

Doing Business with ADB and the ADB Procurement System

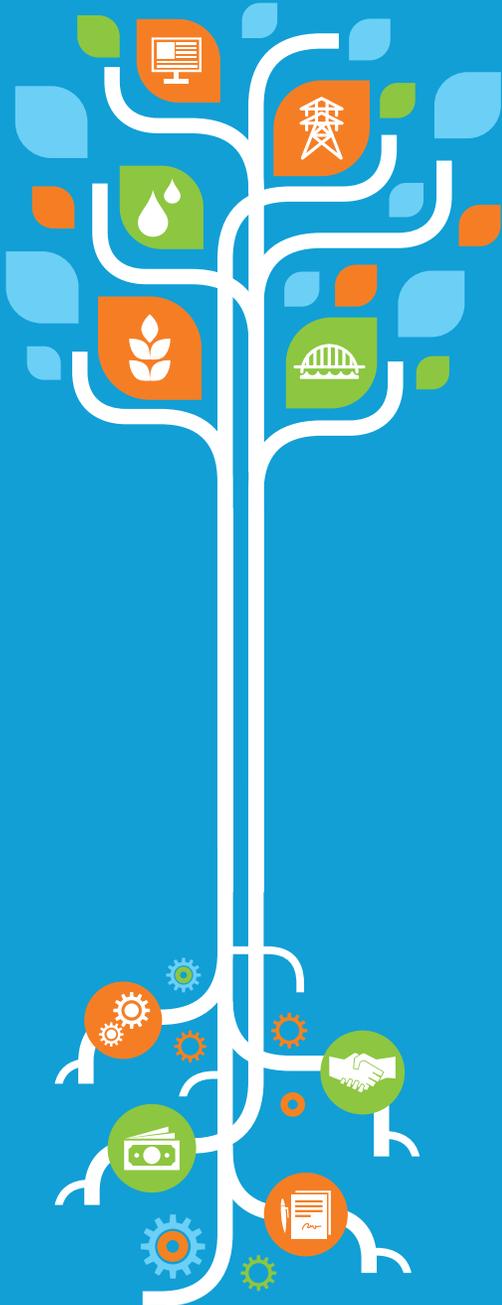
ADB Virtual Business Opportunities Webinar Series:
30 September 2020

Taisuke Miyao

Senior Procurement Specialist

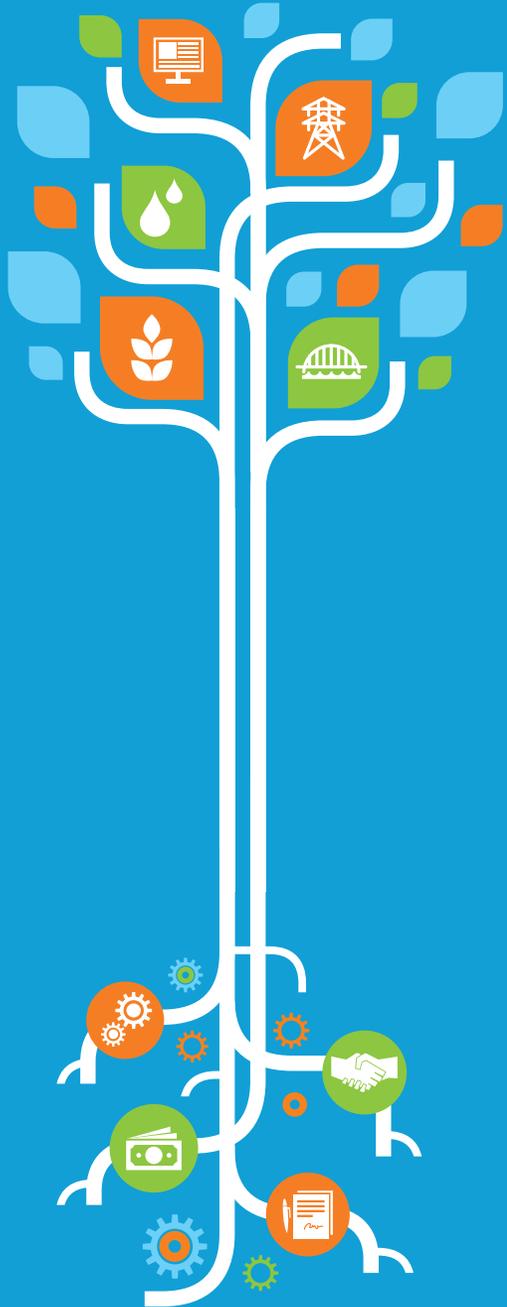
Procurement, Portfolio and Financial
Management Department

BUSINESS
OPPORTUNITIES 



Overview

- ADB operations
- ADB business opportunities
- ADB procurement framework
- Bidding strategies and identifying opportunities



ADB Operations

Overview of ADB Operations



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 5 biggest borrowers in 2019:



Overview of ADB Operations

Main instruments:

