



UNITED KINGDOM BUSINESS OPPORTUNITIES SEMINAR

15 September 2020

C. Janyna Rhor
Principal Procurement Specialist

Procurement, Portfolio and Financial
Management Department (PPFD/PFP1)

BUSINESS
OPPORTUNITIES 

ADB - KEY FACTS

- Founded in 1966
- 68 members; 49 in the region
- Japan and US are largest members

IN 2018:

- Commitments: 32 billion
- Total capital: 152 billion
- 3.227 staff; from 60 nationalities



Overview of ADB Operations

Main instruments:

- Loans and grants
- Technical assistance
- Equity and guarantees

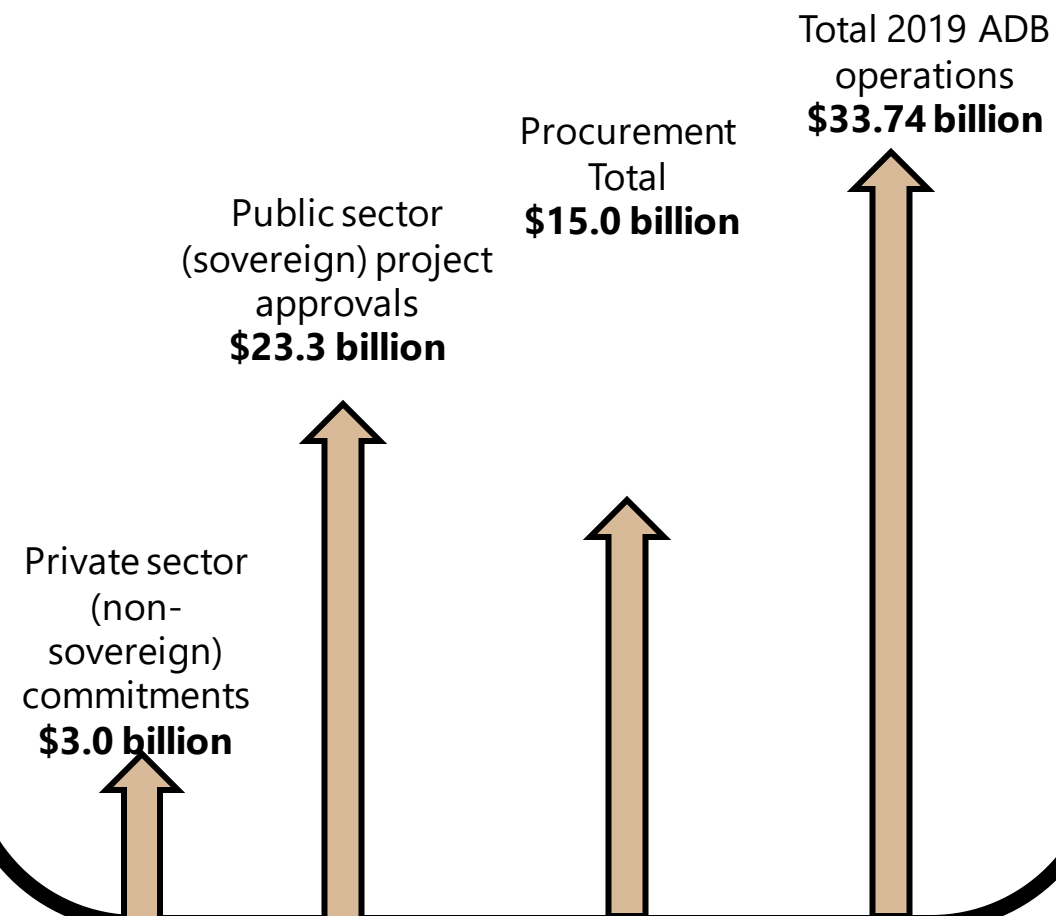
Delivered through:

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

Focused on: "Finance ++"

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

ADB 2019 OPERATIONS



TYPES OF BUSINESS OPORTUNITIES

Goods and civil works (through EAs)



