

# USA BUSINESS OPPORTUNITIES SEMINAR

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BUSINESS  
OPPORTUNITIES 

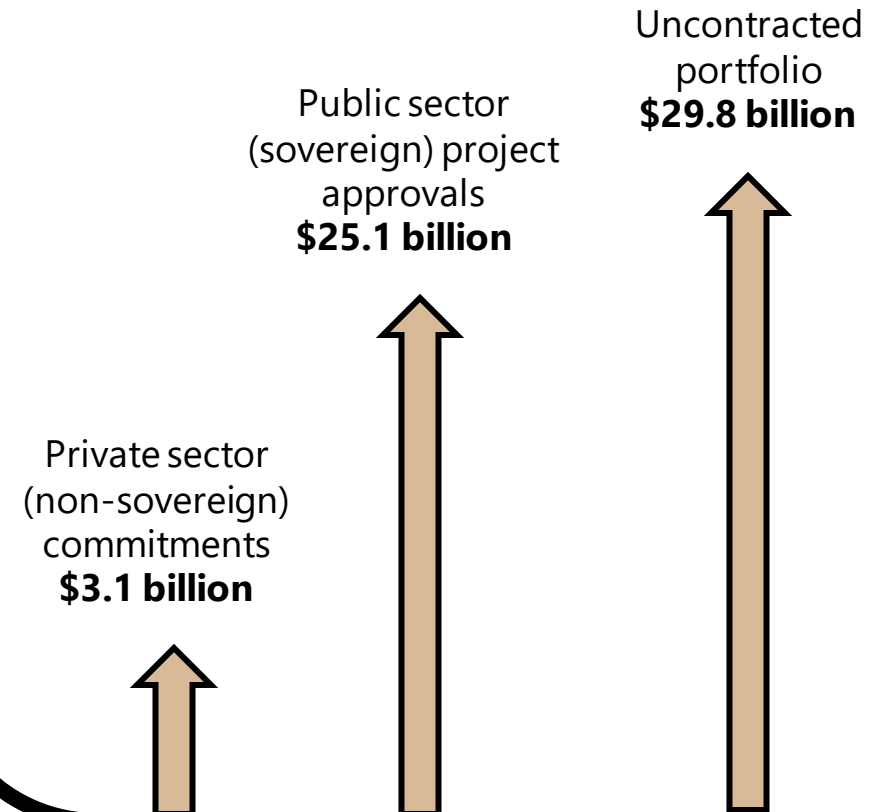
# ADB OPERATIONS

## Funding Types:

-Sovereign (Public Sector)

-Non- Sovereign (Private Sector)

