



## European Contractors, Suppliers, and Consultants Road Shows

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The Asian Development Bank acknowledges that the global construction industry is facing many challenges that will impact the participation in and pricing of large-scale ADB funded infrastructure projects. The continued effects of COVID-19, higher construction material costs, labor shortages, surging inflation, Russian invasion of Ukraine, high energy and commodity prices and supply chain bottlenecks all affect the interest that contractors have for ADB funded projects.

As the global construction industry adapts to these ongoing challenges and in conjunction with ADB's requirement to achieve full alignment with the Paris Agreement for all sovereign operations<sup>1</sup>, ADB wishes to conduct small face-to-face focus group consultations with contractors, suppliers and large project management firms that have either previously participated or are interested in participating in ADB projects to understand their views on how ADB needs to update its practices relating to the traditional project design, market engagement, procurement evaluation methods, contract types and contract management.

ADB acknowledges the need to recalibrate its current thinking on certain contract elements (risk distribution, value engineering, completion bonuses, etc.) to help its borrowers attract the right type of bidders that can deliver quality and value for money under ADB-financed projects. However, to make contract conditions more appealing to contractors and suppliers, it is first necessary to understand their views on risk allocation/ mitigation, profit margins, selection criteria, and other factors. To this end, the European roadshows will be undertaken as follows:

Frankfurt, Germany	16-17 September 2024
Zurich, Switzerland	19-20 September 2024
Madrid, Spain	23-24 September 2024

It would be appreciated if you could confirm your attendance with Roderick Artuz [rtartuz@adb.org](mailto:rtartuz@adb.org) copying Glen Harris [gharris@adb.org](mailto:gharris@adb.org) along with your preferred location or fill out the form using this link or scan the QR code. <https://forms.office.com/r/9KyYXSUTkG?origin=lprLink>



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<sup>1</sup> <https://www.adb.org/news/adb-commits-full-alignment-paris-agreement>

## Detailed Itinerary

Date	Country	Location	Venue
September 16-17, 2024	Germany	Frankfurt	<b>The Westin Grand Frankfurt</b> Konrad -Adenauer-Str. 7 60313 Frankfurt am Main
September 19-20, 2024	Switzerland	Zurich	<b>SWITZERLAND GLOBAL ENTERPRISE</b> Stampfenbachstrasse 85 – CH-8006 Zürich
September 23-24, 2024	Spain	Madrid	<b>ICEX Headquarters</b> Paseo de la Castellana, 278, 28046 Madrid

## Detailed Itinerary

### Day One

Time	Item
8:30 – 9:15	<ul style="list-style-type: none"> <li>➤ Overview of current Contractor / Supplier European participation / Success</li> <li>➤ 2024 – 2025 Opportunities</li> </ul>
9:15 – 9:30	Coffee
9:30 – 10:45	➤ Market Interest
10:45 – 11:00	Session Break
11:00 – 12:15	➤ Procurement Evaluation Methods
12:15 – 13:00	Lunch
13:00 – 14:30	➤ Contract Terms
14:30 – 15:00	Coffee
15:00 – 16:00	➤ Sustainable Procurement
16:00 – 16:30	➤ Wrap up & next steps
16:30 – 17:30	Individual Consultations

### Day Two

Time	Item
9:00 – 12:00	➤ Individual Consultations
12:00 – 13:00	Break
13:00 – 16:00	➤ Individual Consultations

## Market Interest



- Reasons for lower representation of bidders from key markets (Europe, USA, etc.).
- Changes to make opportunities more appealing.
- Bid securities and other bid conditions.

## Evaluation Methods



- Standard ADB evaluation criteria.
- Attitudes on LESRB.
- Merit point criteria.
- Multi-stage tenders.

## Contract Terms



- Value engineering opportunities within contracts.
- Price adjustment mechanism and relevance with current macro trends.
- Performance incentives.
- Standard forms of contract.

## Sustainable Procurement



- How private sector can best respond to sustainable procurement objectives.
- Scalable climate solutions available within private sector.
- How technology can help resolve sustainability goals through procurement.