

Doing Business with ADB and the ADB Procurement System

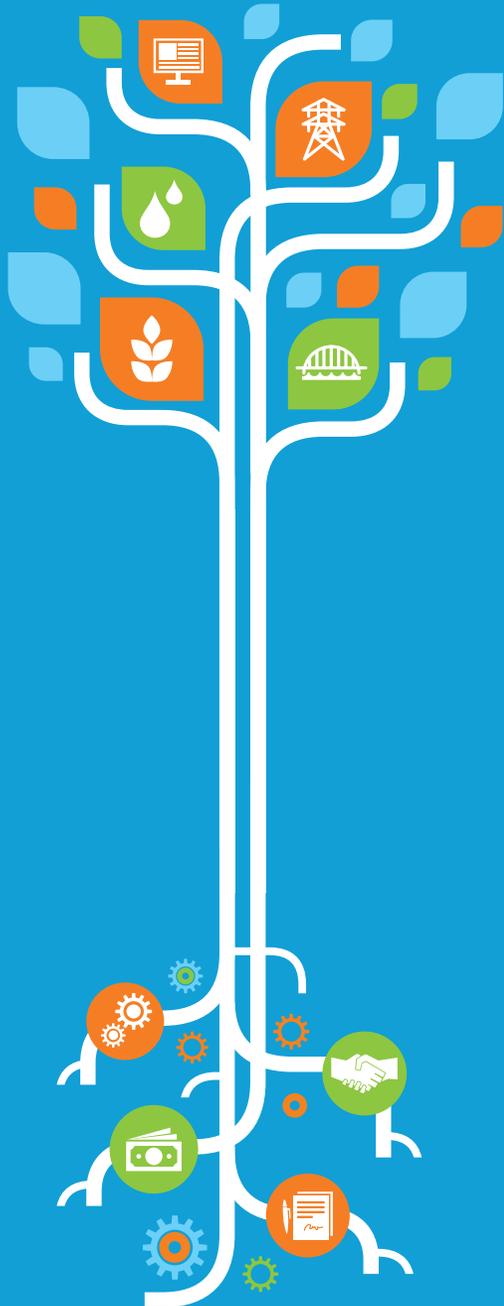
ADB Virtual Business Opportunities Webinar Series:
Focus on Education
1 September 2020

Mel Altoveros

Procurement Specialist

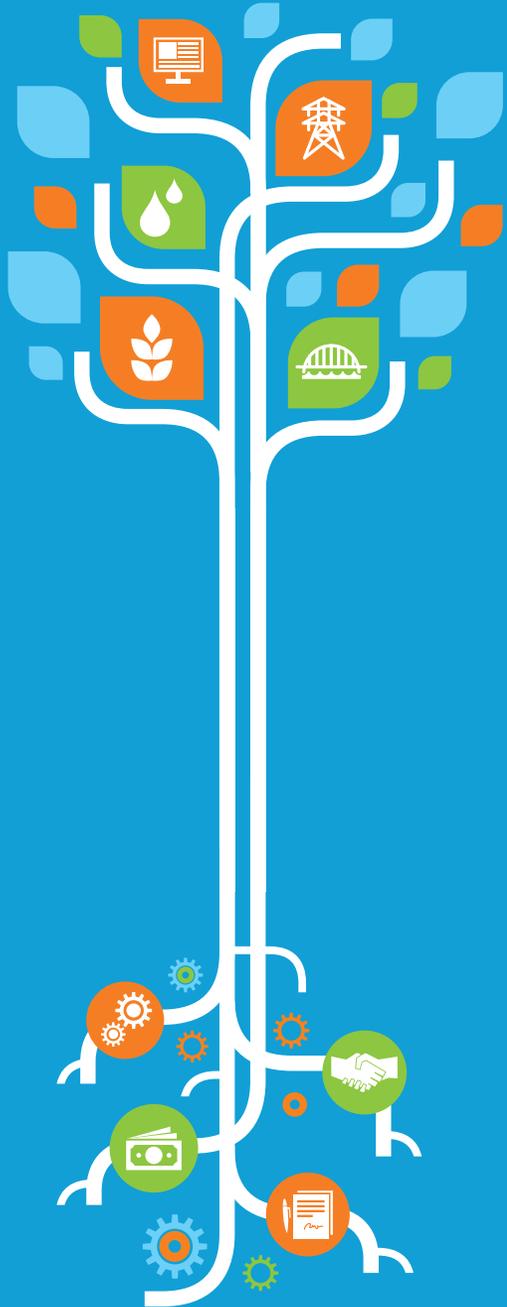
Procurement, Portfolio and Financial
Management Department

BUSINESS
OPPORTUNITIES 



Overview

- ADB Operations
- ADB Business Opportunities
- ADB Procurement Framework
- Bidding strategies and identifying opportunities