## ADB 2018 OPERATIONS



# TYPES OF BUSINESS OPORTUNITIES

## Goods and civil works (through EAs)



**~4000**  
contracts in 2018

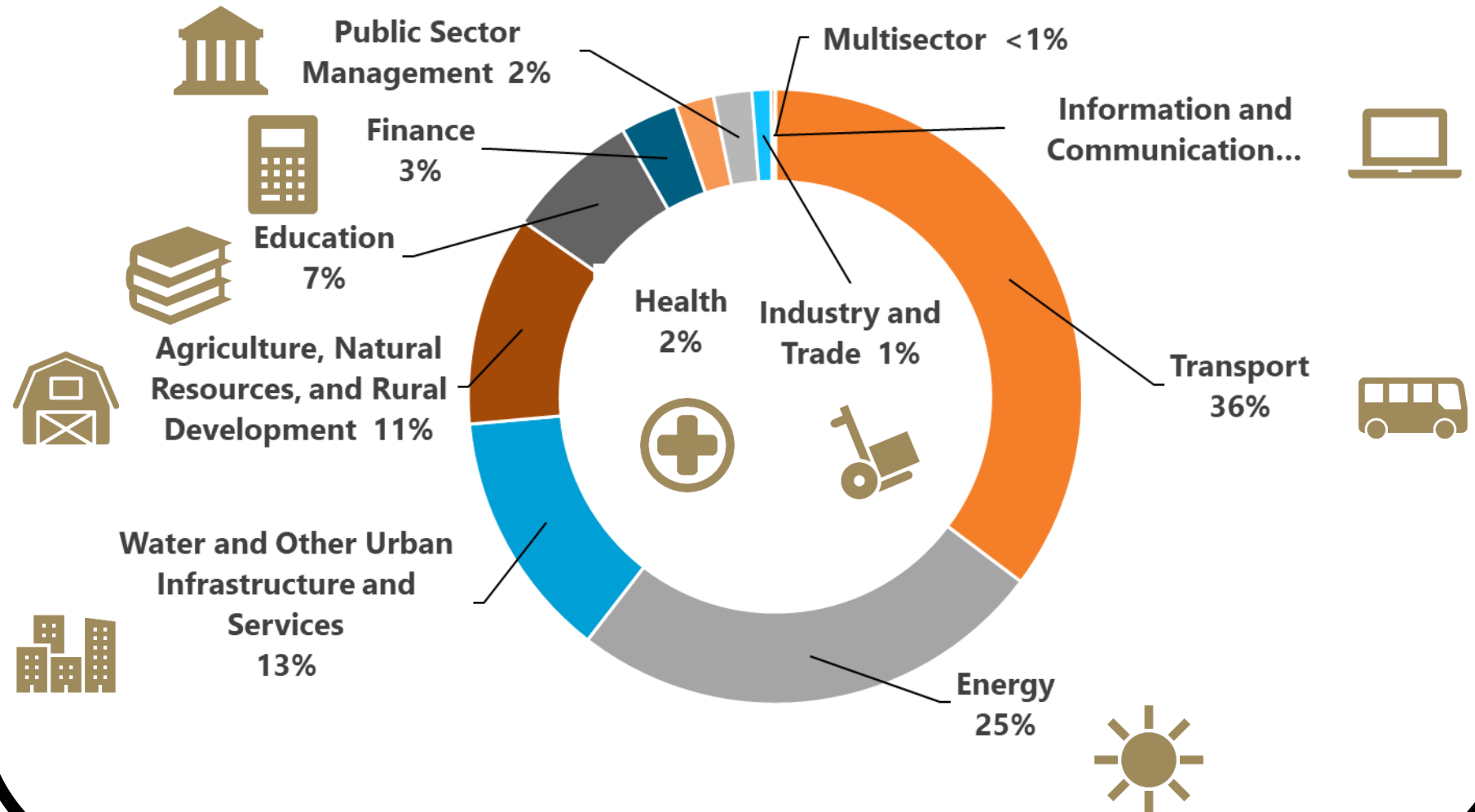
## Consulting services (through ADB or EAs)



