



# USA BUSINESS OPPORTUNITIES SEMINAR

11 August 2020

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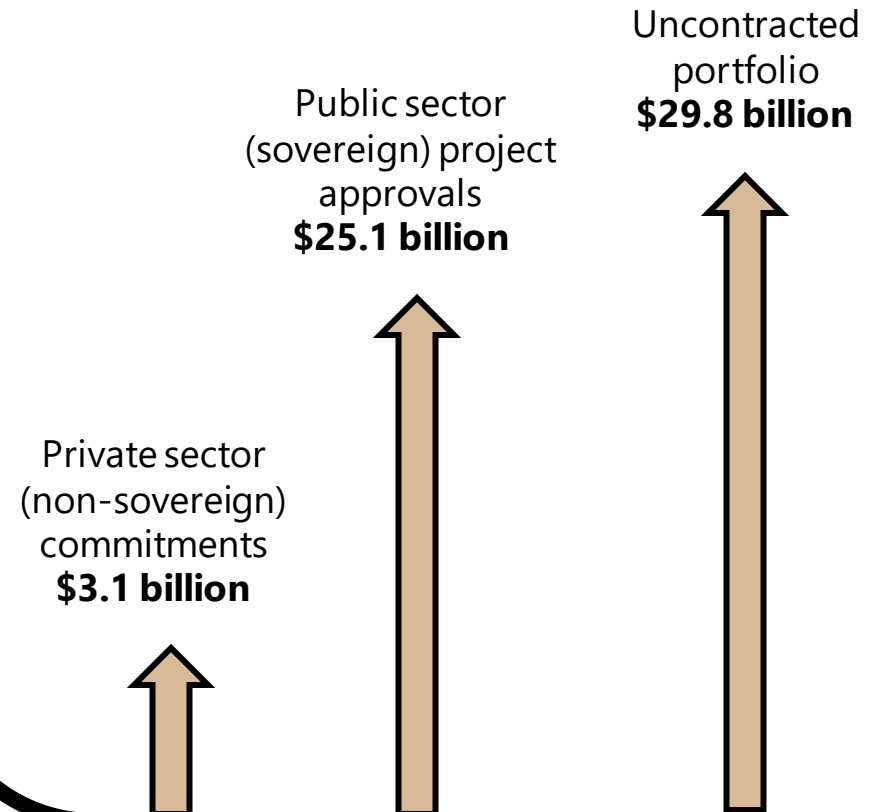
Procurement, Portfolio and Financial  
Management Department

# 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

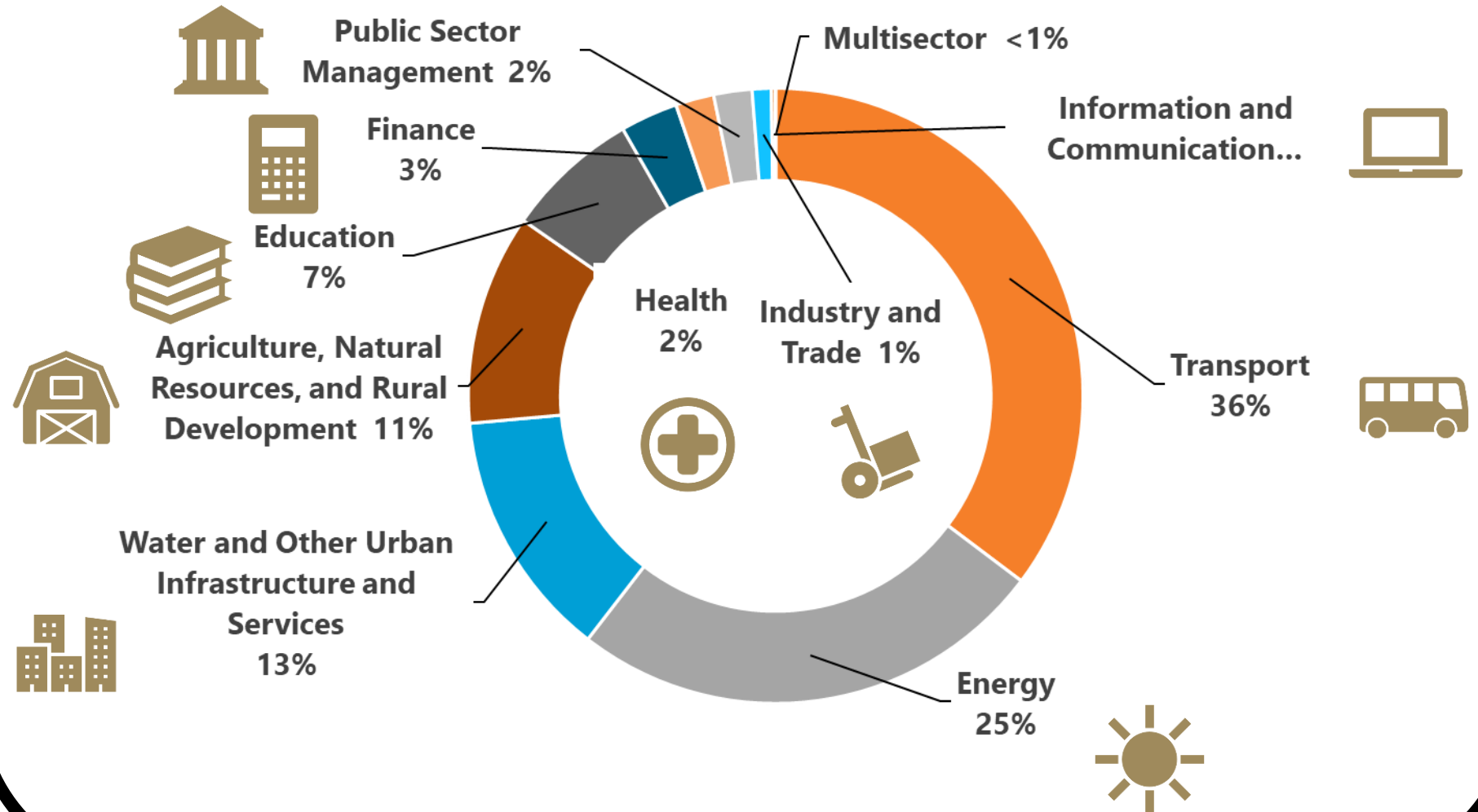
## Consulting services (through ADB or EAs)



