



Asian Development Bank Headquarters, Manila, Philippines

9th ADB Business Opportunities Fair

Topic: ADB Business Center

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WHAT?



Working with ADB

Information for...	How-Tos
Consultants, contractors, and suppliers	How can I become an ADB Consultant? →
Governments	As a consultant, how can I start working with ADB? →
Executing and implementing agencies	What is the Consultant Management System? →
Development institutions	How can I improve my chances of securing an ADB consulting contract? →
Private sector partners	How can my company consult for ADB? →
Civil society/non-government organizations	How can we increase our chances of winning an ADB contract? →
All Audiences	What are the main eligibility requirements for bidding for ADB contracts? →
	Do subcontractors working for contractors on ADB projects also have to be from ADB member countries? →
	How soon after bidding are contracts normally awarded? →

WHY?

ADB.ORG USER TASKS

Question:

Select the 5 reasons that are most important to you when interacting with ADB.

500 respondents casted 7,500 votes; % of total votes*



WHAT?

01

A one-stop web destination that provides users wishing to work with ADB direct, clear, and simple information related to doing business with us

02

Answers to specific questions for **prospective** partners, onboarding of new partners

03

Guidance on specific tasks

04

Links to other necessary online resources like online registrations, downloadable templates, sample documents, etc.

WHAT?



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How-Tos

How can I improve my chances of securing an ADB consulting contract?

- Prepare before visiting ADB. Search the ADB website for specific information you need like the [Project Information Documents \(PIDs\)](#).
- Not doing so wastes everyone's time and suggests lack of preparation and professionalism.
- To review relevant ADB policies, refer to the section on that policy in the [ADB Operations Manual \(OM\)](#). The OM sets out how ADB staff should implement an approved policy.
- Plan visits to ADB with adequate lead time to confirm that relevant staff are available for meetings. Three weeks is usually adequate.
- Plan to spend at least two full working days at ADB. This will allow for unexpected slippage of scheduled meetings and opportunistic extra ones.
- Focus on the project officer and specialists who are the key players in ADB decision-making with respect to projects and contracts.
- Plan a broad scope of meetings in related fields.
- Plan a meeting with the Practice Leader at ADB for the sector(s) of interest to you. They can provide advice and suggestions about other staff of relevance and value to you.
- Schedule meetings about every hour with the expectation of having 30-45 minute meetings.
- Be prepared to talk in technical terms and to give examples of your expertise and past work, particularly your work in developing countries. Keep ADB's interests at the forefront.

WHAT?



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How-Tos

Do subcontractors working for contractors on ADB projects also have to be from ADB member countries?

- Unless the Financing Agreement specifies otherwise, contractors and subcontractors bidding for contracts fully or partially financed or administered by ADB shall have the nationality of an ADB member country. The same rule applies to subcontractors.
- Bidders when considering bidding for contracts financed or administered by ADB should check eligibility provisions in the Financing Agreement of the relevant project and the Prequalification Document/Bidding Document/Request for Proposal of the relevant contract.
- If the Financing Agreement specifies the use of universal procurement under a particular project, no nationality restrictions will apply in procurement.

Was this guide useful?  / 

[Send us your improvement suggestions](#)

WHAT TYPE OF CONTENT?

Business guides –
simple, task oriented,
problem solving

ADB Guidelines –
e.g. procurement

Documents, forms
for specific tasks

Business news

Search by keyword
with best bets and
auto-suggestions

Filter by audience,
type etc.

Did you find this
page useful?

WHAT TYPE OF CONTENT WILL BE EXCLUDED?

Project administration
and implementation
outside of procurement.

Information for
researchers/students
(no scholarship)

Information for job
seekers

Information (news,
activities) specific to
ADB departments and
offices

Investor relations
information

Information on tenders
(Projects & Tenders)

GOALS?

01

To attract a greater number of companies and individuals to work with ADB

02

To increase efficiency in ADB and partner operations

03

To improve ADB's transparency in its operations

WHO
ARE WE AIMING
THIS AT?



TARGET AUDIENCES?

Consultants,
contractors, and
suppliers

Governments

Executing and
implementing agencies

Development
institutions

Companies

Civil society /
nongovernment
organizations

ADB BUSINESS CENTER ON LINKEDIN

ADB's business news and information service on the external LinkedIn platform has 800+ followers.

Specialized showcase pages of interest to and of use to businesses.

ADB Business Center on LinkedIn does not replicate content on the corporate LinkedIn feed and vice versa.

ADB-related business news, explainers and guides that help companies interact with ADB, details of large tenders, corporate changes that impact on businesses, and other material.

The feed is regularly updated and carries a mix of content in different formats (video, articles, briefs, infographics, photos, memes etc.).



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