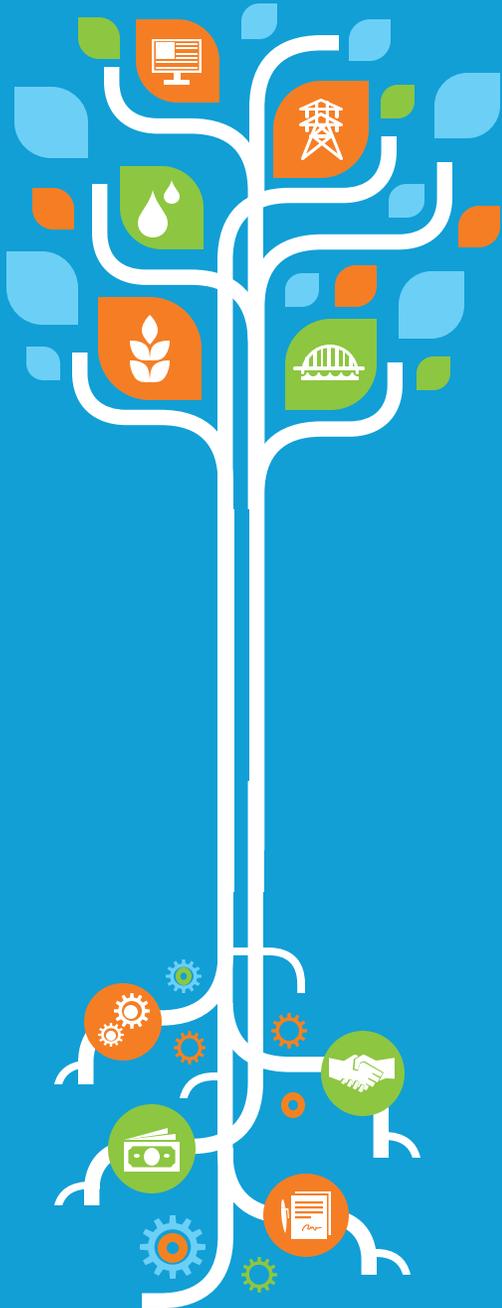


TURKEY BUSINESS OPPORTUNITIES SEMINAR

17 September 2020

Glen Harris
Sr. Procurement Specialist

Procurement, Portfolio and Financial
Management Department