~4000
contracts in 2018

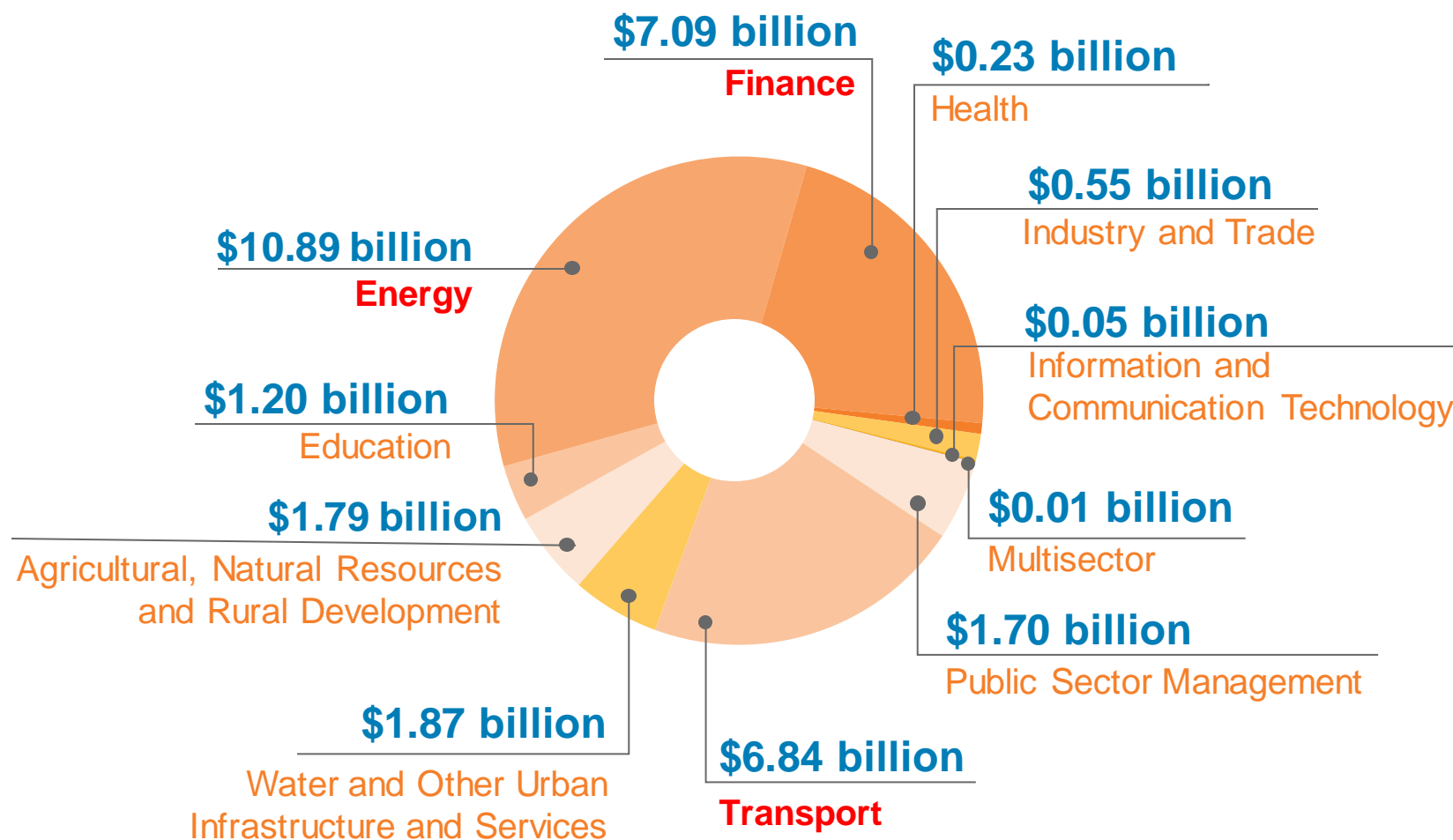
Consulting services (through ADB or EAs)



