A stylized white tree graphic with a thick trunk and branching limbs. The branches are adorned with various icons in orange and green, including a computer monitor, a power tower, a water drop, a leaf, a bridge, a handshake, a gear, a stack of money, and a document. The background is a solid blue color.

BUSINESS OPPORTUNITIES SEMINAR

TURKEY DEİK

23 SEPT 2020

Jenny Yanyee Chu
Procurement Specialist

Procurement, Portfolio and Financial
Management Department

AGENDA

1. Introduction of ADB operations
2. Accessing Business Opportunities
3. ADB Procurement System and Procedures

ADB



1. Introduction of ADB Operations

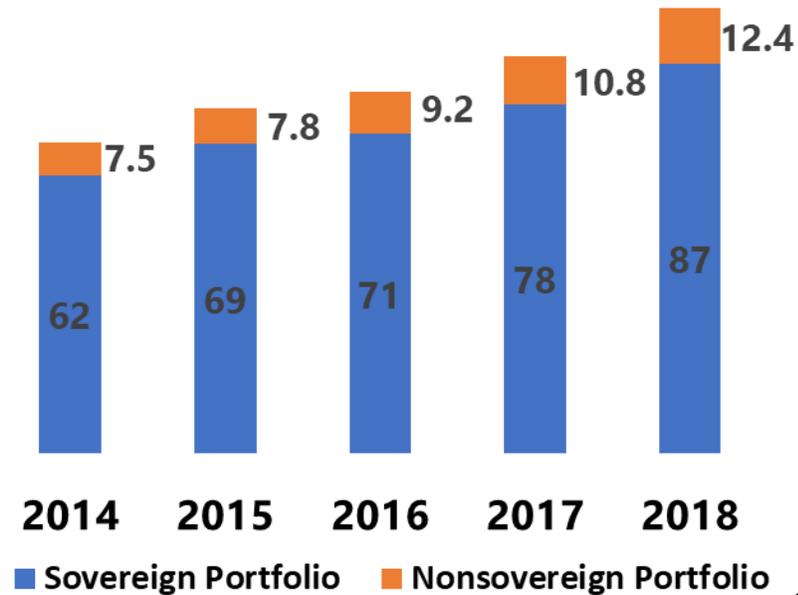
ADB's STRATEGY AND CORE BUSINESS



- To achieve a prosperous, inclusive, resilient, and sustainable Asia and the Pacific
- Sustaining efforts to eradicate extreme poverty.
- Finance
- Knowledge
- Partnerships

TYPES OF BUSINESS OPPORTUNITIES

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)

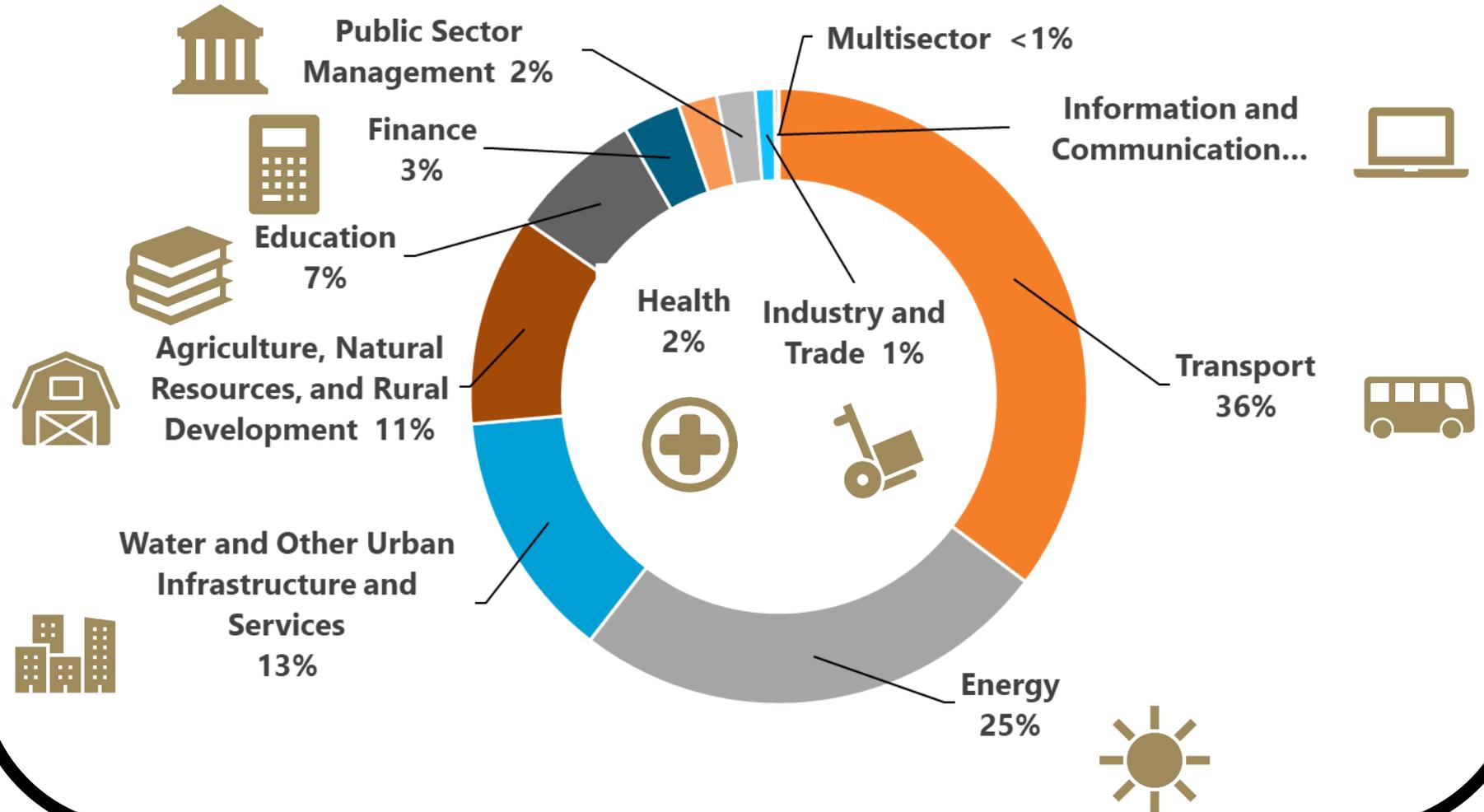


~5000
contracts in 2018

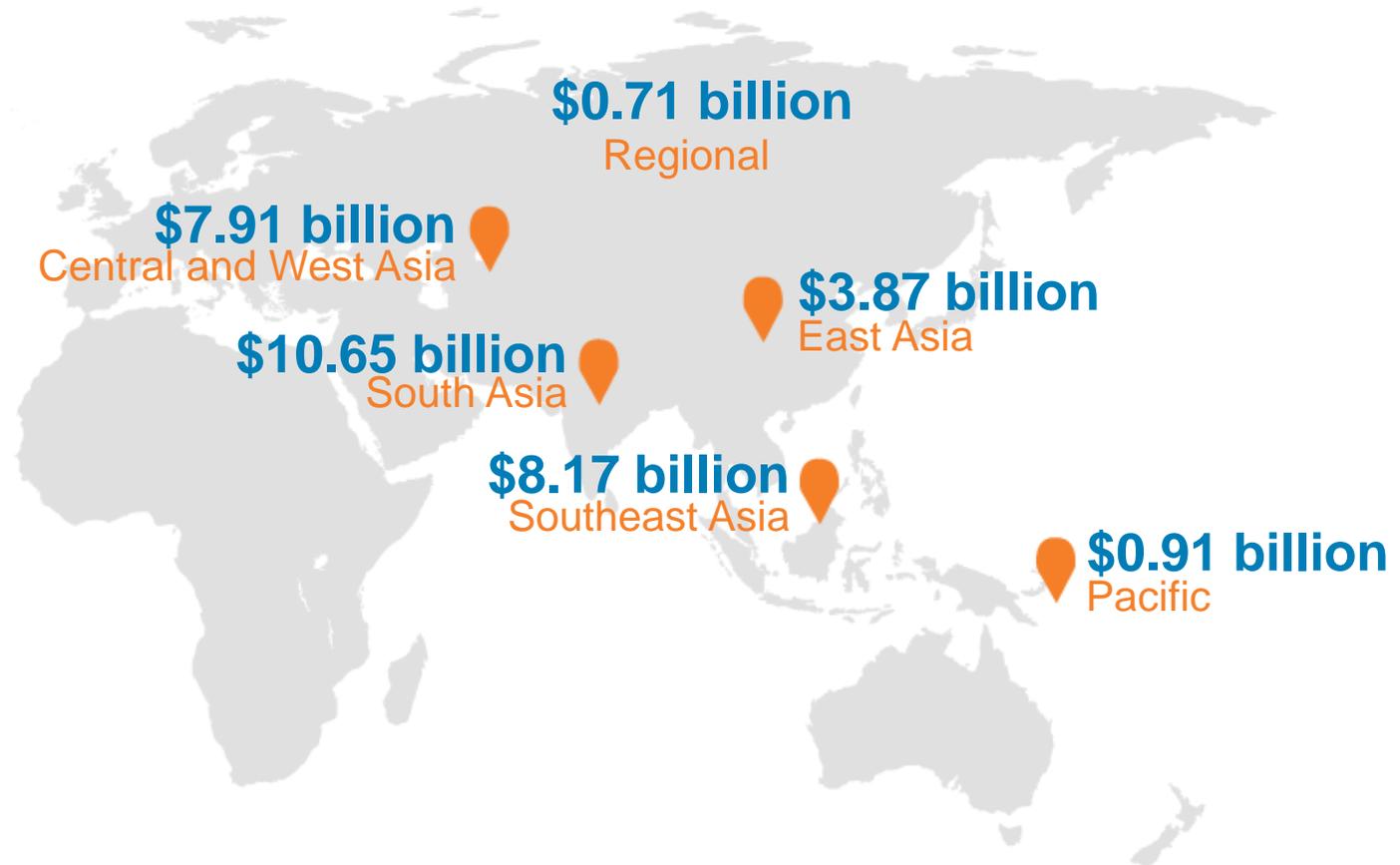
~\$736 million
contracted in
2018

PORTFOLIO BREAKDOWN PER SECTOR

What do we work on?
(2018)



PORTFOLIO PER REGION



LARGEST BORROWERS

India

China

Pakistan

Bangladesh

Indonesia

Top Suppliers by Member State

Procurement Ranking – Goods

| | 2017 | 2018 | 2019 | 2020 (Jan-Jul) |
|---|------|------|------|-------------------|
| 1 | PRC | PRC | IND | IND |
| 2 | IND | BAN | PRC | PRC |
| 3 | SWE | IND | USA | INO |
| 4 | INO | SWE | VIE | TUR |
| 5 | BAN | VIE | BAN | UZB |

Top Suppliers by Member State

Procurement Ranking – Works

| | 2017 | 2018 | 2019 | 2020 (Jan-Jul) |
|---|------|------|------|-------------------|
| 1 | PRC | PRC | PRC | IND |
| 2 | IND | IND | IND | PRC |
| 3 | KOR | BAN | INO | PHI |
| 4 | BAN | GER | BAN | BAN |
| 5 | VIE | INO | PAK | PAK |

Top Suppliers by Member State

Procurement Ranking – Consulting Services

| | 2017 | 2018 | 2019 | 2020 (Jan-Jul) |
|---|------|------|------|-------------------|
| 1 | AUS | KOR | IND | IND |
| 2 | KOR | UKG | AUS | AUS |
| 3 | IND | IND | GER | KOR |
| 4 | USA | FRA | USA | UKG |
| 5 | UKG | AUS | FRA | INO |

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 |

SHARE OF ADB'S PROCUREMENT CONTRACTS

Goods, Works, and Related Services

ADB's procurement contracts in Asia and the Pacific for goods, works, and related services under loan and grant operations totaled \$12.38 billion in 2018 and \$14.27 billion in 2019. Cumulative procurement since 1966 has been \$194.28 billion covering 241,600 contracts.

