

10th BUSINESS OPPORTUNITIES FAIR 2019

**NGO, CSO and Academia
Consultancy Opportunities**

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Consultancy Firm

“any private or public entity with the capacity to provide consulting services. Such entities include international and national consulting firms, [...], **universities, research institutions, Government agencies, civil society organizations (CSO) and non-governmental organizations (NGOs)**, when such entities provide consulting services”

Source: Staff Instructions ADB Administered Consulting Services



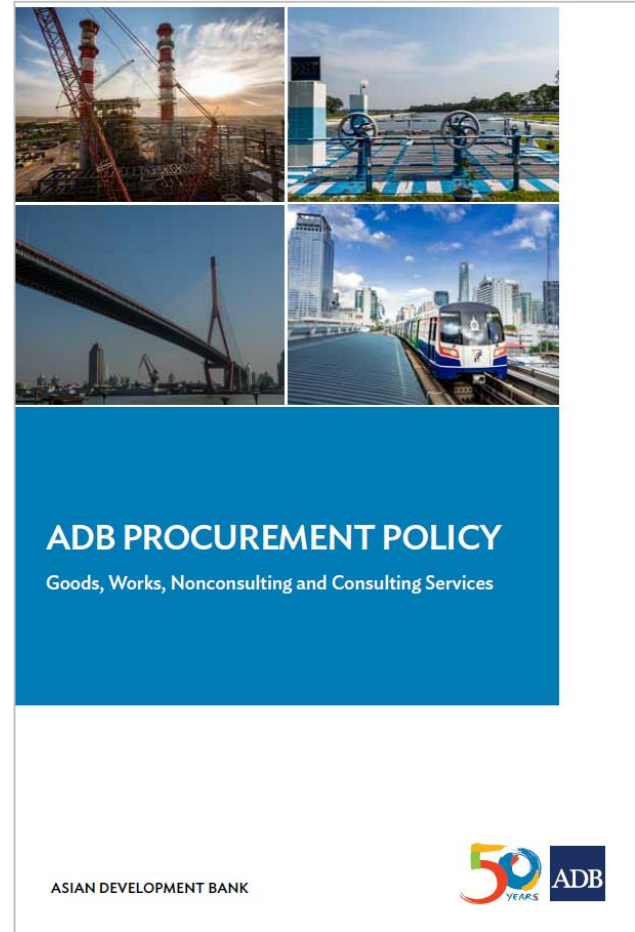
Procurement Policy

NGOs, CSOs, Academia and Research Institutes

- compete with commercial consulting firms for consultancy assignments, or
- are directly awarded contracts (without competition).

On our CMS system we have:

- 2,325 NGOs in 59 countries,
- 906 Research Institutes in 61 countries, and
- 592 Universities in 48 countries, registered.





Consultancy Contract Awards 2018

- **NGOs**

- 19 consultancy contracts totaling \$5.9m
- Subcontracted on 9 contracts totaling \$10m

- **Research Institutes**

- 13 consultancy contracts totaling \$4.4m
- Subcontracted on 8 contracts totaling \$8.1m

- **Universities**

- 6 consultancy contracts totaling \$2.6m
- Subcontracted on one contract totaling \$1.2m



Single Source Selection

- Over the past 3 years half of the contracts awarded to NGOs were directly awarded under “Single Source Selection”
- Similarly around half of the contracts awarded to Universities and Research Institutes were also directly awarded



Single Source Selection

- SSS is a non-competitive method, 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.
- A useful “stepping stone” to larger contracts
- How to get considered for SSS (which are not advertised)?
 - Get “on the radar” - know your ADB counterparts – attend events
 - For NGOs there are “Anchors” as focal point in each ADB field office. List of NGO Anchors and contact details is at: <http://www.adb.org/site/ngos/contacts>



Different rules for NGOs in competitive procurement?

Under our previous rules (the Guidelines).

- When NGOs competing against non-NGOs Quality Cost Based Selection (a method where price is a factor in evaluation) was not used
- Awards therefore made on basis of quality only
- Old thinking was that NGOs would be at an advantage vs commercial consultants if price was a factor in evaluation (as NGOs are non-profit)



New rules for NGO participation?

