

7th ADB Business Opportunities Fair **Procurement of Goods and Works**

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16 March 2016

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Roadmap

- Rationale for pursuing ADB funded
 Goods and Works Contracts
- Identifying Opportunities for Goods and Works Contracts
- Bidding Dos and Don'ts
- ADB's Procurement Guidelines



Why pursue ADB financed goods and works contracts?

- Significant expenditure on goods and works
- Gateway to new opportunities in fast growing emerging economies across multiple sectors
- Availability of funds is assured
- Internationally accepted procurement procedures
- Risks related to transparency, fairness and integrity of procurement activities mitigated through ADB oversight
- Support a worthy development mission



Identifying Opportunities for Goods and Works Contracts

Identifying Opportunities for Goods and Works

- Country Partnership Strategy
- Country Operations Business Plan
- Procurement Plans
- Specific Procurement notices
 - Invitation for Prequalification
 - Invitation for Bids
- Hop-on Opportunities
 - Prequalified Contractors
 - Contracts Awarded

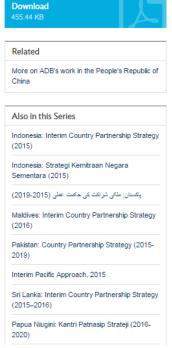


Country Partnership Strategy

Careers Contacts



ASIAN DEVELOPMENT BANK



→ Search



Country Partnership Strategy

January 2016

Transforming Partnership: People's Republic of China and Asian Development Bank, 2016–2020

LIST OF LINKED DOCUMENTS

http://www.adb.org/Documents/CPS/?id=PRC-2016

Economic Analysis (Summary) Poverty Analysis (Summary) Gender Analysis (Summary)

Environment Assessment (Summary)

Private Sector Assessment (Summary)

Sector Assessment (Summary): Agriculture, Natural Resources, and Rural Development

Sector Assessment (Summary): Education Sector Assessment (Summary): Energy Sector Assessment (Summary): Finance

Sector Assessment (Summary): Health

Sector Assessment (Summary): Public Sector Management

Sector Assessment (Summary): Transport

Sector Assessment (Summary): Urban and Urban-Rural Development

Risk Assessment and Risk Management Plan (Summary)

Country and Portfolio Indicators

Country Cost-Sharing Arrangements and Eligible Expenditure Financing Parameters

Country Partnership Strategy Formulation Country Operations Business Plan Country Assistance Program Evaluation

Country Knowledge Plan (Summary)
Climate Change Assessment (Summary)

Regional Cooperation and Integration (Summary)



Country Operations Business Plan

Country Operations Business Plan

January 2016

People's Republic of China 2016–2018

INDICATIVE ASSISTANCE PIPELINE

Table A1: Lending Products, 2016-2018

			Strategic					Cost (\$ million)		
		Poverty	Agendas and Drivers		Year of			ADB ADF		Co-
Project/Program Name	Sector	Targeting	of Change	Division	PPTA	Total	OCR	Loans Grants Total	Gov't	finance
2016 Firm Henan Hebi Qihe River Environmental Improvement and Ecological Conservation	ANR d WUS	TI-M	IEG, ESG GEM,KNS PSD	EAER	2014	325.4	150.0		175.4	
Fujian Farmland Sustainable Utilization and Demonstration	ANR	No	IEG, ESG GEM,PAR	EAER	2014	220.0	100.0		120.0	
Shandong Groundwater Allocation and Protection	ANR	No	KNS,SGE IEG, ESG	EAER	2013	344.03	150.0		194.03	
Xinjiang Kelamayi Ecological Forest Infrastructure	ANR	No	KNS,SGE IEG,ESG	EAER	2014	179.0	100.0		79.0	
Jiangxi Xinyu Kongmu River Watershed Flood Control and Environmental Improvement	ANR WUS	TI-M	IEG, ESG GEM,KNS PSD, PAR	EAER	2015	306.0	150.0		156.0	
Gansu Jinta Concentrated Solar Power	r ENE	GI	GCD,PAR ESG,IEG	EAEN	2013	143.0	100.0		43.0	
Qinghai Haidong Urban Rural Eco Development	ANR WUS	GI	ESG, IEG GCD,GEM	EASS	2014	250.0	150.0		100.0	
Chongqing Integrated Logistics Demonstration	TRA	GI	IEG, ESG RCI, GEM GCD,KNS PAR,PSD	EATC	2014	333.1	150.0		183.1	
Subregional Rail Link I (E'mei- Miyi)	TRA	GI	IEG, ESG GCD,GEM	EATC	2011	725.0	300.0		425.0	
Ningxia Liupanshan Poverty Reduction Rural Road Development	TRA	TI-G	IEG,GCD GEM	EATC	2014	600.0	100.0		500.0	
Total (2016 Firm)						3,425.53	1,450.0		1,975.53	