In Turkey, 592 contracts worth \$3.07 billion have been awarded to contractors and suppliers since 1991.

Consulting Services

ADB's procurement contracts in Asia and the Pacific for consulting services under loan, grant, and technical assistance operations totaled \$706.15 million in 2018 and \$745.02 million in 2019. Cumulative procurement since 1966 has been \$13.4 billion covering 64,032 contracts.

In Turkey, 41 contracts worth \$47.36 million have been awarded to consultants since 1991.

TURKEY CONTRACTORS/SUPPLIERS 2015-2019

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

| Contractor/Supplier | Sector | Contract Amount (\$ million) |
|--|--------|------------------------------|
| Kolin Insaat Turizm Sanayi ve Ticaret A.S. | TRA | 270.97 |
| Limak Insaat Sanayi ve Ticaret A.S. and Zahir Khan & Brothers (JV) | TRA | 127.94 |
| Polat Yol Yapı Sanayi ve Ticaret A.S. | TRA | 73.94 |
| SA-RA Energy Construction Trade & Industry Co. Inc. | ENE | 54.02 |
| Korpu Bina Tikinti and Mehmet Gunes Insaat (JV) | TRA | 47.80 |
| Others | | 289.49 |
| Total | | 864.15 |

ENE = energy, TRA = transport.

TURKEY CONSULTANTS

2015-2019

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

| Consultant | Sector | Contract Amount (\$ million) |
|--|--------|------------------------------|
| Temelsu International Engineering Services Inc. | ANR | 5.54 |
| UBM Uluslararası Birlesmis Musavirler Musavirlik Hizmetleri AS | TRA | 5.47 |
| Ay Consulting Ltd. & Art Environmental Technologies Ltd. (JV) | WUS | 3.23 |
| Su-Yapı Engineering & Consulting Inc. | WUS | 2.64 |
| Gentek International Engineering & Consulting Ltd. | TRA | 2.49 |
| Individual Consultants | | 10.21 |
| Others | | 1.72 |
| Total | | 31.31 |

ANR = agriculture, natural resources, and rural development; TRA = transport; WUS = water and other urban infrastructure and services.

2. Accessing Business Opportunities

- Finding opportunities – once public
- Advanced Searches
 - Projects of interest
 - Countries of interest
 - Sectors of interest
- Surfing the ADB website ... and alternatives

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

Accessing Business Opportunities

Contract opportunities – once public



<https://www.adb.org/>



Accessing Business Opportunities

Contract opportunities – once public

The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' menu item is circled in red. Below it, the 'BUSINESS CENTER' sub-menu is also circled in red. A red arrow points from 'BUSINESS CENTER' to 'Projects & Tenders' in the 'FOR INVESTORS' column. Another red arrow points from 'BUSINESS CENTER' to 'Contracts and Suppliers' in the 'BUSINESS CENTER' column. The 'FOR INVESTORS' column includes 'Operational Procurement', 'Institutional Procurement', and 'Projects & Tenders'. The 'BUSINESS CENTER' column includes 'Consultants', 'Contracts and Suppliers', 'Governments', 'Executing and Implementing Agencies', 'Development Institutions', 'Private Sector Partners', and 'Civil Society/Non-government Organizations'. The 'CAREERS AND SCHOLARSHIPS' column includes 'What We Look For', 'Career Opportunities', 'Young Professionals Program', 'Visiting Fellow Program', 'Internship Program', and 'Scholarship Program'. The 'FOR INVESTORS' column includes 'Investor Relations', 'ADB Green Bonds', and 'ADB Water Bonds'. At the bottom right, there are links for 'Asian Bonds Online', 'Asian Development Blog', and 'Development Asia'. The URL bar shows 'https://www.adb.org/' and the page URL is 'https://www.adb.org/work-with-us/main'.



Accessing Business Opportunities

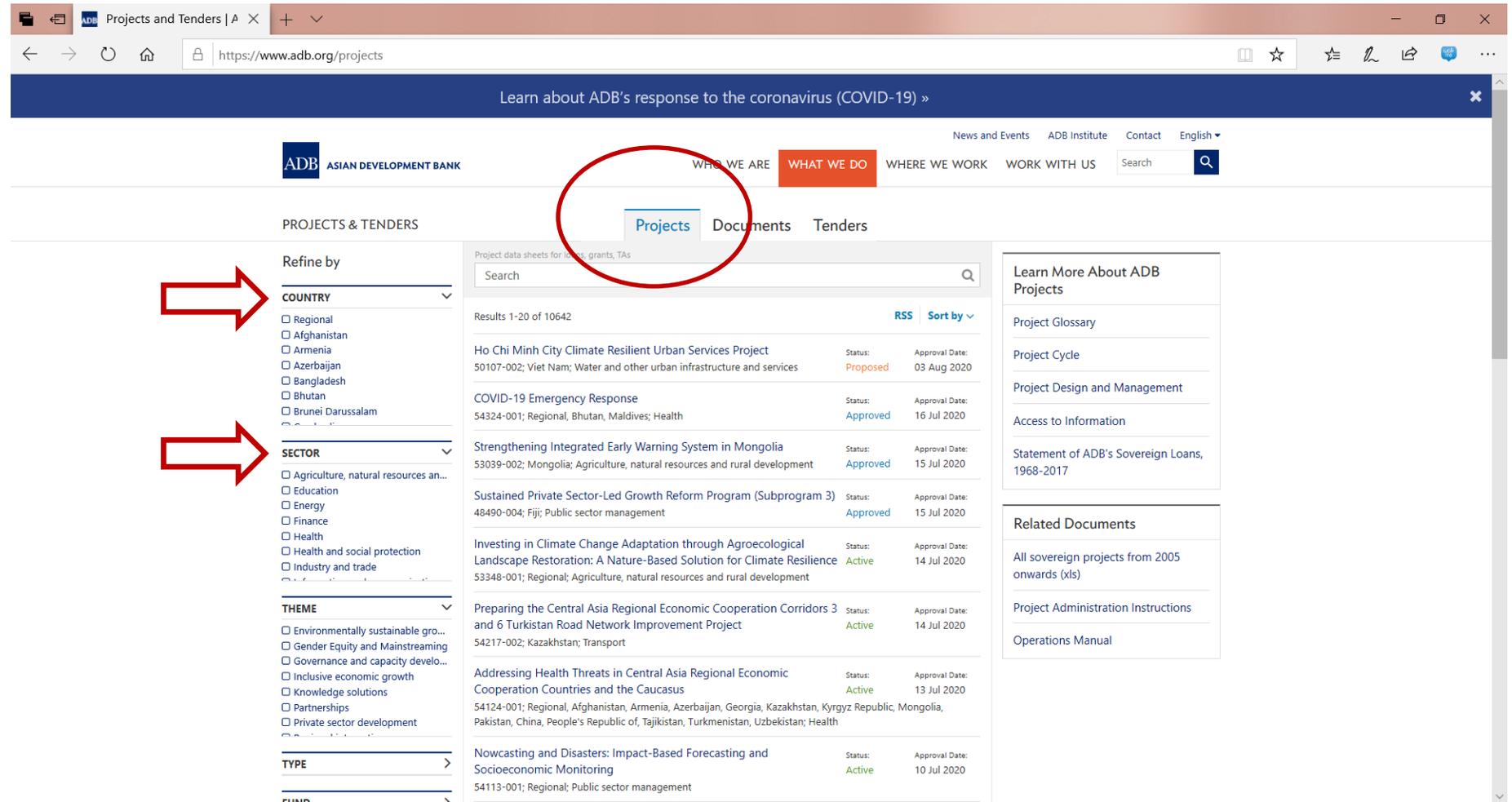
Contract opportunities – once public

The screenshot shows a web browser window with the URL <https://www.adb.org/business/main#tab-1b>. The page features a navigation menu on the left with the following items: Information for..., Consultants, Contractors and suppliers (highlighted with a red arrow), Governments, Executing and implementing agencies, Development institutions, Private sector partners, Civil society/non-government organizations, and All Audiences. To the right of the menu is a 'How-Tos' section with the following links: Where are the business opportunities in the ADB project cycle? →, What bidding procedures are used by ADB-financed projects? →, How can we improve our chances of securing an ADB-funded contract? →, What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →, What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →, How can NGOs become consultants or contractors? →, When and how are bidders informed about the awarding of the contract? →, What principles guide ADB's procurement? →, How does ADB safeguard the integrity of its activities? →, What does it mean to be debarred by ADB? →, What is ADB technical assistance (TA)? →, What are ADB's departments and offices? →, Can you provide a guide to all those ADB acronyms? →, Where can I get data on ADB projects and countries? →, How can I become an ADB supplier? (corporate procurement) →, and Where can I find ADB's standard bidding documents? →. Below the 'How-Tos' is a 'Policies and Regulations' section with links to: ADB Procurement Policy (for projects with concept papers approved on or after 1 July 2017) →, Integrity Principles and Guidelines (2015) →, and Procurement Guidelines (for projects with concept papers approved before 1 July 2017) →. The Windows taskbar at the bottom shows the time as 4:03 PM on 22/07/2020.



Accessing Business Opportunities

Contract opportunities – once public



Learn about ADB's response to the coronavirus (COVID-19) »

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WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US Search

PROJECTS & TENDERS

Projects Documents Tenders

Refine by

COUNTRY ▾

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam

SECTOR ▾

- Agriculture, natural resources an...
- Education
- Energy
- Finance
- Health
- Health and social protection
- Industry and trade

THEME ▾

- Environmentally sustainable gro...
- Gender Equity and Mainstreaming
- Governance and capacity develo...
- Inclusive economic growth
- Knowledge solutions
- Partnerships
- Private sector development

TYPE >

FIND

Project data sheets for loans, grants, TAs

Search

Results 1-20 of 10642 [RSS](#) [Sort by ▾](#)

| Project Name | Status | Approval Date |
|--|----------|---------------|
| Ho Chi Minh City Climate Resilient Urban Services Project 50107-002; Viet Nam; Water and other urban infrastructure and services | Proposed | 03 Aug 2020 |
| COVID-19 Emergency Response 54324-001; Regional, Bhutan, Maldives; Health | Approved | 16 Jul 2020 |
| Strengthening Integrated Early Warning System in Mongolia 53039-002; Mongolia; Agriculture, natural resources and rural development | Approved | 15 Jul 2020 |
| Sustained Private Sector-Led Growth Reform Program (Subprogram 3) 48490-004; Fiji; Public sector management | Approved | 15 Jul 2020 |
| Investing in Climate Change Adaptation through Agroecological Landscape Restoration: A Nature-Based Solution for Climate Resilience 53348-001; Regional; Agriculture, natural resources and rural development | Active | 14 Jul 2020 |
| Preparing the Central Asia Regional Economic Cooperation Corridors 3 and 6 Turkistan Road Network Improvement Project 54217-002; Kazakhstan; Transport | Active | 14 Jul 2020 |
| Addressing Health Threats in Central Asia Regional Economic Cooperation Countries and the Caucasus 54124-001; Regional, Afghanistan, Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyz Republic, Mongolia, Pakistan, China, People's Republic of, Tajikistan, Turkmenistan, Uzbekistan; Health | Active | 13 Jul 2020 |
| Nowcasting and Disasters: Impact-Based Forecasting and Socioeconomic Monitoring 54113-001; Regional; Public sector management | Active | 10 Jul 2020 |

Learn More About ADB Projects

- Project Glossary
- Project Cycle
- Project Design and Management
- Access to Information
- Statement of ADB's Sovereign Loans, 1968-2017