~5000
contracts in 2018

ASSISTANCE BY SECTOR

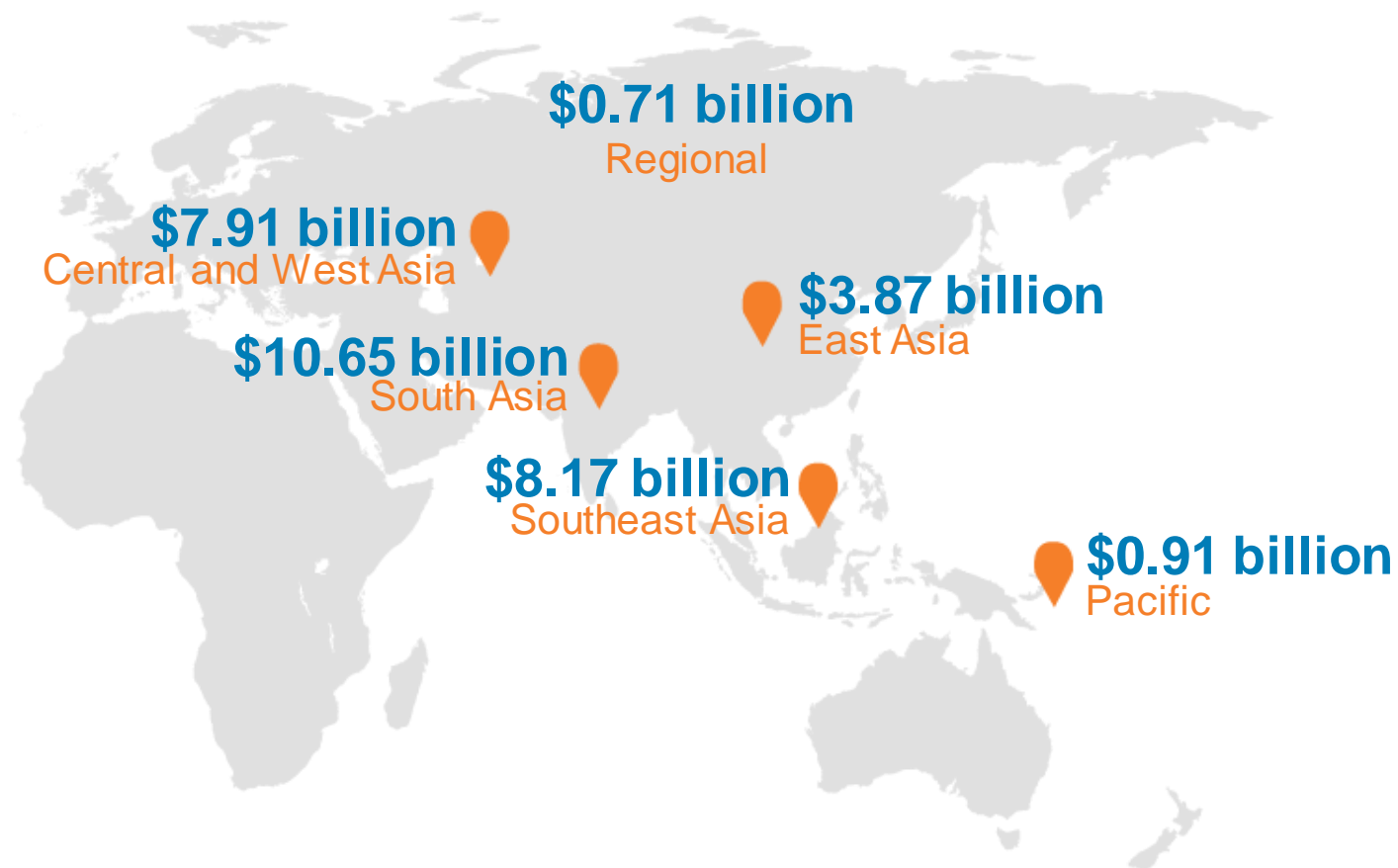
TOTAL OPERATIONS

**\$32.22
BILLION**

ASSISTANCE BY REGION

TOTAL OPERATIONS

**\$32.22
BILLION**



Overview of ADB Operations



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

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/Plant				
	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., India	2	545.27
2	ABB GROUP, Swiss-Switzerland	10	256.90
3	TBEA CO. LTD., PRC	6	196.33
4	PROGRESS RAIL LOCOMOTIVE INC., USA	1	135.34
5	CHINA NATIONAL TECHNICAL IMPORT & EXPORT CORP., PRC	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, GER	20	833.94
2	LARSEN & TOUBRO LTD., India	21	702.27
3	CHINA RAILWAY CONSTRUCTION CO. LTD., PRC	27	494.56
4	CHINA RAILWAY ENGINEERING CORP., PRC	16	479.37
5	POWER CONSTRUCTION CORP. OF CHINA, PRC	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., AUS	31	155.07
2	EGIS INTERNATIONAL, FRA	31	82.04
3	KOREA CONSULTANTS INTERNATIONAL CO. LTD., KOR	4	54.53
4	OVE ARUP & PARTNERS INTERNATIONAL LTD., UKG	7	54.37
5	DONGSUNG ENGINEERING CO. LTD., KOR	6	29.84

UKG SUPPLIERS / CONTRACTORS 2015-2019

Top 5 Contractors/Suppliers from the United Kingdom 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)
Intetrade Ltd.	ENE	2.28
Colahen Management LLP	WUS	0.67
Newboard Energy LLP	WUS	0.51