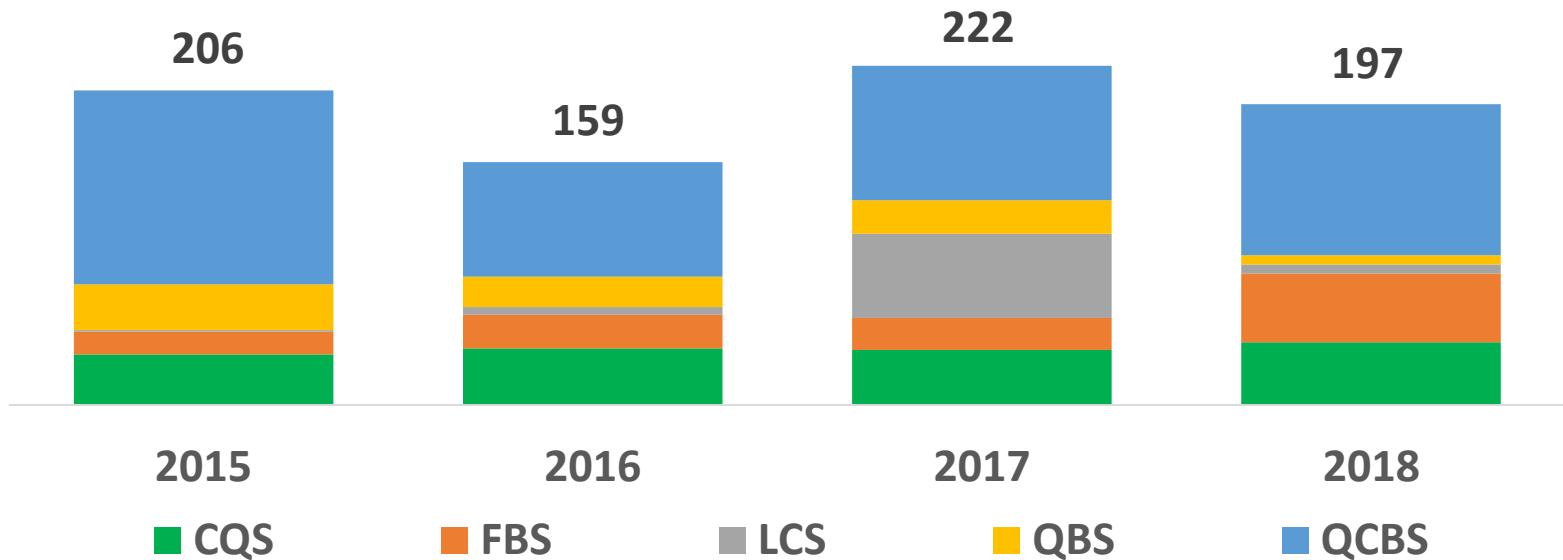
- Under New Procurement Framework
 - NGO participation should be encouraged and
 - NGOs shouldn't be treated differently from other consultants
- Rules requiring Quality Based Selection when NGOs involved therefore discontinued under the 2017 Procurement Framework
- Should be good news for NGOs because they can now compete on price - where they may have an advantage!



NGO Participation as Lead in Competitive ADB Procurement

- QBS diminishing – due to new rules
- Most common competitive method involving NGOs is QCBS

