



Asian Development Bank Business Opportunities Seminar

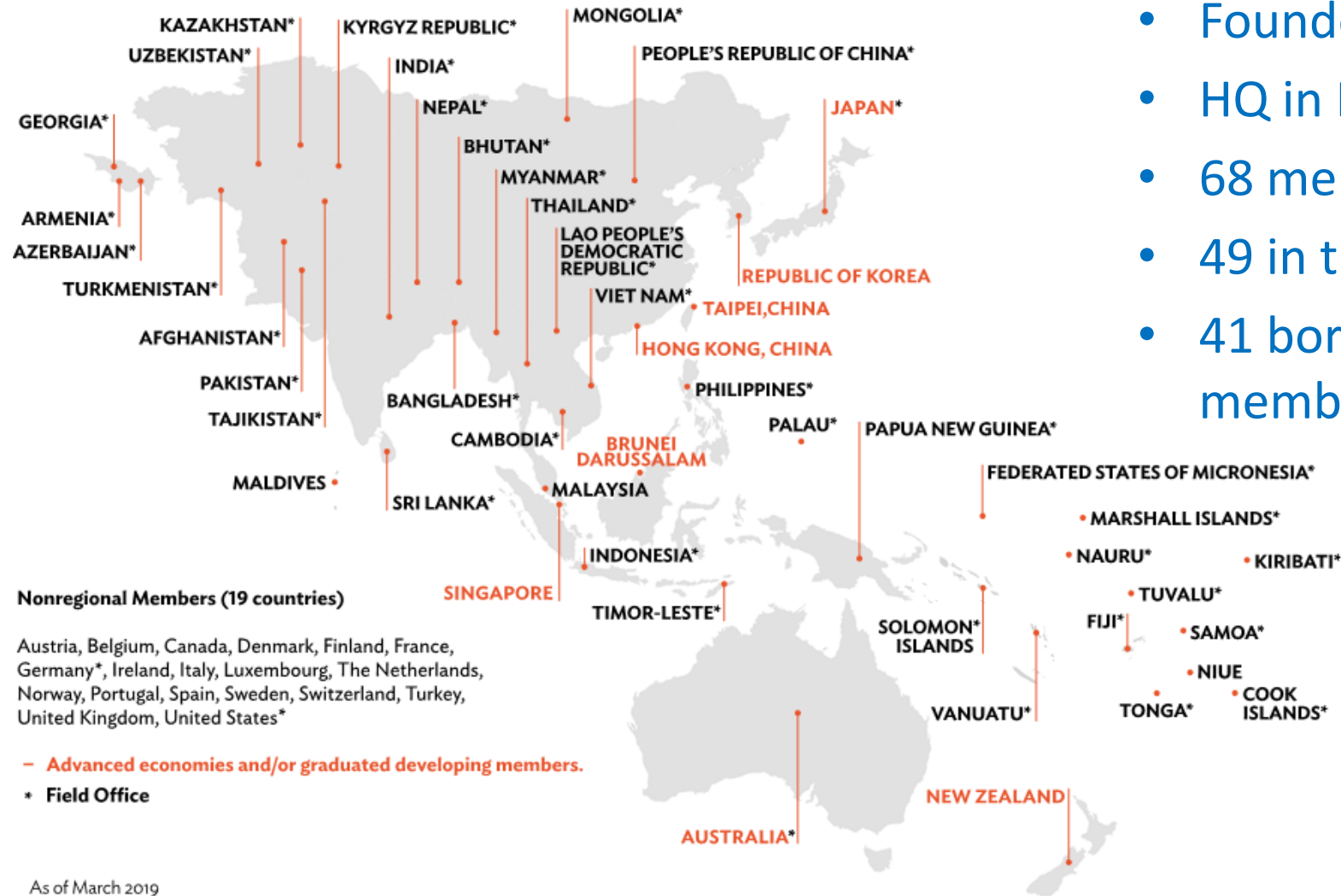
Doing Business with ADB and the ADB Procurement System

Ireland
28 October 2020

BUSINESS
OPPORTUNITIES 

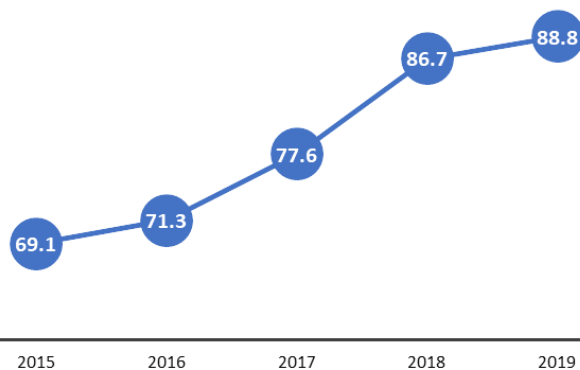
What is ADB?