- Loans and grants
- Technical assistance
- Equity and guarantees

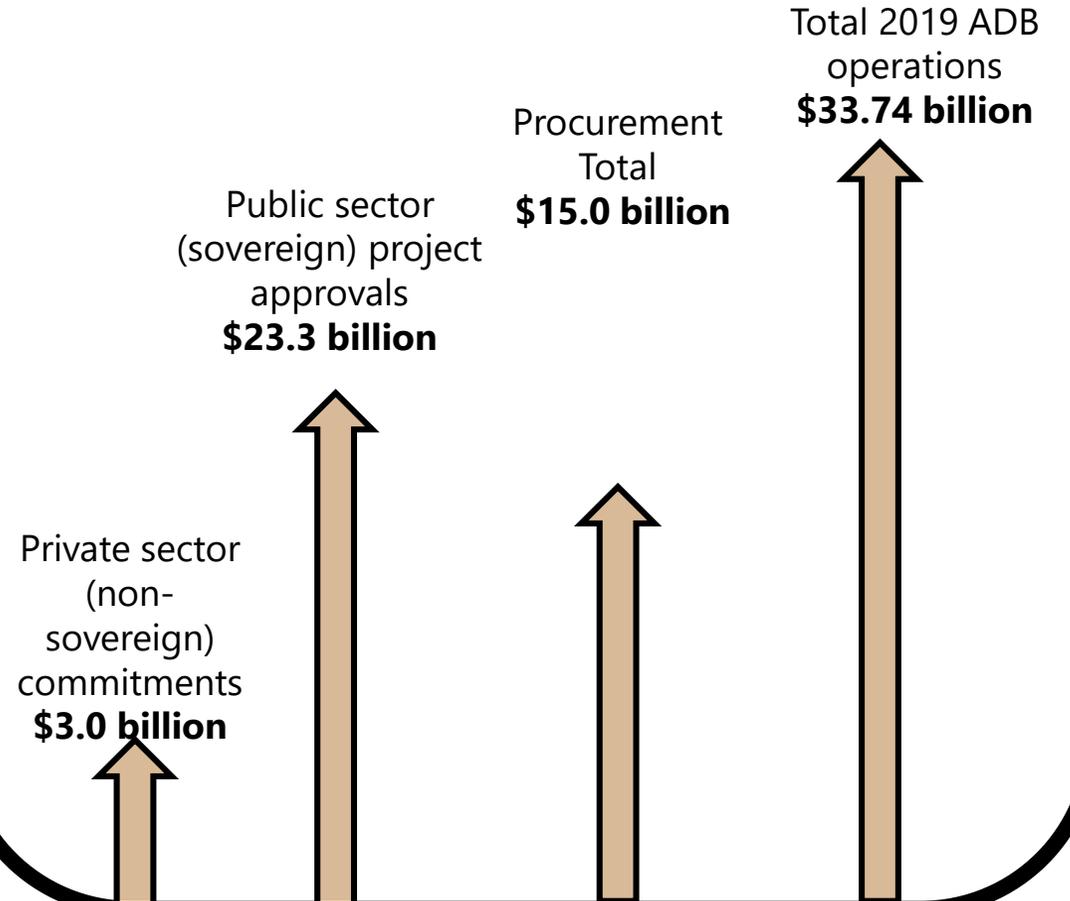
Delivered through:

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

Focused on: "Finance ++"

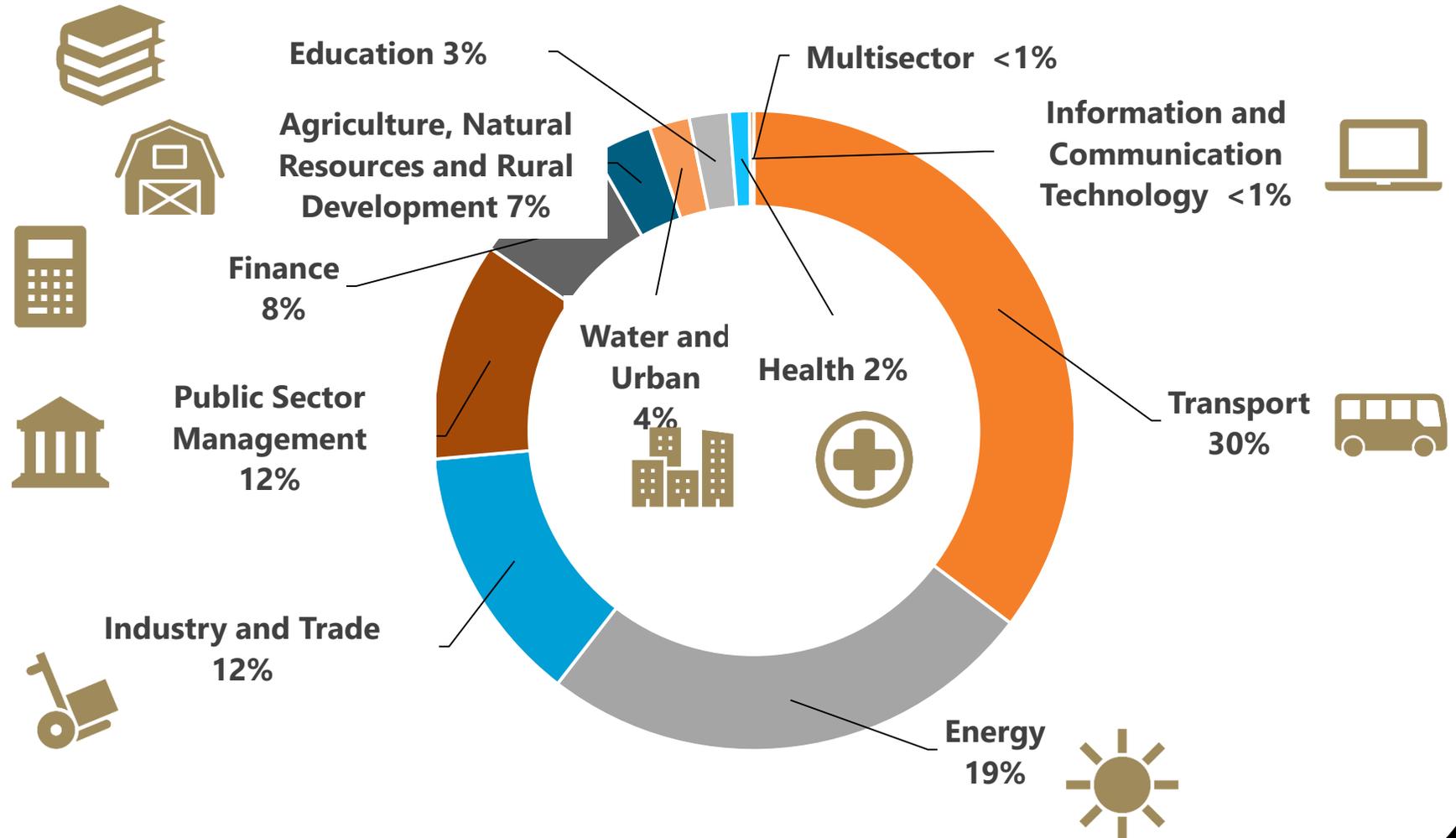
- Leveraging cofinance, policy advice, knowledge, provision, and capacity development