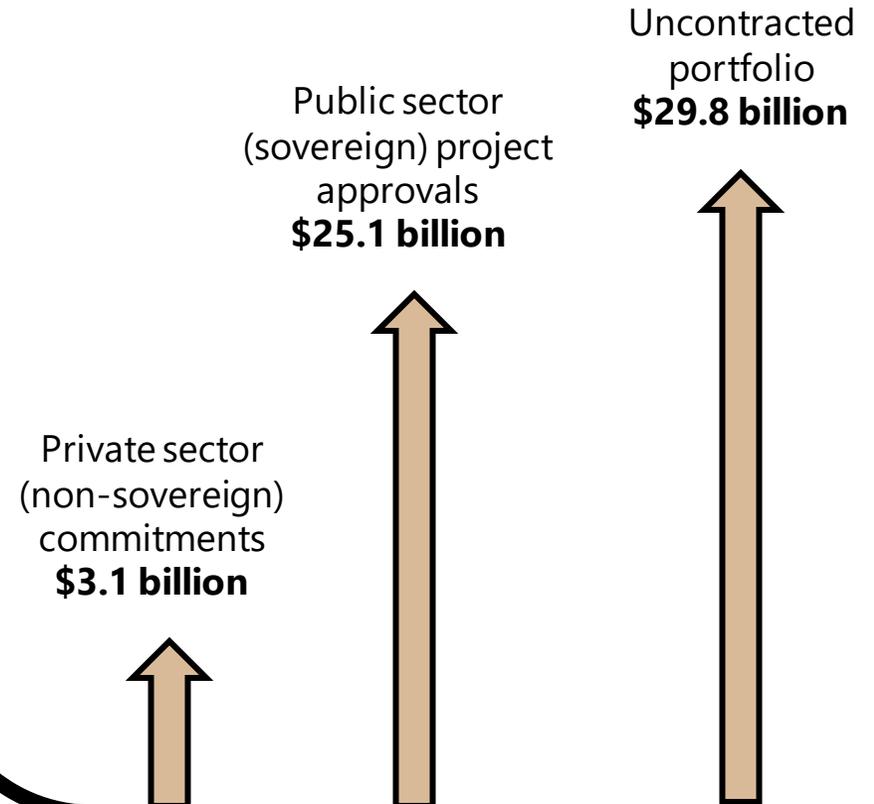
ADB OPERATIONS

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

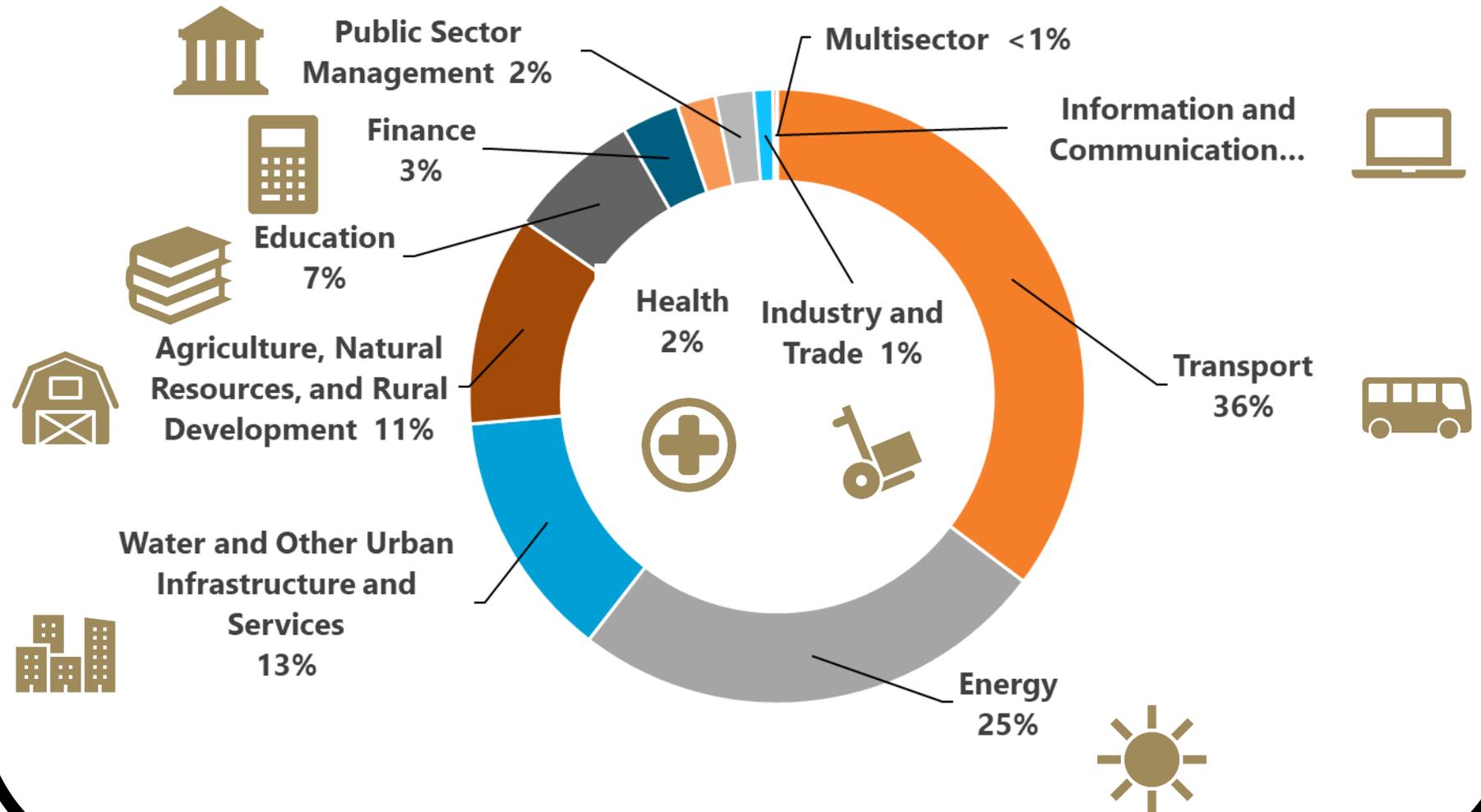
Consulting services (through ADB or EAs)