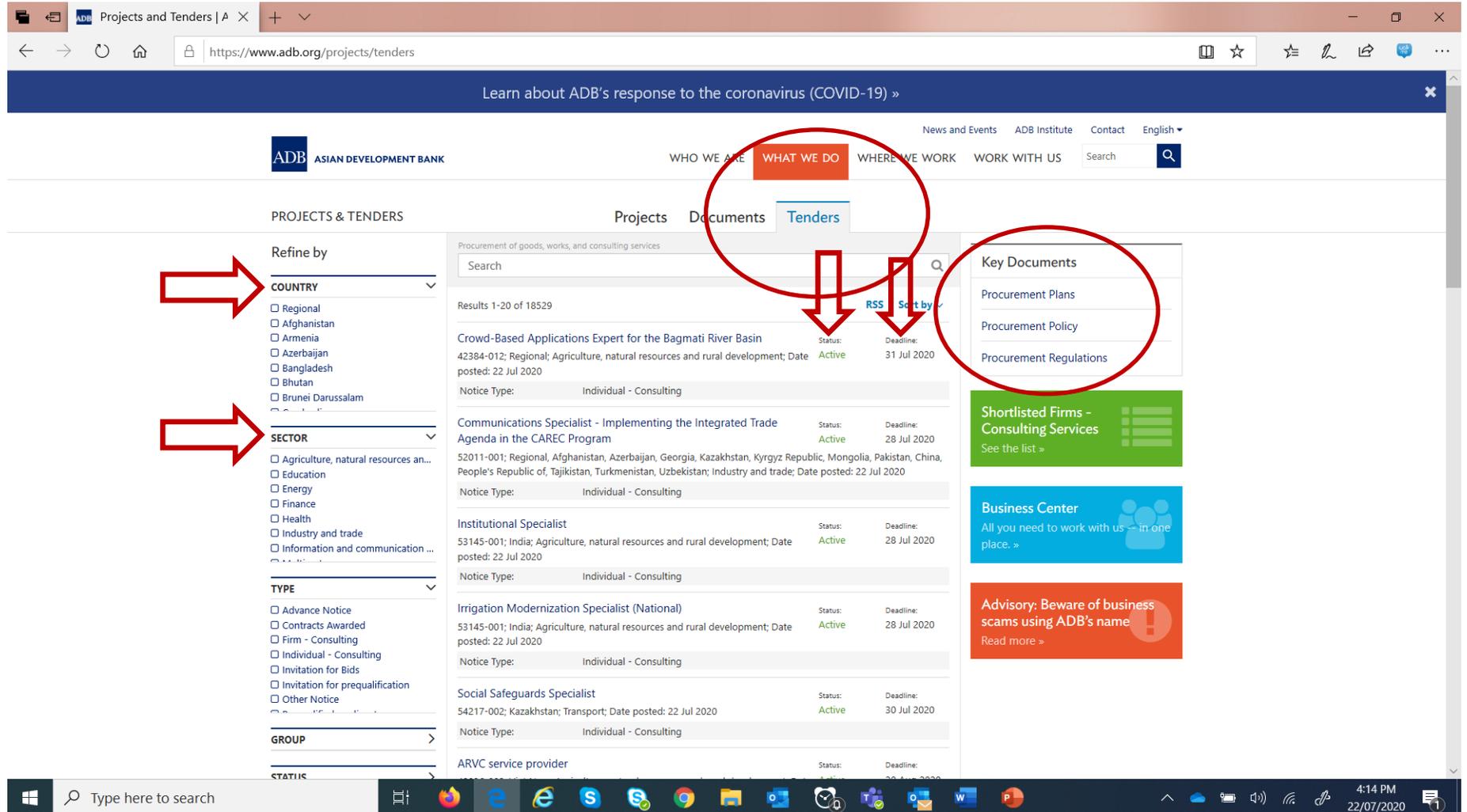
Related Documents

- All sovereign projects from 2005 onwards (xls)
- Project Administration Instructions
- Operations Manual



Accessing Business Opportunities

Contract opportunities – once public



The screenshot shows the ADB Projects and Tenders website. The main navigation bar includes 'WHAT WE DO', 'WHERE WE WORK', and 'WORK WITH US'. The 'Tenders' tab is selected in the 'PROJECTS & TENDERS' section. A search bar is present above the tender list. The list displays several tender notices, each with details like title, status (Active), and deadline. On the left, a 'Refine by' sidebar allows filtering by Country, Sector, Type, and Group. On the right, there are sections for 'Key Documents', 'Shortlisted Firms - Consulting Services', 'Business Center', and an advisory warning about business scams. Red circles and arrows highlight the 'WHAT WE DO' menu, the search bar, the 'Tenders' tab, and the 'Key Documents' section.



Accessing Business Opportunities

Consulting services opportunities – once public

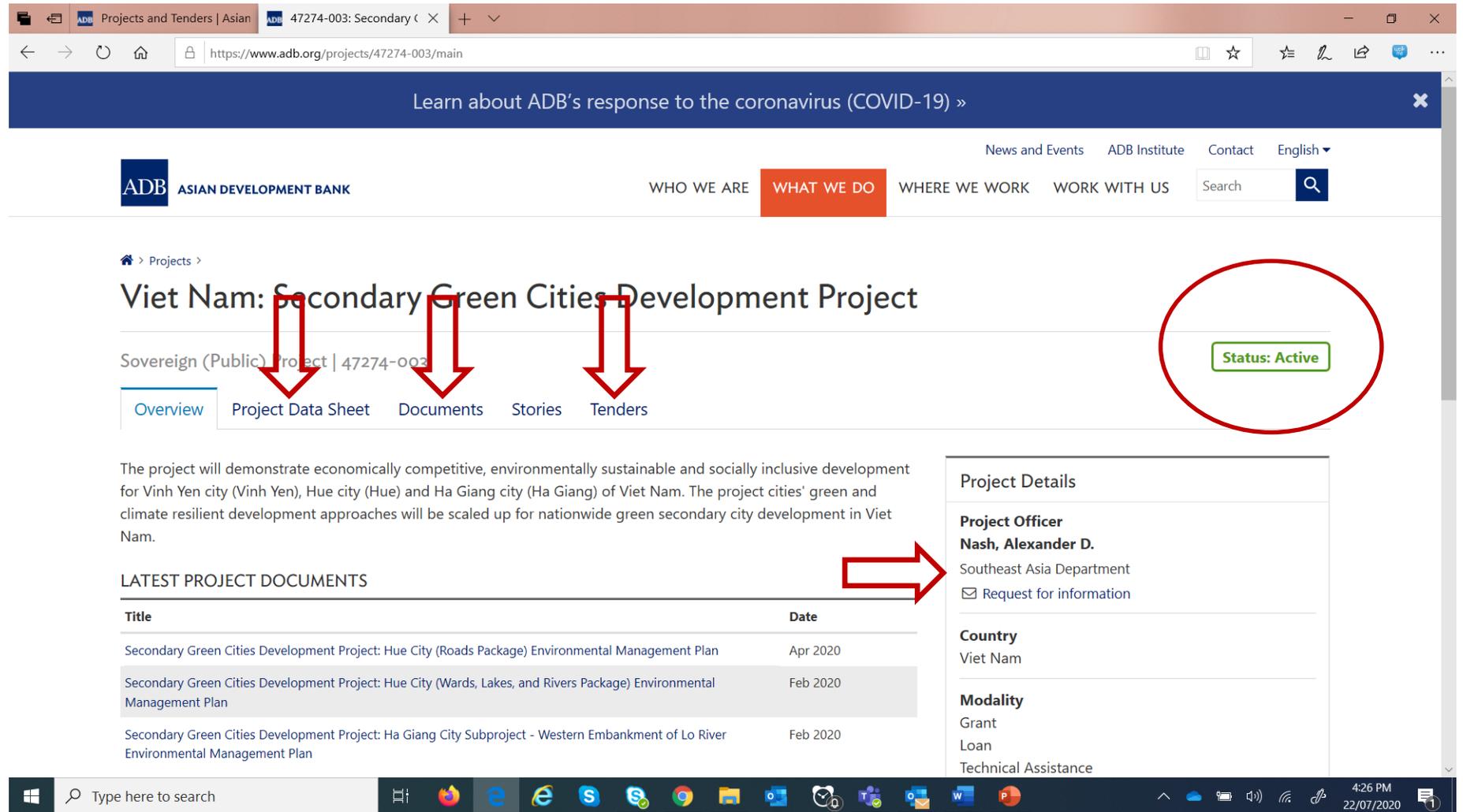
The screenshot displays the ADB Consultant Management System interface. The main heading is "Consulting Opportunities" with a sub-heading "Consulting Services Recruitment Notices (CSRN)". Below this, there are several filter sections: "Refine by" (including COVID-19 Related Assignment, Consultant Type, Eligibility of Consultant Country, Engagement Period, and Country), "Search by Expertise", and "Sector". A table of opportunities is shown with columns for Project, Expertise, Consultant Type, Engagement Period, Published, Deadline, and View CSRN. Red arrows point to the "Consulting Opportunities" header, the filter sections, and the "View CSRN" links in the table.