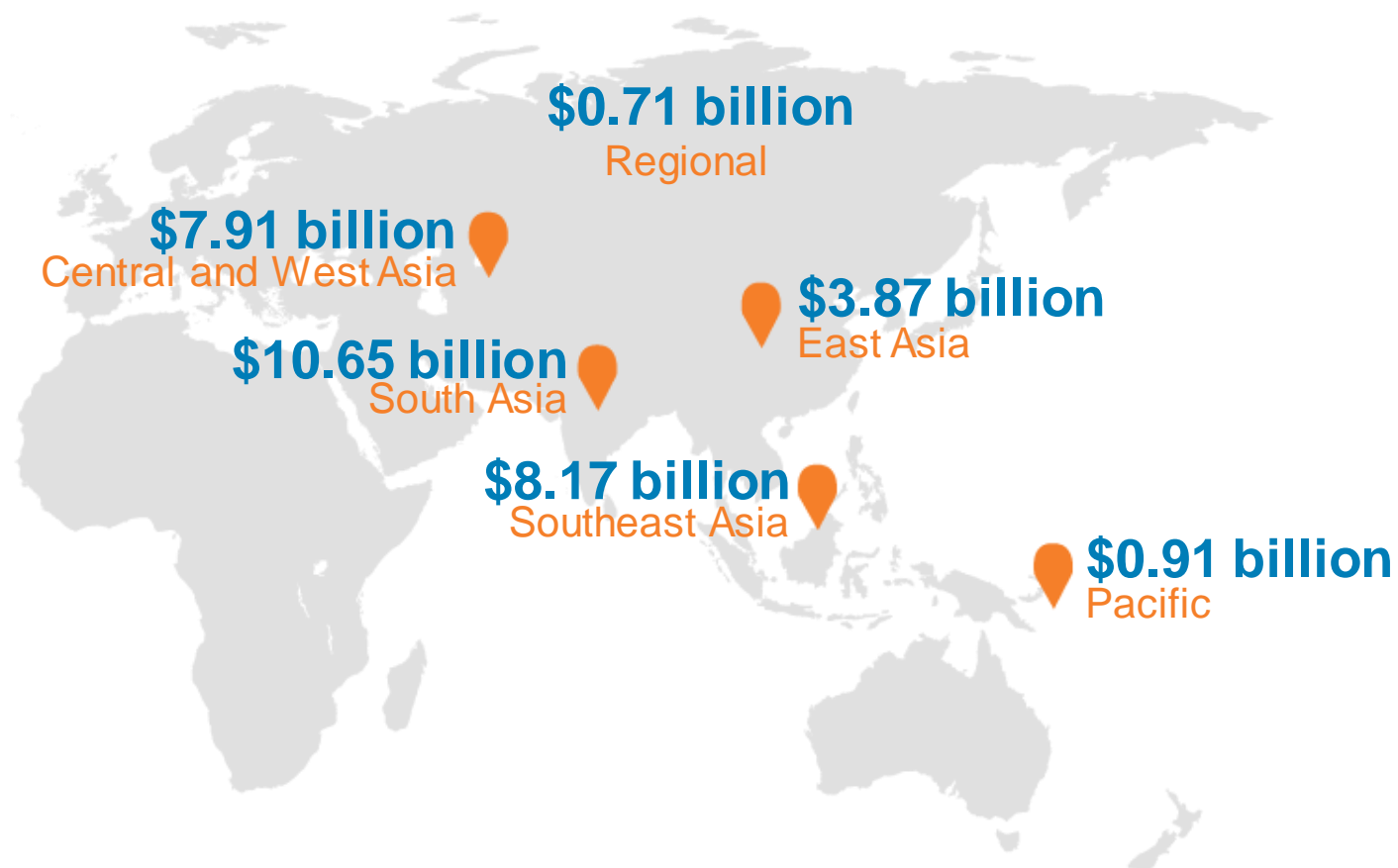
**~5000**  
contracts in 2018

# PORTFOLIO BREAKDOWN PER SECTOR

What do we work on?  
(2018)