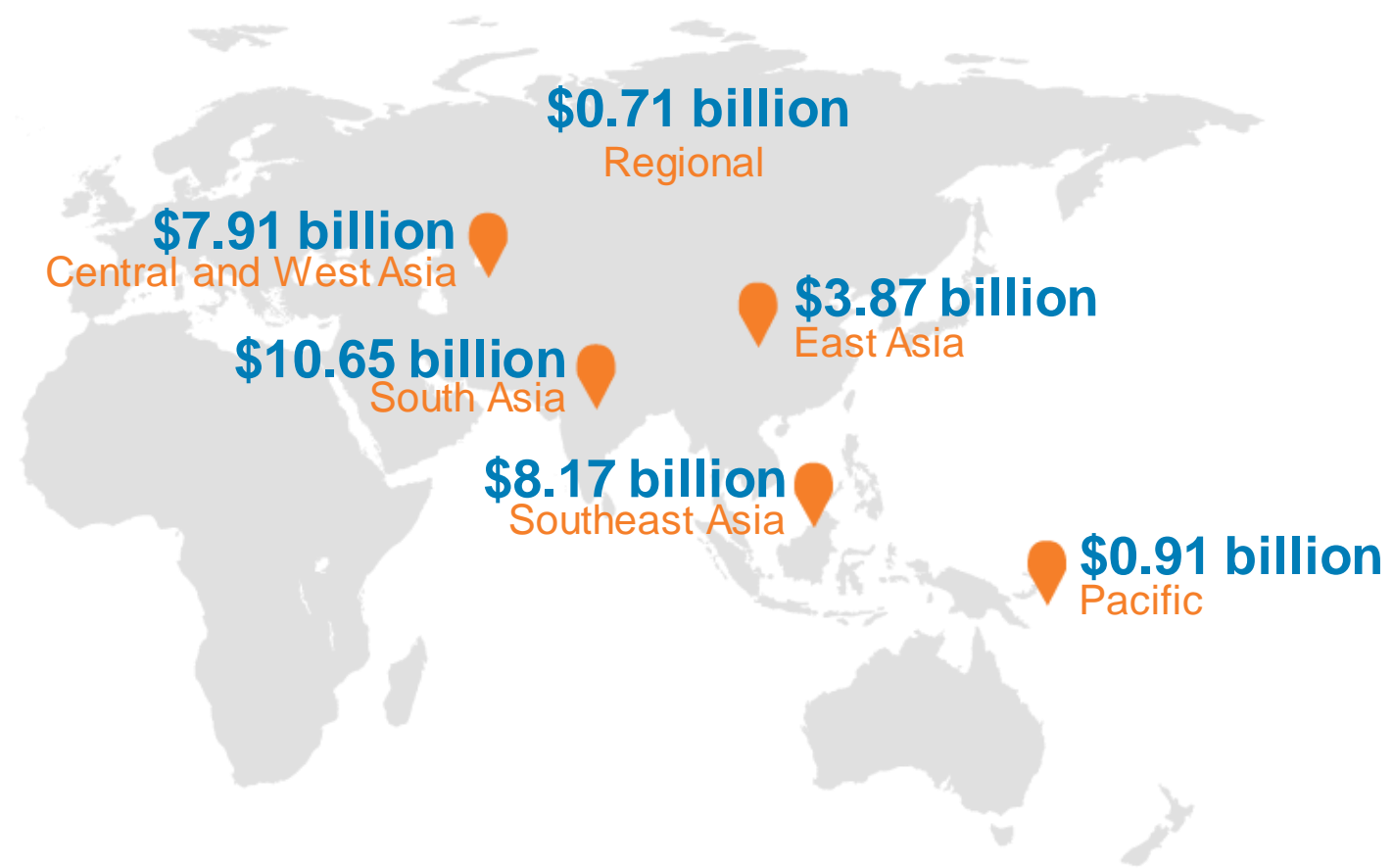
**~5000**  
contracts in 2018

# PORTFOLIO BREAKDOWN PER SECTOR

What do we work on?  
(2018)



# PORTFOLIO PER REGION



# LARGEST BORROWERS

India