- Founded in 1966
- HQ in Philippines
- 68 members;
- 49 in the region;
- 41 borrowing members



ADB 2019 Sovereign Portfolio

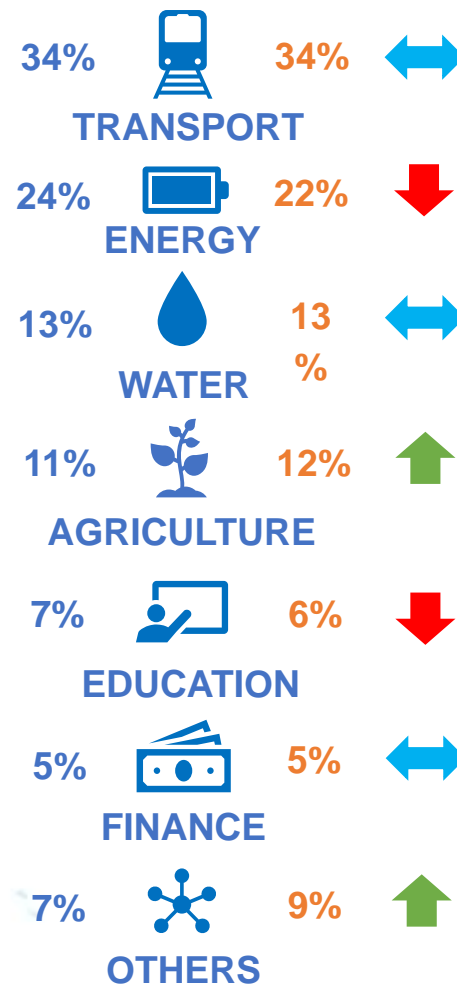
ADB Sovereign Portfolio, 2015-2019
(\$ billion)



Portfolio by Region
(\$ billion)