Project Name: Rajasthan Urban Sector Development Program					
Project Number: 42267-026	Approval Number: 3183/3182/8749/0413				
Country: India	Executing Agency: Government of Rajasthan, Local Self Government Department (LSGD)				
Project Procurement Classification: Category B	Implementing Agency: Rajasthan Urban Infrastructure Development Project				
Project Procurement Risk: Moderate					
Project Financing Amount: US\$ 612,000,000 ADB Financing: US\$ 500,000,000 Cofinancing (ADB Administered): US\$ 2,000,000 Non-ADB Financing: US\$ 110,000,000	Project Closing Date: 30 June 2020				
Date of First Procurement Plan: 24 October 2014	Date of this Procurement Plan: 12 October 2015, Version 1				

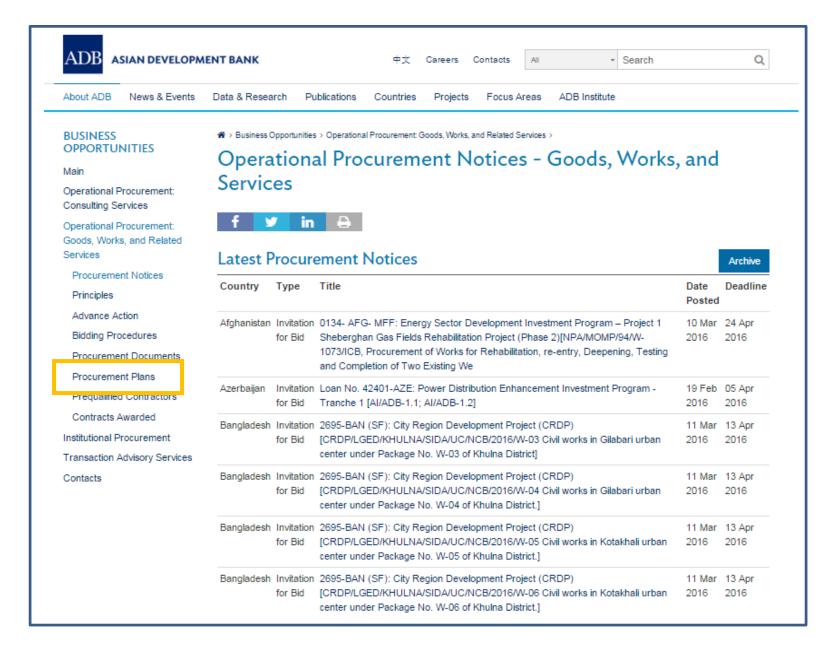
2. Goods and Works Contracts Estimated to Cost \$1 Million or More

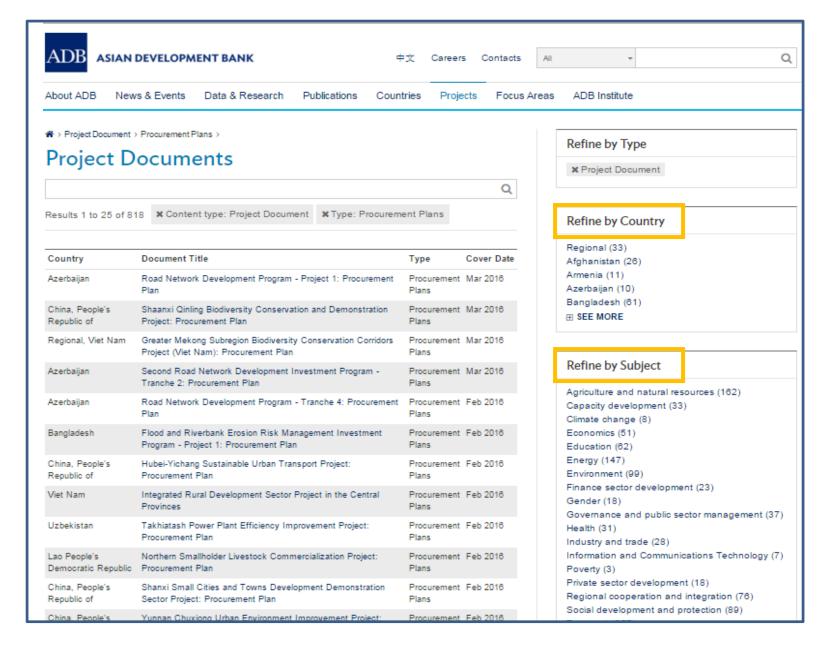
The following table lists goods and works contracts for which the procurement activity is either ongoing or expected to commence within the next 18 months.