ADB Operations

Overview of ADB Operations

Main instruments:

- Loans and grants
- Technical assistance
- Equity and guarantees

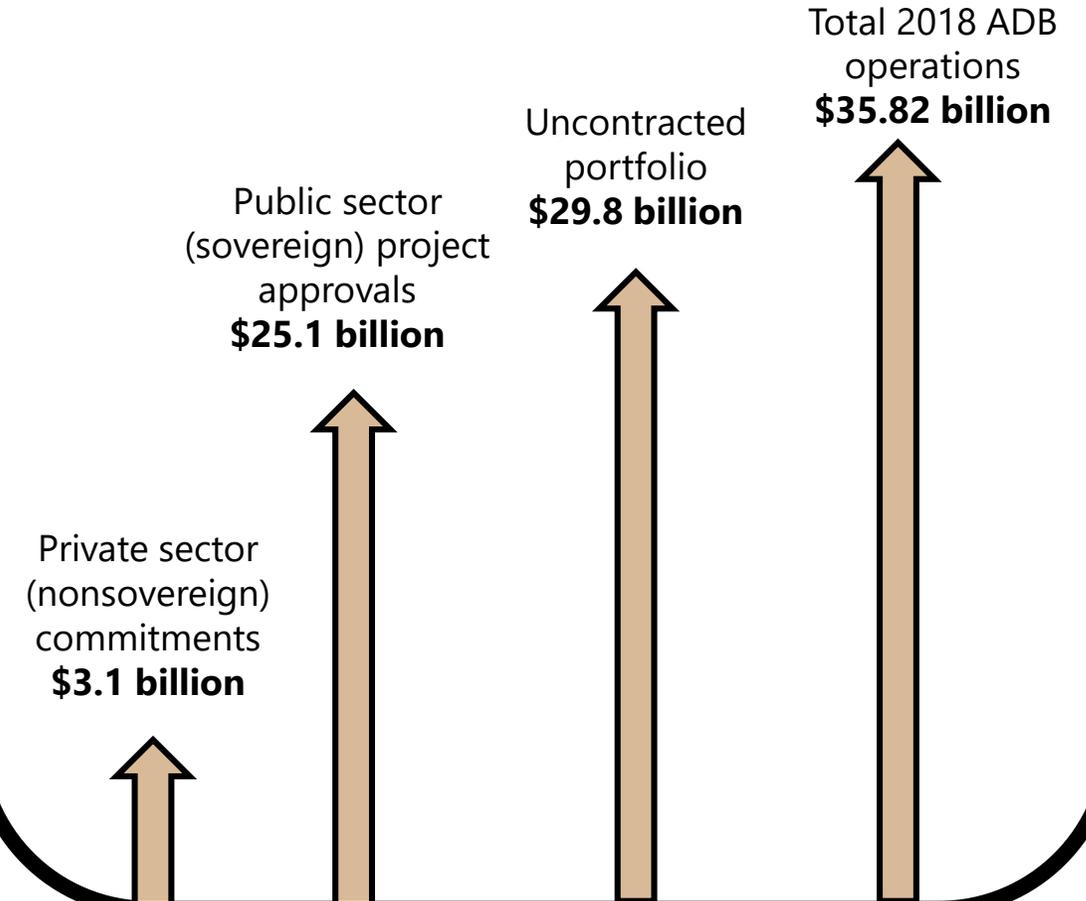
Delivered through:

- ADB's own resources (ordinary; concessional; special funds)
- Cofinancing

Focused on: "Finance ++"

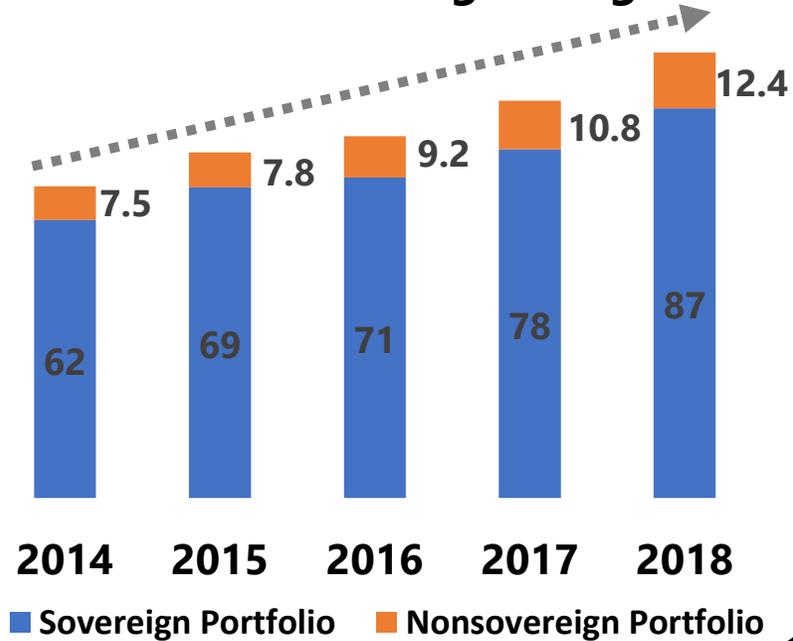
- Leveraging cofinance, policy advice, knowledge, provision, and capacity development