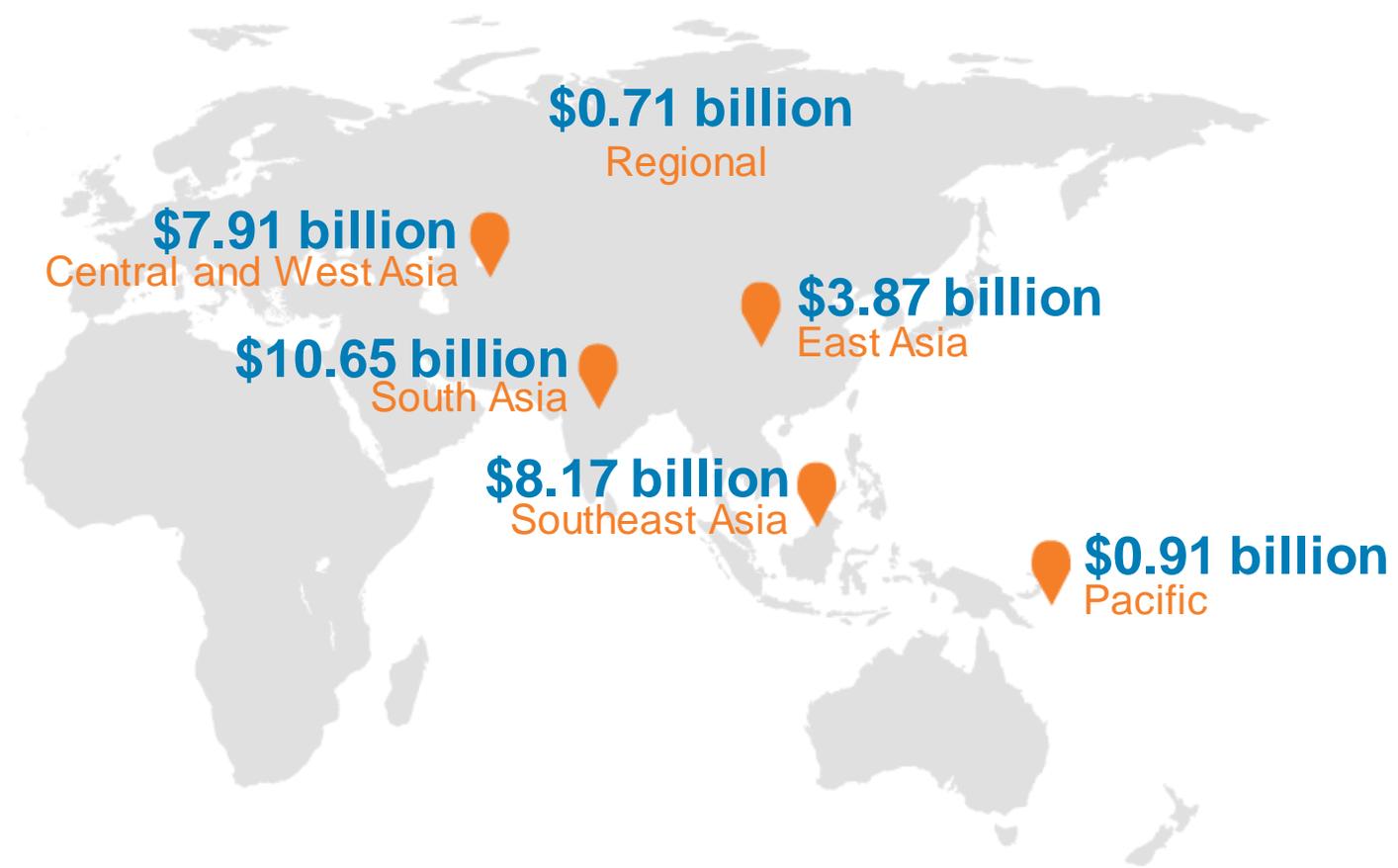
~5000
contracts in 2018

PORTFOLIO BREAKDOWN PER SECTOR

What do we work on?
(2018)