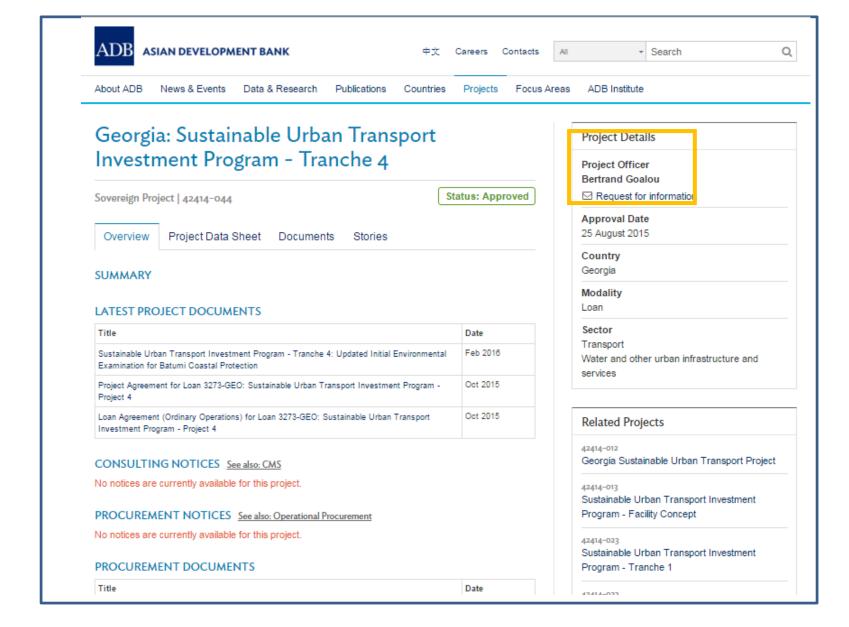


	Package Number	General Description	Estimated Value	Procurement Method	Review (Prior/ Post)	Bidding Procedure	Advertisement Date (quarter/year)	Comments
•	Bhil/01	Providing Sewer Network with House connections etc. at	55,570,000.00	ICB	Prior	1S2E	Q3 / 2015	Prequalification of Bidders: N Domestic Preference Applicable: N

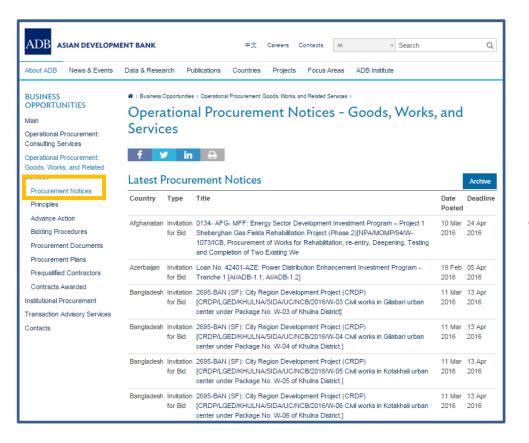








Specific Procurement Notices





Invitation for Bids

Date:	23 April 2013
Loan No.	2636-VIE: Strengthening Water Management and Irrigation Systems
and Title:	Rehabilitation Project
Contract No.	Package No. 02/MD-HD: Procurement and Installation of Pumps,
and Title:	Motors and Electrical Panels
Deadline for Submission of Bids:	04 June 2013; 9:30 hours

1. The Socialist Republic of Vietnam has received an ODA Loan from Asian Development Bank (hereinafter called "ADB") towards the cost of the Strengthening Water Management and Irrigation Systems Rehabilitation Project, and it intends to apply part of the proceeds of this loan to payments under the contract for Package No. 02/MD-HD: Procurement and Installation of Pumps, Motors and Electrical Panels.