Competitive procurement by method

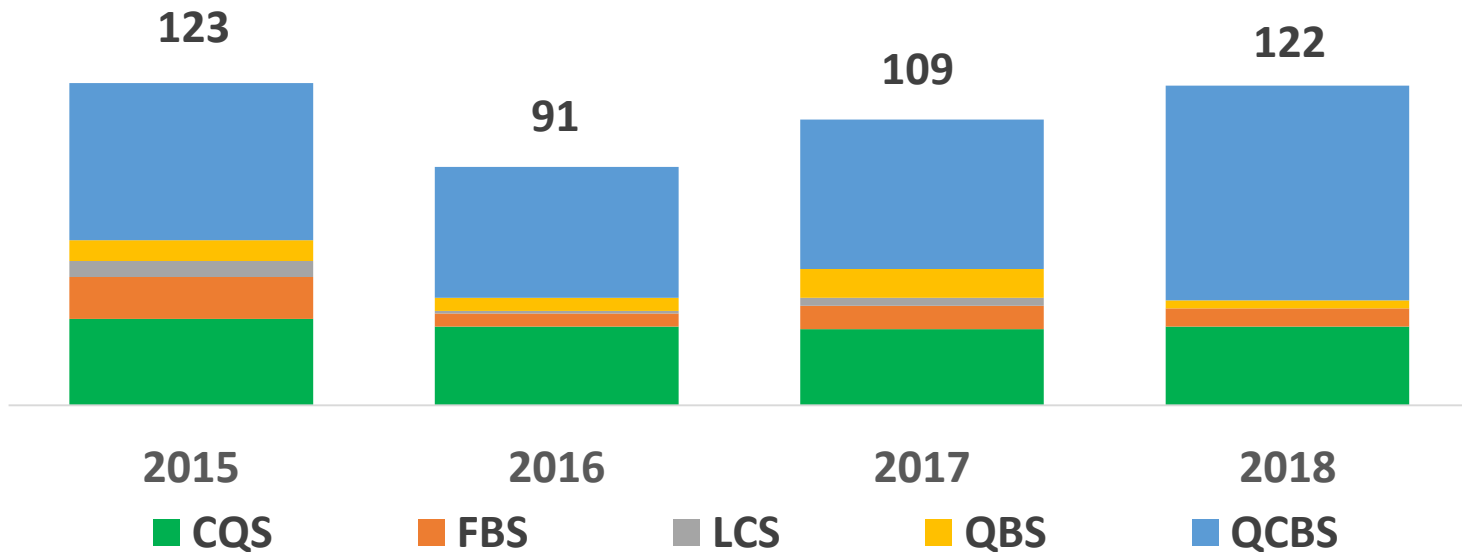




Research Institute Participation as Lead in Competitive ADB Procurement

- Research Institute participation in competitive procurement dominated by QCBS
- Rise in participation in 2018

