hosts high-level government and private sector exchanges to support policy recommendations. It also serves as the private sector consultation mechanism for the **Summit of the Americas**.

Pillar 3: **Financing**, mobilizes resources from the public and private sector windows of the IDB Group to support the financing of projects in LAC involving the private sector.

- **IDB Invest**, the private sector arm of the IDB, is expanding outreach to global businesses.
- **IDB LAB**, which supports the Venture Capital industry and early-stage innovation startups, is increasing engagement with global entrepreneurs and investors.
- The IDB's Office of Outreach and Partnerships will launch new initiatives with public sector partners across the globe.
- Networking activities with co-financing partners, investors, and global government institutions will promote participation in future bond issuances and other innovative investment opportunities.