ADB 2019 OPERATIONS

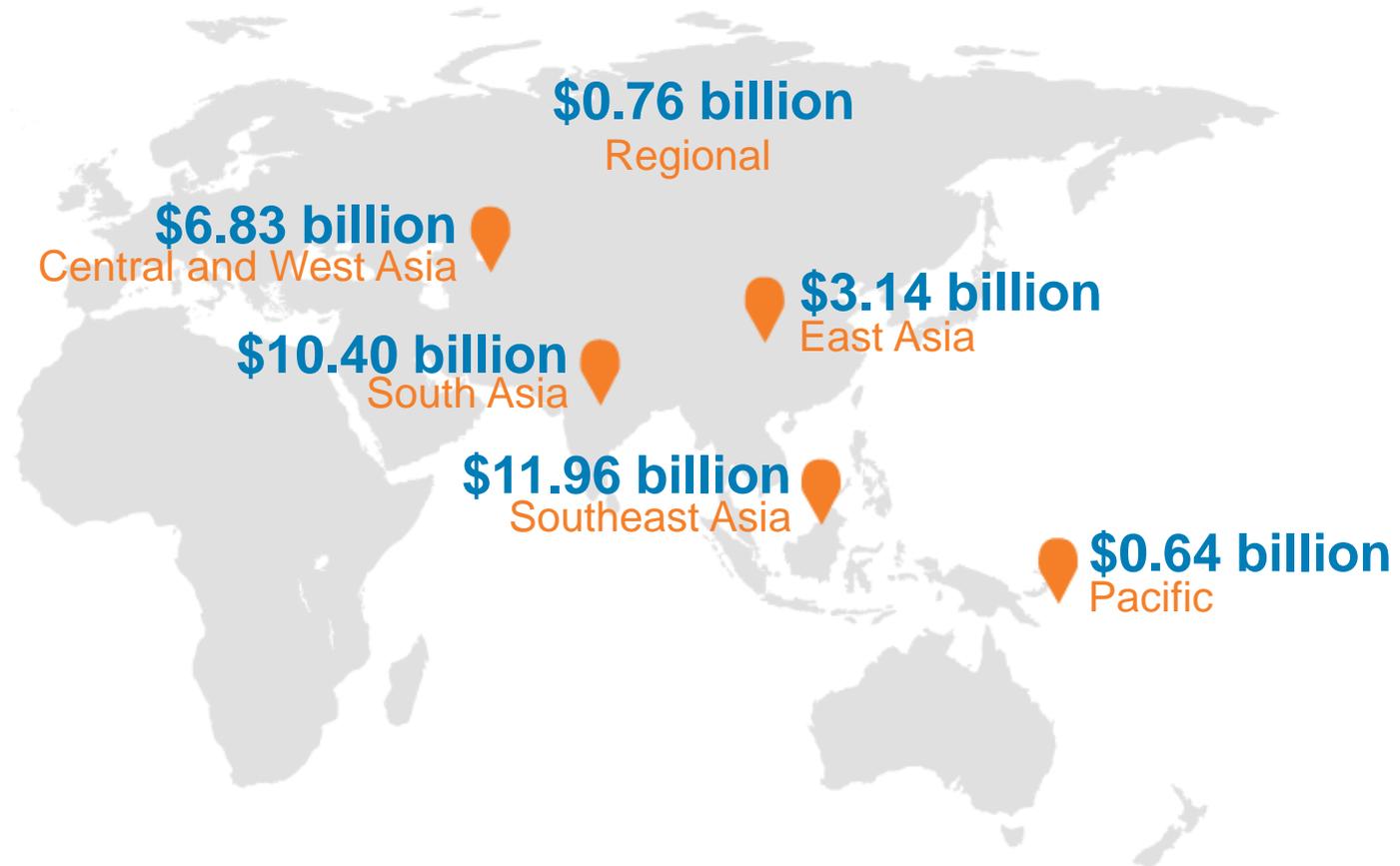


Overview of ADB Operations

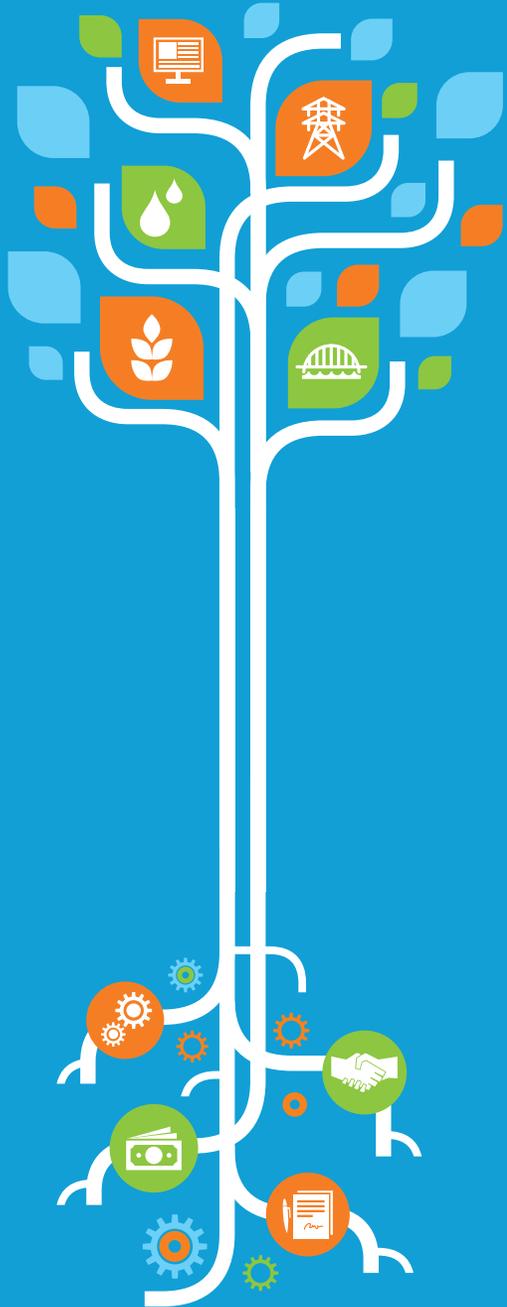
What do we work on?
(Share of project portfolio by sector, 2019)



Overview of ADB Operations (2019)



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 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.
- Non-consulting services
 - Surveys, training, translation, event management
- Consulting services
 - Project preparation & implementation, knowledge products, staff consultants



Top Suppliers by Amount

| Top 5 Suppliers of Goods (2017–July 2020) | | | |
|--|---|-------------------------|--------------------------------|
| | Name | No. of Contracts | ADB Amount (\$ million) |
| 1 | BEML LTD. | 2 | 545.27 |
| 2 | ABB GROUP | 10 | 256.90 |
| 3 | TBEA CO. LTD. | 6 | 196.33 |
| 4 | PROGRESS RAIL LOCOMOTIVE INC. | 1 | 135.34 |
| 5 | CHINA NATIONAL TECHNICAL IMPORT & EXPORT CORP. | 1 | 134.63 |



