



BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

8th ADB Business Opportunities Fair

Procurement of Works and Goods

Presentation by

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Procurement Specialist, OSFMD

22 March 2017

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Procurement of Works and Goods

- Why pursue ADB funded Goods and Works Contracts?
- ADB's Procurement Guidelines
- How to identify Opportunities for Goods and Works Contracts
- Bidding Dos and Don'ts

Why pursue ADB funded Goods and Works Contracts?

- Significant budgets for goods and works
- Gateway to new opportunities in fast growing emerging economies across multiple sectors
- Funds are available
- Internationally accepted procurement procedures
- Risks related to transparency, fairness and integrity of procurement activities mitigated through ADB oversight
- Support a worthy development mission



Regional Multi-lateral Development Bank with HQ in Manila, Philippines



Asian Development Bank

- ADB is an international development finance institution whose mission is to help its developing member countries reduce poverty and improve the quality of life of their people.
- Established in 1966, ADB has committed \$231.53 billion in loans to the vision of an Asia and Pacific region free of poverty.



Areas of Focus and Results

- ADB operations are designed to support the three complementary agendas of inclusive economic growth, environmentally sustainable growth, and regional integration. ADB employs its limited resources in its areas of comparative strength—the core areas of:
 1. Infrastructure (water, energy, transport, urban development, information and communications technology)
 2. Environment
 3. Regional Cooperation and Integration
 4. Finance Sector Development
 5. Education



Other areas of assistance

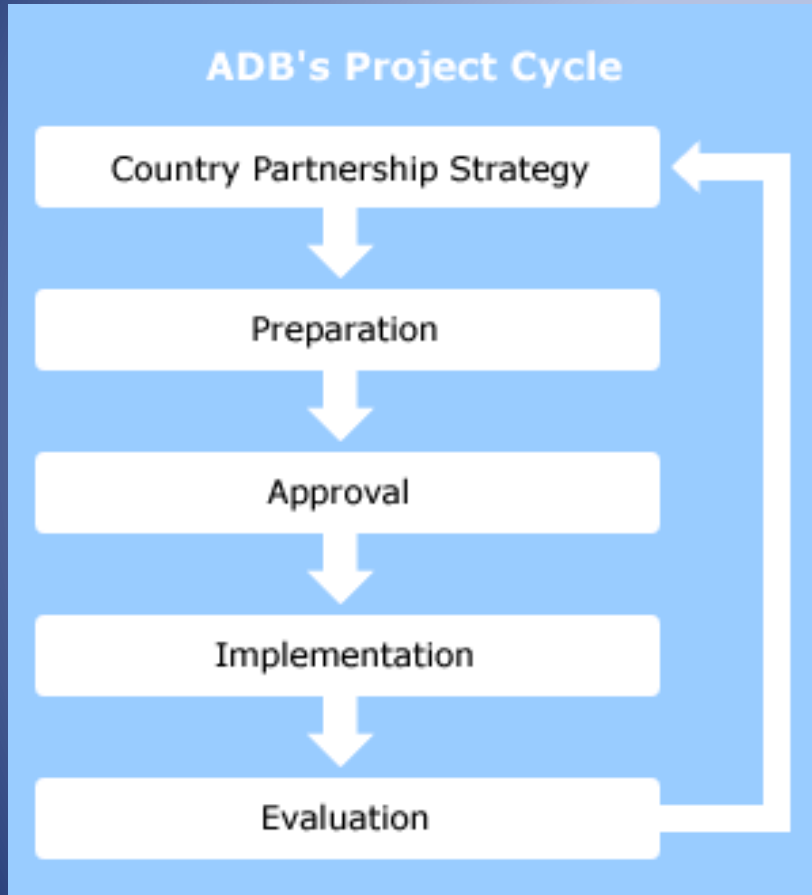
- ADB also operates on a limited scale in other areas, including
- Health
- Agriculture and Natural Resources
- Public Sector Management

How much assistance does ADB provide?

- ADB operations reached an all-time high of \$31.5 billion in 2016, a 17% increase from \$26.9 billion in 2015.
- ADB's approvals of loans and grants for sovereign and nonsovereign operations reached \$17.5 billion - a 9% increase from \$16.0 billion in 2015. Non-concessional loans from ADB's Ordinary Capital Resources (OCR) amounted to \$14.4 billion. Concessional loans and grants from the Asian Development Fund (ADF) reached \$3.1 billion, with \$2.6 billion going to loans and \$518 million to grants. Technical assistance increased by around 20% to \$170 million from 2015's \$141 million figure.



ADB Project Cycle and Business Opportunities



- Staff consultants
- PPTA consultants
- Loan/ Grant consultants
- Suppliers/ Contractors
- Staff consultants