| Project | Expertise | Consultant Type | Engagement Period (Months) | Published | Deadline (Manila local time) | View CSRN |
|--|---|-----------------|----------------------------|-------------|------------------------------|---------------------------|
| LOAN VIE: Water Efficiency Improvement in Drought-Affected Provinces Project - No.4 PPC-DED-NT: Consultancy Survey, design construction drawing - Total cost estimate of 02 sub-projects of irrigation development for high-tech agriculture Thanh Son - Phuoc Nhon and Nhon Hai (49404-002) | the Detailed Engineering Design for Developing irrigation for high-tech agriculture in Thanh Son - Phuoc Nhon and Nhon Hai - Thanh Hai, Ninh Thuan province | Firm | 9 | 21-Jul-2020 | 21-Aug-2020 11:59 PM | View CSRN |
| LOAN-3633 VIE: Basic Infrastructure for Inclusive Growth in the Northeastern Provinces Sector Project - LSCS-ARVC ARVC service provider (49026-002) | agriculture and rural development | Firm | 36 | 22-Jul-2020 | 20-Aug-2020 11:59 PM | View CSRN |
| LOAN-3888 PRC: Anhui Huangshan Xin'an River Ecological Protection and Green Development Project - Serv-HSC-10 Construction Supervision Service - Xiuning County (52026-001) | construction supervision | Firm | 64 | 17-Jul-2020 | 17-Aug-2020 11:59 PM | View CSRN |
| LOAN-3791 CAM: Skills for Competitiveness Project - CS03 MEF-SDF Value Chain Studies (50394-002) | TVET/Education and Economy | Firm | 8 | 15-Jul-2020 | 13-Aug-2020 11:59 PM | View CSRN |
| Medical facilities/clinic/hospital building related engineering expertise | Medical facilities/building engineering expertise | Individual | 12.3 | 17-Jul-2020 | 06-Aug-2020 11:59 PM | View CSRN |
| LOAN-3787 MON: Sustainable Tourism Development Project - CS21 Construction design and supervision (Chingqiao Khaan Tourism Complex) (50013-002) | Construction Detailed Design and Supervision, Consulting Services | Firm | 55 | 22-Jul-2020 | 05-Aug-2020 11:59 PM | View CSRN |
| Epidemiologist/ health security/disease surveillance specialists | Epidemiologist/Health Security/Disease Surveillance | Individual | 12 | 16-Jul-2020 | 05-Aug-2020 11:59 PM | View CSRN |
| Risk communication specialists - advertising and communication expertise [COVID-19] | Risk Communication | Individual | 12 | 16-Jul-2020 | 05-Aug-2020 11:59 PM | View CSRN |
| Medical equipment engineering expertise [COVID-19] | Medical Equipment Engineering | Individual | 12 | 16-Jul-2020 | 05-Aug-2020 11:59 PM | View CSRN |
| LOAN-3886 PHI: Infrastructure Preparation and Innovation Facility (Additional Financing) - DEDC Detailed Architectural and Engineering Design Consultant (50288-001) | Detailed Architectural and Engineering Design | Firm | 42 | 21-Jul-2020 | 04-Aug-2020 11:59 PM | View CSRN |
| TA-9517 BEG: Microfinance Risk Participation and Guarantee Program - Transaction Support for Expansion Subproject 2: Expansion Support (Legal Expert) (44934-019) | Legal, non-sovereign, credit | Individual | 13 | 08-Jul-2020 | 04-Aug-2020 11:59 PM | View CSRN |
| TA-9292 BEG: Strengthening Project Preparation Capacity in Asia and the Pacific - Supporting Preparation of Infrastructure Projects with Private Sector Participation in Asia Pacific (Subproject 4) - #1 UZB: Geotechnical Engineering Firm (Namanagan Wastewater Utilities) (49407-005) | Geotechnical Engineering | Firm | 12 | 07-Jul-2020 | 04-Aug-2020 11:59 PM | View CSRN |
| TA-9340 BEG: Supporting Finance Sector and Private Sector Development in the Pacific - Software Developer/Provider (50396-001) | Software Developer/Provider | Firm | 20 | 18-Jul-2020 | 01-Aug-2020 11:59 PM | View CSRN |
| TA-9860 AFG: Infrastructure Project Implementation Support-Third Party Monitoring Consulting Firm for Agriculture, Natural Resources, and Rural Development Sector - 17 (53113-001) | Third Party Monitoring, agriculture, rural development, safeguards, M&E, engineering | Firm | 8 | 18-Jul-2020 | 01-Aug-2020 11:59 PM | View CSRN |
| TA-6498 BEG: Knowledge and Innovation Support for ADB's Water Financing Program - Crowd-Based Applications Expert for the Baqmabi River Basin (42384-012) | Crowd-Based Applications Expert | Individual | 4.7 | 22-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| TA-6498 BEG: Knowledge and Innovation Support for ADB's Water Financing Program - Crowd-Based Applications Expert for the Baqmabi River Basin (42384-012) | Crowd-Based Applications Expert | Individual | 4.7 | 22-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| LOAN-3767 PRC: Hubei Yichang Comprehensive Elderly Care Demonstration Project - YC-CS-02d Medical equipment specialist (49309-002) | Medical equipment specialist | Individual | 22.3 | 22-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| TA-9605 GEO: Preparing the Second Domestic Resource Mobilization Program - COVID-19: Monitoring, Evaluation and Learning Specialist (2) (52161-002) | Monitoring and Evaluation | Individual | 7.5 | 21-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| TA-9605 GEO: Preparing the Second Domestic Resource Mobilization Program - COVID-19: Monitoring, Evaluation and Learning Specialist (1) (52161-002) | Monitoring and Evaluation | Individual | 7.5 | 21-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| TA-9845 PNG: SOE Accounting and Financial Management Specialist (Financial Sustainable Development) - CS-03 SOE Accounting and Financial Management Specialist (Financial Sustainable Development) (53364-001) | Public Financial Management | Individual | 14.4 | 18-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| SC 114848 FIJ: High-Level Technology Fund - Digital Tools to Enhance Employability in TVET Sector in the Pacific | Youth-led Engagement Models/Digital Tool Specialist | Firm | 18 | 17-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| LOAN-3897 PRC: Chongqing Innovation and Human Capital Development Project - PM-S04 Project Management Support Consulting Service (50272-002) | Project Management | Firm | 72 | 02-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| TA-9645 BEG: Strengthening Education in the Pacific Region - Program Facilitating Unit Office Manager/Administrator (52183-001) | Office Manager/Administrator | Individual | 8 | 01-Jul-2020 | 31-Jul-2020 11:59 PM | View CSRN |
| TA-9900 KGZ: Promoting Financial Sector Resilience - IA NBRK Strengthening of Econometric, Stress-testing and | Financial Sector Specialist, Econometric Modelling, Stress-testing | Firm | 9 | 27-Jun-2020 | 31-Jul-2020 11:59 PM | View CSRN |



Accessing Business Opportunities

Advanced Searches – by Project



Learn about ADB's response to the coronavirus (COVID-19) »

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ADB ASIAN DEVELOPMENT BANK WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US Search 🔍

Home > Projects >

Viet Nam: Secondary Green Cities Development Project

Sovereign (Public) Project | 47274-003

Overview Project Data Sheet Documents Stories Tenders

Status: Active

The project will demonstrate economically competitive, environmentally sustainable and socially inclusive development for Vinh Yen city (Vinh Yen), Hue city (Hue) and Ha Giang city (Ha Giang) of Viet Nam. The project cities' green and climate resilient development approaches will be scaled up for nationwide green secondary city development in Viet Nam.

LATEST PROJECT DOCUMENTS

| Title | Date |
|---|----------|
| Secondary Green Cities Development Project: Hue City (Roads Package) Environmental Management Plan | Apr 2020 |
| Secondary Green Cities Development Project: Hue City (Wards, Lakes, and Rivers Package) Environmental Management Plan | Feb 2020 |
| Secondary Green Cities Development Project: Ha Giang City Subproject - Western Embankment of Lo River Environmental Management Plan | Feb 2020 |

Project Details

Project Officer
Nash, Alexander D.
 Southeast Asia Department
 Request for information

Country
 Viet Nam

Modality
 Grant
 Loan
 Technical Assistance



Accessing Business Opportunities

Advanced Searches – by Project

The screenshot shows a web browser window with the URL <https://www.adb.org/projects/47274-003/main#project-documents>. The page title is 'Viet Nam: Secondary Green Cities Development Project'. The 'Documents' tab is selected and circled in red. A table lists various documents with columns for Title, Document Type, and Document Date. Two red arrows point to the 'Document Type' column. Below the main table is a section for 'SAFEGUARD DOCUMENTS' with another table listing environmental management plans.

| Title | Document Type | Document Date |
|---|--|---------------|
| Secondary Green Cities Development Program: Procurement Plan | Procurement Plans | Oct 2019 |
| Loan Agreement (Ordinary Operations [Concessional]) for Loan 3591-VIE: Secondary Green Cities Development Project | Agreements | Jun 2018 |
| Loan Agreement (Ordinary Operations) for Loan 3590-VIE: Secondary Green Cities Development Project | Agreements | Jun 2018 |
| Project Agreement for Loan 3590 and 3591-VIE: Secondary Green Cities Development Project | Agreements | Jun 2018 |
| Grant Agreement (Externally Financed) for Grant 0550-VIE: Secondary Green Cities Development Project | Grant Agreement | Jun 2018 |
| Grant Agreement (Externally Financed) for Grant 0549-VIE: Secondary Green Cities Development Project | Grant Agreement | Jun 2018 |
| Secondary Green Cities Development Program: Report and Recommendation of the President | Reports and Recommendations of the President | Oct 2017 |
| Dự án Phát triển các Đô thị loại hai Xanh : Bảng Dữ liệu Dự án | Translated PDS | Oct 2017 |
| Secondary Green Cities Development Program: Gender Action Plan | Gender Action Plans | Oct 2017 |
| Secondary Green Cities Development Program: Project Administration Manual (As of Board Approval) | Project/Program Administration Manual | Oct 2017 |

| Title | Document Type | Document Date |
|---|--------------------------------|---------------|
| Secondary Green Cities Development Project: Hue City (Roads Package) Environmental Management Plan | Environmental Management Plans | Apr 2020 |
| Secondary Green Cities Development Project: Hue City (Wards, Lakes, and Rivers Package) Environmental Management Plan | Environmental Management Plans | Feb 2020 |
| Secondary Green Cities Development Project: Ha Giang City Subproject - Western Embankment of Lo River Environmental Management Plan | Environmental Management Plans | Feb 2020 |
| Secondary Green Cities Development Project: Ha Giang City Subproject - Embankment of Mien River Environmental Management Plan | Environmental Management Plans | Feb 2020 |

<https://www.adb.org/projects/47274-003/main#project-documents>



Accessing Business Opportunities

Advanced Searches – by Project

Learn about ADB's response to the coronavirus (COVID-19) »

Viet Nam: Secondary Green Cities Development Project

Sovereign (Public) Project | 47274-003

Overview Project Data Sheet Documents **Stories** Tenders

TENDERS

| Tender Title | Type | Status | Posting Date | Deadline |
|---|-------------------------|--------|--------------|-------------|
| Recruitment of International Landscape Architect and Designer Specialist | Individual - Consulting | Closed | 20 May 2020 | 26 May 2020 |
| Recruitment of National Contract Management and Training Specialist | Individual - Consulting | Closed | 01 Apr 2020 | 07 Apr 2020 |
| Recruitment of International Knowledge Management Specialist | Individual - Consulting | Closed | 01 Apr 2020 | 07 Apr 2020 |
| Recruitment of National Environment Consultant | Individual - Consulting | Closed | 15 Feb 2020 | 21 Feb 2020 |
| Recruitment of National Involuntary Resettlement Consultant | Individual - Consulting | Closed | 15 Feb 2020 | 21 Feb 2020 |
| 3591-VIE: Secondary Green Cities Development Project [HG-CW07] | Invitation for Bids | Closed | 22 Jan 2020 | 25 Feb 2020 |
| Audit | Firm - Consulting | Closed | 03 Jan 2020 | 10 Jan 2020 |
| Recruitment of consulting firm to support for Community-Led Initiatives for Hue and Community-Led Initiatives, Sanitation Revolving Fund for Vinh Yen | Firm - Consulting | Closed | 26 Oct 2019 | 24 Nov 2019 |
| Recruitment of International Landscape Architect and Designer | Individual - Consulting | Closed | 04 Oct 2019 | 07 Oct 2019 |
| Recruitment of National Hydraulic Engineer | Individual - Consulting | Closed | 04 Oct 2019 | 07 Oct 2019 |
| Recruitment of National Project Analyst | Individual - Consulting | Closed | 01 Sep 2019 | 14 Sep 2019 |
| Recruitment of International Street Lighting System Senior Advisor | Individual - Consulting | Closed | 24 Aug 2019 | 06 Sep 2019 |
| Auditing consultant | Firm - Consulting | Closed | 15 Aug 2019 | 16 Sep 2019 |

<https://www.adb.org/projects/47274-003/main#project-tenders>

Accessing Business Opportunities

Advanced Searches – by Country

The screenshot shows the ADB website interface. The browser address bar is circled in red, displaying <https://www.adb.org/>. The navigation menu includes 'WHERE WE WORK', which is also circled in red. Below this menu, a list of countries with operations is displayed in a grid format:

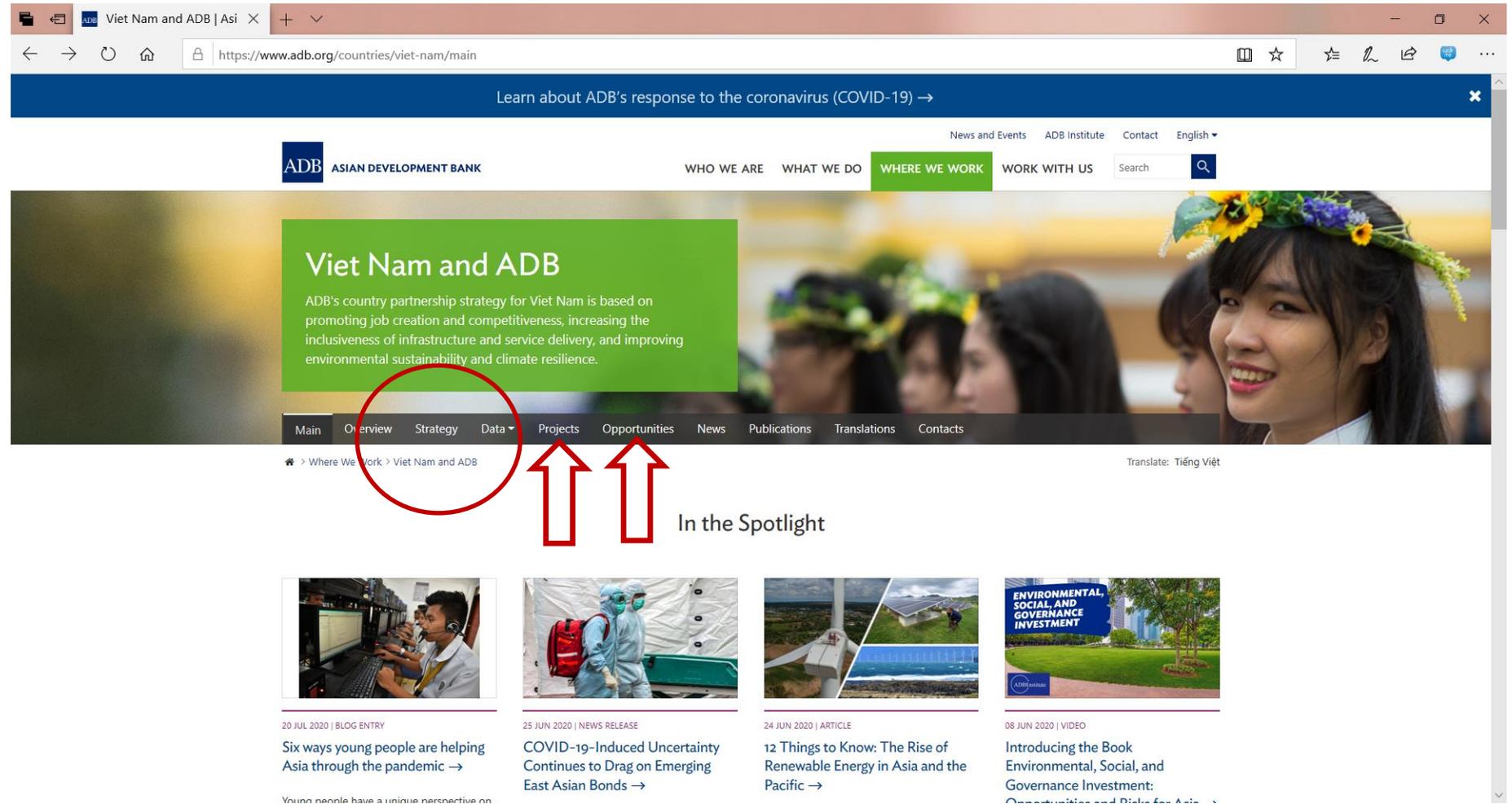
| COUNTRIES WITH OPERATIONS | | |
|--------------------------------|----------------------------------|---------------------------------|
| Afghanistan | India | Nauru |
| Armenia | Indonesia Bahasa Indonesia | Nepal |
| Azerbaijan | Kazakhstan Русский | Niue |
| Bangladesh | Kiribati | Pakistan |
| Bhutan | Kyrgyz Republic | Palau |
| Cambodia | Lao People's Democratic Republic | Papua New Guinea |
| Cook Islands | Maldives | People's Republic of China 中文 |
| Federated States of Micronesia | Marshall Islands | Philippines |
| Fiji | Mongolia | Samoa |
| Georgia | Myanmar | Solomon Islands |
| | | Sri Lanka |
| | | Tajikistan |
| | | Thailand |
| | | Timor-Leste |
| | | Tonga |
| | | Turkmenistan |
| | | Tuvalu |
| | | Uzbekistan |
| | | Vanuatu |
| | | Viet Nam Tiếng Việt |

Below the country list, there are sections for 'REGIONAL OFFICES' and 'SUBREGIONAL PROGRAMS'. A red arrow points to 'Viet Nam | Tiếng Việt' in the country list. At the bottom of the page, there are news releases and a video titled 'ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need'. A red arrow points to the video title.



Accessing Business Opportunities

Advanced Searches – by Country



Learn about ADB's response to the coronavirus (COVID-19) →

News and Events ADB Institute Contact English

WHO WE ARE WHAT WE DO **WHERE WE WORK** WORK WITH US Search

Viet Nam and ADB

ADB's country partnership strategy for Viet Nam is based on promoting job creation and competitiveness, increasing the inclusiveness of infrastructure and service delivery, and improving environmental sustainability and climate resilience.

Main Overview Strategy Data **Projects** Opportunities News Publications Translations Contacts

Where We Work > Viet Nam and ADB Translate: Tiếng Việt

In the Spotlight

- 

20 JUL 2020 | BLOG ENTRY
Six ways young people are helping Asia through the pandemic →
Young people have a unique perspective on
- 

25 JUN 2020 | NEWS RELEASE
COVID-19-Induced Uncertainty Continues to Drag on Emerging East Asian Bonds →
- 

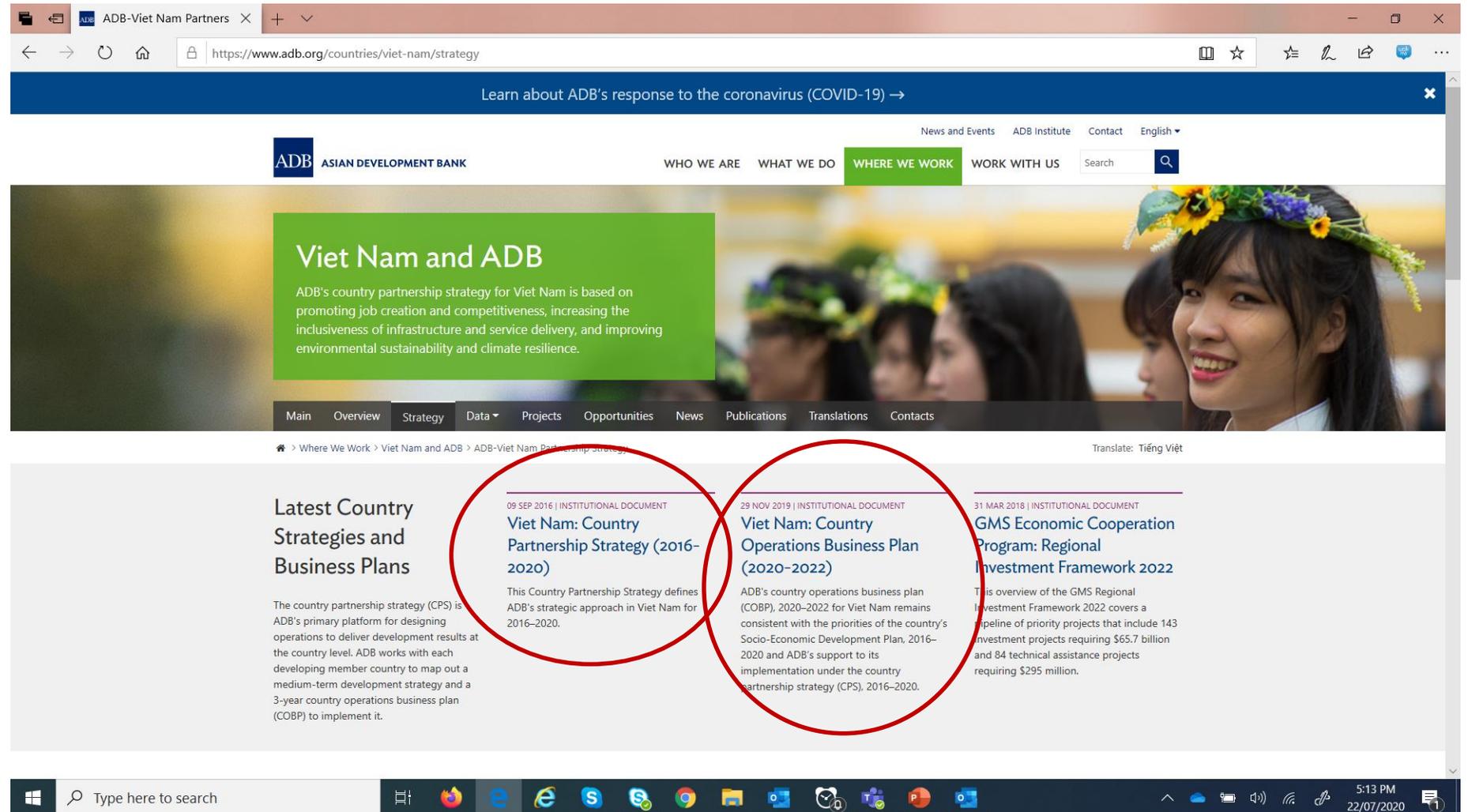
24 JUN 2020 | ARTICLE
12 Things to Know: The Rise of Renewable Energy in Asia and the Pacific →
- 

08 JUN 2020 | VIDEO
Introducing the Book Environmental, Social, and Governance Investment: Opportunities and Risks for Asia →

<https://www.adb.org/countries/viet-nam/main>

Accessing Business Opportunities

Advanced Searches – by Country



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Main Overview Strategy Data Projects Opportunities News Publications Translations Contacts

Where We Work > Viet Nam and ADB > ADB-Viet Nam Partnership Strategy Translate: Tiếng Việt

Latest Country Strategies and Business Plans

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level. ADB works with each developing member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

09 SEP 2016 | INSTITUTIONAL DOCUMENT

Viet Nam: Country Partnership Strategy (2016-2020)

This Country Partnership Strategy defines ADB's strategic approach in Viet Nam for 2016-2020.

29 NOV 2019 | INSTITUTIONAL DOCUMENT

Viet Nam: Country Operations Business Plan (2020-2022)

ADB's country operations business plan (COBP), 2020-2022 for Viet Nam remains consistent with the priorities of the country's Socio-Economic Development Plan, 2016-2020 and ADB's support to its implementation under the country partnership strategy (CPS), 2016-2020.