ADB 2018 OPERATIONS



Overview of ADB Operations

**Active portfolio:
\$99 billion and growing**



Types of business opportunities

Goods and civil works (through EAs)



~4000
contracts in 2018

~\$12.5 billion
contracted in
2018

Consulting services (through ADB or EAs)

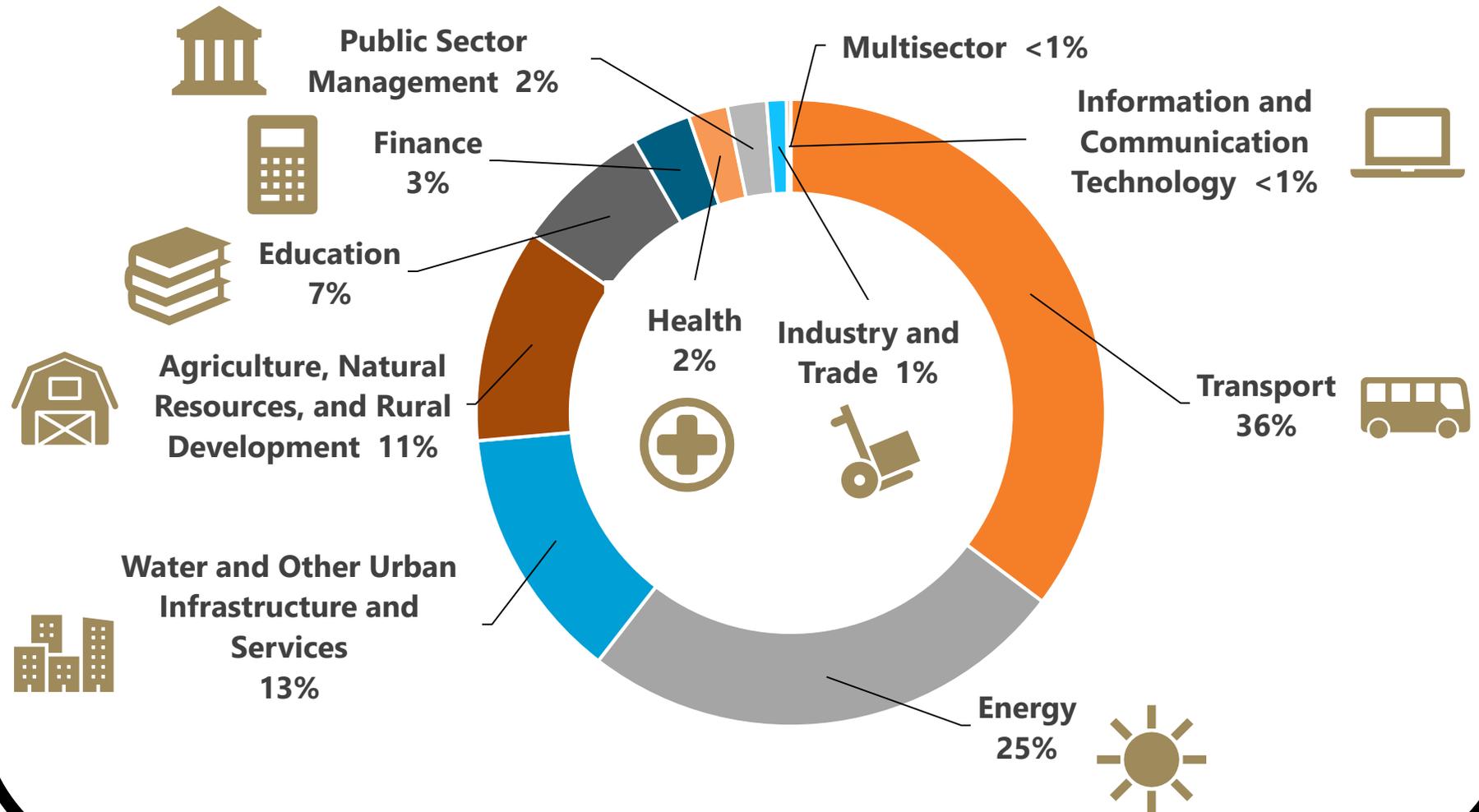


~5000
contracts in 2018

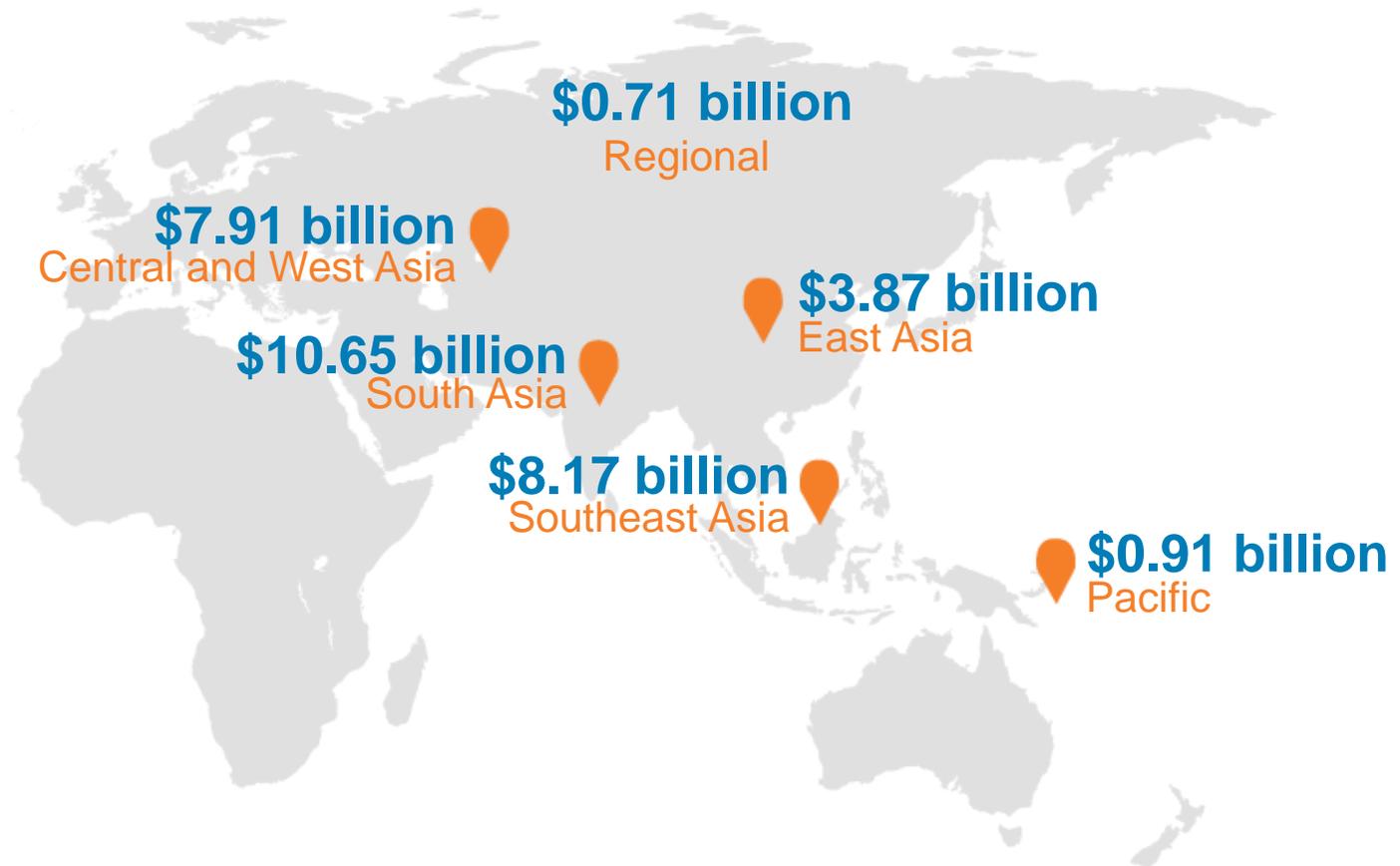
~\$736 million
contracted in
2018

Overview of ADB Operations

What do we work on?
(Share of project portfolio by sector, 2018)



Overview of ADB Operations



Overview of ADB Operations



Who do we support?

Our 46 DMCs: their governments & private sector

To support our clients, we work with:

- Private sector
- NGOs and CBOs
- Foundations
- Academia & think tanks
- Donors & international organizations