Top Suppliers by Amount

Top 5 Suppliers of Works (2017–July 2020)

| | Name | No. of Contracts | ADB Amount (\$ million) |
|---|-------------------------------------|------------------|-------------------------|
| 1 | SIEMENS AG | 20 | 833.94 |
| 2 | LARSEN & TOUBRO LTD. | 21 | 702.27 |
| 3 | CHINA RAILWAY CONSTRUCTION CO. LTD. | 27 | 494.56 |
| 4 | CHINA RAILWAY ENGINEERING CORP. | 16 | 479.37 |
| 5 | POWER CONSTRUCTION CORP. OF CHINA | 30 | 433.39 |



Top Suppliers by Amount

Top 5 Consulting Services Firms (2017–July 2020)

| | Name | No. of Contracts | ADB Amount (\$ million) |
|---|--|------------------|-------------------------|
| 1 | SMEC INTERNATIONAL PTY. LTD. | 31 | 155.07 |
| 2 | EGIS INTERNATIONAL | 31 | 82.04 |
| 3 | KOREA CONSULTANTS INTERNATIONAL CO. LTD. | 4 | 54.53 |
| 4 | OVE ARUP & PARTNERS INTERNATIONAL LTD. | 7 | 54.37 |
| 5 | DONGSUNG ENGINEERING CO. LTD. | 6 | 29.84 |