Primayer Ltd.	WUS	0.27
Unit Export Ltd.	TRA	0.24
Others		0.75
Total		4.72

ENE = energy, TRA = transport, WUS = water and other urban infrastructure and services.

UKG CONSULTANTS

2015-2019

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

Consultant	Sector	Contract Amount (\$ million)
Mott MacDonald Ltd.	ANR, EDU, ENE, MUL, TRA, WUS	54.90
Ove Arup & Partners International Ltd.	MUL, TRA, WUS	54.37
Landell Mills Ltd.	ANR, WUS	18.08
Oxfam GB	HLT, WUS	5.75
Ricardo-AEA Ltd.	ENE, WUS	4.73
Individual Consultants		46.32
Others		43.28
Total		227.44

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; HLT = health; MUL = multisector; TRA = transport; WUS = water and other urban infrastructure and services.

UK SUCCESS RATES IN ADB

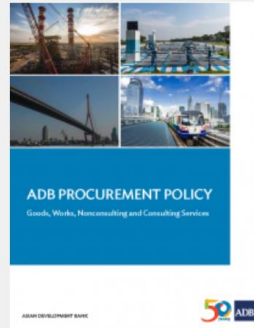
Summary of Procurement, 2017-July 2020

UK	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	1	0.13	157	29.40	158	29.53
2018	3	0.08	182	67.69	185	67.78
2019	5	0.60	151	24.51	156	25.11
2020 (Jan-Jul)	1	2.43	101	19.94	102	22.37
<i>By Origin</i>						
2017	11	0.83	156	27.73	167	28.56
2018	20	1.05	181	67.37	201	68.42
2019	11	5.89	148	24.25	159	30.14
2020 (Jan-Jul)	10	4.66	101	23.35	111	28.01

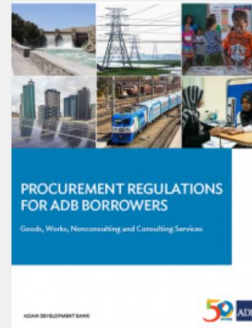
ADB's Procurement Frameworks

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.