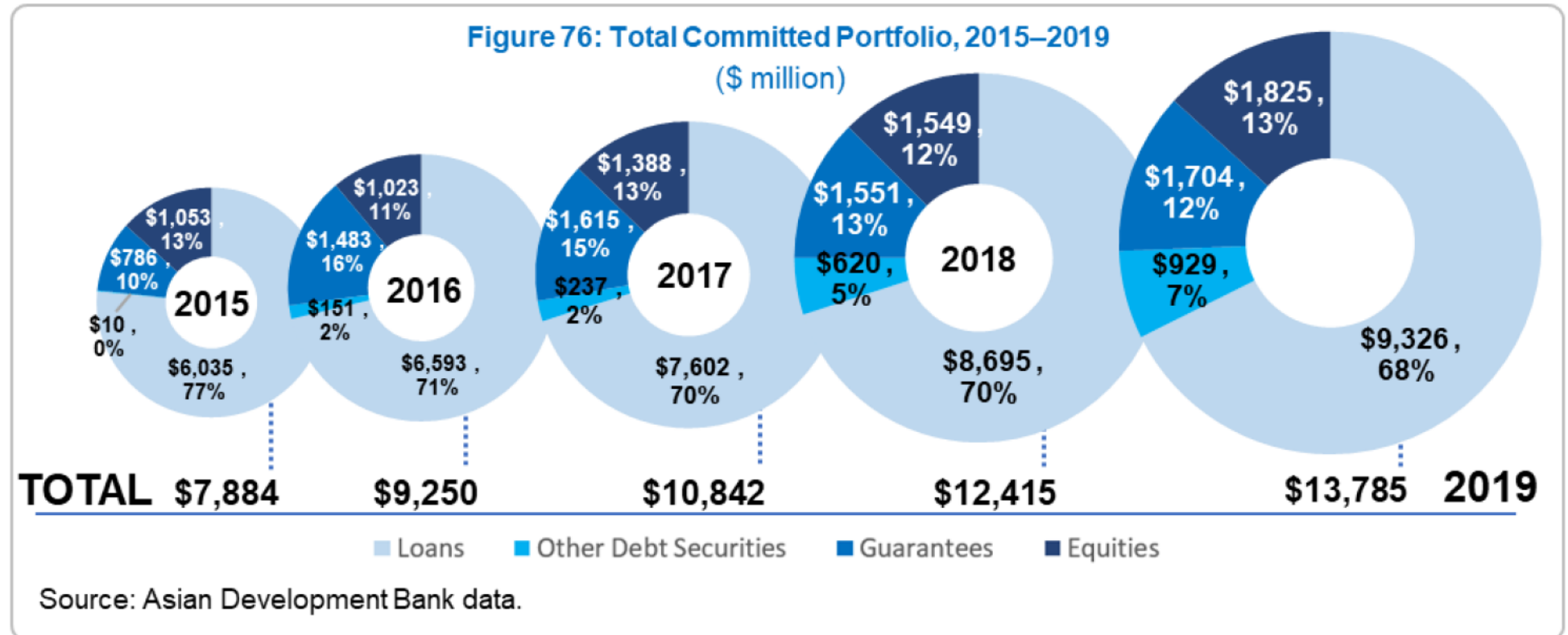
Portfolio by Sector
2018 2019



ADB = Asian Development Bank.
Source: Asian Development Bank data.

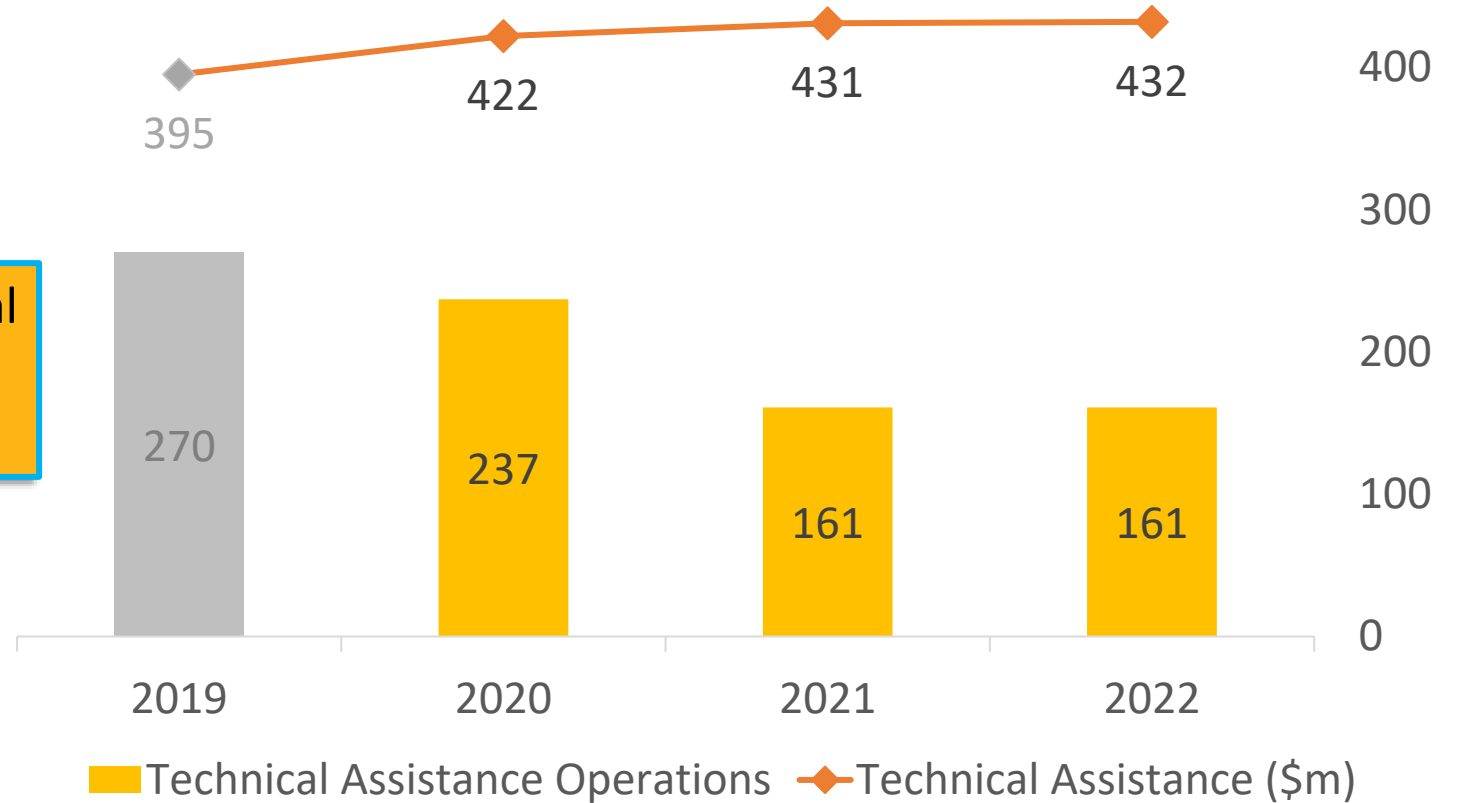
<https://www.adb.org/documents/2019-annual-portfolio-performance-report>