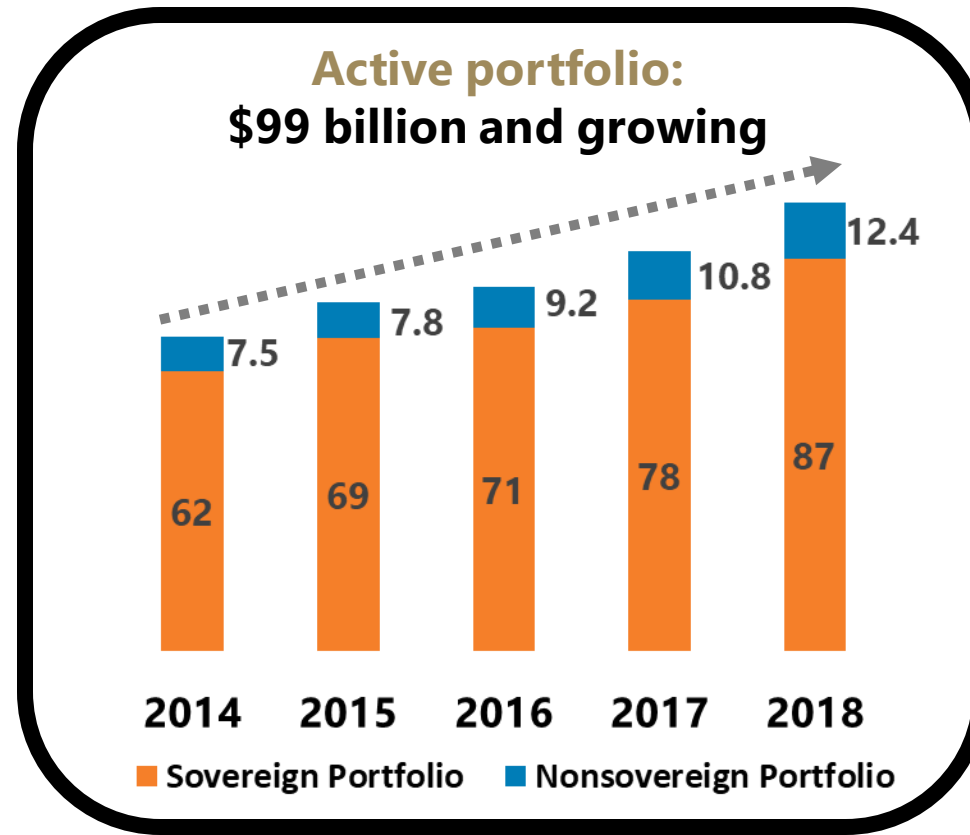
China

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
1	PRC	PRC	PRC
2	IND	IND	BAN
3	JPN	SWE	IND
4	VIET	INO	SWE
5	PAK	BAN	VIET

