



# BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

## 9<sup>th</sup> ADB Business Opportunities Fair

### Opportunities for Civil Society and NGOs

### → NGOs as ADB Consultants

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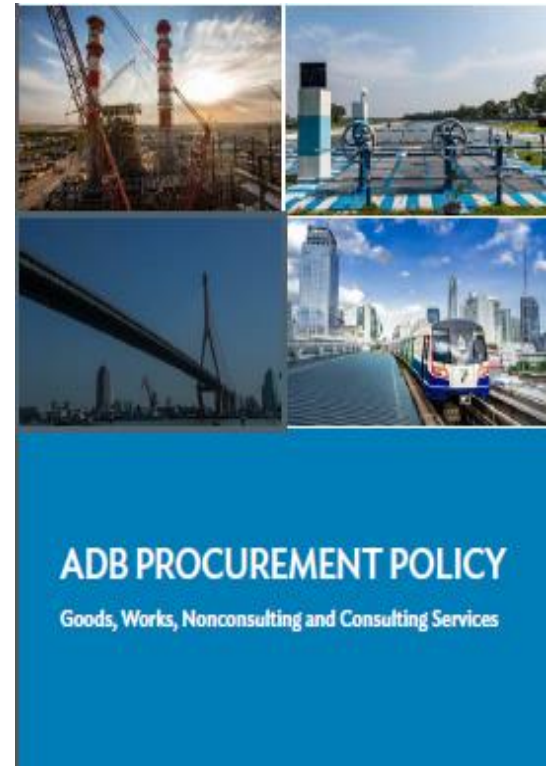
### 15 March 2018

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# Procurement Policy

- ADB has over 2,000 NGOs in 59 countries registered on its Contract Management System.
- NGOs
  - compete with commercial consulting firms for consultancy assignments, or
  - are directly awarded contracts
- Governed by Procurement Policy (2017).



# Contract Awards

- In 2017, 15 consultancy contracts awarded to NGOs
- Combined value of over \$8m
- Additionally, NGO(s) were subcontracted by other entities on 9 occasions
- Over the past 3 years half of the contracts awarded to NGOs were awarded under “Single Source Selection”

# Single Source Selection

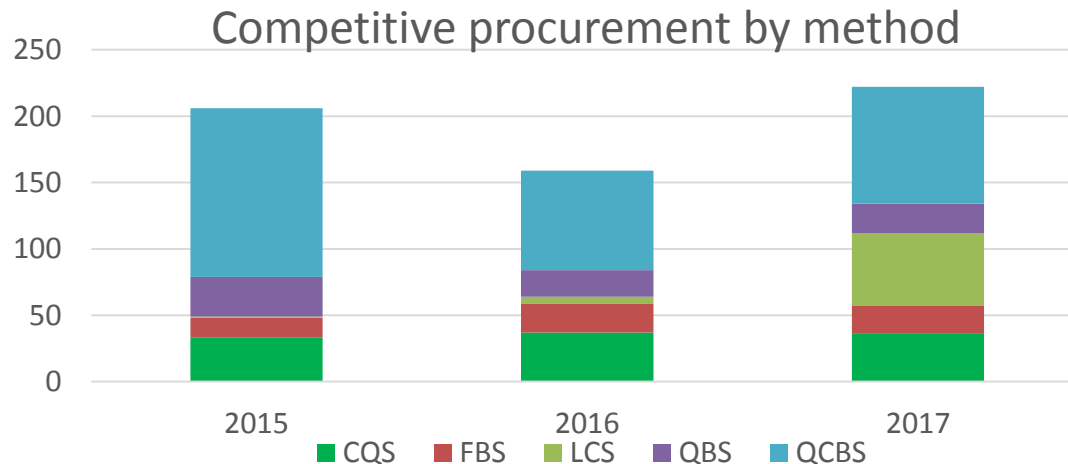
- SSS is non-competitive, appropriate only in certain circumstances, including
  - Small assignments (generally < \$100k for firms) and
  - When only one consultant is available or qualified or has exceptional experience.
- How to get considered for SSS (which are not advertised)?
  - The NGO Anchor is focal point for civil society relations in each ADB field office. The full list of NGO Anchors and their contact details is at: <http://www.adb.org/site/ngos/contacts>

