

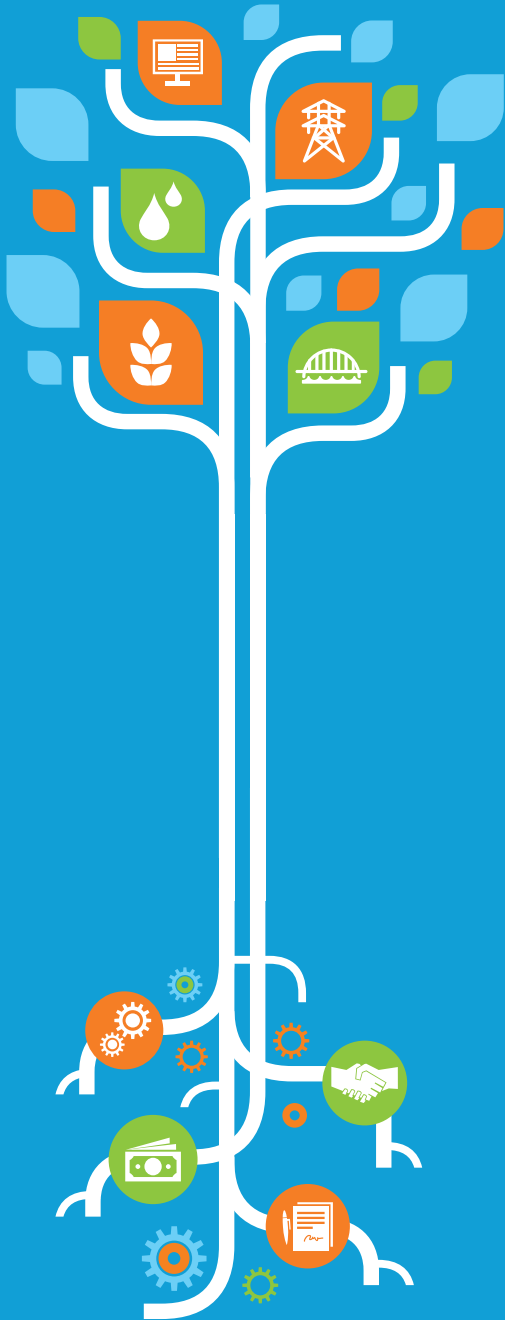
# AUSTRIA BUSINESS OPPORTUNITIES SEMINAR