31 MAR 2018 | INSTITUTIONAL DOCUMENT

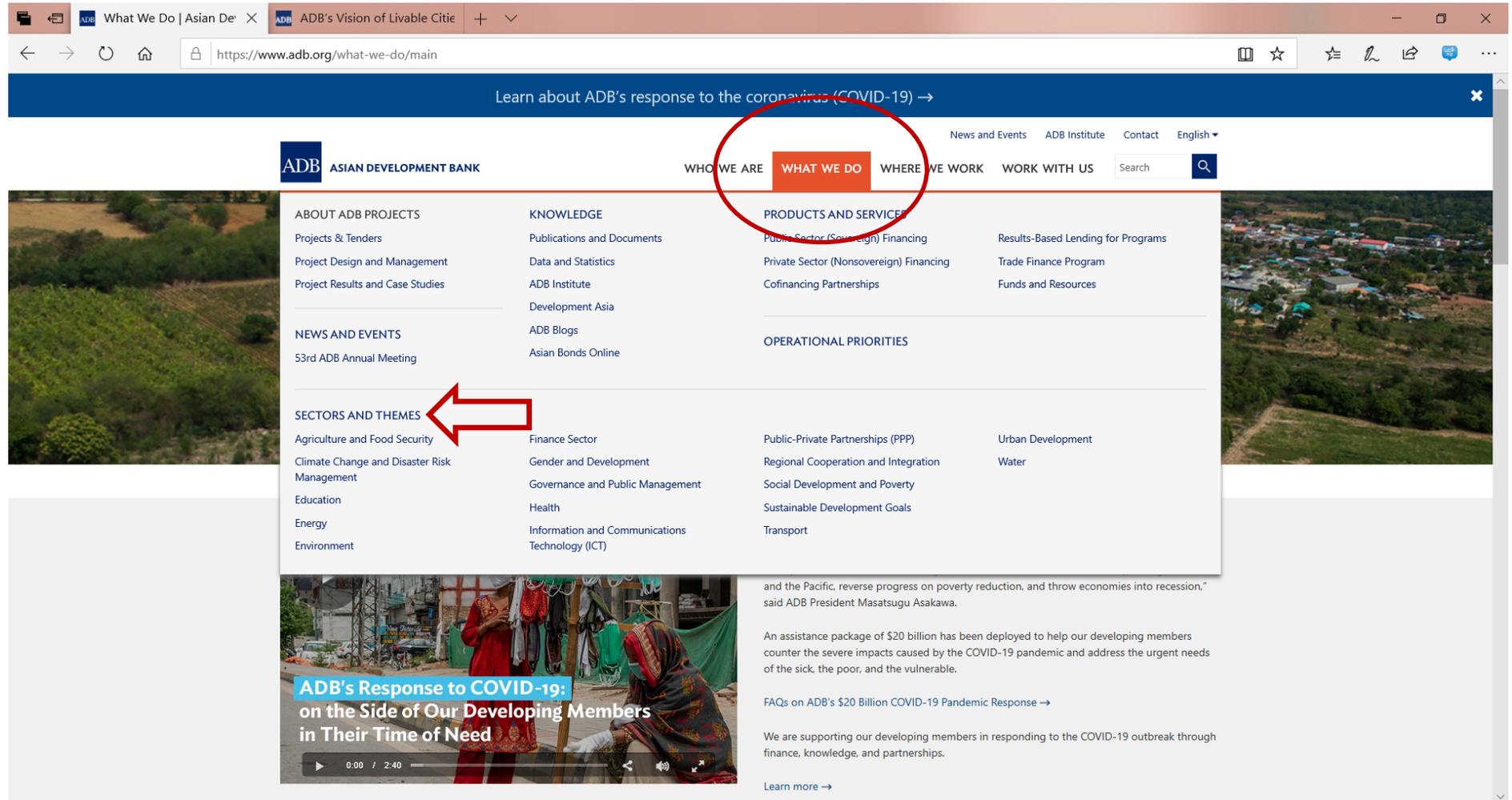
GMS Economic Cooperation Program: Regional Investment Framework 2022

This overview of the GMS Regional Investment Framework 2022 covers a pipeline of priority projects that include 143 investment projects requiring \$65.7 billion and 84 technical assistance projects requiring \$295 million.



Accessing Business Opportunities

Advanced Searches – by Sector



The screenshot shows the ADB website's main navigation area. The 'WHAT WE DO' menu item is circled in red. A dropdown menu is open, listing various categories. A red arrow points to the 'SECTORS AND THEMES' category. Below the navigation, there is a video player titled 'ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need' and a text block about a \$20 billion assistance package.

Learn about ADB's response to the coronavirus (COVID-19) →

News and Events ADB Institute Contact English

WHO WE ARE **WHAT WE DO** WHERE WE WORK WORK WITH US Search

ABOUT ADB PROJECTS
 Projects & Tenders
 Project Design and Management
 Project Results and Case Studies

NEWS AND EVENTS
 53rd ADB Annual Meeting

SECTORS AND THEMES ←
 Agriculture and Food Security
 Climate Change and Disaster Risk Management
 Education
 Energy
 Environment

KNOWLEDGE
 Publications and Documents
 Data and Statistics
 ADB Institute
 Development Asia
 ADB Blogs
 Asian Bonds Online

PRODUCTS AND SERVICES
 Public Sector (Sovereign) Financing
 Private Sector (Nonsovereign) Financing
 Cofinancing Partnerships

OPERATIONAL PRIORITIES
 Public-Private Partnerships (PPP)
 Regional Cooperation and Integration
 Social Development and Poverty
 Sustainable Development Goals
 Transport

Results-Based Lending for Programs
 Trade Finance Program
 Funds and Resources
 Urban Development
 Water

**ADB's Response to COVID-19:
 on the Side of Our Developing Members
 in Their Time of Need**

0:00 / 2:40

and the Pacific, reverse progress on poverty reduction, and throw economies into recession," said ADB President Masatsugu Asakawa.

An assistance package of \$20 billion has been deployed to help our developing members counter the severe impacts caused by the COVID-19 pandemic and address the urgent needs of the sick, the poor, and the vulnerable.

FAQs on ADB's \$20 Billion COVID-19 Pandemic Response →

We are supporting our developing members in responding to the COVID-19 outbreak through finance, knowledge, and partnerships.

Learn more →

<https://www.adb.org/what-we-do/main>

Accessing Business Opportunities

Surfing the ADB website ... and alternatives

You can always try the ADB website search engine

or



Simply:

Enter the name of a project, or the 4-, or 5-, or 8-digit number of a project, + ADB

The first search result will “*always*” be the Project Overview/Data Sheet webpage

Accessing Business Opportunities

COVID-19 Procurement

- Visit ADB COVID webpage:

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

Also visit “*Business Outreach*” link

- Business opportunities
 - Market research for supplies
 - “Supply Chain Maps” for products
- CMS has filter specific for COVID-19 related opportunities

Accessing Business Opportunities

COVID-19 Procurement

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

In the Spotlight

ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need

VIDEO

ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need →

ADB tripled the size of its response to the COVID-19 pandemic to \$20 billion and to streamline its

Developing Asia to Grow Just 0.1% in 2020 — ADB →

NEWS RELEASE

Developing Asia will barely grow in 2020 as containment measures to address the coronavirus disease (COVID-19) pandemic hamper economic activity and weaken

ADB Study Maps Supply Chains for Key Products in COVID-19 Response →

NEWS RELEASE

The Asian Development Bank (ADB) has released a landmark study which maps supply chains for critical products in the

COVID-19 Economic Impact Assessment Template →

DATA

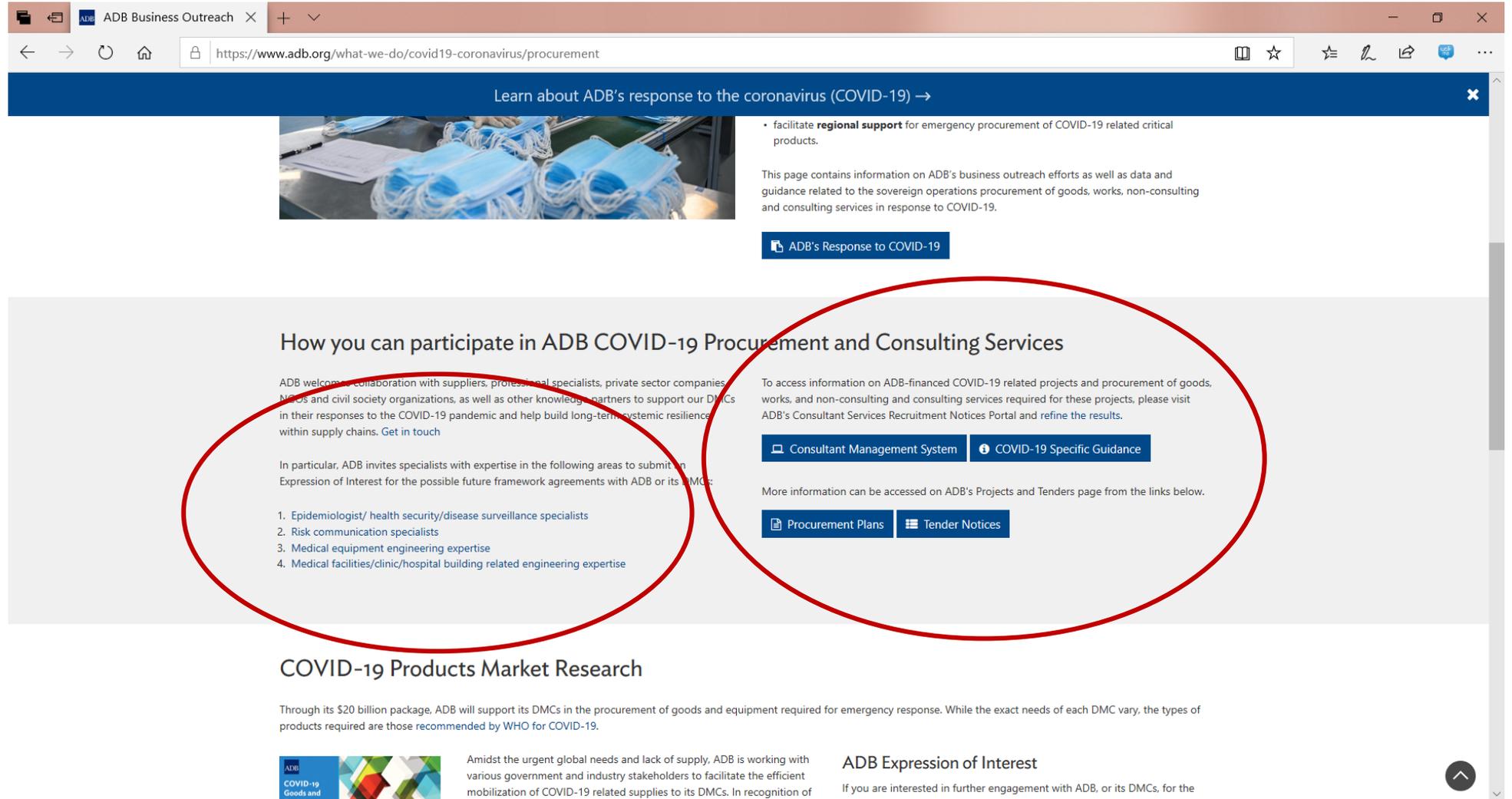
This template looks at the potential economy- and sector-specific impact of the COVID-19 outbreak. The scenarios and estimates are revised to reflect the

<https://www.adb.org/news/developing-asia-grow-just-0-1-2020-adb>

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

Accessing Business Opportunities

COVID-19 Procurement



Learn about ADB's response to the coronavirus (COVID-19) →

facilitate **regional support** for emergency procurement of COVID-19 related critical products.

This page contains information on ADB's business outreach efforts as well as data and guidance related to the sovereign operations procurement of goods, works, non-consulting and consulting services in response to COVID-19.

[ADB's Response to COVID-19](#)

How you can participate in ADB COVID-19 Procurement and Consulting Services

ADB welcomes collaboration with suppliers, professional specialists, private sector companies, NGOs and civil society organizations, as well as other knowledge partners to support our DMCs in their responses to the COVID-19 pandemic and help build long-term systemic resilience within supply chains. Get in touch

In particular, ADB invites specialists with expertise in the following areas to submit an Expression of Interest for the possible future framework agreements with ADB or its DMCs:

1. Epidemiologist/ health security/disease surveillance specialists
2. Risk communication specialists
3. Medical equipment engineering expertise
4. Medical facilities/clinic/hospital building related engineering expertise

To access information on ADB-financed COVID-19 related projects and procurement of goods, works, and non-consulting and consulting services required for these projects, please visit ADB's Consultant Services Recruitment Notices Portal and refine the results.

[Consultant Management System](#) [COVID-19 Specific Guidance](#)

More information can be accessed on ADB's Projects and Tenders page from the links below.

[Procurement Plans](#) [Tender Notices](#)

COVID-19 Products Market Research

Through its \$20 billion package, ADB will support its DMCs in the procurement of goods and equipment required for emergency response. While the exact needs of each DMC vary, the types of products required are those recommended by WHO for COVID-19.