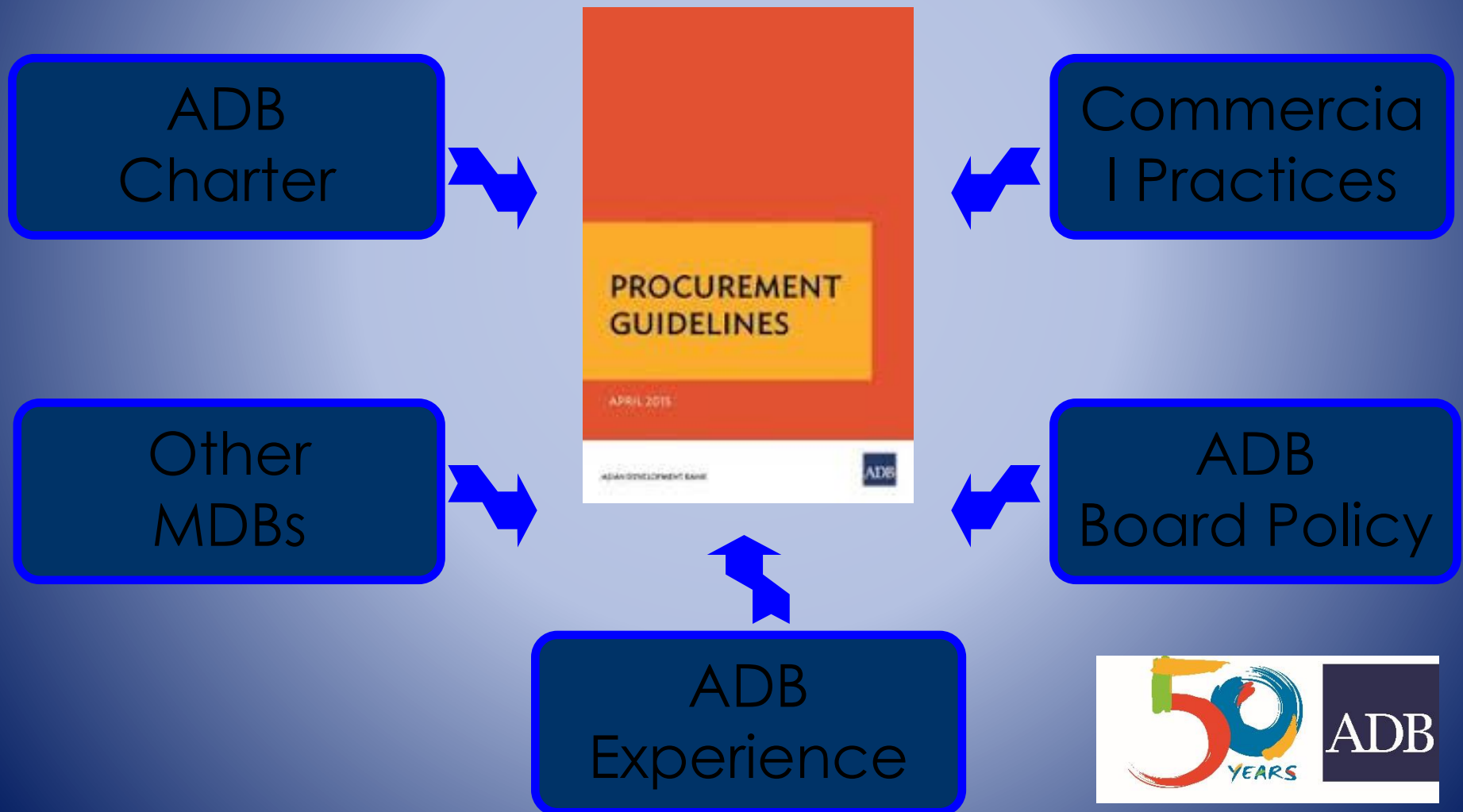
Procurement of Goods and Works



- ADB Procurement Guidelines (2015)
- ADB Procurement Reform (2017)



ADB Procurement Guidelines - Sources



ADB Procurement

ADB Oversight

- The Borrower (Executing Agency) is responsible for procurement of goods and works
- ADB reviews the procurement activities of EAs to ensure compliance with ADB Guidelines

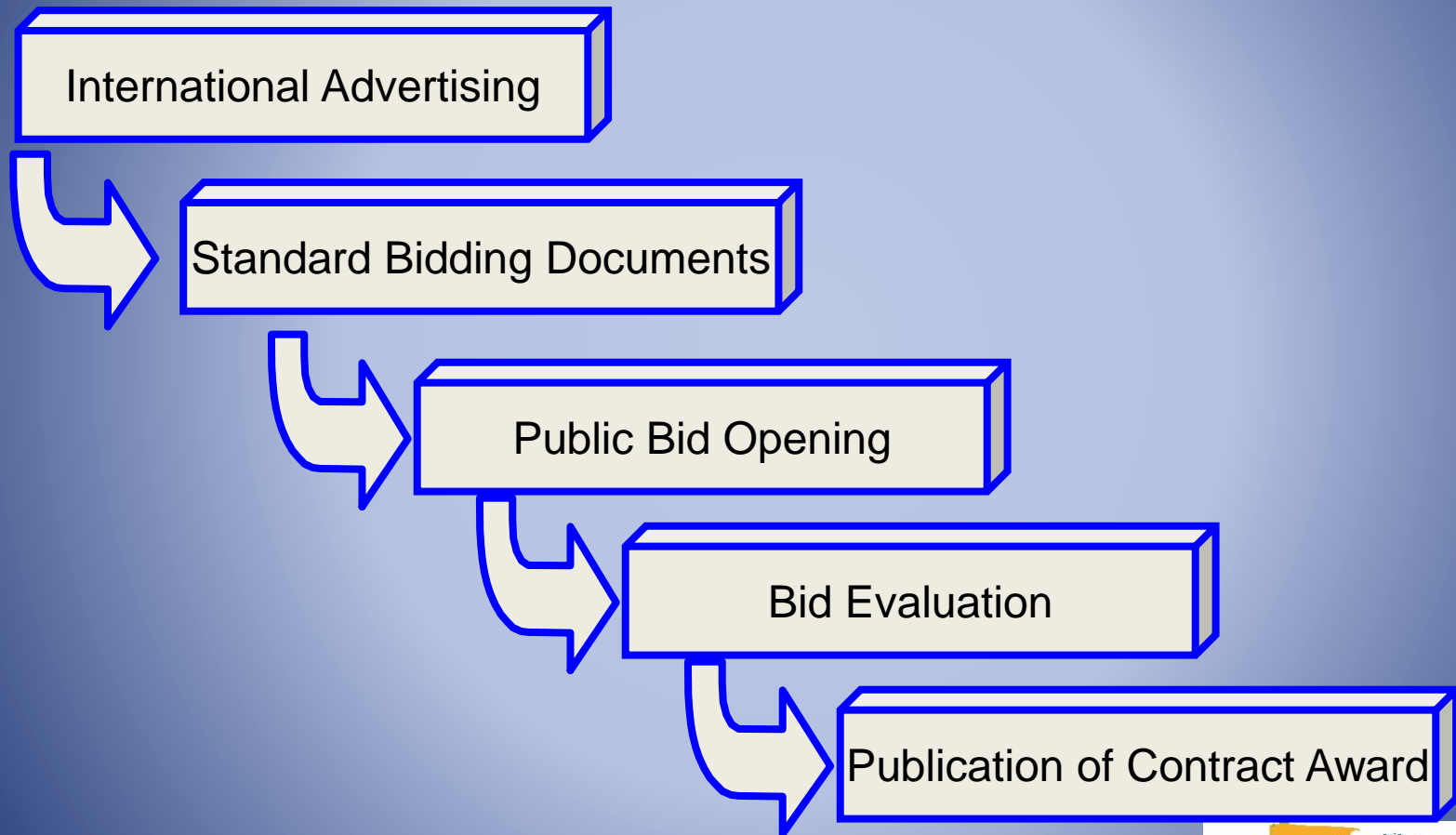
Overarching Principles

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

New Policy additions

- Value for Money and Fitness for Purpose
- Quality

International Competitive Bidding – Default Procurement Method




Other Procurement Methods

- Limited International Bidding
- National Competitive Bidding
- Shopping
- Direct Contracting
- Force Account
- Community Participation in Procurement

Open Competitive Bidding

- OCB will replace ICB and NCB
- Possible application of standstill period
- Improved complaints handling mechanism

Use of ADB Standard Bidding Documents



https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/doci

About ADB News & Events Data & Research Publications Countries Projects Focus Areas ADB Institute

BUSINESS OPPORTUNITIES

Main

Operational Procurement: Consulting Services

Operational Procurement: Goods, Works, and Related Services

Procurement Notices

Principles

Advance Action

Bidding Procedures

Procurement Documents

Procurement Plans

Prequalified Contractors

Contracts Awarded

Institutional Procurement

Transaction Advisory Services

Contacts

Business Opportunities > Operational Procurement: Goods, Works, and Related Services >

Procurement Documents

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Procurement Guidelines Prequalification Goods **Works** Plant Sample Shopping

Guide on Bid Evaluation

Works - Large Contracts

Two standard bidding documents (SBDs) for the procurement of works are available. The SBDs make use of the Conditions of Contract for Construction for Building and Engineering Works Designed by the Employer, Multilateral Development Bank Harmonized Edition 2010 ([FIDIC MDB - June 2010](#)), prepared by the Fédération Internationale des Ingénieurs-Conseil, or [FIDIC](#).

Download and read the [User's Guide: Procurement of Works](#) before downloading and working with any of the three bidding documents for works.