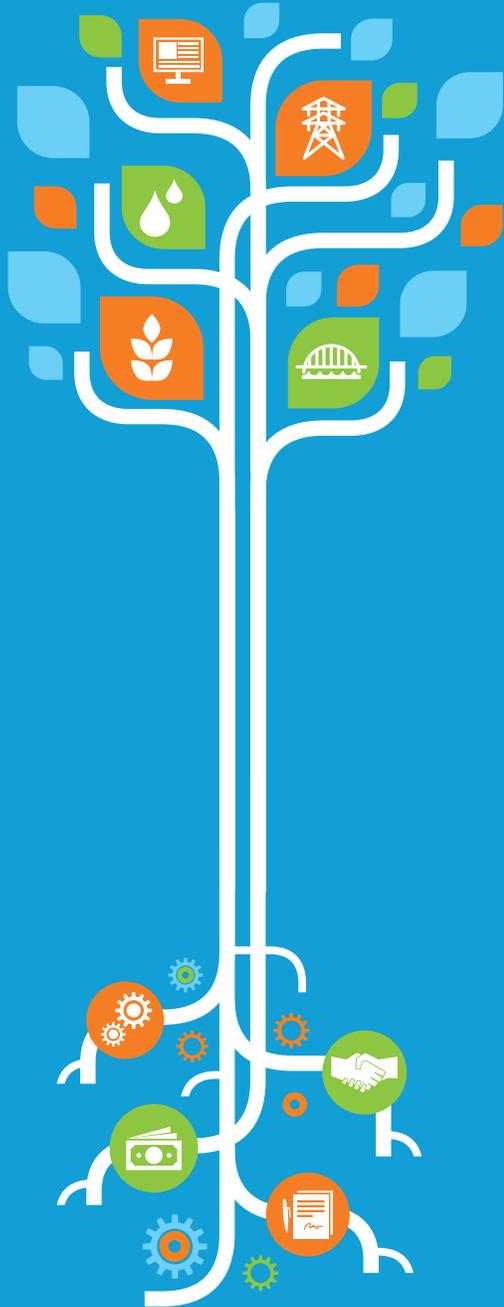


POR SUCCESS IN ADB

2017-July 2020

| POR | Goods, Works and Related Services | | Consulting Services | | Overall Total | |
|-----------------------|-----------------------------------|----------------|---------------------|----------------|------------------|----------------|
| | No. of Contracts | Amount (US\$M) | No. of Contracts | Amount (US\$M) | No. of Contracts | Amount (US\$M) |
| <i>By Nationality</i> | | | | | | |
| 2017 | - | - | 4 | 5.76 | 4 | 5.76 |
| 2018 | - | - | 9 | 0.43 | 9 | 0.43 |
| 2019 | - | - | 6 | 1.82 | 6 | 1.82 |
| 2020 (Jan-Jul) | - | - | 1 | 0.04 | 1 | 0.04 |
| <i>By Origin</i> | | | | | | |
| 2017 | 1 | 0.001 | 4 | 1.12 | 5 | 1.13 |
| 2018 | - | - | 9 | 0.43 | 9 | 0.43 |
| 2019 | 3 | 0.38 | 6 | 1.82 | 9 | 2.19 |
| 2020 (Jan-Jul) | 3 | 0.02 | 1 | 0.04 | 4 | 0.06 |

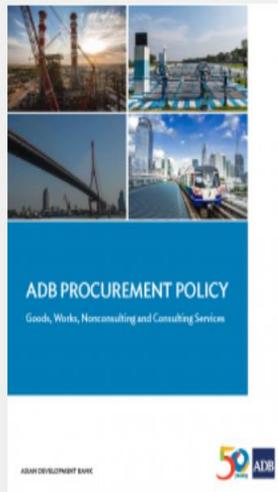
ADB Procurement Framework



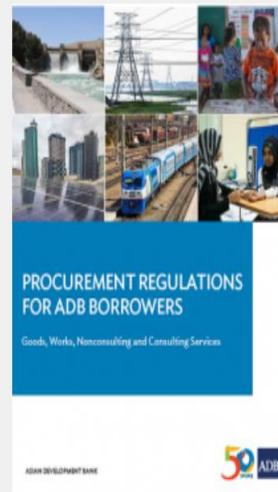
ADB's procurement frameworks

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



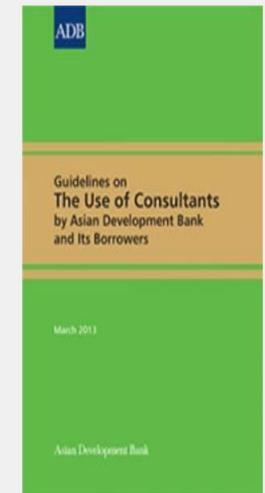
Procurement Regulations for ADB Borrowers

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.