ADB COVID-19 Goods and Equipment

Amidst the urgent global needs and lack of supply, ADB is working with various government and industry stakeholders to facilitate the efficient mobilization of COVID-19 related supplies to its DMCs. In recognition of

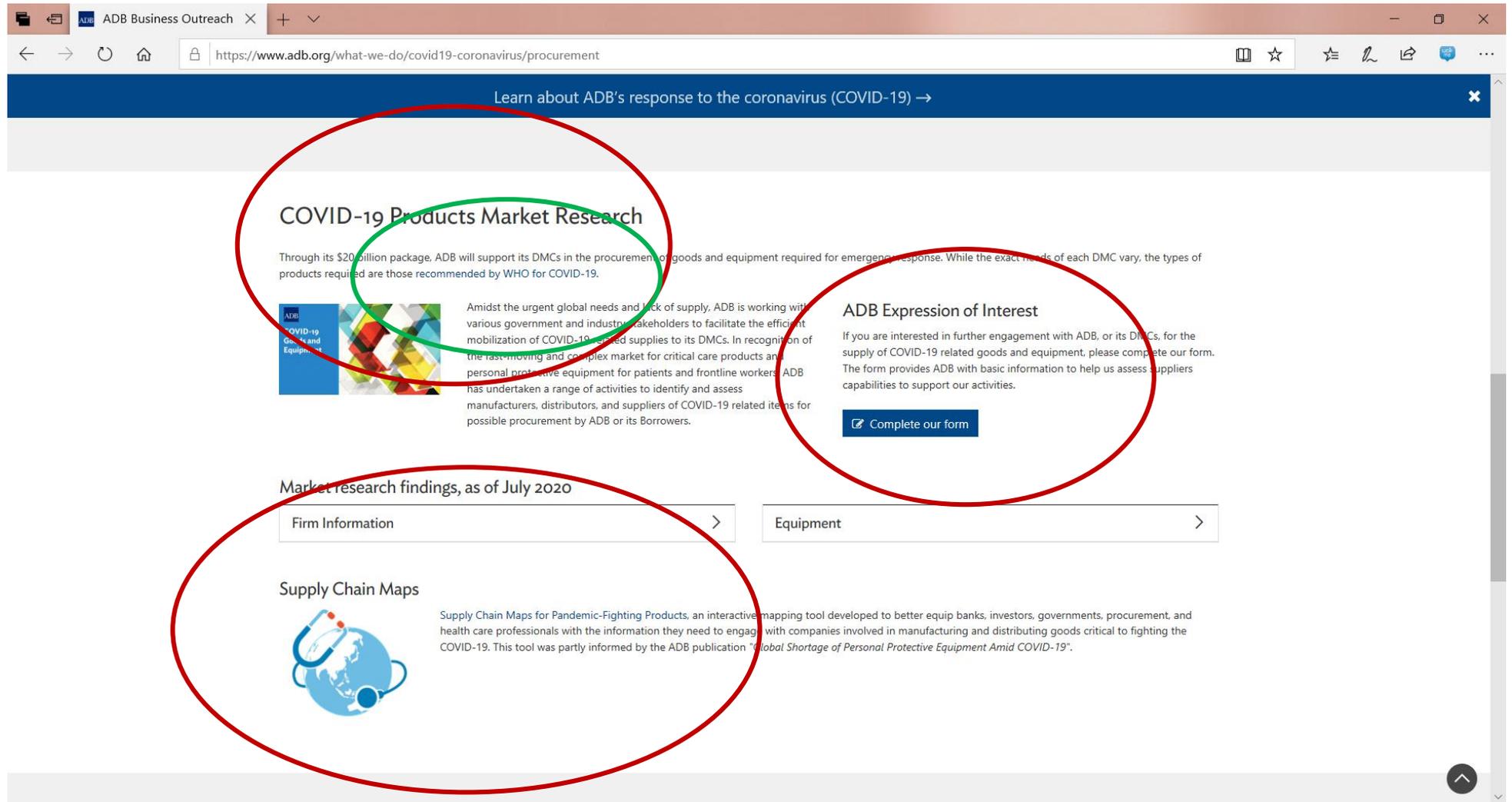
ADB Expression of Interest

If you are interested in further engagement with ADB, or its DMCs, for the



Accessing Business Opportunities

COVID-19 Procurement



Learn about ADB's response to the coronavirus (COVID-19) →

COVID-19 Products Market Research

Through its \$20 billion package, ADB will support its DMCs in the procurement of goods and equipment required for emergency response. While the exact needs of each DMC vary, the types of products required are those recommended by WHO for COVID-19.

Amidst the urgent global needs and lack of supply, ADB is working with various government and industry stakeholders to facilitate the efficient mobilization of COVID-19 related supplies to its DMCs. In recognition of the fast-moving and complex market for critical care products and personal protective equipment for patients and frontline workers, ADB has undertaken a range of activities to identify and assess manufacturers, distributors, and suppliers of COVID-19 related items for possible procurement by ADB or its Borrowers.

ADB Expression of Interest

If you are interested in further engagement with ADB, or its DMCs, for the supply of COVID-19 related goods and equipment, please complete our form. The form provides ADB with basic information to help us assess suppliers capabilities to support our activities.

[Complete our form](#)

Market research findings, as of July 2020

[Firm Information](#) > [Equipment](#) >

Supply Chain Maps

Supply Chain Maps for Pandemic-Fighting Products, an interactive mapping tool developed to better equip banks, investors, governments, procurement, and health care professionals with the information they need to engage with companies involved in manufacturing and distributing goods critical to fighting the COVID-19. This tool was partly informed by the ADB publication "Global Shortage of Personal Protective Equipment Amid COVID-19".

3. Procurement Systems & Procedures

Agenda

- ADB procurement policy and procedures
- Contract opportunities – Who? What? When?
- Bidding for ADB-financed contracts
- More information

Procurement Systems & Procedures

Procurement Reform 2017

“Improving ADB Project Performance through Procurement Reforms”

ADB Policy Paper, March 2017

“... continue to promote better procurement systems using a principles- and risk-based approach”

“... increase efficiency and effectiveness. To support better project implementation, ADB will reform and rationalize its business processes, particularly its procurement systems”

Procurement Systems & Procedures

Drivers of reform



Increased lending operations



Evolving needs of DMCs



Harmonization with other MDBs



Need to improve delivery systems

Procurement Systems & Procedures

Procurement principles – Desired outcomes

| Principle | | 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. |

Procurement Systems & Procedures

Procurement Reform 2017

From rule-based to risk-based procurement

From value thresholds driving:

- Tendering methods – international vs national bidding
- Contracting methods – small vs large works, quotations, direct contracting
- Contract awards – “... *lowest evaluated substantially responsive bid*”

To risk-based approach allowing to factor in:

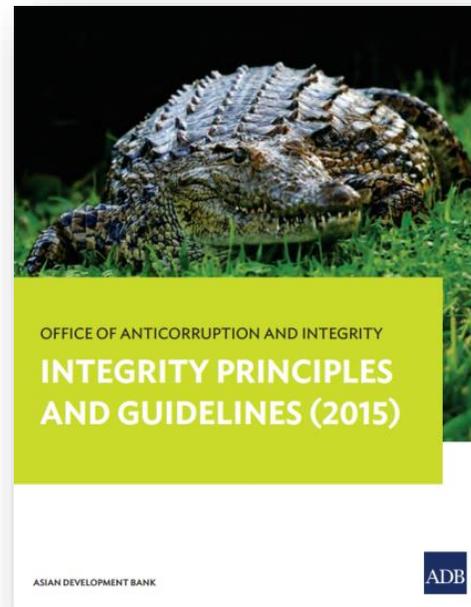
- Best industry practice for tendering/contracting method
- Deeper market intelligence for optimal approach to procurement
- Alternative methods of evaluation – merit points, life-cycle costing, etc.
- Best *fit-for-purpose* option

Procurement Systems & Procedures

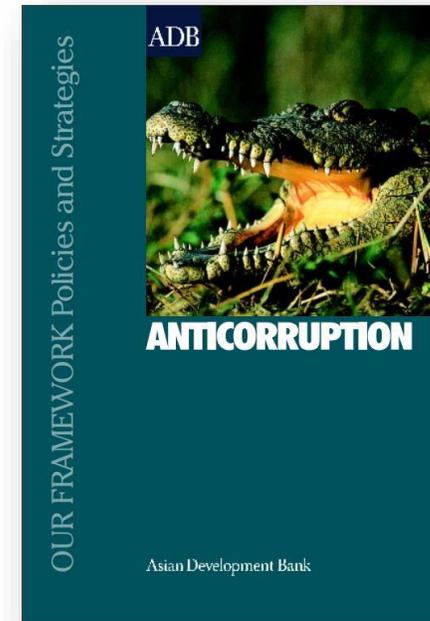
ADB's Anticorruption Policy & Guidelines