# Different rules for NGOs in competitive procurement?

- Rules for NGO participation the same as for consultants except...
  - When NGOs competing against non-NGOs Quality Cost Based Selection (a method where price is a factor in evaluation) not used (to remove possible cost advantage of non-commercial entity)
  - If only NGOs are competing then Quality Cost Based Selection may be used
  - If national NGOs are being recruited may use a simplified QCBs procedure, which looks at unique features of NGOs like local involvement, capacity for beneficiary participation etc

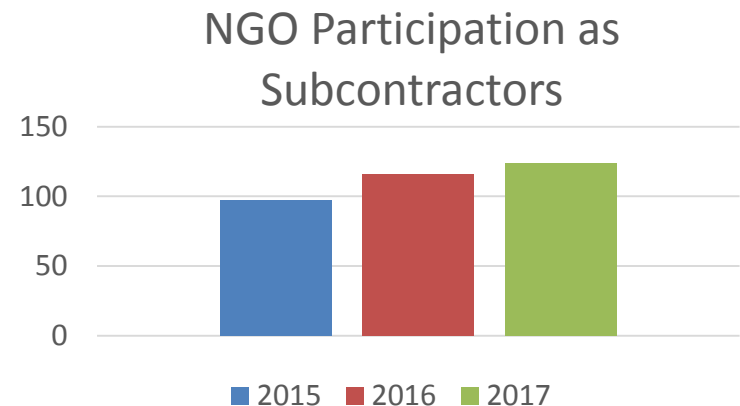
# NGO Participation in Competitive ADB Procurement

- NGO participation fluctuating slightly
- Most common method involving NGOs is QCBS (i.e. NGOs competing only against other NGOs) although diminishing



# Subcontracting in competitive processes

- NGOs may not have resources or expertise to bid on larger projects – but may be able to complement other bidders
- Steady rise in NGO participation as subcontractor
- Increasingly common for larger contracts to have social aspects requiring subcontracting to organizations with the skill sets of NGOs



# Consider approaching shortlisted firms

- Firms who are already shortlisted in a procurement process are listed on ADB's website - <http://www.adb.org/site/business-opportunities/operational-procurement/consulting-sf>
- They may be interested in strengthening their proposal

ADB

Consultant Management System

Home Consulting Opportunities

### Shortlisted Firms

ADB makes this information available for consultants who may wish to deal directly with a shortlisted firm. Consultants interested in participating through association with a shortlisted firm should not contact ADB, but get in touch with the firm directly.

Ongoing Requests for Proposals

All Selections

Filter to specific projects by either ticking check boxes and clicking Search or by clicking a numeric link. Only projects for which the deadlines for submitting proposals have not yet expired will be shown.

By Project Country	By Sector	By Project Type
<a href="#">Select All</a>   <a href="#">Select None</a>	<a href="#">Select All</a>   <a href="#">Select None</a>	<a href="#">Select All</a>   <a href="#">Select None</a>
<input type="checkbox"/> Regional (2)	<input type="checkbox"/> Agriculture, natural resources and rural development (3)	<input type="checkbox"/> Technical Assistance (20)
<input type="checkbox"/> China (1)	<input type="checkbox"/> Education (1)	<input type="checkbox"/> Grant (1)
<input type="checkbox"/> India (2)	<input type="checkbox"/> Energy (1)	<input type="checkbox"/> Loan (1)
<input type="checkbox"/> Kyrgyz Republic (2)	<input type="checkbox"/> Finance (2)	<input type="checkbox"/> Staff Consultant (0)
<input type="checkbox"/> Mongolia (1)	<input type="checkbox"/> Health (1)	
<input type="checkbox"/> Pakistan (1)	<input type="checkbox"/> Industry and trade (1)	
<input type="checkbox"/> Tajikistan (1)	<input type="checkbox"/> Information and communication technology (2)	
<input type="checkbox"/> Thailand (1)	<input type="checkbox"/> Multisector (1)	
<input type="checkbox"/> Uzbekistan (3)	<input type="checkbox"/> Public sector management (0)	
<input type="checkbox"/> Vanuatu (1)	<input type="checkbox"/> Transport (6)	
<input type="checkbox"/> Viet Nam (1)	<input type="checkbox"/> Water and other urban infrastructure and services (3)	
	<input type="checkbox"/> Uncategorized (0)	