21 October 2020

**Glen Harris**  
Sr. Procurement Specialist

Procurement, Portfolio and Financial  
Management Department

BUSINESS  
OPPORTUNITIES



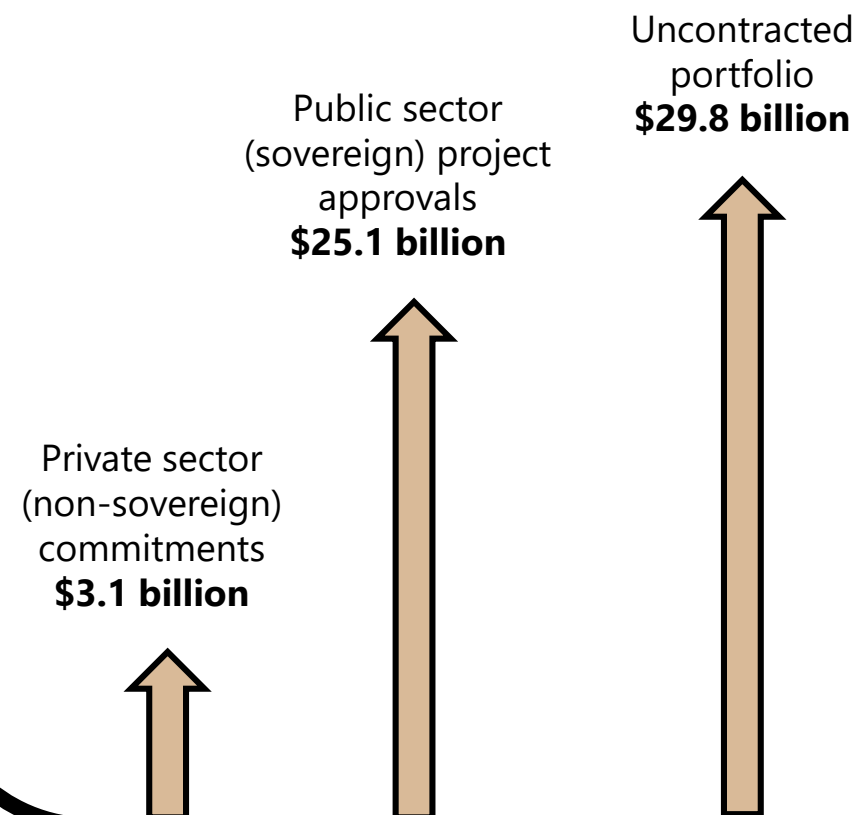
# ADB OPERATIONS

## 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

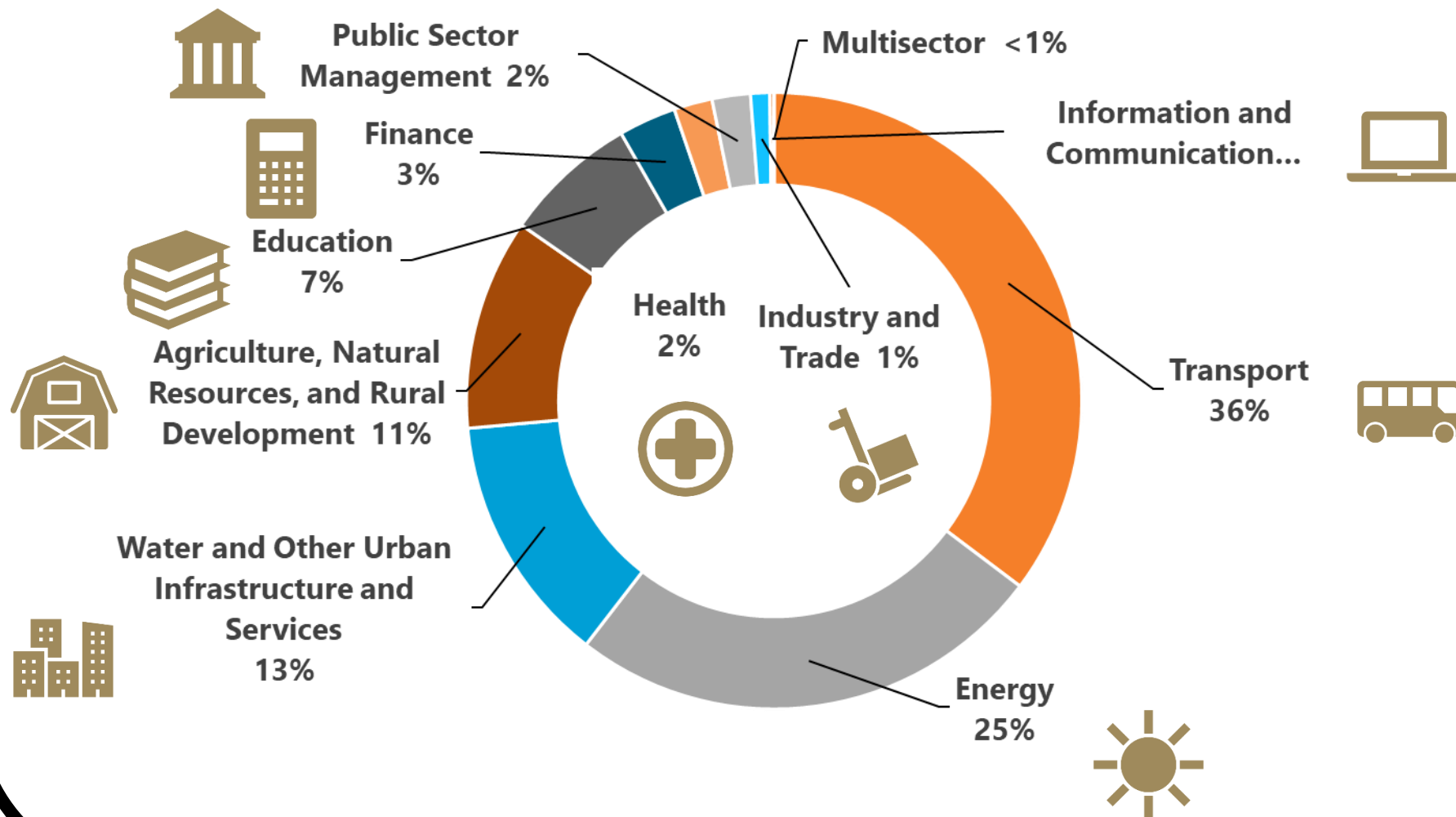
## Consulting services (through ADB or EAs)