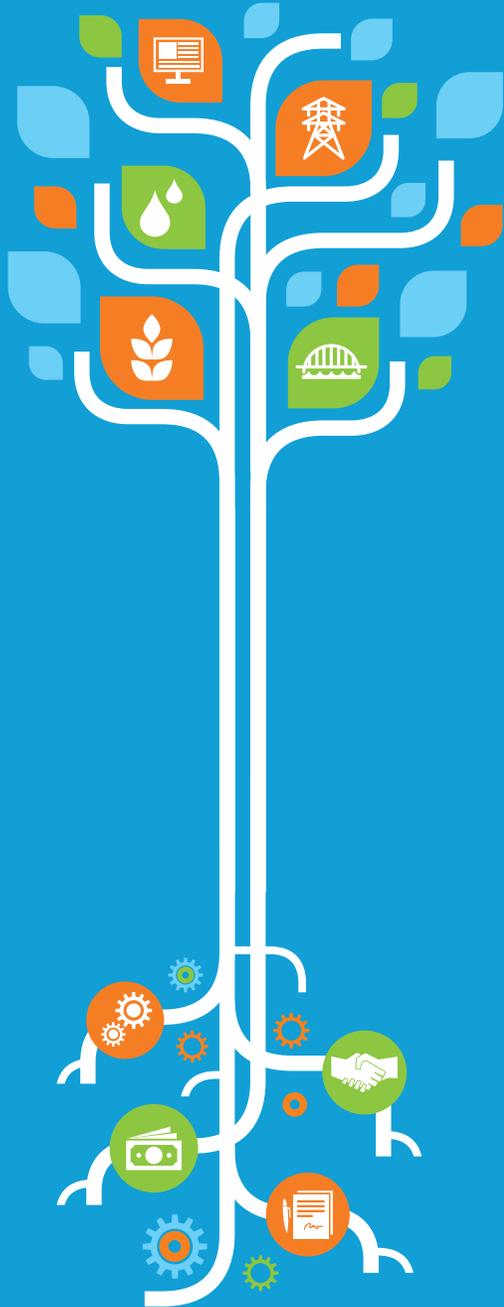
Our biggest borrowers in 2018:



The ADB Project Cycle



ADB Business Opportunities



Why Pursue ADB Funded Contracts?

- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight

Types of Business Opportunities

- Supply of goods
 - Machinery, equipment, computers, furniture
- Civil works
 - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
 - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
 - Project preparation & implementation, knowledge products, staff consultants
- Nonconsulting services
 - Surveys, training, translation, event management

Top Suppliers by Member State

Procurement Ranking – Goods

	2016	2017	2018
1	PRC	PRC	PRC
2	IND	IND	BAN
3	JPN	SWE	IND
4	VIE	INO	SWE
5	PAK	BAN	VIE

Top Suppliers by Member State

Procurement Ranking – Works

	2016	2017	2018
1	PRC	PRC	PRC
2	IND	IND	IND
3	BAN	KOR	GER
4	AZE	VIE	BAN
5	VIE	BAN	PAK

Top Suppliers by Member State

Procurement Ranking – Consulting Services

	2016	2017	2018
1	KOR	AUS	KOR
2	UKG	KOR	IND
3	AUS	IND	UKG
4	IND	USA	FRA
5	PHI	UKG	AUS

Top Suppliers by Amount

Top 5 Suppliers of Goods (2016–2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	ABB AB SWEDEN	9	255.33
2	INDUSTRI KERETA API PT	2	100.90
3	HAOTIAN ENERGY CONSERVATION EQUIPMENT CO. LTD.	2	61.91
4	PHILIPS LIGHTING INDIA LIMITED	1	50.90
5	XIAMEN GOLDEN DRAGON BUS CO. LTD	1	50.88

Top Suppliers by Amount

Top 5 Suppliers of Works (2016–2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SIEMENS AG	17	864.38
2	LARSEN & TOUBRO LTD.	12	510.10
3	CHINA COMMUNICATIONS CONSTRUCTION CO. LTD.	18	462.05
4	DAEWOO ENGG. AND CONST. CO. LTD. & L&T LTD. (JV)	1	416.82
5	MAX INFRASTRUCTURE LTD.	3	401.66

Top Suppliers by Amount

Top 5 Consulting Services Firms (2016–2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SMEC INTERNATIONAL PTY. LTD.	30	141.41
2	EGIS INTERNATIONAL	24	71.35
3	OVE ARUP & PARTNERS INTERNATIONAL LIMITED	5	53.35
4	KOREA CONSULTANTS INTERNATIONAL CO. LTD.	4	53.07
5	DOHWA ENGINEERING CO. LTD.	7	50.42

Finland's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	2018		2019		Cumulative (as of 31 Dec 2019)	
	Amount (\$ million)	% of Total	Amount (\$ million)	% of Total	Amount (\$ million)	% of Total
Goods, Works, and Related Services	–	–	–	–	78.19	0.04
Consulting Services	6.58	0.93	7.26	0.97	73.32	0.55
Total Procurement	6.58	0.05	7.26	0.05	151.51	0.07

– = nil.