Competitive procurement by method

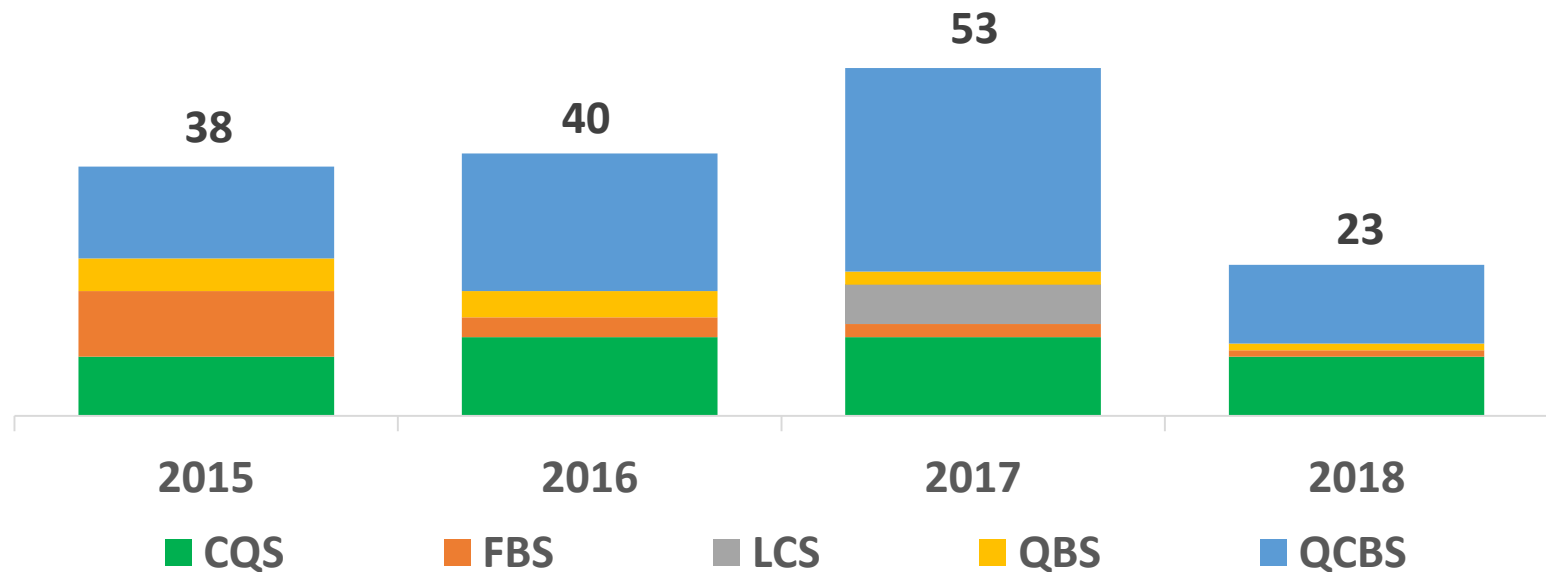




University Participation as Lead in Competitive ADB Procurement

- University participation falling in 2018
- Most common competitive method involving Universities is consistently QCBS

Competitive procurement by method

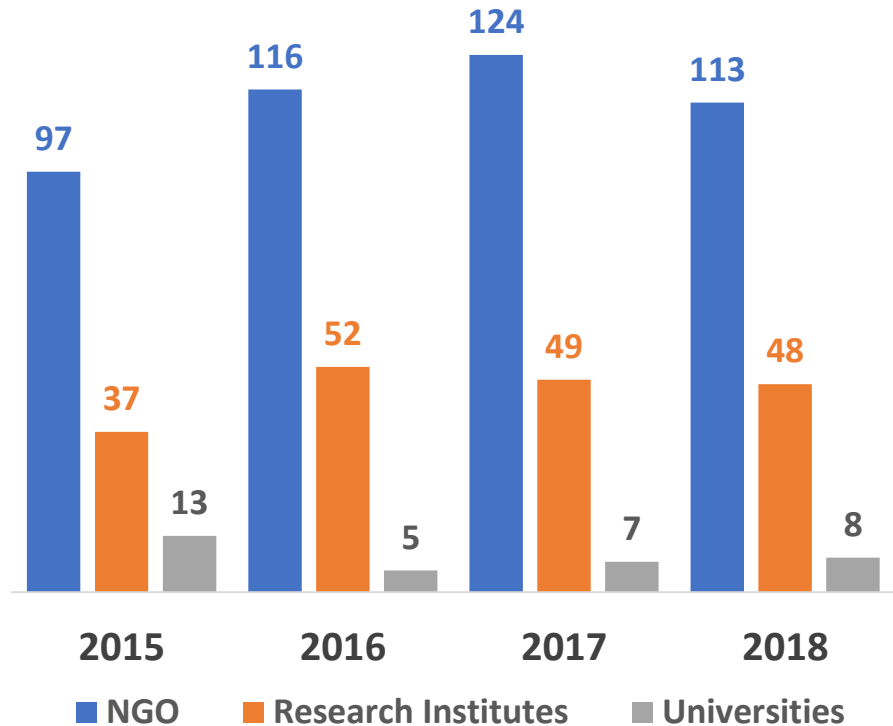




Subcontracting in Competitive Processes

- Sometimes entities do not have resources or expertise to bid on larger assignments – but may be able to complement other bidders
- Common to participate as subcontractor
- Increasingly common for larger contracts to have social or technical aspects requiring subcontracting to organizations with niche skill sets

Participation as Subcontractors





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 with your expertise!

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ADB Consultant Management System Home Consulting Opportunities **Shortlisted Firms** Awarded Contracts ConsultantTutor