ADB 2019 Non-Sovereign Portfolio



Technical Assistance Pipeline 2020-2022

Est. Cumulative Total
\$1.3billion
559 TA Operations



Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>

Business Opportunities - Consulting

Total Contracted
in 2019 = \$775m

2019	No. of Contracts		Total Value of Contracts Awarded (\$m)	
	Firms	Individuals	Firms	Individuals
Technical Assistance	225	2,960	108.8	110.4
Staff Consultants	18	961	1.9	24.7
Loans			370	26.2
Grant			110.8	21.6

Types of Engagement

Project Preparation

Feasibility Studies, Preliminary Design, ADB Safeguard Policies, Capacity Building, Procurement

Project Implementation

Surveys, Detailed Design, Construction Supervision, Project Management, Capacity Building, Procurement

Knowledge Products

Studies, Capacity Building, Knowledge Sharing

Staff Consultants

Administrative Assistance to ADB Operations

Business Opportunities – Goods & Works

Supply of Goods	Machinery
	Equipment
	Computers
	Furniture etc.
Civil Works	Roads
	Railways
	Bridges
	Irrigation Canals,
	Schools, etc.
Turnkey	Power Plants
	Pump Stations
	Water Treatment Plants
	Solid Waste Treatment Plants
	Airports, etc.

Loans and Grants	\$100,000 < \$1m	\$1m < \$20m	> \$20m
Average number of contracts per year	2,000	1,000	150
Average Contract Size (\$m)	0.3	3.5	29.0

Total Contracted value of Goods and Works in 2019 = \$10.6bn

Ireland – Top Five Consulting Firms

Consultant	Sector	ADB financed amount (US \$m)
Project Management Ltd.	EDU, WUS	6.82
AARC Ltd.	EDU, FIN, PSM, TRA	5.46
GDSI Ltd.	FIN	2.11
Intuition Publishing Ltd.	FIN, PSM	0.88
Individual Consultants		2.76
Total		18.03

Note: covers the reporting period 01 January 2015 - 31 December 2019

EDU = education; FIN = finance, PSM = public sector management, TRA = Transport, WUS = water and urban services

Why pursue ADB-Financed Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds is assured