Top 5 Contractors/Suppliers from Finland Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2015–31 December 2019

Contractor/Supplier	Contract Amount (\$ million)
Others	0.15
Total	0.15

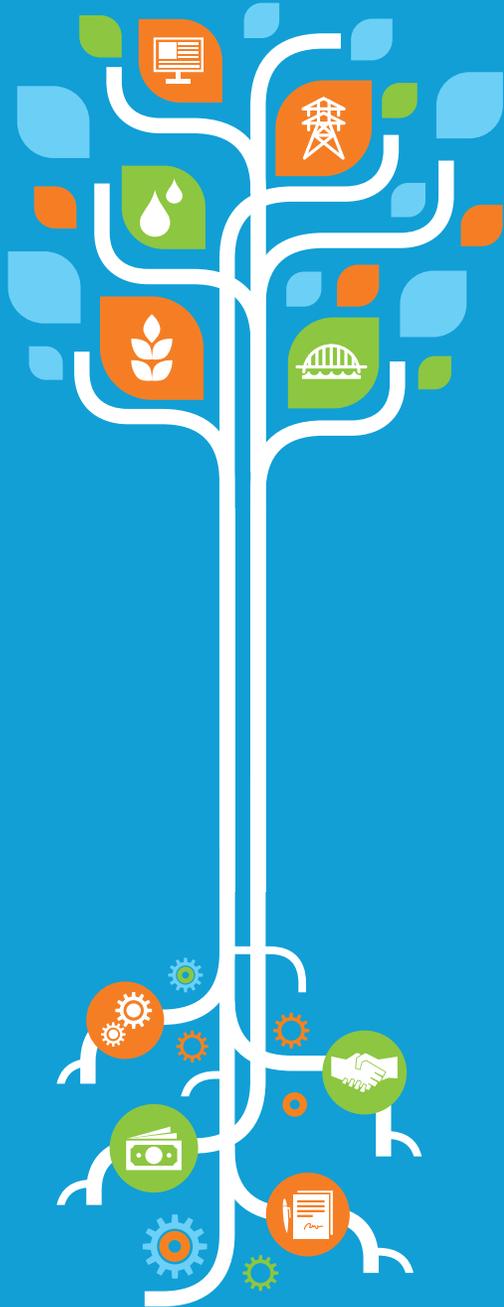
Top 5 Consultants from Finland Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2015–31 December 2019

Consultant	Sector	Contract Amount (\$ million)
FCG International Ltd.	ANR, EDU, MUL, WUS	10.81
Niras Finland Oy	ANR, EDU, WUS	6.81
Finnish Overseas Consultants Ltd.	TRA	3.29
Finnroad Ltd.	TRA	1.97
Hifab Oy (Finland)	ENE	1.48
Individual Consultants		1.55
Others		2.96
Total		28.87

Source:

<https://www.adb.org/sites/default/files/publication/27763/fin-2019.pdf>

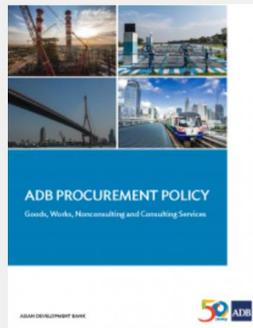
ADB Procurement Framework



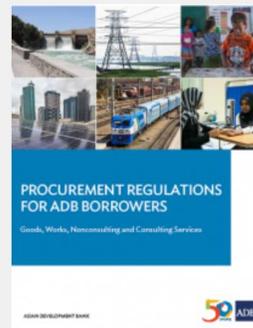
ADB's Procurement Frameworks

For projects with concept papers approved **on or after 1 July 2017**

ADB's new procurement framework comprises a Procurement Policy and Procurement Regulations for ADB Borrowers. It modernizes project procurement processes through a principles-based approach, to meet the diverse needs of clients as ADB scales up its operations in line with Strategy 2030.



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

For projects with concept papers approved **before 1 July 2017**

ADB's Procurement Guidelines and Guidelines on the Use of Consultants defined the policies and procedures for selecting, contracting, and monitoring suppliers of goods, works, and services for ADB-financed projects.



Procurement Guidelines



Guidelines on the Use of Consultants

ADB's Procurement Principles

Principles		Outcomes
	Fairness	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	Economy	Using price, quality, and any nonprice attributes to deliver viable projects.
	Efficiency	Ensures procurement processes are proportional to value and risks.
	Transparency	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	Quality	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	Value for Money	Obtain optimal benefits through effective, efficient, and economic use of resources.

How We Procure

Roles and Responsibilities

- The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services
- ADB also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open competitive bidding is the preferred option
- Technical and financial bid elements

ADB Procurement System

ADB Procurement Documents

Prequalification

Goods

Works (Large and Small Contracts)

Plant: Design, Supply, Install

Information Technology Products and Services (**New**)

Design-Build-Operate (**New**)

Request for Quotations (Goods and Works)

Consulting Services

Non-consulting Services (**New**)