# 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	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)

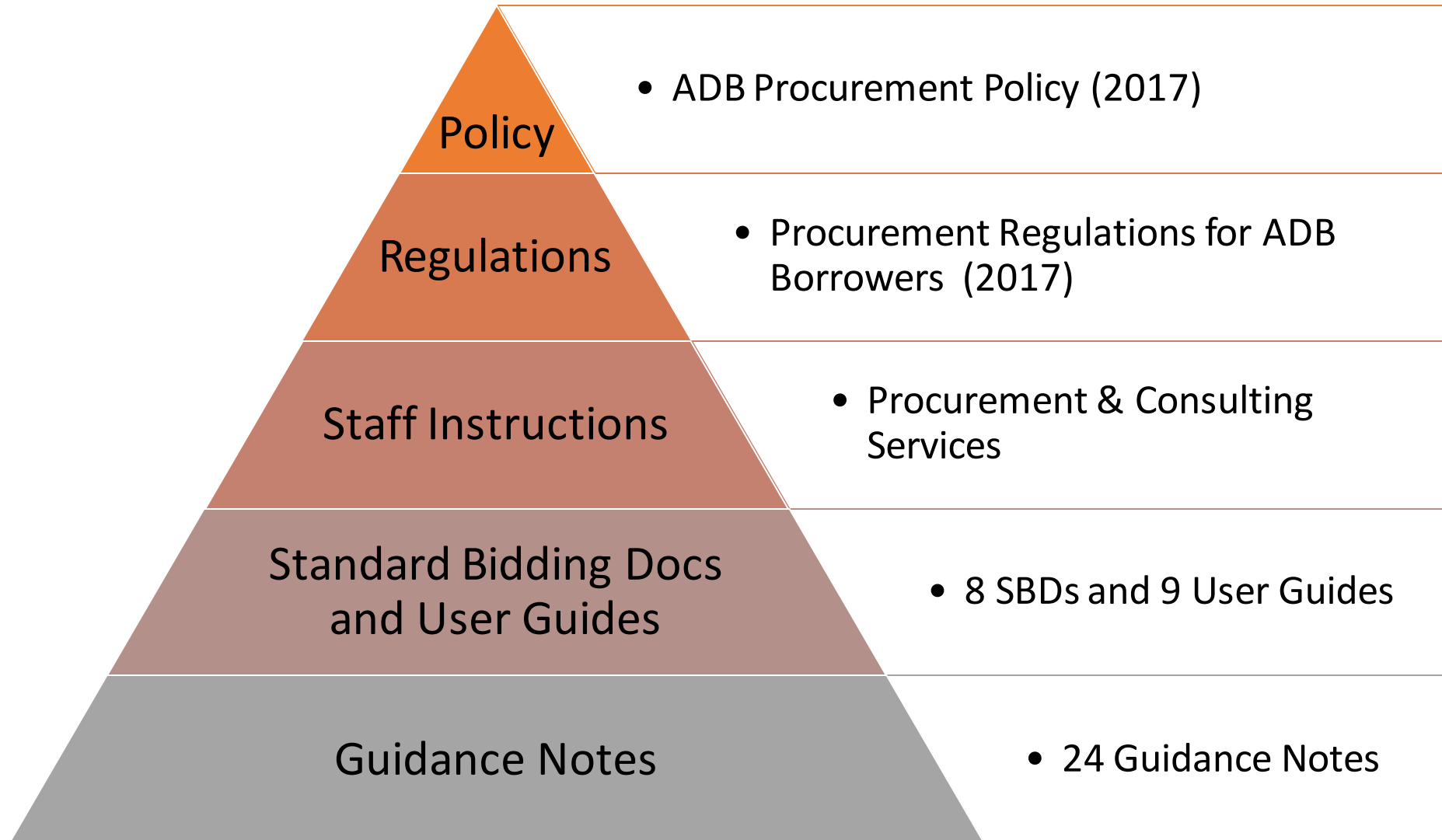
	Name	No. of Contracts	ADB Amount (\$ million)
1	SMEC INTERNATIONAL PTY. LTD.	30	141.41
2	EGIS INTERNATIONAL	24	71.35
3	OVE ARUP & PARTNERS INTERNATIONAL LIMITED	5	53.35
4	KOREA CONSULTANTS INTERNATIONAL CO. LTD.	4	53.07
5	DOHWA ENGINEERING CO. LTD.	7	50.42

# 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.

# Procurement Framework





# 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)

Covid 19 - <https://www.adb.org/what-we-do/covid19-coronavirus>

# THANK YOU!

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