1. SBD Works following prequalification: This SBD is to be used when the bidding is preceded by a prequalification exercise. Prequalification shall be applied for all large and complex works contracts.
2. SBD Works without prequalification: This SBD is to be used when the bidding is not preceded by a prequalification exercise and postqualification is applied. Postqualification may be used for the procurement of simple and unsophisticated works contracts.
3. SBD Works (Single-Stage: Two-Envelope): This SBD requires Bidders to submit two sealed envelopes simultaneously, one containing the Technical Proposal and the other the Price Proposal, enclosed together in an outer single envelope. This procedure allows the Employer to evaluate the Technical Proposals without reference to price. Bids of Bidders who



ADB

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

The screenshot displays the ADB website's 'Country Partnership Strategy' page for the People's Republic of China. The browser address bar shows the URL <https://www.adb.org/countries/prc/strategy>. The website header includes the ADB logo (50 YEARS ASIAN DEVELOPMENT BANK), navigation links (Home, Careers, Contacts), a search bar, and a secondary menu (About ADB, News & Events, Data & Research, Publications, Countries, Projects, Focus Areas, ADB Institute). The main content area is titled 'ADB-People's Republic of China Partnership Strategy' and includes a '中文' (Chinese) link. A paragraph states: 'On 16 February 2016, ADB's Board of Directors endorsed a new country partnership strategy (CPS) with the People's Republic of China (PRC) for 2016-2020. The CPS envisages broadening and deepening various aspects of the ADB-PRC partnership, including the lender-borrower relationship for the public and private sectors, knowledge partnership, collaboration in promoting regional and South-South cooperation, and the PRC's role as a financial contributor to ADB operations.' Below this is a section 'Knowledge for sustainable development' which notes that the PRC needs knowledge-based solutions and that ADB has put knowledge at the center of its operations. A list item indicates: 'helping to translate innovative ideas into actual projects and programs for'. On the right, a box titled 'Latest Country Strategies and Business Plans' lists: 'People's Republic of China: Country Operations Business Plan (2016-2018)', 'People's Republic of China: Country Partnership Strategy (2016-2020)', and 'Greater Mekong Subregion: Regional Cooperation Operations Business Plan (2013-2014)'. The left sidebar contains a navigation menu with links such as 'CHINA, PEOPLE'S REPUBLIC OF', 'Main', 'Strategy', 'Country Planning', 'Documents', 'Economy', 'Poverty in the People's Republic of China', 'Project Learning Resources', 'Projects and Results', 'Activities', '30 Years of ADB-PRC Partnership', 'Opportunities', 'Publications and Documents', 'What's New in Chinese', and 'News and Multimedia'. The Windows taskbar at the bottom shows various application icons and the system clock indicating 4:04 PM on 02/03/2017.

ADB 50 YEARS ASIAN DEVELOPMENT BANK

Home ADB-People's Republic of ...

中文 Careers Contacts Search

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CHINA, PEOPLE'S REPUBLIC OF

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Country Planning

Documents

Economy

Poverty in the People's Republic of China

Project Learning Resources

Projects and Results

Activities

30 Years of ADB-PRC Partnership

Opportunities

Publications and Documents

What's New in Chinese

News and Multimedia

> China, People's Republic of >

ADB-People's Republic of China Partnership Strategy

中文

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On 16 February 2016, ADB's Board of Directors endorsed a new country partnership strategy (CPS) with the People's Republic of China (PRC) for 2016-2020. The CPS envisages broadening and deepening various aspects of the ADB-PRC partnership, including the lender-borrower relationship for the public and private sectors, knowledge partnership, collaboration in promoting regional and South-South cooperation, and the PRC's role as a financial contributor to ADB operations.

Knowledge for sustainable development

The PRC needs knowledge-based solutions as it seeks to put its economy on a more sustainable trajectory while dealing with a wide array of complex issues from environmental pollution to creating social safety nets. ADB has put knowledge at the center of its operations in the country by:

- helping to translate innovative ideas into actual projects and programs for

Latest Country Strategies and Business Plans

People's Republic of China:
Country Operations Business Plan
(2016-2018)

People's Republic of China:
Country Partnership Strategy
(2016-2020)

Greater Mekong Subregion:
Regional Cooperation Operations
Business Plan (2013-2014)

EN 4:04 PM 02/03/2017



ADB

January 2016

People's Republic of China
2016–2018

Country Operations Business Plan

INDICATIVE ASSISTANCE PIPELINE

Table A1: Lending Products, 2016–2018

	Sector	Poverty Targeting	Strategic Agendas and Drivers of Change	Division	Year of PPTA	Cost (\$ million)						
						Total	OCR	ADB			Gov't	Co-finance
								Loans	Grants	Total		
Environmental Improvement and Ecological Conservation	ANR 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	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	

Finding ADB Business Opportunities

<https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/notices-current>

The screenshot shows the ADB website's 'Latest Procurement Notices' page. The browser address bar displays the URL: <https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/notices-current>. The page features a sidebar on the left with navigation links: Operational Procurement: Goods, Works, and Related Services; Procurement Notices; Principles; Advance Action; Bidding Procedures; Procurement Documents; Procurement Plans; Prequalified Contractors; Contracts Awarded; Institutional Procurement; and Transaction Advisory. The main content area is titled 'Latest Procurement Notices' and includes an 'Archive' button. Below the title is a table of procurement notices.

Country	Type	Title	Date Posted	Deadline
Afghanistan	Invitation for Bid	Grant Nos. G0521-AFG(SF)/0522-AFG(EF)/0523-AFG(EF): Energy Supply Improvement Investment Program (Tranche 2) [NPA/DABS/95/ICB/W-1464: Package 11]	27 Feb 2017	27 Apr 2017
Afghanistan	Invitation for Bid	Grant Nos. G0521-AFG(SF)/0522-AFG(EF)/0523-AFG(EF): Energy Supply Improvement Investment Program (Tranche 2) [NPA/DABS/95/ICB/W-1464: Package 12]	27 Feb 2017	27 Apr 2017
Afghanistan	Invitation for Bid	G0521-AFG(SF)/0522-AFG(EF)/0523-AFG(EF): Energy Supply Improvement Investment Program (Tranche 2) [NPA/DABS/95/ICB/W-1464: Package 10]	21 Feb 2017	10 Apr 2017
Azerbaijan	Invitation for Bid	Loan No. 3407-AZE: Power Distribution Enhancement Investment Program – Tranche 1 [Aī/ADB-5.1 and Aī/ADB-5.2]	20 Jan 2017	04 Mar 2017
Bangladesh	Invitation	Loan No. 3142-BAN: Third Urban Governance and	20 Feb	05 Apr



Procurement Plans

<https://www.adb.org/site/business-opportunities/operational-procurement/goods-services-pp>