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

<http://www.adb.org/site/integrity/publications>



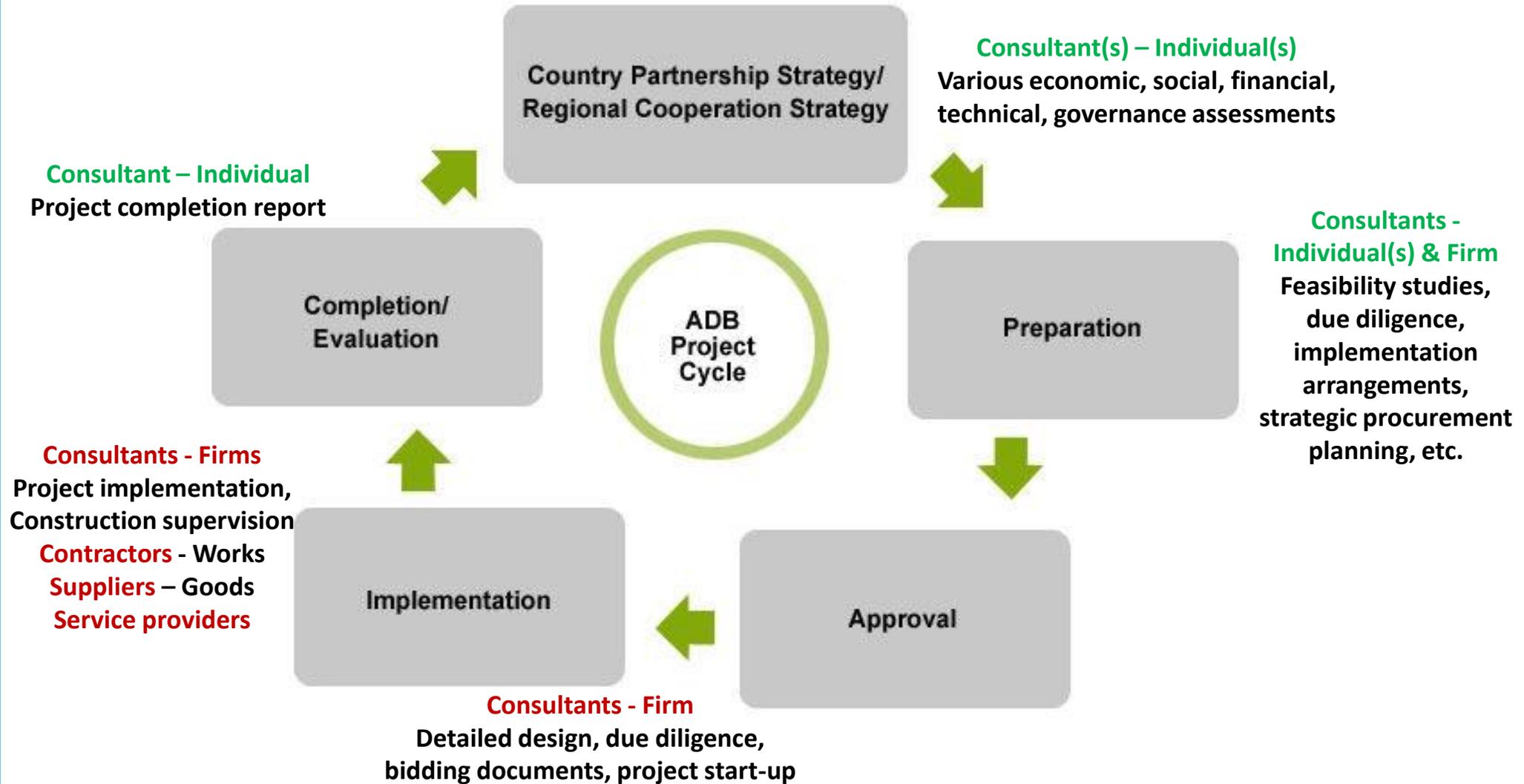
Highest Ethical Standards



Zero Tolerance

Procurement Systems & Procedures

Contract opportunities through project cycle



Procurement Systems & Procedures

ADB role in procurement

ADB-administered, under technical assistance (TA) projects

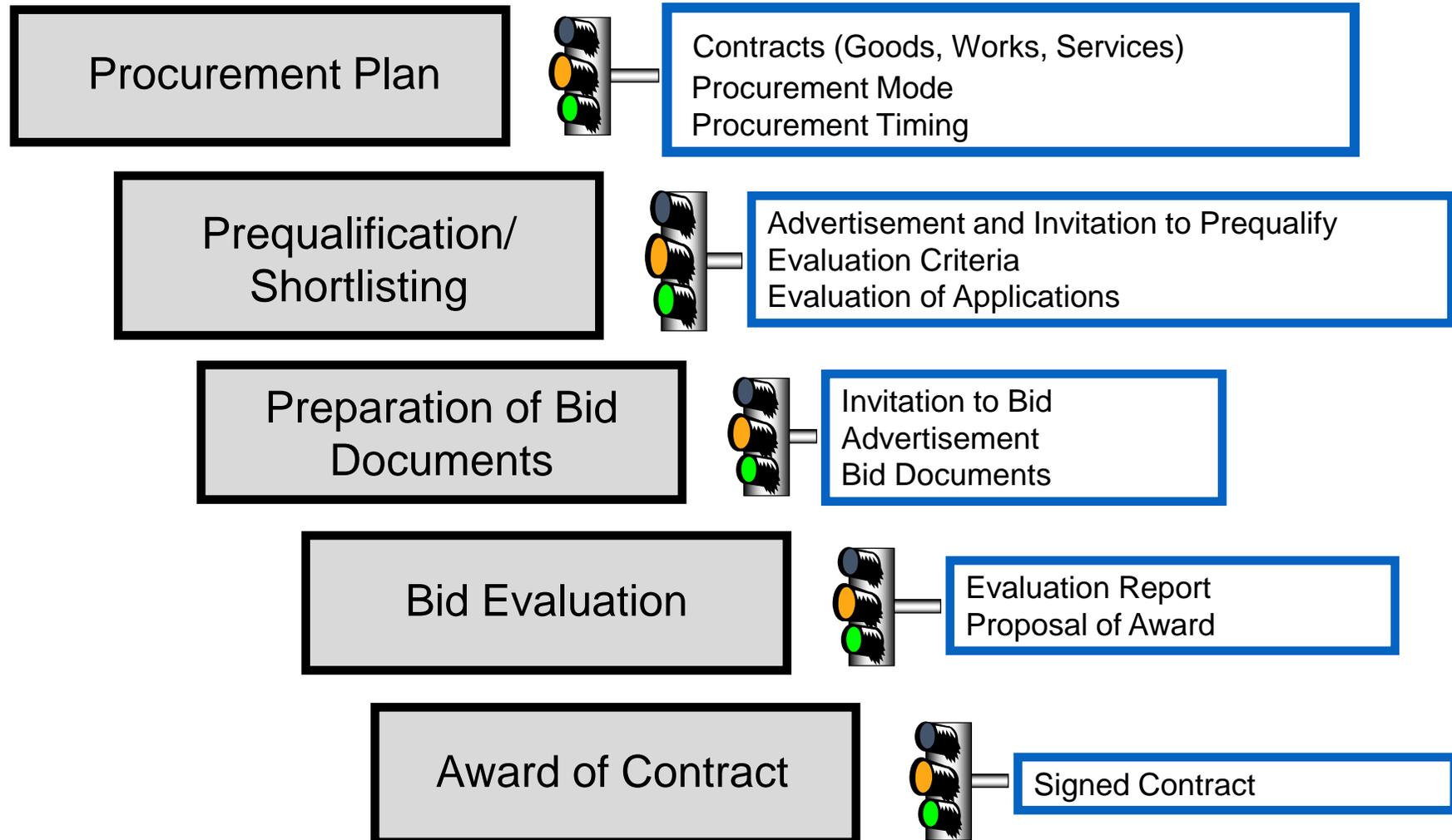
- ADB selects, recruits and administers consultants
- Train staff, executing agencies, and consultants/contractors/suppliers

EA-administered, under loan and grant projects

- Executing agency responsible for procurement of goods, works and services
- Occasionally, ADB *selects* and EA recruits and administers consultants
- Prior or *post facto* reviews by ADB of procurement transactions conducted by EA
- ADB guidance on contract management through implementation

Procurement Systems & Procedures

ADB Prior Review



Procurement Systems & Procedures

Bidding for ADB-financed contracts

For consultants:

- ⚠ Register in CMS – <https://cms.adb.org>
- ⚠ Develop your brand – focus on what you do best
- ⚠ Be familiar with relevant ADB policies
- ⚠ Start small – individual assignments, sub-consulting or JV arrangement to build reputation
- ⚠ Know the country of assignment and related risks
- ⚠ Arrange site visit or strong local partnership
- ⚠ Pay attention to documentation requirements
- ⚠ Submit all information/data required

Procurement Systems & Procedures

Bidding for ADB-financed contracts

For contractors / suppliers:

- ⚠ Start your intelligence gathering early – presentation of 29 July 2020
- ⚠ Pay attention to qualification requirements – include *all* information/documents
- ⚠ Follow Bid Data Sheet instructions
- ⚠ Know the country/site conditions
- ⚠ Pay attention to documentation requirements



In doubt? Seek written clarification!

Procurement Systems & Procedures

Common issues

- Use of bidding document templates
- Missing supporting documents
- Read “*Instruction to Bidders*” / “*Instruction to Consultants*” & Data Sheet extra-carefully – use of the term “*shall*”
- In two-envelope, price information in technical bid
- Applicable taxes – vary by country, even by industry
- In CMS, allow sufficient time to *enter* proposal in the system
- Late submissions
- Missing cost items in proposal/bid
- Low bids



In doubt? Seek written clarification!

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

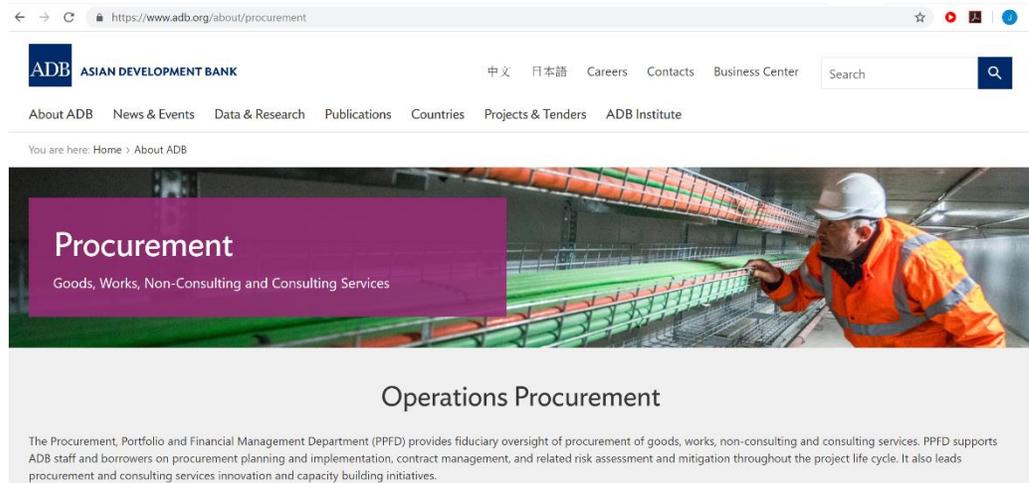
Some TIPS

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

Procurement Systems & Procedures

More Information



ADB Operations Procurement

- CMS/ Projects and Tender
- ADB Procurement Guidelines / Policy
- ADB Procurement Regulations
- Guidance Notes on Procurement
- Standard Bidding Documents and User Guides – 2016 or 2018

<https://www.adb.org/about/procurement>



Goods, Works, and Non-Consulting Services →

ADB extends loans and provides technical assistance to its developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



Consulting Services →

ADB engages individual consultants and consulting entities to provide expert advice such as in contract preparation and project supervision, and to help ADB to prepare studies, appraisals, and reports.

COVID-19 Procurement

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

Institutional Procurement

ADB's Office of Administrative Services (OAS) procures goods, works, and services necessary for institutional use in its headquarters and field offices to support its operations.

[More on Institutional Procurement →](#)

YOUR FEEDBACK

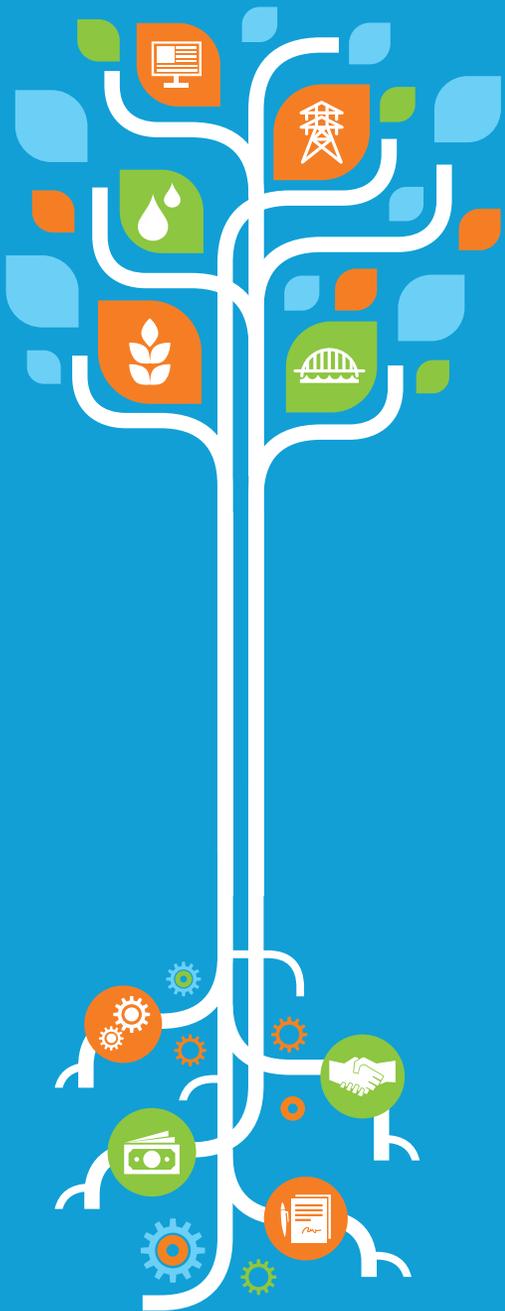
Procurement Information Survey

<https://forms.office.com/Pages/ResponsePage.aspx?id=u9aVIMJBWEyEj5LILPPWQAXyKHhEzZRApbTa5YuLt0ZUNINBME9YU0ICSUpTR0tDWFJFWTFXNjhGSy4u>

Sustainable Procurement Focus Group/Survey

Jenny Yanyee Chu

ychu@adb.org



BUSINESS
OPPORTUNITIES

THANK YOU!

ADB