PORTFOLIO PER REGION



LARGEST BORROWERS

India

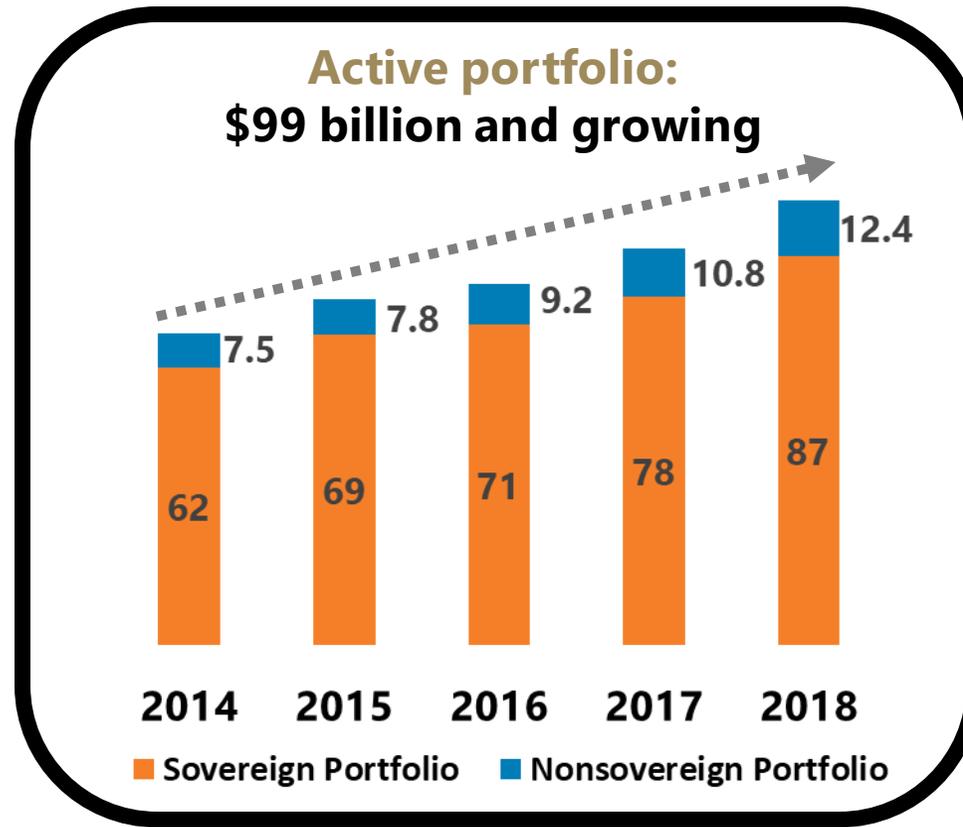
China

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
1	PRC	PRC	PRC
2	IND	IND	IND
3	BAN	KOR	GER
4	AZE	VIET	BAN
5	VIET	BAN	PAK

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

TURKEY 2019

\$(USD)

Goods & Works Contracts

266 Million

Consultancy Services

15 Million

Total

281 Million

TURKEY SUPPLIERS / CONTRACTORS 2015-2019

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 Yapi 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

Consultant	Sector	Contract Amount (\$ million)
Temelsu International Engineering Services Inc.	ANR	5.54
UBM Uluslararası Birleşmiş 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.

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
- Ensure submitted CVs are signed (Consultancy)
- Ensure you don't go over your page limit (Consultancy)

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>

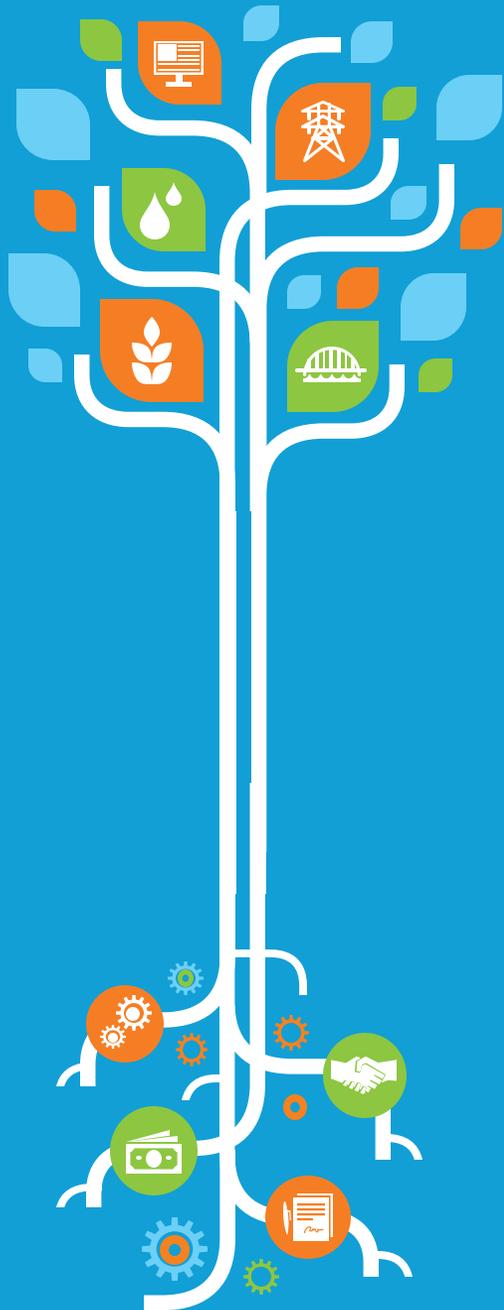
Complaints - <https://www.adb.org/forms/complaints>

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)



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