The screenshot shows a web browser window displaying the ADB website. The address bar shows the URL: <https://www.adb.org/site/business-opportunities/operational-procurement/goods-services-pp>. The browser tabs include 'Home', 'Procurement Plans - Goo...', and 'Results of ADB-supported O...'. The website's navigation menu includes 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. The left sidebar contains a 'BUSINESS OPPORTUNITIES' section with links to 'Main', 'Operational Procurement: Consulting Services', 'Operational Procurement: Goods, Works, and Related Services', 'Procurement Notices', 'Principles', 'Advance Action', 'Bidding Procedures', 'Procurement Documents', 'Procurement Plans', 'Prequalified Contractors', and 'Contracts Awarded'. The main content area features the title 'Procurement Plans - Goods, Works, and Services' and a brief description: 'The procurement plan provides information to the bidders on opportunities for expected and scheduled procurement related to a given project. Details of a procurement plan include a brief description of goods, and works or consultant services, to be procured; the method of procurement; contract cost estimates; project threshold values; expected advertisement dates; and ADB review procedure. After loan effectiveness, the procurement plan is updated as the need arises or at least annually for the duration of a project.' Below this is a table with two columns: 'Title' and 'Cover Date'. The table lists three procurement plans: 'Lao People's Democratic Republic Vientiane Sustainable Urban Transport Project: Procurement Plan' (Feb 2017), 'Cambodia Integrated Urban Environmental Management in the Tonle Sap Basin Project: Procurement Plan' (Feb 2017), and 'Cambodia Second GMS Regional Communicable Diseases Control Project - Cambodia: Procurement Plan' (Feb 2017). The bottom of the screenshot shows a Windows taskbar with various application icons and a system clock indicating 3:52 PM on 02/03/2017.

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Home > Business Opportunities > Operational Procurement: Goods, Works, and Related Services >

Procurement Plans - Goods, Works, and Services

The procurement plan provides information to the bidders on opportunities for expected and scheduled procurement related to a given project. Details of a procurement plan include a brief description of goods, and works or consultant services, to be procured; the method of procurement; contract cost estimates; project threshold values; expected advertisement dates; and ADB review procedure. After loan effectiveness, the procurement plan is updated as the need arises or at least annually for the duration of a project.

Title	Cover Date
Lao People's Democratic Republic Vientiane Sustainable Urban Transport Project: Procurement Plan	Feb 2017
Cambodia Integrated Urban Environmental Management in the Tonle Sap Basin Project: Procurement Plan	Feb 2017
Cambodia Second GMS Regional Communicable Diseases Control Project - Cambodia: Procurement Plan	Feb 2017

Procurement– Hop-on Opportunities -

Prequalified Firms

The screenshot shows the ADB website's 'Prequalified Contractors - Goods, Works, and Services' page. The browser address bar displays the URL: <https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/prec>. The page features the ADB logo and navigation links such as 'Home', 'Prequalified Contractors', and 'Results of ADB-supported O...'. A search bar is located in the top right corner. The main content area is titled 'Prequalified Contractors - Goods, Works, and Services' and includes a brief description of the prequalification process. A table lists current prequalified contractors, with columns for Country, Title, and Date. The table shows three entries for India, all related to the Rajasthan State Highway Investment Program - Tranche 1. The page also includes a sidebar with links to various business opportunities and a footer with the ADB 50th Anniversary logo.

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Prequalified Contractors - Goods, Works, and Services

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

Current [Archive](#)

Country	Title	Date
India	Loan No. 49228-IND: Rajasthan State Highway Investment Program - Tranche 1 [Package 3]	22 Sep 2016
India	Loan No. 49228-IND: Rajasthan State Highway Investment Program - Tranche 1 [Package 2]	22 Sep 2016
India	Loan No. 49228-IND: Rajasthan State Highway Investment Program - Tranche 1 [Package 1]	21 Jul 2016



Advance Procurement Action

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Advance Action - Goods, Works, and Services

If requested by the borrower, ADB is prepared, in urgent cases, to authorize procurement prior to loan approval. This is particularly when early contracting of goods or works would be crucial for timely completion of the project or when substantial financial benefits would accrue.

In such cases, ADB will approve the draft prequalification or bidding documents before they are issued and ensure that requirements for public advertising and notification of bid invitation be followed.

ADB's approval of such advance procurement is with the explicit understanding that it does not commit ADB to approve the project and loan, and that future ADB financing depends on compliance with ADB's procedural requirements.









Latest Notices


Country	Title	Date
Afghanistan	AFG: Energy Supply Improvement Investment Program (Tranche 2)	20 Feb 2017
Armenia	ARM: Armenia–Georgia Border Regional Road (M6 Vanadzor–Bagratashen) Improvement Project	25 Oct 2016
Azerbaijan	AZE: Water Supply and Sanitation Investment Program - Tranche 4	12 Sep 2016
Azerbaijan	AZE: Power Distribution Enhancement Investment Program	11 Feb 2016



Link to e-Alerts at bottom of adb.org Home Page

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 **ASIAN DEVELOPMENT BANK**

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RESOURCES FOR

- Bond Investors
- Businesses and Consultants
- Civil Society
- Job Seekers
- Journalists
- Private Sector Project Investors

OTHER ADB SITES

- ADB Compliance Review Panel
- Asia Pathways (ADBI Blog)
- Asia Regional Integration Center
- Asian Bonds Online
- Asian Development Blog
- Open Access Repository
- Statistical Database System

Subscriber Services - Subscribe to ADB's Newsletter, e-Alerts, RSS feeds and mobile apps.



ADB alerts – Step 1.

The screenshot shows a web browser window with the URL <https://alerts.adb.org/>. The page header features the ADB 50 Years logo and the text "ADB ASIAN DEVELOPMENT BANK". The main heading reads: "Now you can receive the latest updates about projects, events, business and job opportunities by Asian Development Bank by e-mail every day." Below this, a subtext states: "Subscribe to all new content or select areas of interest to personalize your alerts. You can choose to receive your e-mail alerts daily, weekly, or immediately (service available for news releases only)." There are two buttons: "Log in to an existing account" and "Forgot your password?". The main content area is titled "Step 1: Resources and Opportunities *". It includes a sidebar with "Step 2: Countries and Subjects *" and "Step 3: Personal Information *". The main section asks the user to "Please select at least one option to complete your subscription. Need help?" and lists "Resources" with the following options, all of which are checked: Articles, Case Studies and Multimedia; Asian Development Blog; Board Documents; Country Planning Documents; Economic Data and Research; Evaluation Reports; Events; News Releases; Projects; Publications; and Safeguard Documents. The Windows taskbar at the bottom shows various application icons and the system clock indicating 4:07 PM on 02/03/2017.

[Log in to an existing account](#) [Forgot your password?](#)

Step 1: Resources and Opportunities *

Step 2: Countries and Subjects *

Step 3: Personal Information *

Please select at least one option to complete your subscription. [Need help?](#)

Resources *

- ☒ Resources
 - ☒ Articles, Case Studies and Multimedia
 - ☒ Asian Development Blog
 - ☒ Board Documents
 - ☒ Country Planning Documents
 - ☒ Economic Data and Research
 - ☒ Evaluation Reports
 - ☒ Events
 - ☒ News Releases
 - ☒ Projects
 - ☒ Publications
 - ☒ Safeguard Documents



ADB

ADB alerts – Step 2.