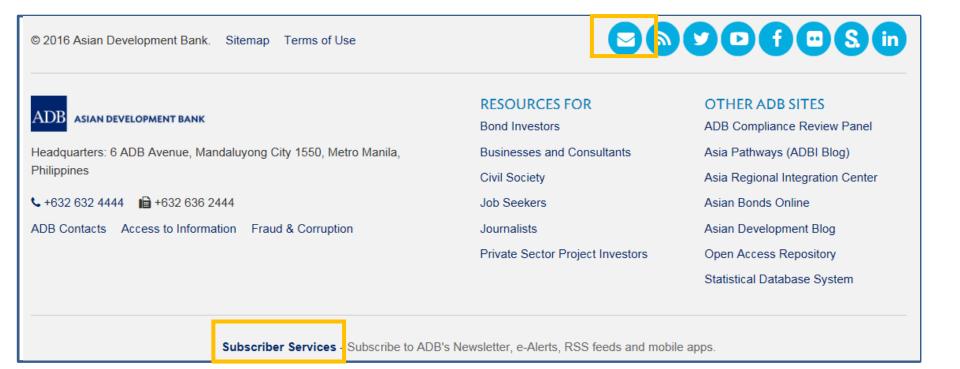


Invitation for Prequalification

Date:	25 March 2013		
Loan No. and Title:	2730-VIE: Greater Mekong Subregion Ben Luc – Long Thanh Expressway Project		
Contract No. and Title:	ICB A3 Civil Works (Km 16+600 – Km 18+713,5)		
Deadline for Submission of Bids:	09 May 2013, 14:00 hours		

- This Invitation for Prequalification follows the Procurement Plan for this project that appeared in ADB's Business Opportunities on 26 October 2010. The eligibility rules and procedures of ADB will govern the prequalification and the bidding process.
- The Socialist Republic of Vietnam has received a loan from the Asian Development Bank (ADB) towards the cost of Construction of GMS Ben Luc-Long Thanh Expressway Project.

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Resources [Uncheck all]

Articles, Case Studies and Multimedia

Web articles, videos, photo essays, and project results and case studies from ADB or ADBI

Opinion and commentary from ADB and other experts on development issues

■ Board Documents

Documents from ADB's Board of Directors that are for public disclosure, such as board committee reports, minutes of the meetings of the board of directors, and chair's summaries. See an example.

✓ Country Planning Documents

Planning documents that are produced in partnership with developing member countries to guide ADB's operations at the country level. See an example

■ Economic Data and Research

Includes the Asian Development Outlook and Update, Key Indicators, Working Papers, and technical briefs containing economic research, reports, and analysis published by ADB or ADBI. See an example.

Evaluation Reports

Reports prepared by ADB's Independent Evaluation Department on individual projects and programs, sector and thematic evaluations, and annual evaluation reports. See an example.

Events

Scheduled events that are organized or supported by ADB or ADBI.

■ News Releases

Announcements to media of a launch, event, report, or project.

mnormation about sovereign and nonsovereign projects and programs, including project data sheets and project documents. See an example.

Publications

Specialized papers, serials and books published by ADB or ADBI. See an example.

Safeguard Documents

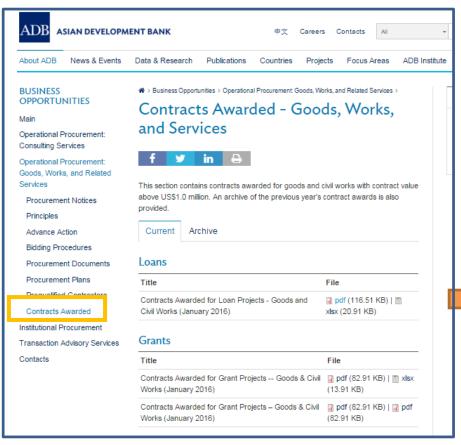
Project documents that provide information on assessments, measures, monitoring, and due diligence conducted for Environment, Resettlement, and Indigenous Peoples safeguards. More about ADB Safeguards

Opportunities

□ Employment Opportunities

Procurement Notices

Hop-on Opportunities – Contracts Awarded





Goods & Civil Works: Loans - Contracts Awarded in January 2016

LOAN NO. : 2695-BAN(SF)

Project Name : CITY REGION DEVELOPMENT PROJECT
Executing Agency : Local Government Engineering Department
Name of Contractor : MEGHNA STRUCTURAL ENGINEERING LTD.
Address : 131/2, NEW ESKATON ROAD (1ST FLOOR), [

: 131/2, NEW ESKATON ROAD (1ST FLOOR), DHAKA BANGLADESH

Nature of Contract : CONSTRUCTION

Contract Description : WATER SUPPLY WORKS UNDER AHULIA URBAN CENTRES CRDP/LGED/DPHE/NCB/2015/WS-01