# Procurement Reforms

- New Procurement Policy, July 2017
- “Principle based” approach – gives license to use “fit for purpose” not “one size fits all”
- New emphasis on **Quality** as a principle
- Promote sustainable and relevant results using local expertise and delivering “development objectives”
- **Value for Money** – including socioeconomic and environmental development

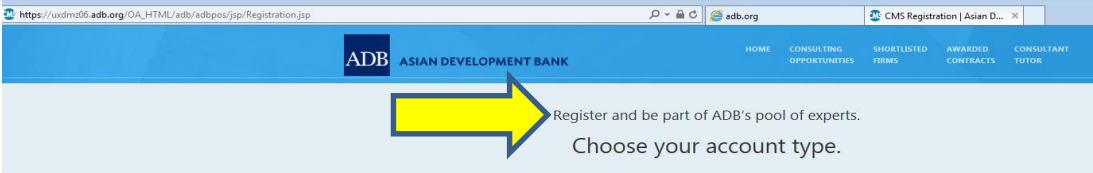
# Performance Based Contracts

- Traditionally **input** based contracts – prescriptive, limited flexibility on staffing, often paid on a time spent basis tracking inputs

	Input (Conformance) Based	Output (Performance) Based
Executing Agency Position	Knows how it wants services to be provided	Wants market to suggest solutions and to compare different (creative) approaches
Complexity/Originality of Assignment	Often low to medium	Often medium to high
TOR	Focus on inputs required	Focus on deliverables
Staffing Requirements	Prescribed in great detail in bidding documents	Limited prescription – often just key experts
Payment	Often on a “time spent” basis	Often lump sums against deliverables

# Register on Consultancy Management System (CMS)

- Register - <http://cms.adb.org>
- Create profile, apply, receive alerts for opportunities



The screenshot shows the ADB CMS Registration page. The header includes the ADB logo and navigation links: HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, and CONSULTANT TUTOR. A yellow arrow points to the registration prompt: "Register and be part of ADB's pool of experts. Choose your account type." Below this, three circular images represent the account types: Individual Consultants, Consulting Firms, and Executing Agencies.

### Individual Consultants

All Individual Consultants must:

- Be a citizen of an ADB member country\*
- Have appropriate work/consulting experience of at least three years.

\*Note: Consultants from non-ADB countries may be engaged only if a project allows it.

### Consulting Firms

All Consulting Firms must:

- Be legal entities that have the capacity to enter into binding and enforceable contracts with the ADB
- Be incorporated or legally established in an ADB member country\*; and
- Have a bank account for financial transactions.

The ADB's requirements on place of incorporation or legal establishment are as follows:

- Corporations or companies must be incorporated in an ADB member country\*.
- Partnerships that are not incorporated and have individual members must be duly registered in an ADB member country\*, and
- Universities, institutions, public sector organizations and non-governmental organizations (NGOs) that are not legally incorporated must provide details that establish their legal capacity to enter into binding and enforceable contracts with the ADB (e.g. by charter, statute, etc.).

### Executing Agencies

Executing Agencies (EAs) are government or non-government agencies that work with ADB to monitor/implement a project or program. The executing agency may also be a "borrower."

To request an EA account for posting recruitment notices, email the following details to your ADB Project Officer, with [csrn@adb.org](mailto:csrn@adb.org), in copy.

1. Name and address of the agency
2. ADB Agency Code (can be obtained from ADB Project Officer/Analyst)
3. Preferred Username
4. First and Last Name of the agency representative
5. Email address of the agency representative

Note: This registration procedure is for EAs only and does not apply to either consulting firms or individual consultants.

# Contact person:

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