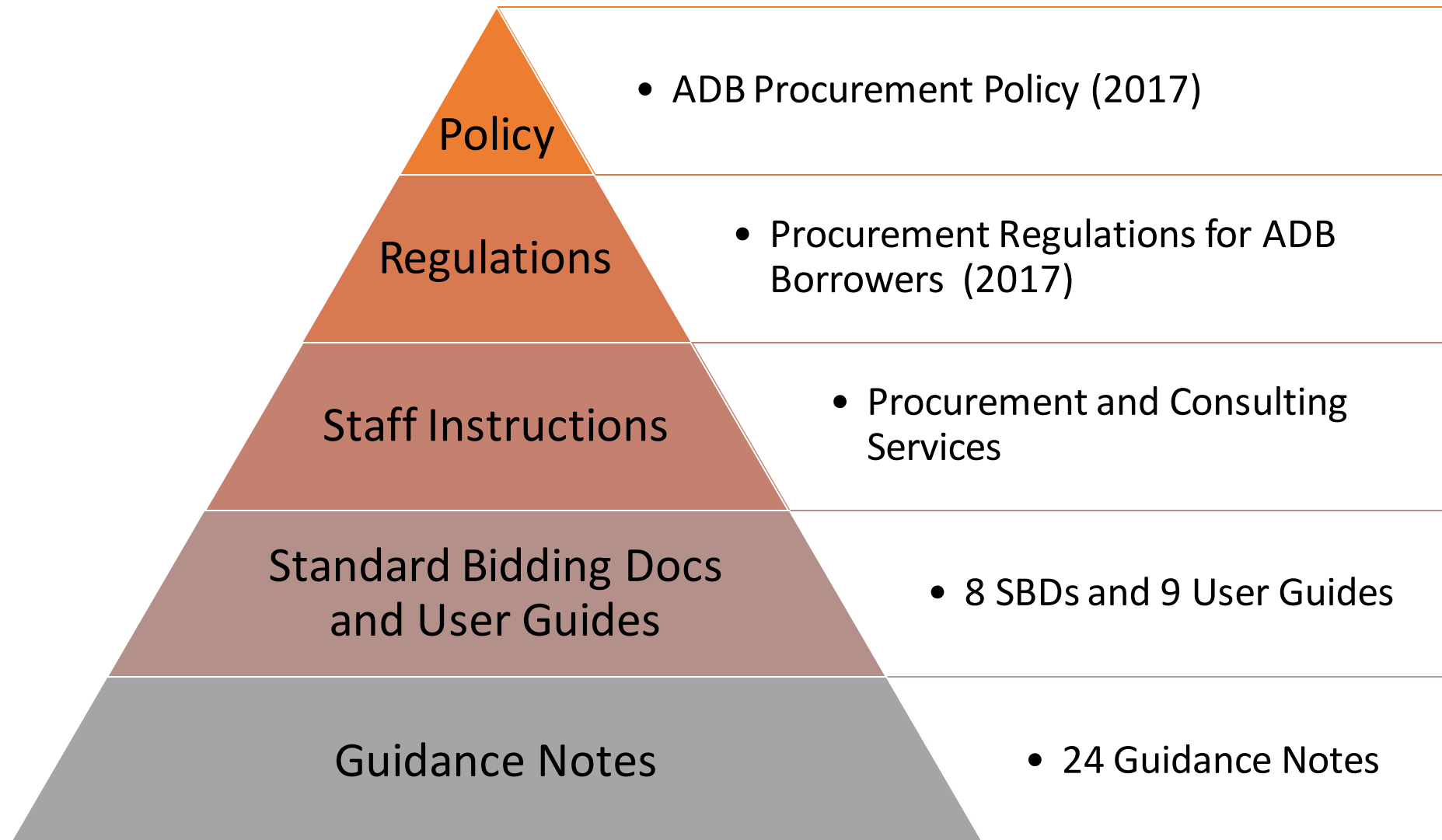


Procurement Guidelines

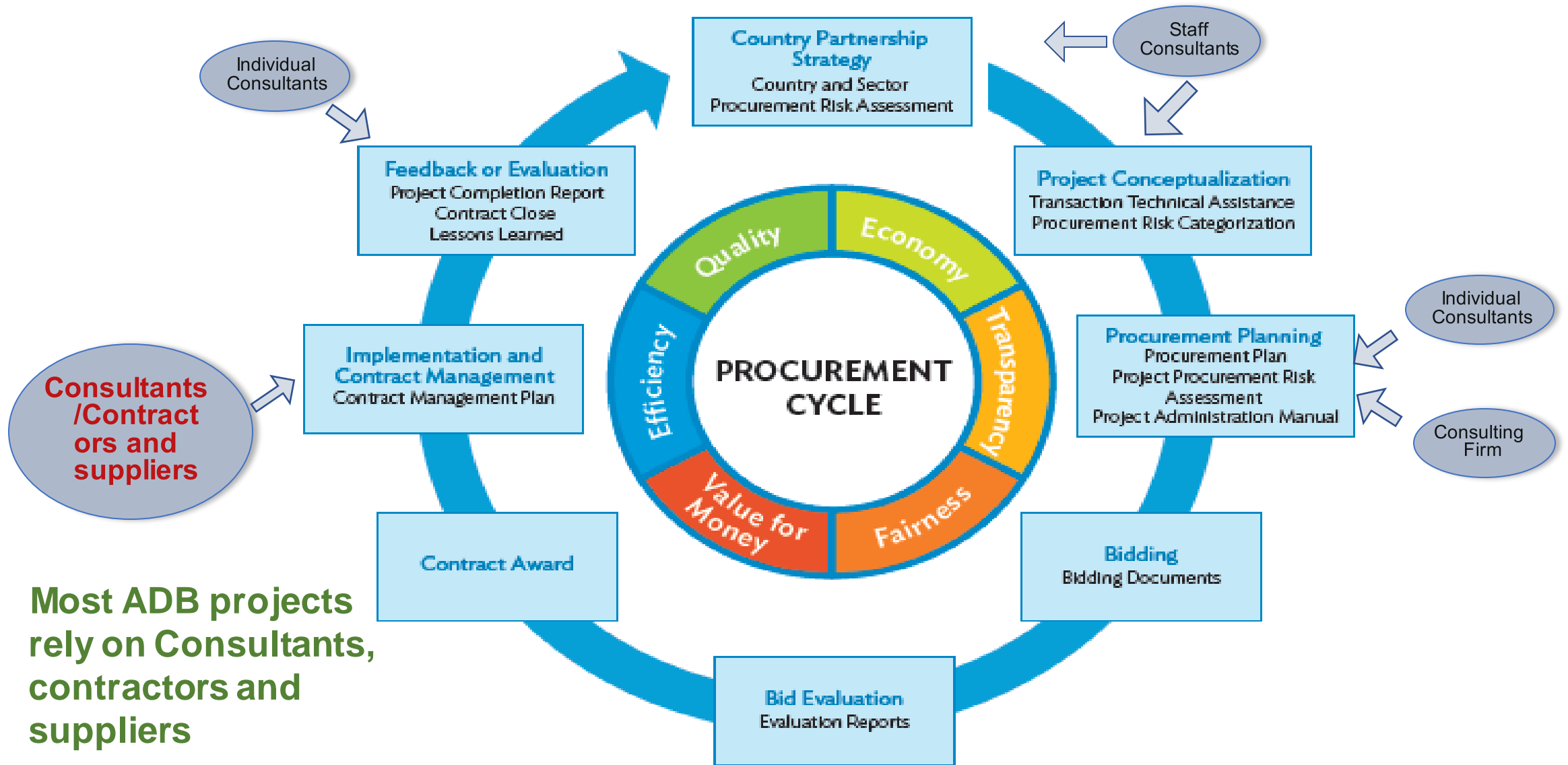


Guidelines on the Use of Consultants

Procurement Framework



When are Consultants, Contractors & Suppliers needed? Project and Procurement Cycle