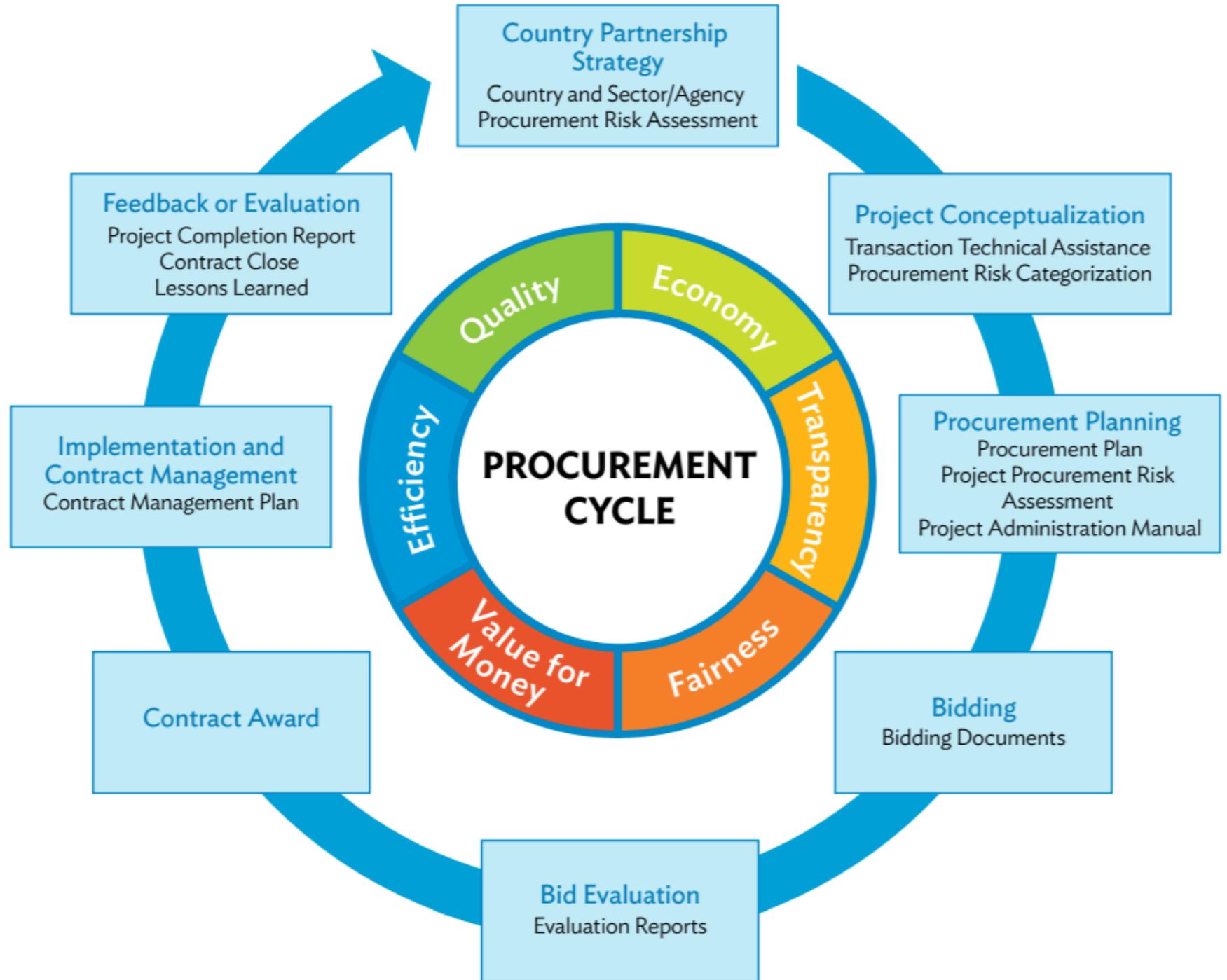
Procurement Guidelines



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. |



Roles and Responsibilities

<Under Loan/Grant>

- The Borrower (Executing Agency (EA)) is responsible to procure goods, works, and services
- 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.

<Under Technical Assistance>

- ADB procures consultancy services by itself to support its borrowers.

ADB Procurement Words

<Goods, Works, Non-consulting services>

- 1S1E, 1S2E, 2S, 2S2E
- Open Competitive Bidding
- ✓ International Advertisement
- ✓ National Advertisement
- Limited Competitive Bidding
- Request for Quotation
- Direct Contracting

<Consulting Services>

- QCBS: Quality and Cost Based Selection
- QBS: Quality Based Selection
- CQS: Consultants' Qualification Selection
- Direct Contracting
- Individual Consultants
- Framework Agreements

Standard Documents

<Goods, Works, Non-consulting services>

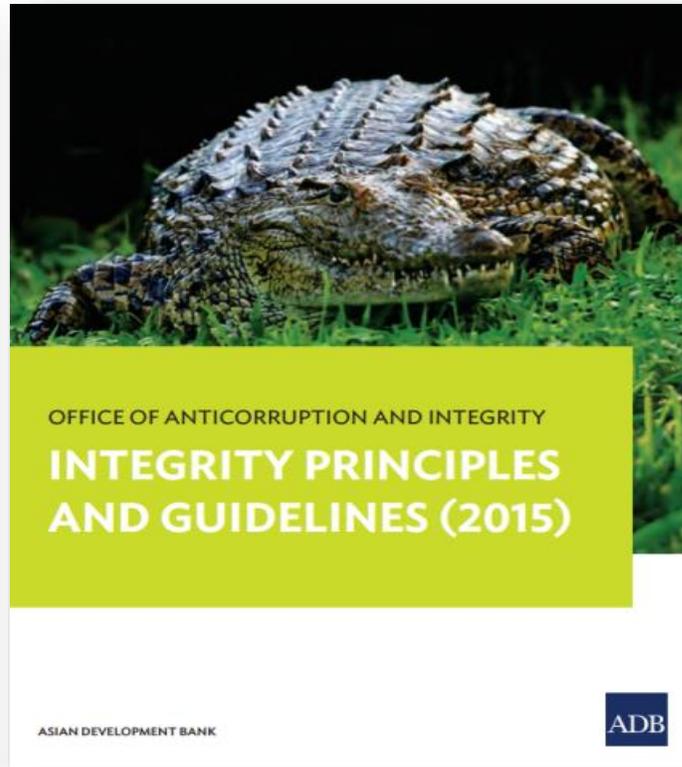
- Prequalification
- Works: Large/Small
- Plant: Design, Supply and Installation
- Information Technology Products and Services
- Design, Build and Operate Contracts for Water and Wastewater Greenfield Instructure
- Goods
- Request for Quotations