The screenshot shows a web browser window with the URL <https://alerts.adb.org/>. The page header features the ADB 50th Anniversary logo and the text "ADB ASIAN DEVELOPMENT BANK". The main heading reads: "Now you can receive the latest updates about projects, events, business and job opportunities by Asian Development Bank by e-mail every day." Below this, a subtext states: "Subscribe to all new content or select areas of interest to personalize your alerts. You can choose to receive your e-mail alerts daily, weekly, or immediately (service available for news releases only)." There are two buttons: "Log in to an existing account" and "Forgot your password?". The registration process is divided into three steps: "Step 1: Resources and Opportunities", "Step 2: Countries and Subjects", and "Step 3: Personal Information". Step 2 is currently active. It prompts the user to "Please select at least one option to complete your subscription. Need help?" and lists countries with checkboxes. The countries listed are Afghanistan, Armenia, Azerbaijan, Bangladesh, Bhutan, Brunei Darussalam, Cambodia, China, People's Republic of, Cook Islands, Fiji, and Georgia. All checkboxes are currently selected.

[Log in to an existing account](#) [Forgot your password?](#)

Step 1: Resources and Opportunities *

Step 2: Countries and Subjects *

Step 3: Personal Information *

Please select at least one option to complete your subscription. Need help?

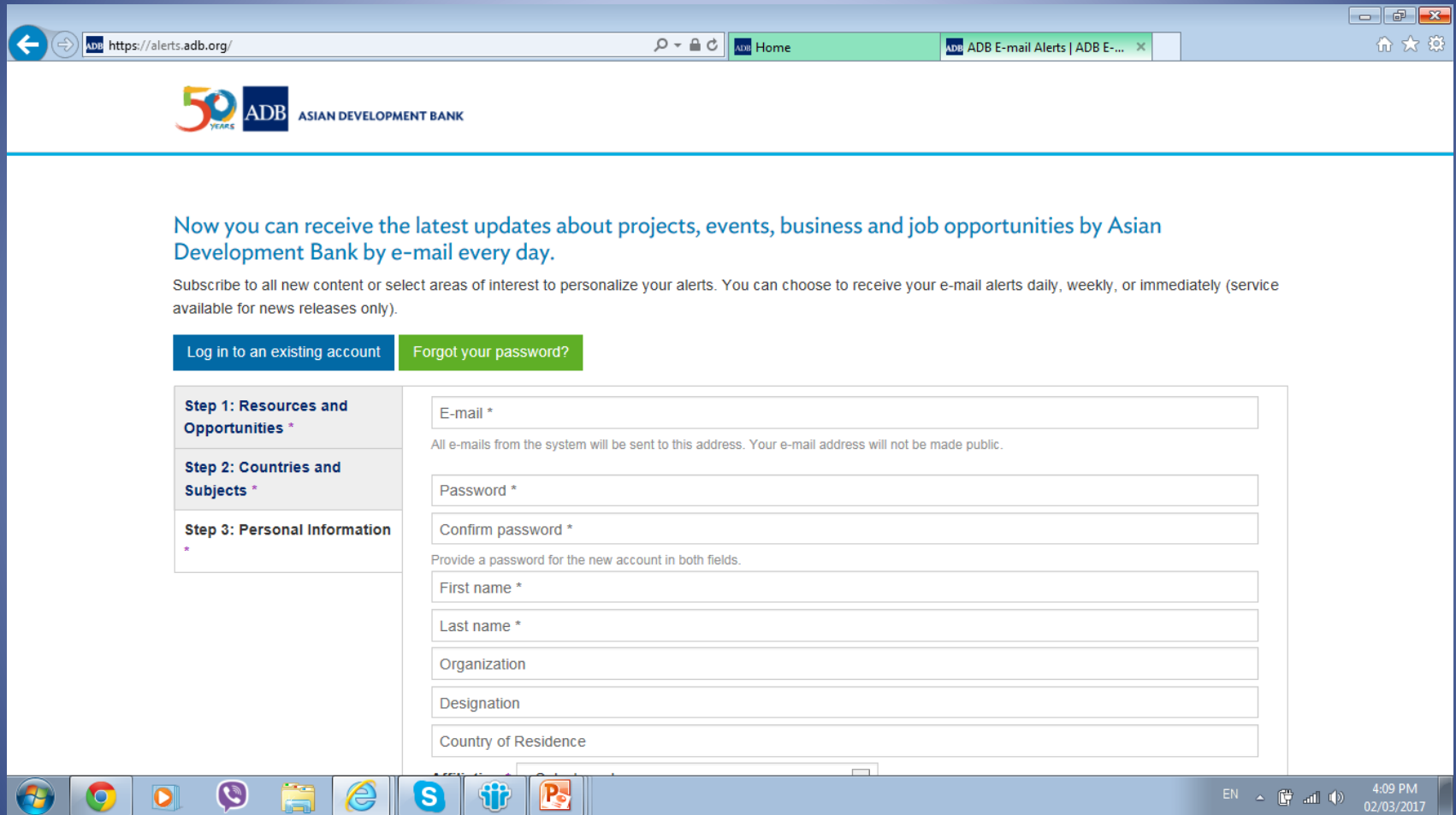
Countries and Subjects *

- ☒ Countries
 - ☒ Afghanistan
 - ☒ Armenia
 - ☒ Azerbaijan
 - ☒ Bangladesh
 - ☒ Bhutan
 - ☒ Brunei Darussalam
 - ☒ Cambodia
 - ☒ China, People's Republic of
 - ☒ Cook Islands
 - ☒ Fiji
 - ☒ Georgia



ADB

ADB alerts – Step 3.



The screenshot shows a web browser window with the URL <https://alerts.adb.org/>. The page header features the ADB 50th Anniversary logo and the text "ADB ASIAN DEVELOPMENT BANK". The main heading reads: "Now you can receive the latest updates about projects, events, business and job opportunities by Asian Development Bank by e-mail every day." Below this, a subtext states: "Subscribe to all new content or select areas of interest to personalize your alerts. You can choose to receive your e-mail alerts daily, weekly, or immediately (service available for news releases only)." There are two buttons: "Log in to an existing account" and "Forgot your password?". The registration form is divided into three steps: "Step 1: Resources and Opportunities", "Step 2: Countries and Subjects", and "Step 3: Personal Information". Step 3 is the active step and contains the following fields: "E-mail *" (with a note: "All e-mails from the system will be sent to this address. Your e-mail address will not be made public."), "Password *", "Confirm password *", "First name *", "Last name *", "Organization", "Designation", and "Country of Residence". The Windows taskbar at the bottom shows various application icons and the system clock indicating 4:09 PM on 02/03/2017.

[Log in to an existing account](#) [Forgot your password?](#)

Step 1: Resources and Opportunities *

Step 2: Countries and Subjects *

Step 3: Personal Information *

E-mail *

All e-mails from the system will be sent to this address. Your e-mail address will not be made public.

Password *

Confirm password *

Provide a password for the new account in both fields.