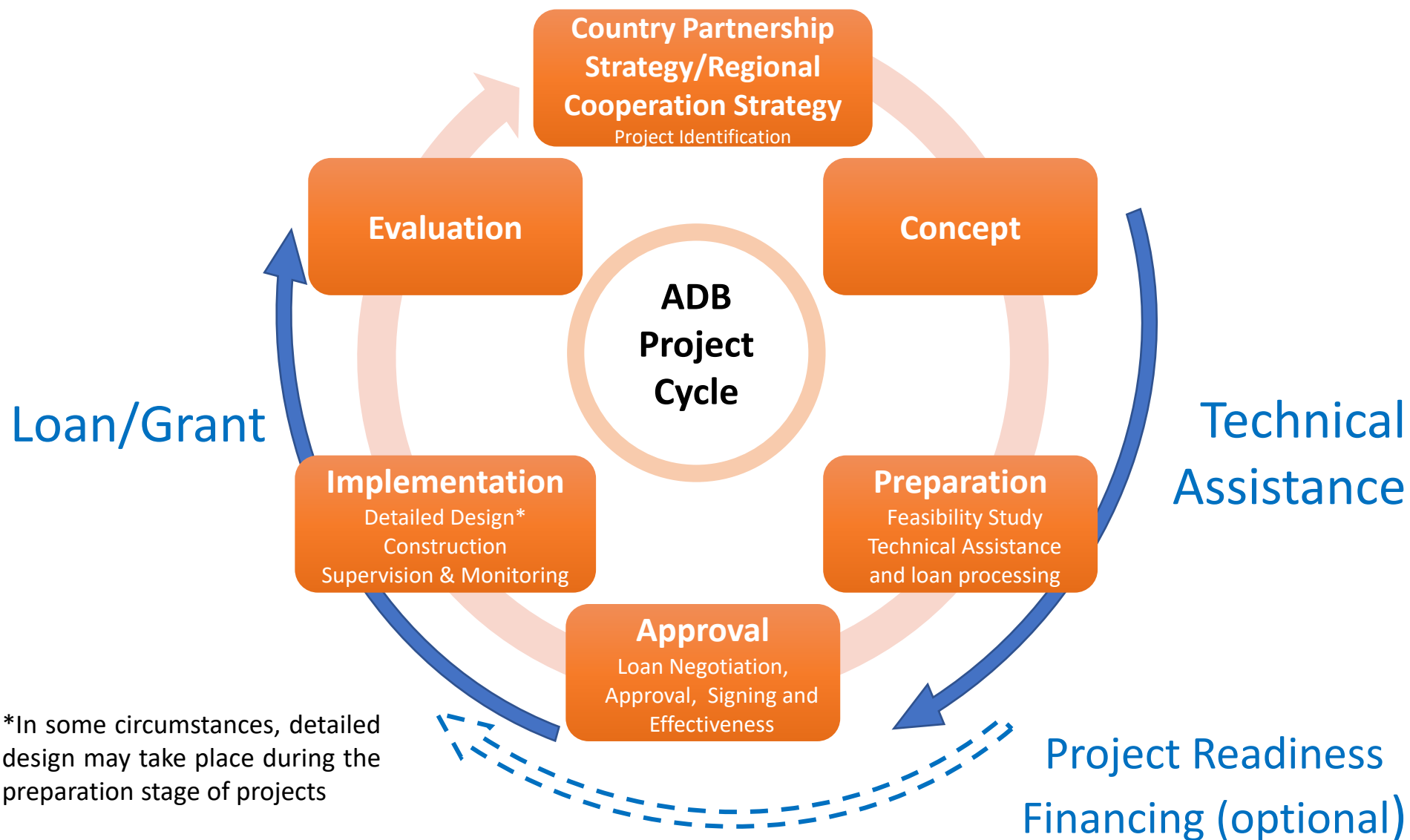


Internationally accepted procurement procedures

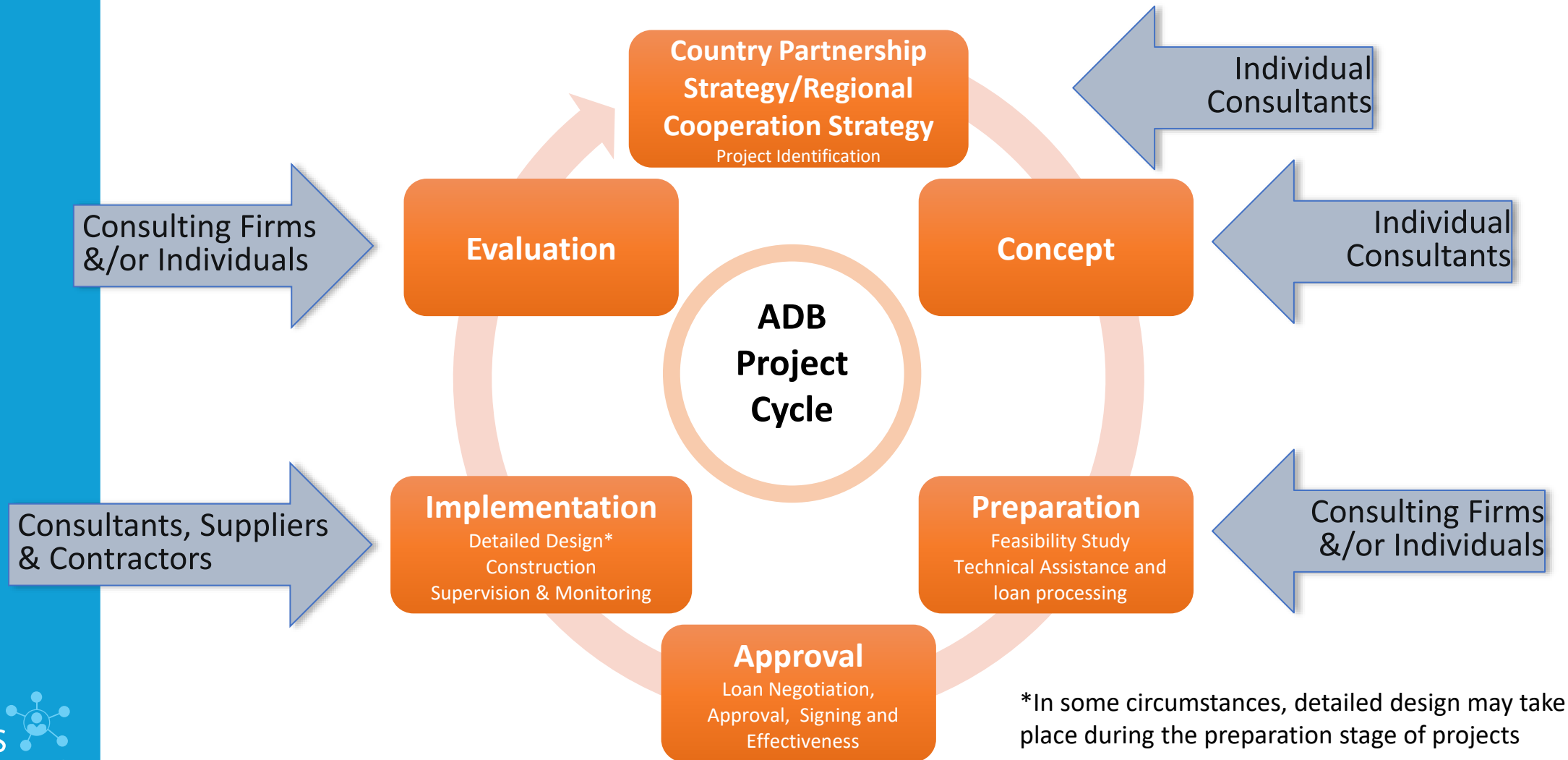


Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