Total Contract Amount : US\$ 1,369,480.45 Contract Amount Financed by ADB : US\$ 1,013,028.26 Date of Contract : 21-Jan-16

Date of Contract : 21-Jan-16 Sector : Urban water supply

LOAN NO. : 3138-BAN(SF)

Project Name : MFF:FLOOD&RIVERBANK EROSION RISK

MANAGEMENT INVESTMENT

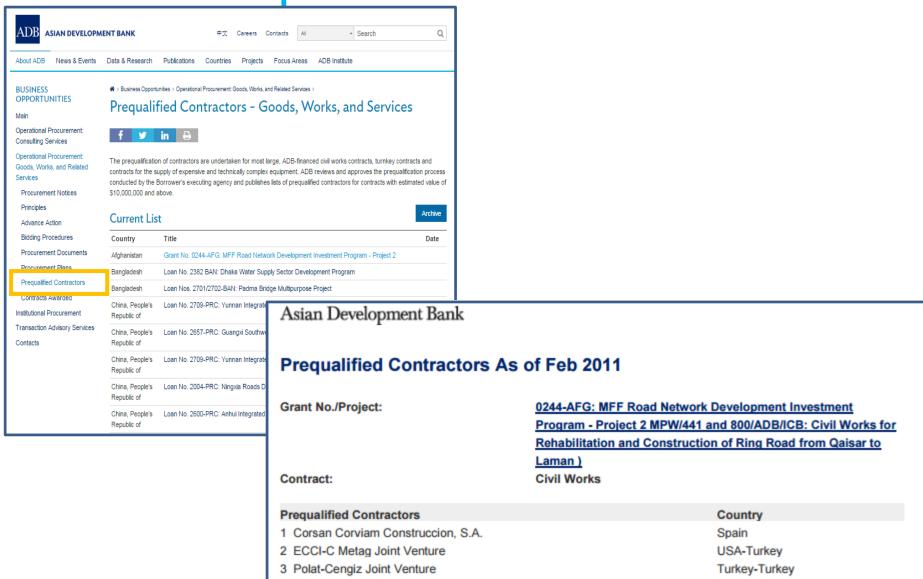
Executing Agency : Bangladesh Water Development Board
Name of Contractor : M.M BUILDERS & ENGINEERS LTD.
Address : HOUSE 127, RD. 10, BLOCK C, NIKETON
GULSHAN-1, DHAKA-1212 BANGLADESH

Nature of Contract : CONSTRUCTION

Contract Description : UNDERWATER RIVERBANK PROTECTION WORKS

ALONG LG PADMA RIVER REACH-1 (0 TO

Hop-on Opportunities – Prequalified Contractors



Bidding Dos and Don'ts

Leverage your strengths

- Ability to operate in countries that do not generate significant bidder interest
 - Afghanistan
 - Cambodia
 - Pakistan
 - Solomon Islands
 - Papua New Guinea
 - Timor-Leste and other Pacific States
- Experience in country and with executing agency
- Access to information regarding local joint venture partners and subcontractors
- Access to information regarding availability of key inputs
 - Materials
 - Labor
 - Equipment



Seek official clarification in timely manner

BIDDING DOCUMENT	POTENTIAL ISSUES
Bid Conditions	Unreasonable bid preparation period
Qualification Criteria	 Unclear which entity must comply with qualification criteria Ambiguous criteria Restrictive criteria
Requirements	• Incomplete, unclear or restrictive requirements
Contract Conditions	Unreasonable contract completion periodUnbalanced risk allocation

 Write to ADB directly if executing agency fails to respond promptly or there is a complaint against executing agency



- Do not add conditions
- Submit bid within the stipulated deadline
- Ensure following steps are taken during bid opening
 - All relevant prices are read out
 - All discounts are read out
 - Presence and amount of bid security is read out
 - No envelope remains unopened
 - The record is signed by all bidders present and by the buyer
- Be Aware of Possible Bid Extension



Make final check of bid

- Amount, validity and text of Bid Security
- Signatures and power of attorney
- Joint venture agreement enclosed
- References enclosed
- Discounts in covering letter or appropriate place as specified in the bidding document
- Marking of envelopes as appropriate

Seek debriefing if you are not successful

 Unsuccessful bidders may request debriefing from executing agency. If they are not satisfied with the explanation given, they may contact ADB directly.