# PORTFOLIO PER REGION





# LARGEST BORROWERS

India

China

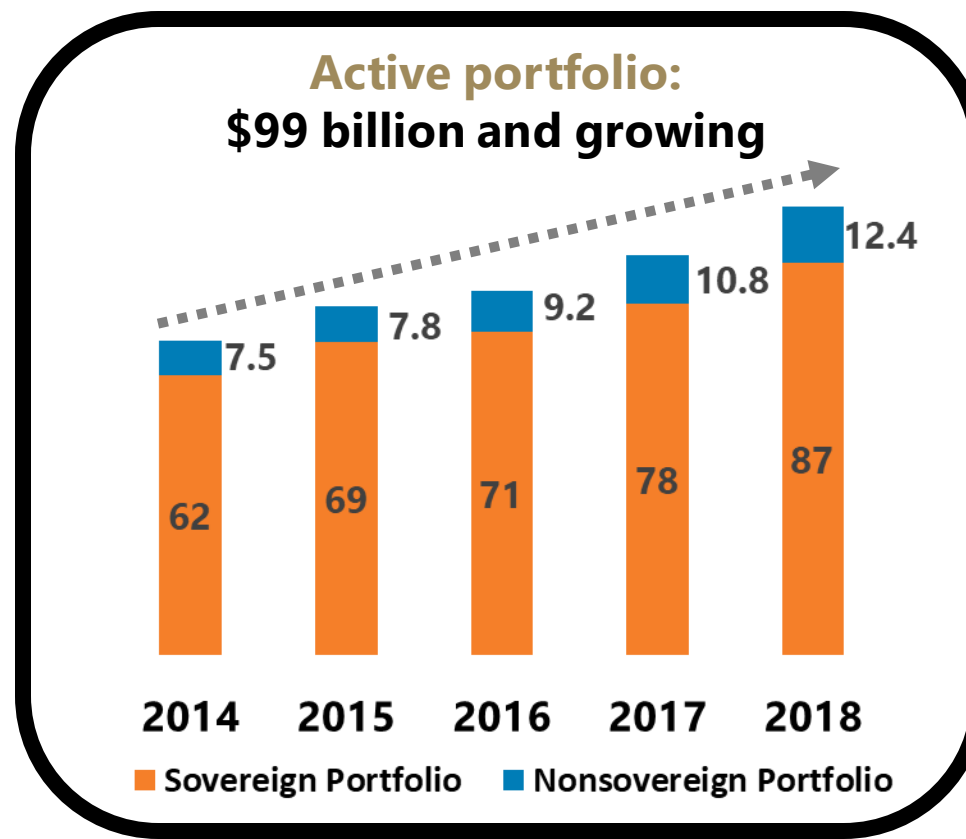
Pakistan

Bangladesh

Indonesia



# FUNDING TREND



# TYPES OF OPPORTUNITIES

- Supply of goods
  - Machinery, equipment, computers, furniture
- Civil works
  - Roads, railways, bridges, irrigation canals, schools, power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
  - Site supervision (PMC), Project preparation & implementation, knowledge products, staff consultants
- Non-consulting services
  - Surveys, training, translation, event management



# WHO HAS BEEN SUCCESSFUL

## Procurement Ranking – Goods

	2016	2017	2018
<b>1</b>	<b>PRC</b>	<b>PRC</b>	<b>PRC</b>
<b>2</b>	<b>IND</b>	<b>IND</b>	<b>BAN</b>
<b>3</b>	<b>JPN</b>	<b>SWE</b>	<b>IND</b>
<b>4</b>	<b>VIET</b>	<b>INO</b>	<b>SWE</b>
<b>5</b>	<b>PAK</b>	<b>BAN</b>	<b>VIET</b>

# WHO HAS BEEN SUCCESSFUL

## Procurement Ranking – Works

	2016	2017	2018
<b>1</b>	<b>PRC</b>	<b>PRC</b>	<b>PRC</b>
<b>2</b>	<b>IND</b>	<b>IND</b>	<b>IND</b>
<b>3</b>	<b>BAN</b>	<b>KOR</b>	<b>GER</b>
<b>4</b>	<b>AZE</b>	<b>VIET</b>	<b>BAN</b>
<b>5</b>	<b>VIET</b>	<b>BAN</b>	<b>PAK</b>

# WHO HAS BEEN SUCCESSFUL

## Procurement Ranking – Consulting Services

	2016	2017	2018
1	KOR	AUS	KOR
2	UK	KOR	IND
3	AUS	IND	UK
4	IND	USA	FRA
5	PHI	UK	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, INDONESIA	2	100.90
3	HAOTIAN ENERGY CONSERVATION EQUIPMENT CO. LTD., CHINA	2	61.91
4	PHILIPS LIGHTING INDIA LIMITED	1	50.90
5	XIAMEN GOLDEN DRAGON BUS CO. LTD, CHINA	1	50.88

# TOP SUPPLIERS BY AMOUNT

## Top 5 Suppliers of Works (2016–2018)

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

# TOP SUPPLIERS BY AMOUNT

## Top 5 Consulting Services Firms (2016–2018)

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

# USA SUPPLIERS / CONTRACTORS

## 2015-2019

Contractor/Supplier	Sector	Contract Amount (\$ million)
Progress Rail Locomotive Inc	TRA	135.34
SubCom LLC	ICT	12.87
GTI Corp.	ICT	6.67
Pernix Group and Map Projects Ltd. (JV)	ENE	6.37
NS Corp. (USA)	TRA	3.97
Others		256.17
<b>Total</b>		<b>421.39</b>

ENE = energy, ICT = information and communication technology, TRA = transport.

# USA CONSULTANTS

## 2015-2019

Consultant	Sector	Contract Amount (\$ million)
Sheladia Associates Inc.	ANR, ENE, TRA	28.03
HJI Group Corp.	ANR, ENE, FIN, TRA, WUS	19.89
Tera International Group Inc.	TRA	7.64
Tetra Tech ES Inc.	ENE, MUL	6.51
Logit Consulting Inc.	TRA	6.00
Individual Consultants		57.75
Others		46.24
<b>Total</b>		<b>172.06</b>

ANR = agriculture, natural resources, and rural development; ENE = energy; FIN = finance; MUL = multisector; TRA = transport; WUS = water and other urban infrastructure and services.



# HOW WE PROCURE GOODS & WORKS

## Roles and Responsibilities

- The Borrower (Executing Agency) is responsible
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open International Bidding (OIB) is the preferred option
- Technical & Financial Bid elements
- Lowest priced technically compliant bid is the winner

# HOW WE PROCURE CONSULTANTS

## Roles and Responsibilities

- Both EA & ADB procure consultants
- Means the contractual employer is either EA or ADB
- If EA procures then ADB reviews the procurement activities of EAs to ensure compliance
- Open International Bidding (OIB) is the preferred option
- Technical & Financial Bid elements
- **BUT** the ratio of the technical to financial submittal is usually 90:10.
- **Best technical submission usually wins**

# ADB (MAIN) PROCUREMENT MODALITIES

- Open Competitive Bidding
- Limited Competitive Bidding (short listing)
- Request for Quotation (Goods)
- Framework Agreement (prequalified consultants)
- Direct Contracting
- There are other lesser used modalities – please visit website.