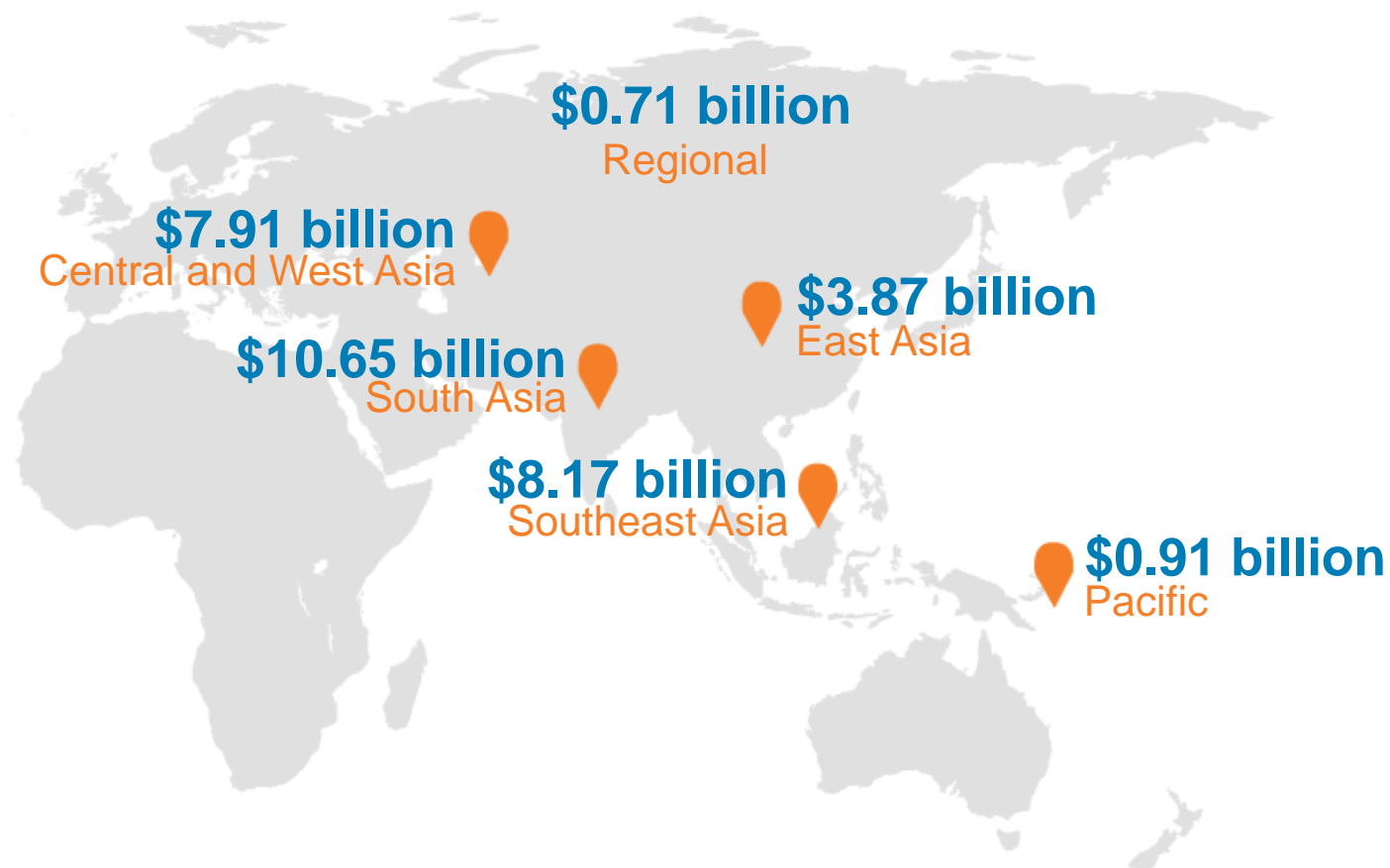
**~5000**  
contracts in 2018

# PORTFOLIO BREAKDOWN PER SECTOR

What do we work on?  
(2018)