Bidding Don'ts

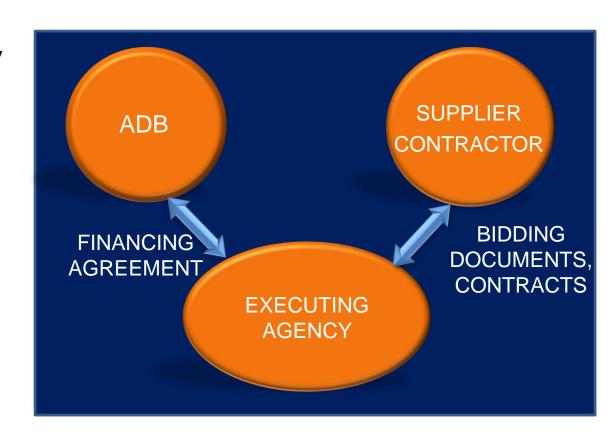
- No Bid Security
- Insufficient Amount of Bid Security
- Lack of Supporting Documents
- Incomplete Bids
- Partial Quantities
- Absence of test reports if required
- Bids not signed
- Conflict of interest



ADB's Procurement Guidelines*

Contractual Relationships

- Executing Agency is responsible for all procurement activities
- ADB oversees compliance with ADB's Procurement Guidelines*





^{*} ADB's review procedures are set forth in Project Administration Instruction 3 at http://www.adb.org/documents/project-administration-instructions

Overarching Principles

- Economy and efficiency
- Transparency
- Fairness
- Promotion of domestic industries
- Eligible source of goods and works

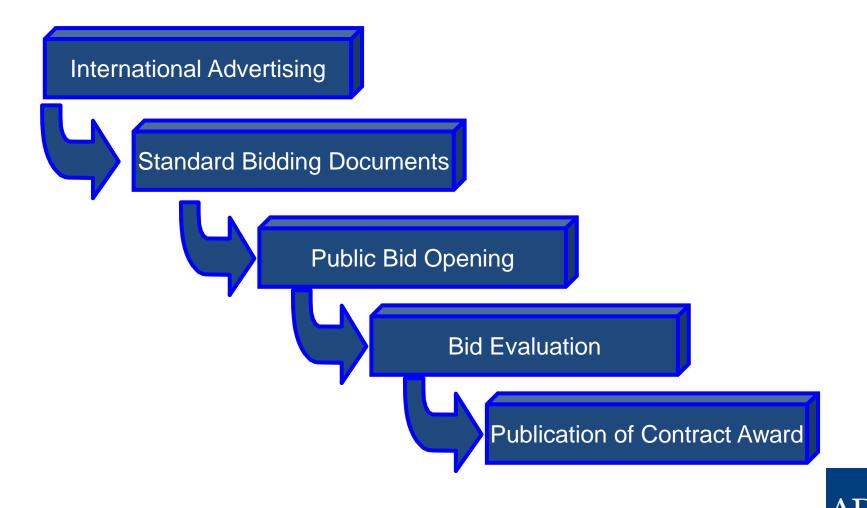


Key Eligibility Restrictions

- Compliance with UN Security Council decision
- Conflict of interest (i.e., party has interests that could improperly influence that party's performance of official duties or responsibilities, contractual obligations, or compliance with law)
- Government-owned enterprises in the borrower's country may participate if they can establish that they (i) are legally and financially autonomous, (ii) operate under commercial law and (iii) are not dependent agencies of the borrower or sub-borrower
- Declaration of ineligibility by ADB



International Competitive Bidding – Default Procurement Method



Other Procurement Methods

- Limited International Bidding
- National Competitive Bidding
- Shopping
- Direct Contracting
- Force Account
- Performance-based procurement
- Procurement under Loans to Financial Intermediaries
- Procurement under Private Sector Loans
- Procurement under Disaster and Emergency Assistance
- Community Participation in Procurement



Prohibited Practices

Corrupt Practice

the offering, giving, receiving, or soliciting, directly or indirectly, anything of value to influence improperly the actions of another party (e.g. bribery, kickbacks, extortion, bid manipulation)

Fraudulent Practice

action or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation (e.g., false bid security/bank guarantees, work certificates, financial statements)

Collusive Practice

an arrangement between two or more parties designed to achieve an improper purpose, including influencing improperly the actions of another party (e.g. leaking of bid information, rigged specifications)

Coercive Practice

impairing or harming, or threatening to impair or harm, directly or indirectly, any party or its property to influence improperly the actions of a party



Misprocurement

If Procurement is not carried out as agreed ADB will

- declare misprocurement
- cancel corresponding portion of financing
- exercise other remedies

If appropriate, ADB may permit rebidding