First name *

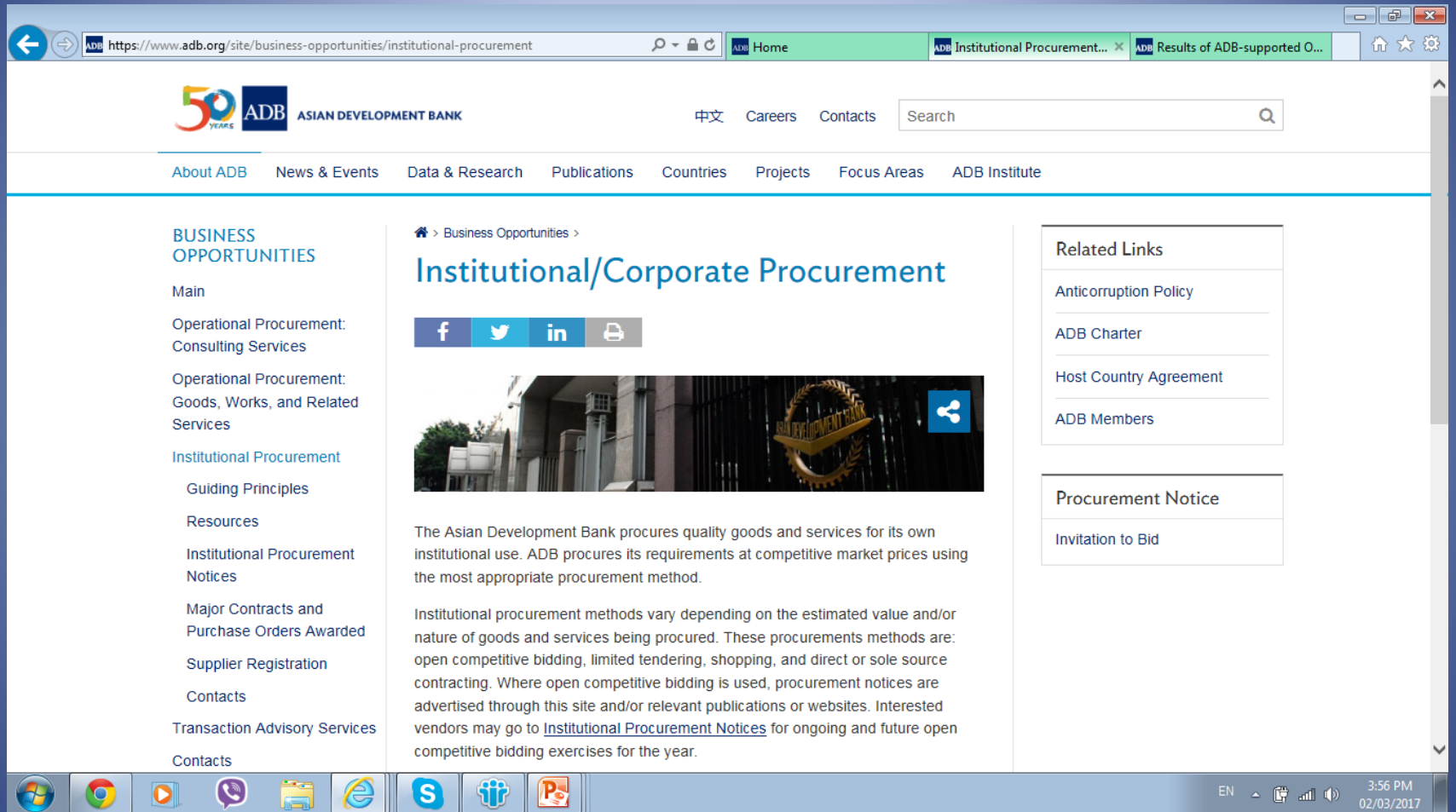
Last name *

Organization

Designation

Country of Residence

Institutional Procurement



The screenshot shows the ADB Institutional Procurement page in a web browser. The browser's address bar displays the URL: <https://www.adb.org/site/business-opportunities/institutional-procurement>. The page features the ADB logo and navigation links in Chinese, English, and other languages. The main content area is titled "Institutional/Corporate Procurement" and includes a description of the bank's procurement process, a list of related links, and a procurement notice section. The left sidebar contains a "BUSINESS OPPORTUNITIES" menu with various sub-links. The bottom of the page shows a Windows taskbar with several application icons and a system clock indicating 3:56 PM on 02/03/2017.

BUSINESS OPPORTUNITIES

- Main
- Operational Procurement: Consulting Services
- Operational Procurement: Goods, Works, and Related Services
- Institutional Procurement**
 - Guiding Principles
 - Resources
 - Institutional Procurement Notices
 - Major Contracts and Purchase Orders Awarded
 - Supplier Registration
 - Contacts
 - Transaction Advisory Services
 - Contacts

Institutional/Corporate Procurement

The Asian Development Bank procures quality goods and services for its own institutional use. ADB procures its requirements at competitive market prices using the most appropriate procurement method.

Institutional procurement methods vary depending on the estimated value and/or nature of goods and services being procured. These procurements methods are: open competitive bidding, limited tendering, shopping, and direct or sole source contracting. Where open competitive bidding is used, procurement notices are advertised through this site and/or relevant publications or websites. Interested vendors may go to [Institutional Procurement Notices](#) for ongoing and future open competitive bidding exercises for the year.

Related Links

- Anticorruption Policy
- ADB Charter
- Host Country Agreement
- ADB Members

Procurement Notice

- Invitation to Bid



Institutional Procurement Notices



The screenshot shows a web browser window displaying the ADB Institutional Procurement Notices page. The browser's address bar shows the URL <https://www.adb.org/site/business-opportunities/institutional-procurement-notices>. The page features the ADB logo and navigation links such as 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. A search bar is located in the top right corner. The main content area is titled 'Institutional Procurement Notices' and includes a breadcrumb trail: 'Business Opportunities > Institutional Procurement >'. Below the title, there are social media icons for Facebook, Twitter, LinkedIn, and a printer icon. The section is titled 'Invitation to bid (ITB)' and contains a table with three columns: 'Title', 'Start date', and 'End date'. The table lists three procurement opportunities. The left sidebar contains a 'BUSINESS OPPORTUNITIES' menu with links to 'Main', 'Operational Procurement: Consulting Services', 'Operational Procurement: Goods, Works, and Related Services', 'Institutional Procurement' (which is expanded to show 'Guiding Principles', 'Resources', 'Institutional Procurement Notices', 'Major Contracts and Purchase Orders Awarded', 'Supplier Registration', and 'Transaction Advisory Services'), and 'Operational Procurement: Consulting Services'.

BUSINESS OPPORTUNITIES

Main

Operational Procurement: Consulting Services

Operational Procurement: Goods, Works, and Related Services

Institutional Procurement

- Guiding Principles
- Resources
- Institutional Procurement Notices
- Major Contracts and Purchase Orders Awarded
- Supplier Registration
- Transaction Advisory Services