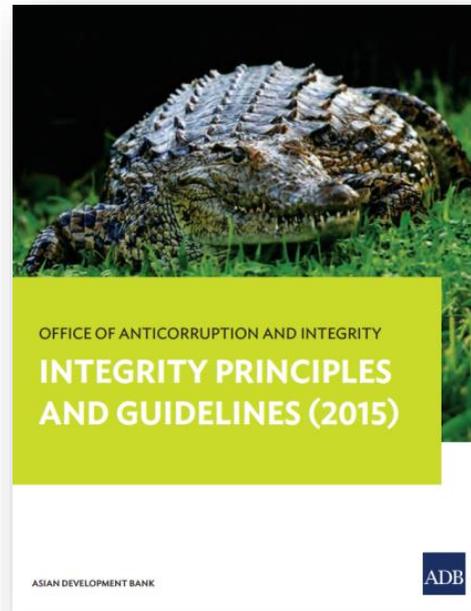
ADB Procurement System

ADB Procurement Methods

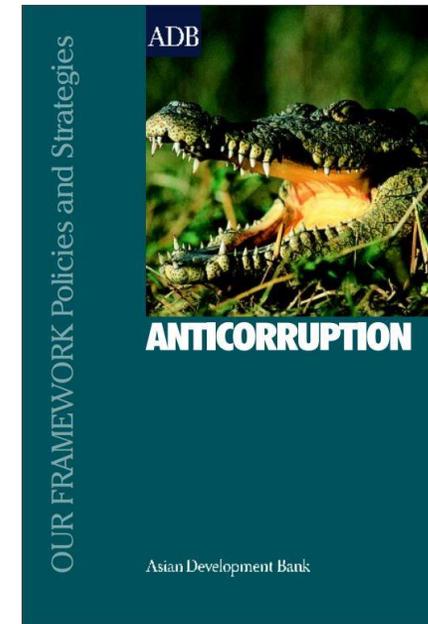
- Open Competitive Bidding
- Limited Competitive Bidding
- Request for Quotations
- Framework Agreement (consulting) **New**
- Electronic Reverse Auction **New**
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement in Fragile Conflict-Affected and Emergency Situations **New**
- Procurement Agents
- Support to Government for Public-Private Partnerships
- Procurement of High-Level Technology **New**
- Community Participation in Procurement
- Procurement under Loans Guaranteed by ADB
- Procurement in Loans to Financial Intermediaries

ADB's Anticorruption Policy & Guidelines

Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.

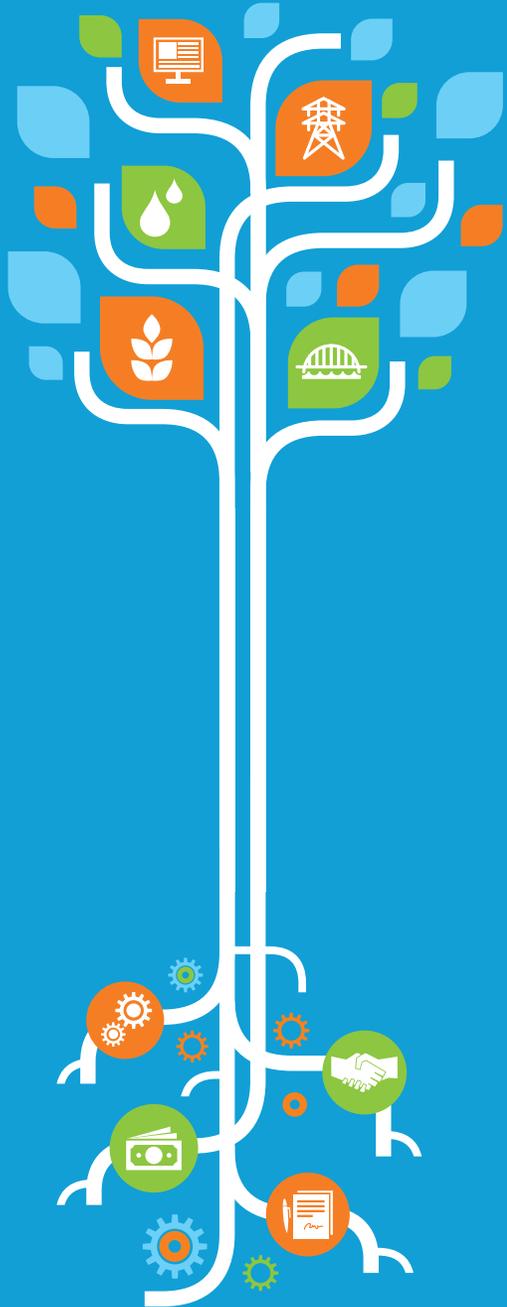


Highest Ethical
 Standards



Zero
 Tolerance

Bidding Strategies



Tips for Winning ADB-Financed Assignments

- Collect relevant business intelligence – network!
- Focus on performance and reputation for successful work
- Express interest
- Understand the country, project, and client requirements
- Position yourself to your competitive advantage
- Study the bidding documents and understand the selection method and evaluation criteria
- Engage partnership with firms likely to be shortlisted
- Prepare a responsive and strong technical proposal
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments

What NOT to do

- Failure to disclose conflict of interest (e.g., employees from EA included in a proposal)
- Firm or JV partners not from an ADB member country
- Submitting proposal late
- Failure to respond to client requirements
- Conditional bids
- Incomplete/noncompliant bids, e.g., missing bid security, letter of bid not signed, JV agreement missing, bid envelopes not properly marked, etc.
- Integrity violations in the bidding process

When in doubt, always seek written clarification

Debriefing and Complaints

Debriefing:

- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

How to report fraud:

- www.adb.org/site/integrity/how-to-report-fraud



Identifying opportunities for contracts with project executing agencies and ADB: start at adb.org

adb.org

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Consultants: Register in CMS (cms.adb.org)

Welcome to the Asian Development Bank's Consultant Management System

Consultant Management System (CMS) is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



Consultants create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)

By using this service, you are accepting the [CMS Terms and Conditions](#).



ADB Project Team Members can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



Executing Agencies (EAs) can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy csrn@adb.org with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
4. Duration of the recruitment for the project

Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

Login

Login using your registered username and password.

Username

Password

Login

[Login Assistance](#)

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

Registration

New user? Register now!

Register as Consulting Firm

Register as Individual Consultant

Need Help?

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

CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact cmshelp@adb.org.

CMS Team

NOTE: CMS undergoes weekly maintenance activities from

Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
 - Advance notices
 - Invitation for prequalification
 - Invitation for bids
 - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
 - Prequalified contractors / consultants
 - Contracts awarded
- *(ADB only)* Institutional procurement notices

COVID-19 (Coronavirus): ADB's Response

ADB is supporting its developing members in responding to the COVID-19 outbreak through finance, knowledge, and partnerships.

Main Business Outreach

> COVID-19 (Coronavirus): ADB's Response > ADB Business Outreach Activities for CO...



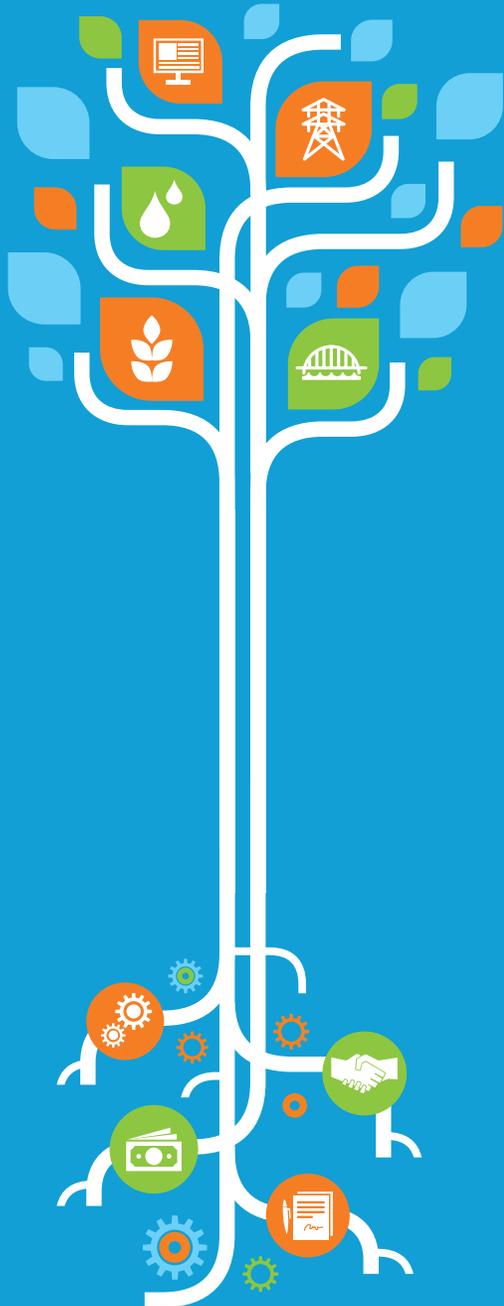
ADB Business Outreach Activities for COVID-19 Pandemic Response

Recognizing the urgency of the global coronavirus pandemic, ADB announced a \$20 billion package to address the immediate needs of its DMCs as they respond to COVID-19.

As part of the response, ADB has engaged with the international business community to:

- **understand and connect** with the global market and
- facilitate **regional support** for emergency procurement of COVID-19 related critical products.

<https://www.adb.org/what-we-do/covid19-coronavirus/procurement>



For more: adb.org

To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:

<https://www.linkedin.com/groups/3796524/>

2) ADB Suppliers Network:

<https://www.linkedin.com/groups/3796532/>

Also follow “ADB Business Center”:

<https://www.linkedin.com/showcase/adb-business-center/>

Keep in touch: Mel Altoveros, maltoveros@adb.org