# HOW TO ACCESS OPPORTUNITIES

## Consultancy

- Register in ADB's Consultant Management System (CMS)
- CMS is where opportunities are advertised
- CMS is where you submit your proposals

## Goods & Services

- Access Country strategies
- Access General Procurement Notices
- Access Procurement Plans
- Subscribe to E - Alerts

# Some TIPS

## What To Do

- Correct Bid Security - Amount, validity and text
- Signatures and power of attorney
- Joint venture agreement enclosed
- References enclosed
- Marking of envelopes as appropriate
- Submit before deadline
- Ensure meet country eligibility requirements

# Some TIPS

## What Not To Do

- Do not submit conditional bids
- Do not submit technical & financial bids in same envelope
- For Works Contracts, do not omit any answers from section 3
- Do not enter into a JV with a firm from a country not on the eligibility list

# USEFUL LINKS

CMS - <http://cms.adb.org/>

ADB Business Center - <https://www.adb.org/business/main>

ADB Procurement - <https://www.adb.org/business/operational-procurement>

Country Strategies - <https://www.adb.org/documents/series/country-partnership-strategies>

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

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

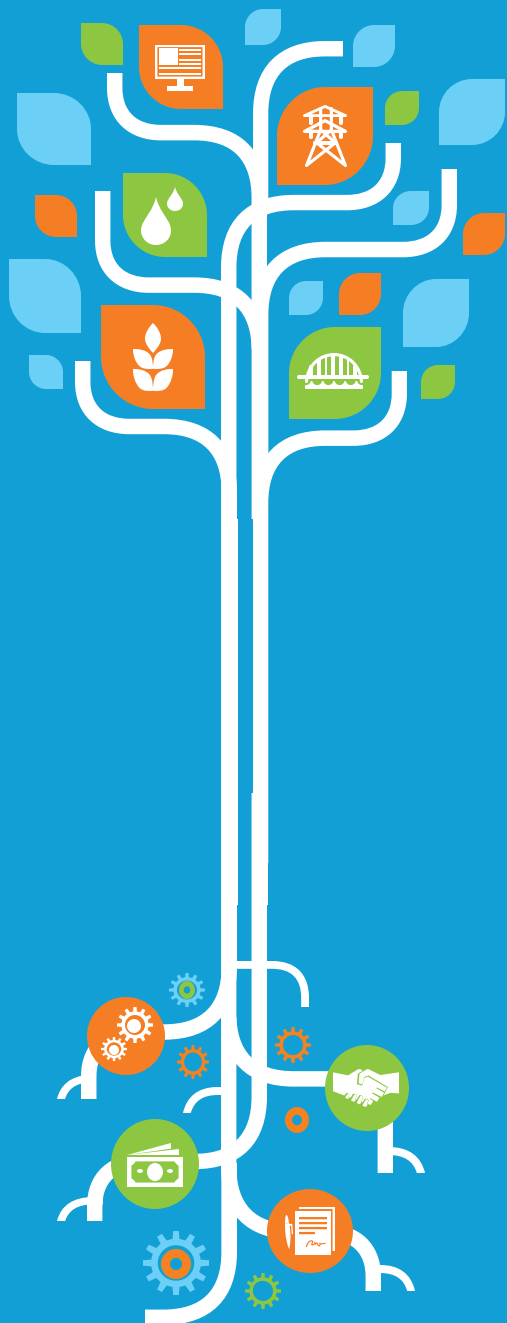
Complaints - <https://www.adb.org/forms/complaints>

ADB Procurement Policy - <https://www.adb.org/documents/adb-procurement-policy>

ADB procurement Regulations - <https://www.adb.org/documents/procurement-regulations-adb-borrowers>

Guidance Notes - <https://www.adb.org/documents/guidance-notes-on-procurement>

Standard Bidding Documents and User Guides - <https://www.adb.org/business/main> (Scroll to Documents and Forms)



BUSINESS  
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ADB