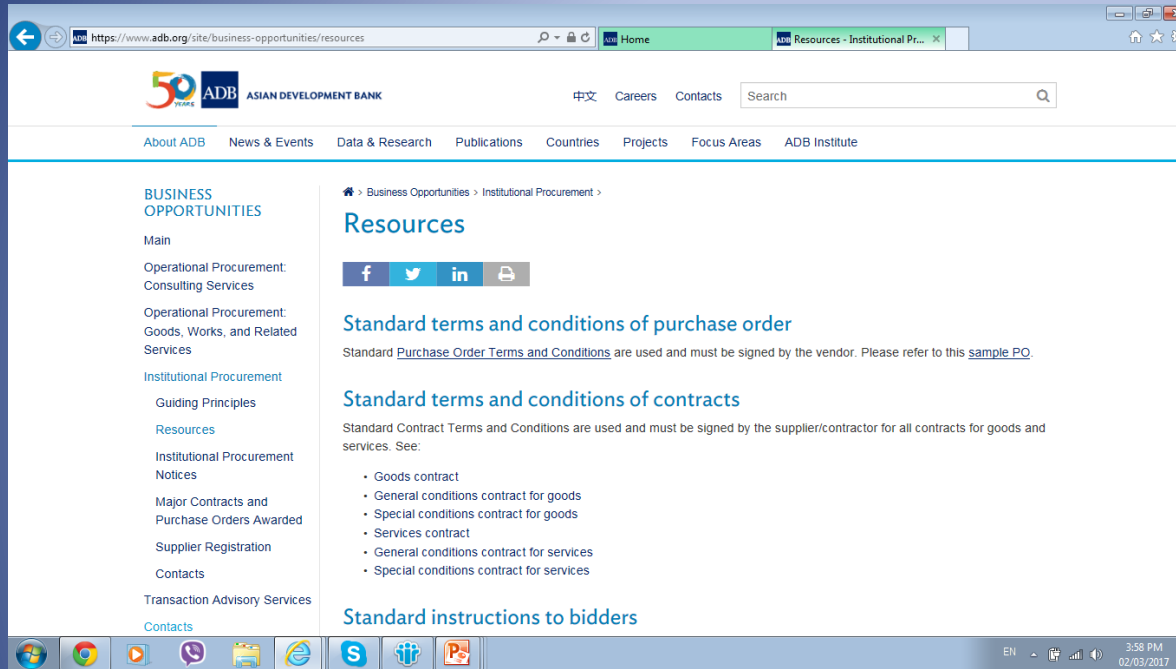
Institutional Procurement Notices

Business Opportunities > Institutional Procurement >

Invitation to bid (ITB)

Title	Start date	End date
Supply, Installation and Preventive Maintenance Services for Medical and Physiotherapy Equipment Instructions to Bidders	27 Oct 2016	04 Nov 2016
Security and Safety Services at ADB Headquarters Instructions to Bidders	20 Oct 2016	21 Nov 2016
Request for Quotation: Supply of Urinal and Water Closet	19 Oct 2016	10 Nov 2016

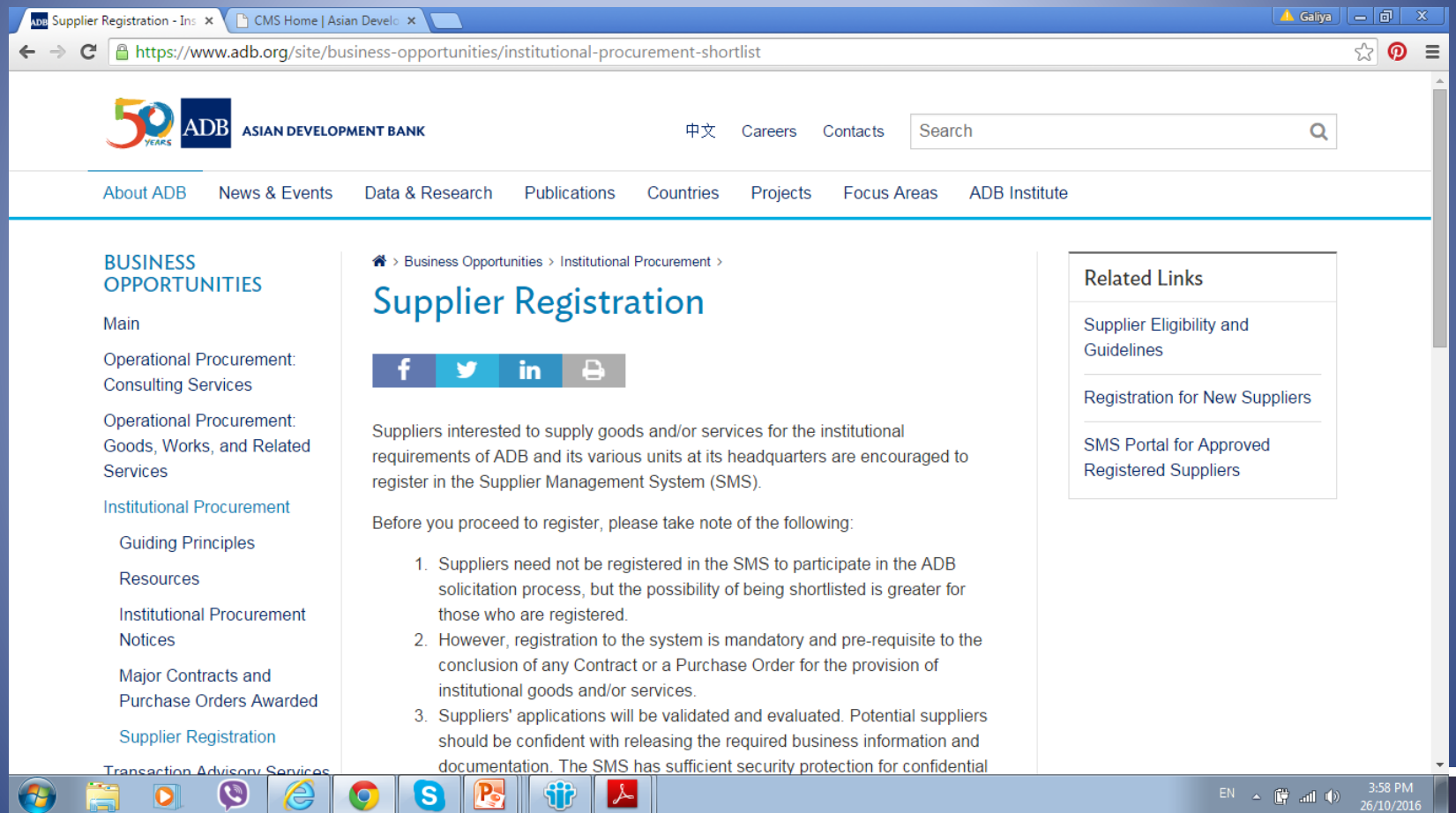
Institutional Procurement resources



- <https://www.adb.org/site/business-opportunities/resources>



Institutional Supplier Registration



The screenshot shows a web browser window with the URL <https://www.adb.org/site/business-opportunities/institutional-procurement-shortlist>. The page is the ADB Institutional Supplier Registration page. The header includes the ADB logo (50 YEARS ASIAN DEVELOPMENT BANK), navigation links (中文, Careers, Contacts), and a search bar. The main navigation bar lists: About ADB, News & Events, Data & Research, Publications, Countries, Projects, Focus Areas, and ADB Institute. The left sidebar contains a 'BUSINESS OPPORTUNITIES' section with links to Main, Operational Procurement: Consulting Services, Operational Procurement: Goods, Works, and Related Services, Institutional Procurement (Guiding Principles, Resources, Institutional Procurement Notices, Major Contracts and Purchase Orders Awarded, Supplier Registration, Transaction Advisory Services), and a 'Related Links' box with links to Supplier Eligibility and Guidelines, Registration for New Suppliers, and SMS Portal for Approved Registered Suppliers. The main content area is titled 'Supplier Registration' and includes a breadcrumb trail: Home > Business Opportunities > Institutional Procurement > Supplier Registration. Below the title are social media icons for Facebook, Twitter, LinkedIn, and Print. The text states: 'Suppliers interested to supply goods and/or services for the institutional requirements of ADB and its various units at its headquarters are encouraged to register in the Supplier Management System (SMS). Before you proceed to register, please take note of the following: 1. Suppliers need not be registered in the SMS to participate in the ADB solicitation process, but the possibility of being shortlisted is greater for those who are registered. 2. However, registration to the system is mandatory and pre-requisite to the conclusion of any Contract or a Purchase Order for the provision of institutional goods and/or services. 3. Suppliers' applications will be validated and evaluated. Potential suppliers should be confident with releasing the required business information and documentation. The SMS has sufficient security protection for confidential'.