<Consulting Services>

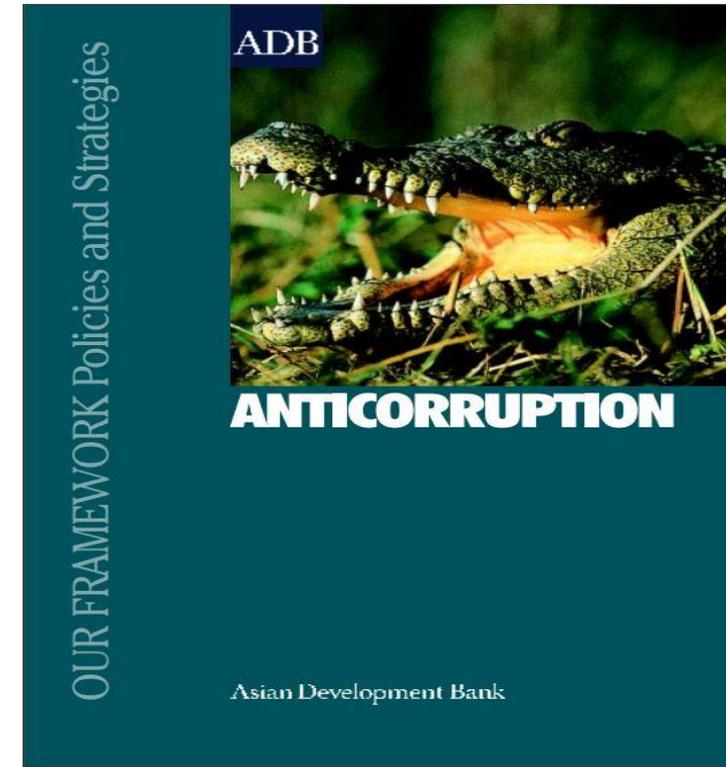
- Expression of Interest forms
- Request for Proposals

ADB's Anticorruption Policy & Guidelines

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



Highest Ethical Standards



Zero Tolerance

ADB Member Country Eligibility

[Home](#) > [About ADB](#) >

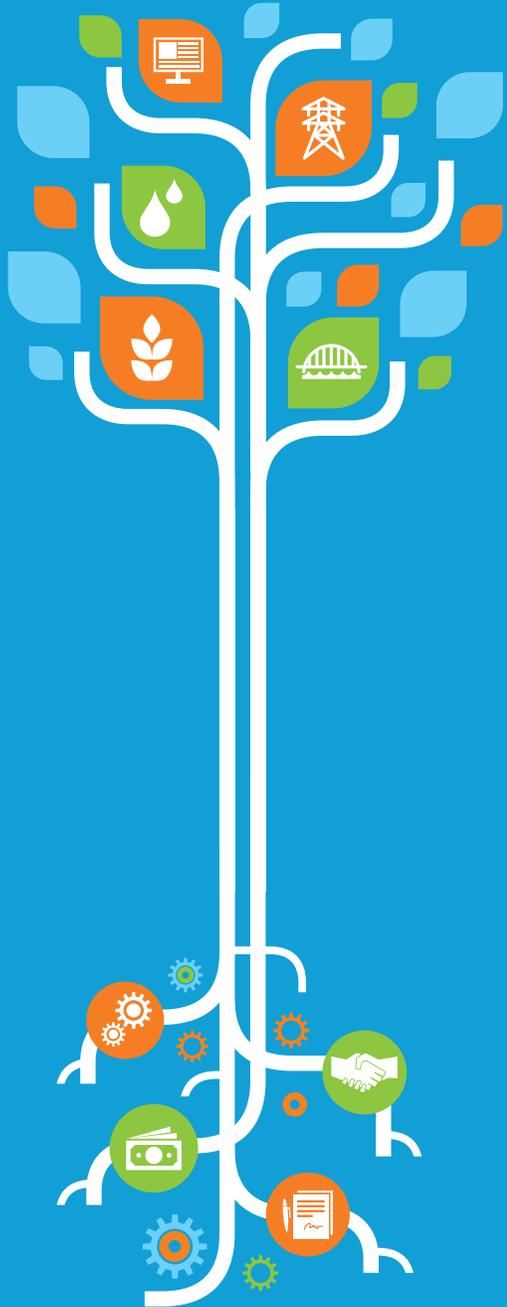
Members

[中文](#)



From 31 members at its establishment in 1966, ADB has grown to encompass 68 members—of which 49 are from within Asia and the Pacific and 19 outside.

- All services and goods must be procured from Member Countries
- Exceptions : (1) In case of co-financing for operations financed from Asian Development Fund resources.
(2) Board waives by the vote.
- Consultants with citizenship from the non-member countries may work under the firm from member countries.



Bidding Strategies

Identifying Opportunities

- 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*) Institutional procurement notices

Tips for winning ADB-financed assignments

- Position yourself to your competitive advantage
- Understand the country, project, and client requirements
- Collect relevant business intelligence – network!
- Engage partnership with firms likely to be shortlisted
- Express interest
- Study the bidding documents and understand the selection method and evaluation criteria
- Prepare a responsive and strong technical proposal
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments
- Seek debriefing if not successful.
- Focus on performance and reputation for successful work

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.

