You never know who you are going to meet...
TDLC Engagement Eco-System

1. **City Partnership Program**
   - WB direct collaboration w/ Cities in Japan
   - City Level Knowledge/Data
   - Tacit Know How

2. **Learning & Research**
   - Codified Good Practices
   - Commissioned Research
   - Actionable Knowledge

3. **Technical Deep Dives**
   - Challenge Oriented
   - Operationally Focused
   - Peer-to-Peer

4. **Operational Support**
   - ↑↓ Stream Design
   - Technical Assistance
   - Implementation Support

5. **Knowledge Platforms**
   - Global Platform for Sustainable Cities (GPSC)
   - JICA City Platform
   - Rockefeller 100RC
   - Large Public Events
   - Academia

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**Japanese Expertise**
Public/Private Sector, Academia

You are HERE!
Value of Shark Tank “Pitch Competitions”

- Development and articulation of practical approaches/priorities/next steps
- Identification of hidden challenges/opportunities and solutions
- Consensus building testing w/ various potential collaborators
- Expert advice from different perspectives
- Safe environment to explore and consider opposing views/priorities
- Provides a draft roadmap and “pitch” to solicit support from others
What to Cover?

• SLIDE 1: **Key takeaways** from the Technical Deep Dive

• SLIDE 2: **What needs to be accomplished** to address the pressing challenges you are facing

• SLIDE 3: **Short-term, Medium-term, and Long-term actions to be taken w/ milestones**

• SLIDE 4: **Barriers (Challenges)** in implementing your action plan

• SLIDE 5: **Lending and TA** – Activities currently active or needed

• SLIDE 5: **Support needed** from the World Bank / TDLC / Research (Institutions, experts, other delegations….research/briefs etc.)
Structure:

• Presented by 1 Client per Delegation
• No more than 7 minutes per pitch
• Up to 7 slides

Simplified Objective:
Convince everyone that sees your Action Plan to be an advocate and subscriber to your objective.
<Country Name> Action Plan

Cultural Heritage & Sustainable Tourism TDD
Tokyo, Kyoto - Japan
June 11-15, 2018
<Country> Key Takeaways from TDD

1. <Key Takeaway>
2. <Key Takeaway>
3. <Key Takeaway>
4. <Key Takeaway>
5. <Key Takeaway>
<Country> Implications

1. <Implication>
2. <Implication>
3. <Implication>
4. <Implication>
<Country> Actions to be Taken

• **Short-term:**
  • <Action to be Taken>, by <Who>
  • <Action to be Taken>, by <Who>

• **Medium-term:**
  • <Action to be Taken>, by <Who>
  • <Action to be Taken>, by <Who>

• **Long-term:**
  • <Action to be Taken>, by <Who>
  • <Action to be Taken>, by <Who>
<Country> Lending and TA Active or Needed

- Technical Assistance Work Planned:
  - <TA component> <Cost Estimates>
  - <TA component> <Cost Estimates>
  - <TA component> <Cost Estimates>

- Investment Work Planned:
  - <Goods/ Works/ Services> <Cost Estimates>
  - <Goods/ Works/ Services> <Cost Estimates>
  - <Goods/ Works/ Services> <Cost Estimates>
<Country> Support Needed

- **World Bank:**
  - <Support Requested>
  - <Support Requested>

- **TDLC Program (Japan)**
  - <Support Requested>
  - <Support Requested>

- **Knowledge Products (Case Studies, Policy Notes, etc.)**
  - <Support Requested>
  - <Support Requested>