**Most ADB projects
rely on Consultants,
contractors and
suppliers**

HOW WE PROCURE GOODS & WORKS

Roles and Responsibilities

- The Borrower (Executing/Implementing Agency) is responsible
- ADB reviews the procurement activities of Eas/IAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open Competitive Bidding (OCB) is the preferred option (international or national advertisement)
- Technical and Financial Bids
- Lowest priced technically compliant bid is the winner (L1)

HOW WE ENGAGE CONSULTANTS

Roles and Responsibilities

- Both EA/IA and ADB procure consultants
- The contractual employer is either EA or ADB
- If EA procures, then ADB reviews the procurement activities of EAs/IAs to ensure compliance
- Open Competitive Bidding (OCB) is the preferred option
- Technical and Financial Bid elements
- **BUT** the ratio of the technical to financial submittal is usually 90:10 (QCBS).
- **Best technical submission usually wins**

ADB (MAIN) PROCUREMENT MODALITIES

- Open Competitive Bidding (OCB)
- Limited Competitive Bidding (short listing)
- Request for Quotations (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 (CSRN)
- CMS is where you submit your proposals

Goods & Services

- Access Country strategies (CPS, COBP)
- Access General Procurement Notices
- Access Procurement Plans
- Subscribe to E-Alerts in ADB website

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 and financial bids in the same envelope
- For Works Contracts, do not omit any evaluation and qualification 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>

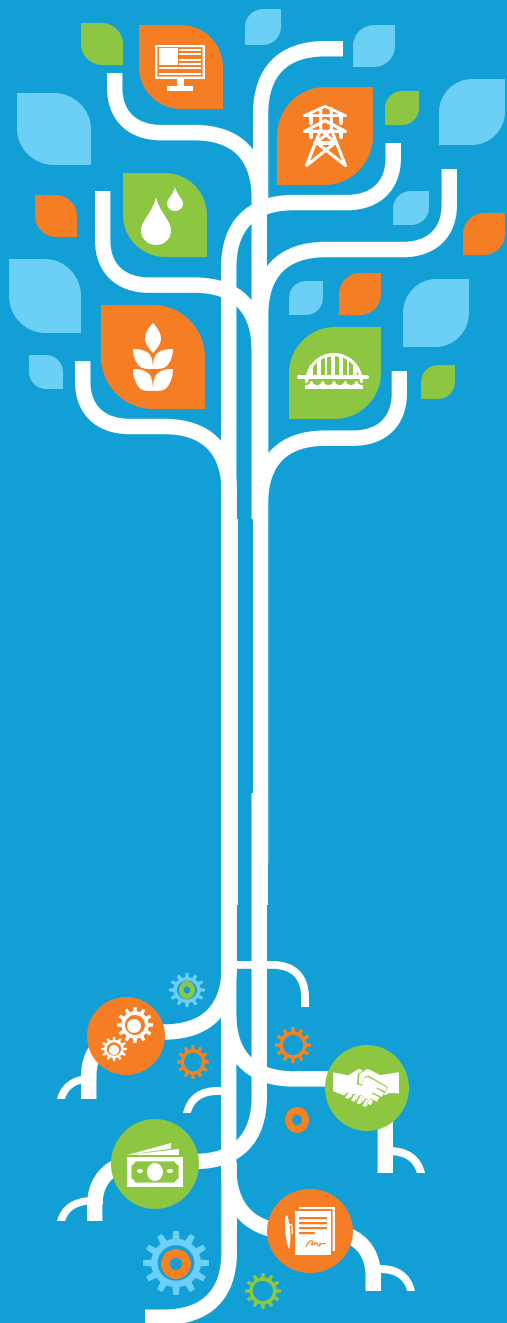
Complaints - <https://www.adb.org/forms/complaints>

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)



C. Janyna Rhor
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Cjrhorr@adb.org