Opportunities for Think-tanks, Academia and centers of excellence

Commercial Opportunities
Partnerships
Experts' Pool

The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.





- Galiya Ismakova, Principal Procurement Specialist, Operations Services Division
- Muhammad Ehsan Khan, Advisor and Head, Unit for Institutional Coordination, Budget, Personnel and Management Systems Department
- Mr. K.E. Seetha Ram, Knowledge Sharing and Services Center, Sustainable Development and Climate Change Department



One of the 10 priorities in the Medium Term Review of Strategy 2020 is financial resources and partnerships, which ADB will continue to strengthen in order to leverage knowledge, expertise, and funding.

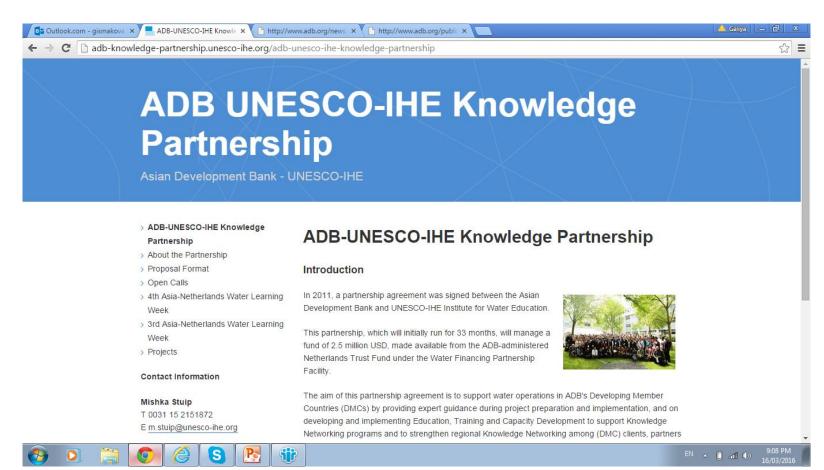


- Commercial opportunities (Consulting Guidelines would apply)
- 1) competing with commercial consulting firms for assignment in which Academia, think-tank or center of excellence might have competitive advantage. Method of selection would change from QCBS to QBS or FBS to remove possible cost advantage of non-commercial entity
- 2) competing with similar type of organizations
- Methods of selection does not need to change from originally proposed
- 3) Single source selection based on unique qualifications of the organization

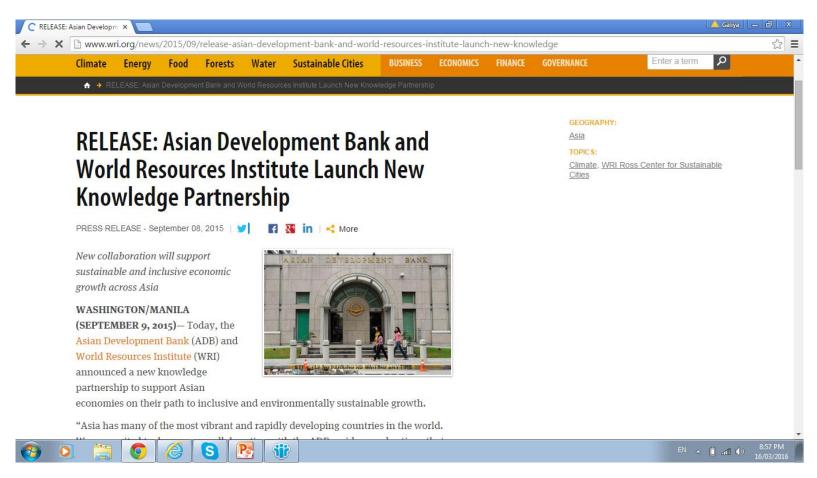


- Partnership agreements (Consulting Guidelines do not apply)
- 1) No legal obligations are created (example MOU with Microsoft to promote use of ICT in Asia Pacific)
- Legal obligations are created to develop and deliver joint program.
 Joint nature of the program extends to joint efforts and joint financing.

Knowledge partnerships



Knowledge partnerships





Offers of free services - considerations

- Free of remuneration?
- Out of pocket expenses coverage
- Pursuit of commercial opportunities
- Conflict of interest



- Development of partnership agreements templates (currently bespoke)
- Research grants



Useful links

- www.adb-asianthinktanks.org/
- http://adb-knowledge-partnership.unesco-ihe.org/adbunesco-ihe-knowledge-partnership
- www.adb.org/news/events/knowledge-partnershipforum-innovation-resilient-and-smart-communities
- www.adb.org/publications/guidelines-knowledgepartnerships
- <u>www.adb.org/documents/cooperation-between-asian-development-bank-and-nongovernment-organizations</u>
- www.adb.org/publications/adb-deepening-cooperationcivil-society-2014
- http://www.adb.org/sites/default/files/publication/179080/adb-brief-52-deepening-cooperation-cs-2014.pdf
- http://www.adb.org/news/events/knowledgepartnership-forum-innovation-resilient-and-smartcommunities