Complaints:

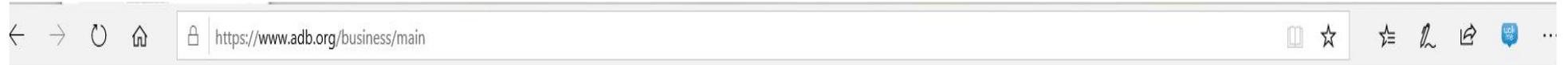
- Bidders may file complaint directly with ADB and may copy ADB on correspondence with
- <https://www.adb.org/forms/complaints>

How to report fraud:

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

ADB

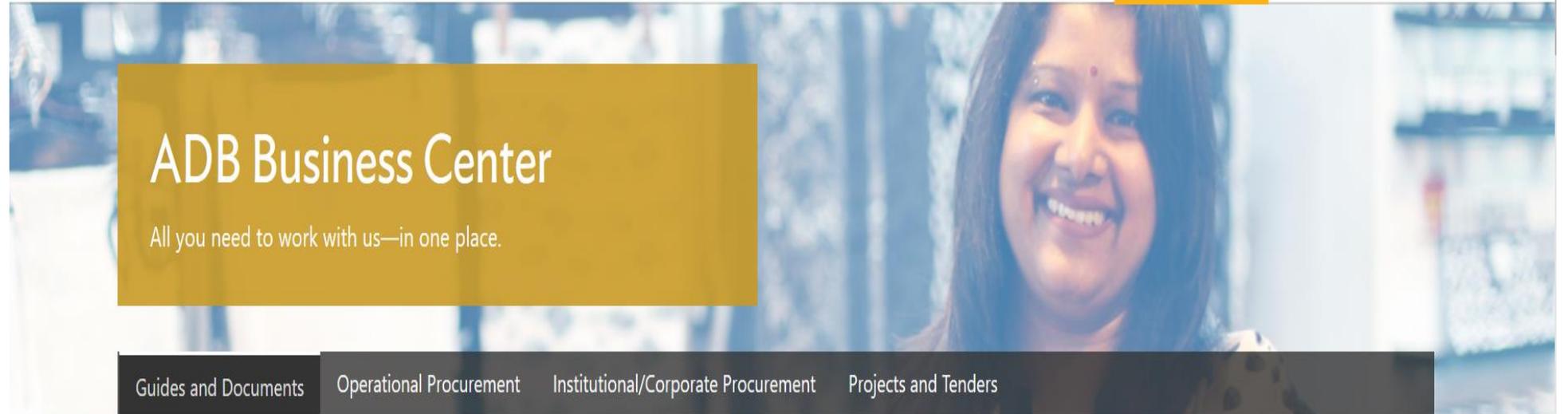
ADB Business Center



[News and Events](#) [ADB Institute](#) [Contact](#) [English](#)



[WHO WE ARE](#) [WHAT WE DO](#) [WHERE WE WORK](#) [WORK WITH US](#)

Home > [Work with Us](#) > [Business Center](#) > [Working with ADB](#)

Working with ADB

| | |
|--------------------|--|
| Information for... | How-Tos |
| Consultants | How can I become an individual ADB consultant? → |



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 Assistance](#)

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

Registration

New user? Register now!

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



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...



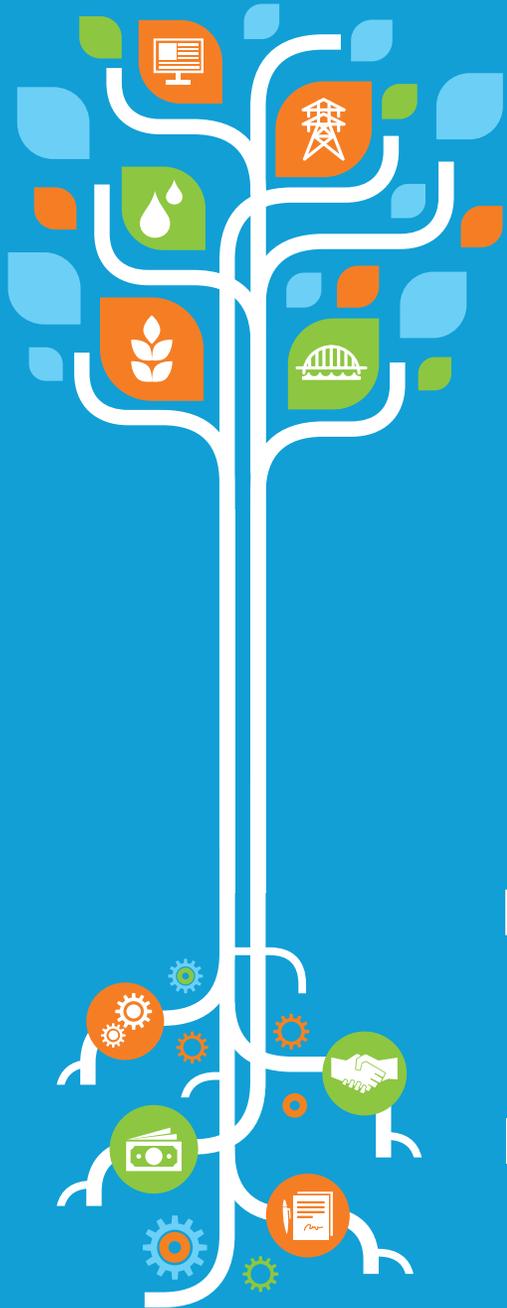
ADB Business Outreach Activities for COVID-19 Pandemic Response

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>



BUSINESS
OPPORTUNITIES 

For more: adb.org

Keep in touch: Taisuke Miyao, tmiyao@adb.org

ADB