# PORTFOLIO PER REGION





# LARGEST BORROWERS

India

China

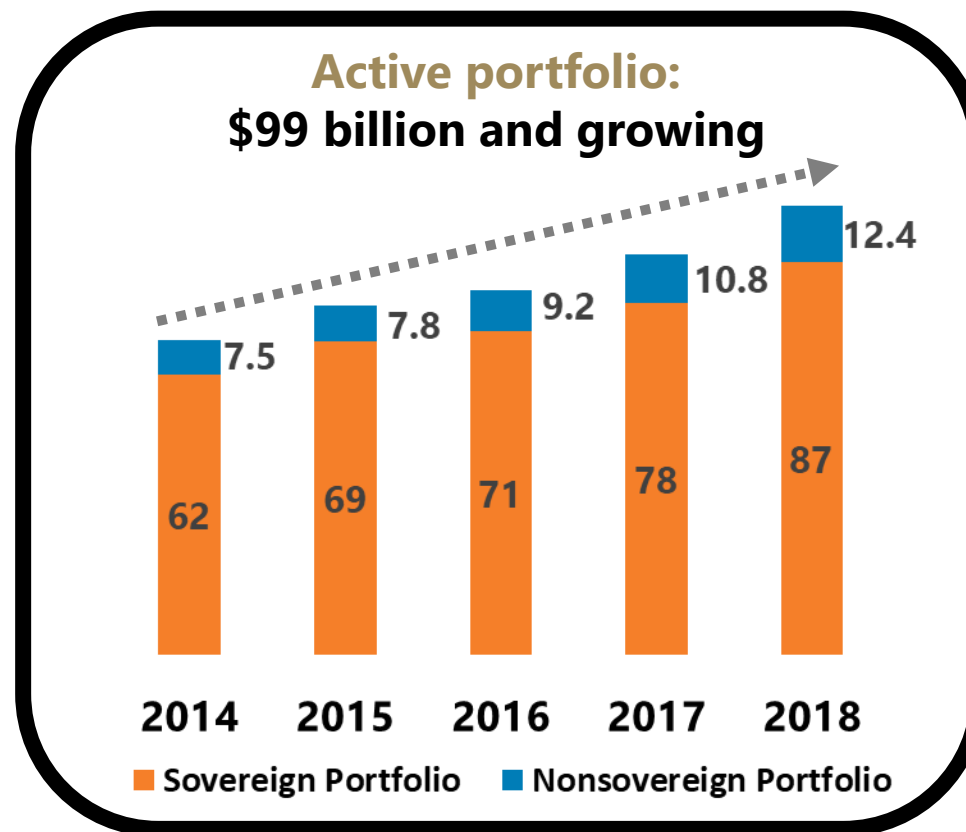
Pakistan

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



# 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

## AUSTRIA 2019

\$(USD)

**Goods & Works Contracts**

**22 Million**

**Consultancy Services**

**1.5 Million**

**Total**

**23.5 Million**

# AUSTRIA SUPPLIERS / CONTRACTORS

## 2015-2019

Contractor/Supplier	Sector	Contract Amount (\$ million)
Vamed Engineering GMBH	HLT	24.00
Plasser & Theurer Export	TRA	7.54
<b>Total</b>		<b>31.54</b>

HLT = health, TRA = transport.



# AUSTRIA CONSULTANTS

## 2015-2019

Consultant	Sector	Contract Amount (\$ million)
Posch & Partners Consulting Engineers	WUS	4.00
Bernard Ingenieure ZT GMBH	TRA	2.10
GWCC-Interival ZT GMBH	WUS	1.38
Power Engineering Design GMBH	ENE	0.57
Setec Engineering GMBH & Co. KG	WUS	0.51
Individual Consultants		1.76
Others		0.60
<b>Total</b>		<b>10.92</b>

ENE = energy, 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>

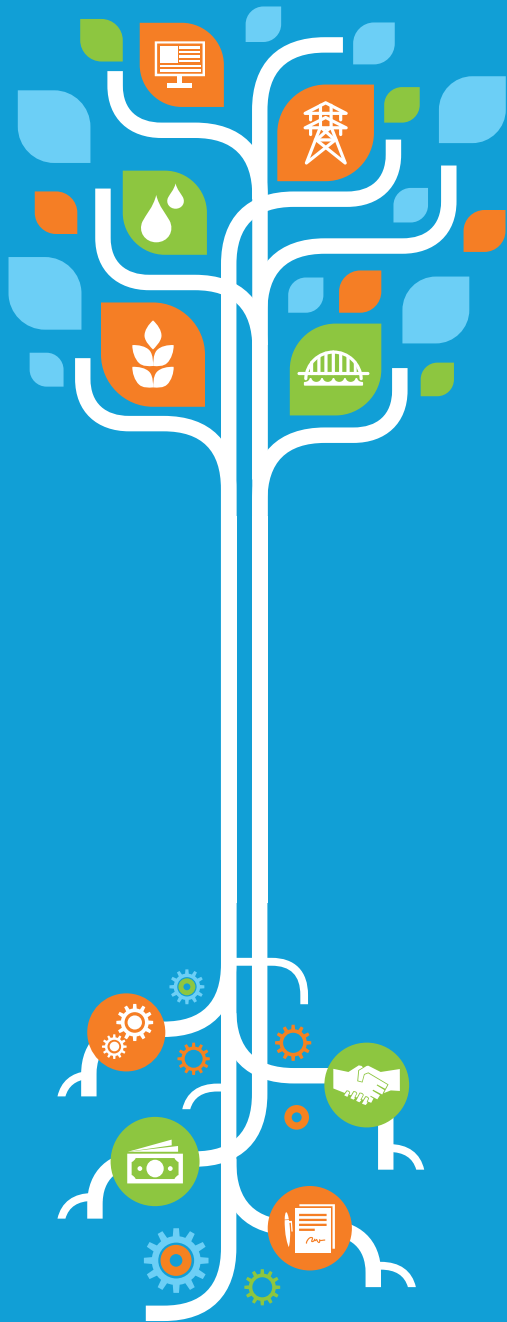
ADB Procurement Policy - <https://www.adb.org/documents/adb-procurement-policy>

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)





BUSINESS  
OPPORTUNITIES

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ADB