Supplier Registration

Suppliers interested to supply goods and/or services for the institutional requirements of ADB and its various units at its headquarters are encouraged to register in the Supplier Management System (SMS).

Before you proceed to register, please take note of the following:

1. Suppliers need not be registered in the SMS to participate in the ADB solicitation process, but the possibility of being shortlisted is greater for those who are registered.
2. However, registration to the system is mandatory and pre-requisite to the conclusion of any Contract or a Purchase Order for the provision of institutional goods and/or services.
3. Suppliers' applications will be validated and evaluated. Potential suppliers should be confident with releasing the required business information and documentation. The SMS has sufficient security protection for confidential

Supplier Management System

Supplier Registration - In: x Login x Learn More x CMS Home | Asian Devel: x

https://uxdmz06.adb.org/OA_HTML/adb/xsms/jsp/Login.jsp

ADB Supplier Management System

Overview Learn More FAQ

Supplier Management System Registration

Welcome to the Supplier Management System (SMS) Registration site. This section provides an overview and instructions with the SMS supplier registration process. Please read the following information carefully. For browser compatibility, click [here](#). For clarification and additional information, please contact us at gcontacts@adb.org.

What is SMS?

SMS is a secure application which provides ADB's prospective and existing suppliers for corporate or institutional procurement to register online. SMS covers a two-stage registration process such as the Basic level and Full level registration. Each level should take you approximately 15 minutes to complete. Upon successful completion and approval of your application, you will be given a username and password to access the Supplier Portal. The Supplier Portal is an online facility that will enable you to manage your profile, collaborate through alerts and notifications, and monitor your transactions.

Why register?

Registration in SMS gives suppliers an opportunity to submit their user and company profile that will be useful for ADB to confirm if they are eligible to render service or supply goods. Registered and accredited suppliers mean that they are now in ADB's database of potential suppliers and will be able to maintain close collaboration with ADB.

Who can register?

Individuals and firms interested to supply goods and services for ADB's institutional or corporate requirements must register. Suppliers must be a citizen or incorporated in an [ADB member country](#) and not listed in ADB nor in other multi-lateral development bank's (MDB) sanction list. If you are an existing supplier prior to implementation of the SMS in 2008 and would like to be SMS users, please contact gcontacts@adb.org.

What are the requirements?

- 1. Basic Registration**
 - General information such as complete name, nature of business, year established, address, contact details and contact persons, etc; and
 - Scanned copies of documents as applicable (curriculum vitae and valid ID, business registration, articles of incorporation or partnership, memorandum of association, legal document indicating current officers of the firm).

Suppliers whose applications are approved at the Basic level are referred as Registered Suppliers. They can participate in the solicitation and bidding process as potential contractor or supplier. While non-registered suppliers can also participate in the procurement exercise, the possibility of being shortlisted is greater for those registered. ADB will send an invitation to complete the Full Registration level to the Registered Supplier in relation to a procurement exercise. Alternatively, the Registered Supplier has the option to proceed with completing the Full Registration shortly after the application for Basic Registration has been approved.
- 2. Full Registration**
 - Financial data and bank details (payment method); and
 - Scanned copies of audited financial statements for the last two years.

Registered suppliers whose applications are approved at the Full Registration level are referred as Accredited Suppliers. Application for Full Registration is mandatory and a pre-requisite to the conclusion of any contract or purchase order for the provision of institutional goods and services.

Login

Login using your registered username and password.

Username

Password

Login Can't access your account?

Note: ADB users can login using their Oracle username and password.

Registration

New user? Register now!

Register as a Supplier

Retrieve URL

Please key-in your email address and supplier name to access your registration link.

Email Address

Supplier Name

Send Link

Need Help?

For inquiries regarding the system, please email gcontacts@adb.org.

NOTE: SMS will undergo maintenance downtime every 00:00 to 02:00 Sunday morning (Manila local time).

- Only applicable for Institutional procurement (not for Procurement under ADB loans/ grants)



Bidding Dos and Don'ts

Bidding Dos

- Leverage your strengths
 - Ability to operate in countries that do not generate significant bidder interest
 - Afghanistan
 - Cambodia
 - Pakistan
 - Pacific
 - 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

Bidding Dos

- Seek official clarification in timely manner

BIDDING DOCUMENT	POTENTIAL ISSUES
Bid Conditions	<ul style="list-style-type: none">• Unreasonable bid preparation period
Qualification Criteria	<ul style="list-style-type: none">• Unclear which entity must comply with qualification criteria• Ambiguous criteria• Restrictive criteria
Requirements	<ul style="list-style-type: none">• Incomplete, unclear or restrictive requirements
Contract Conditions	<ul style="list-style-type: none">• Unreasonable contract completion period• Unbalanced risk allocation

- Contact ADB if executing agency fails to respond promptly or there is a complaint against executing agency

Bidding Dos

- Do not submit conditional bid
- 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

Bidding Dos

- **Quality control – check your 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

LinkedIn Group

- ADB Suppliers network – 598 members (as of 2 March 2017)
- <https://www.linkedin.com/groups/3796532>

For more information

- [Www.Adb.Org](http://www.Adb.Org)
- [Http://www.Adb.Org/procurement/default.Asp](http://www.Adb.Org/procurement/default.Asp)
- [Http://www.Adb.Org/procurement/bidding-procedures.Asp](http://www.Adb.Org/procurement/bidding-procedures.Asp)
- [Http://www.Adb.Org/procurement/prequalification-bid-documents.Asp](http://www.Adb.Org/procurement/prequalification-bid-documents.Asp)
- [Http://www.Adb.Org/documents/manuals/PAI/default.Asp](http://www.Adb.Org/documents/manuals/PAI/default.Asp)
- [Http://www.Adb.Org/documents/manuals/operations/](http://www.Adb.Org/documents/manuals/operations/)
- [Http://www.Adb.Org/documents/manuals/consulting-services-operations-manual/CSOM.Pdf](http://www.Adb.Org/documents/manuals/consulting-services-operations-manual/CSOM.Pdf)
- [Http://www.Adb.Org/opportunities/institutionalprocurement/del-pro.Asp](http://www.Adb.Org/opportunities/institutionalprocurement/del-pro.Asp)
- [Http://www.Adb.Org/opportunities/institutionalprocurement/sup-reg.Asp](http://www.Adb.Org/opportunities/institutionalprocurement/sup-reg.Asp)