Shortlisted Firms - Consulting

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
<input type="checkbox"/> Regional (2) <input type="checkbox"/> Afghanistan (1) <input type="checkbox"/> Armenia (1) <input type="checkbox"/> Bangladesh (4) <input type="checkbox"/> Cambodia (1) <input type="checkbox"/> China (1) <input type="checkbox"/> India (2) <input type="checkbox"/> Lao People's Democratic Republic (1) <input type="checkbox"/> Mongolia (3) <input type="checkbox"/> Myanmar (3) <input type="checkbox"/> Nepal (1) <input type="checkbox"/> Pakistan (2) <input type="checkbox"/> Sri Lanka (1) <input type="checkbox"/> Tajikistan (1) <input type="checkbox"/> Uzbekistan (1)	<input type="checkbox"/> Agriculture, natural resources and rural development (5) <input type="checkbox"/> Education (2) <input type="checkbox"/> Energy (8) <input type="checkbox"/> Finance (1) <input type="checkbox"/> Health (0) <input type="checkbox"/> Industry and trade (2) <input type="checkbox"/> Information and communication technology (0) <input type="checkbox"/> Multisector (2) <input type="checkbox"/> Public sector management (3) <input type="checkbox"/> Transport (3) <input type="checkbox"/> Water and other urban infrastructure and services (4) <input type="checkbox"/> Uncategorized (0)	<input type="checkbox"/> Technical Assistance (22) <input type="checkbox"/> Grant (3) <input type="checkbox"/> Loan (5) <input type="checkbox"/> Staff Consultant (0)



Procurement Reforms

- 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



Academia/Research Institutes

- Rules generally prohibit use of Government owned enterprises (or their experts) in the country in which the services are to be provided
- Exception for Government owned Universities/Research Institutes – if uniquely qualified & services are critical
- Until recently individual academics required letter from the Dean and period of unpaid leave (very difficult to obtain!)
- NOW - need to confirm in TOR that the Academic has confirmed to the University that s/he is taking the work (should have permission and should not be double remunerated)



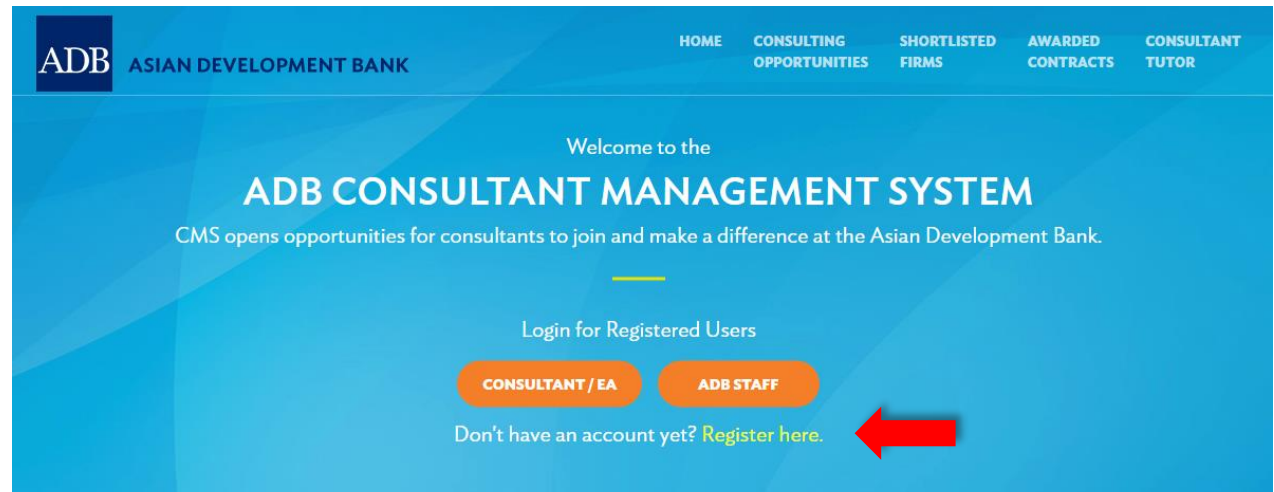
Resource Persons

- Resource Persons are engaged to act as
 - facilitators,
 - speakers,
 - panelists,
 - peer reviewers short- term advisors for policy based dialogue,
 - NOT technically consultants
- Instead of a consulting fee, Resource Persons receive honorarium plus out-of-pocket expenses.
- Often have distinguished academic/professional background.
- Engaged for short assignments, normally not exceeding 15 days.



Register on Consultant Management System (CMS)

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



Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.



View Shortlisted Firms

ADB publishes the names and contact details of firms invited to submit proposals. This is for the information of consultants who wish to associate with them. Interested consultants should contact the firms directly.



View Awarded Contracts

ADB Project contracts that are awarded to consulting firms are disclosed to the public. Visit the page to view the list of contracts awarded to consulting firms, along with associated contract details.



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