Different Modalities of Engagement for Consultants

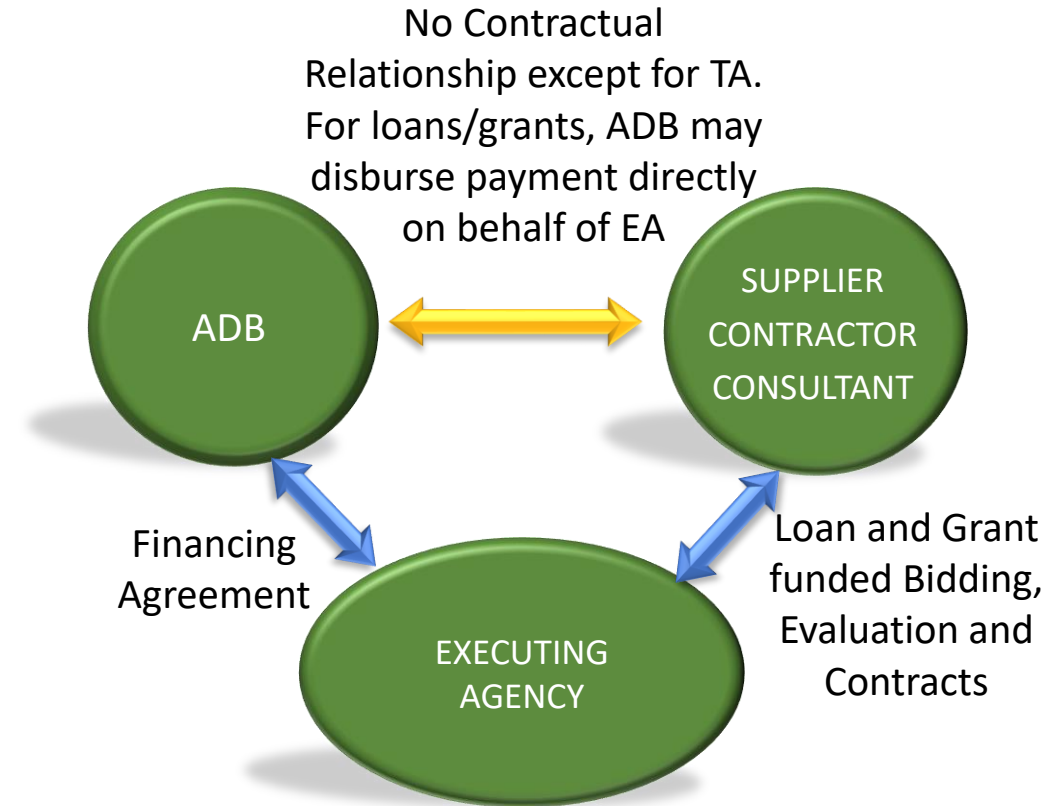


When is private sector engaged?



Relationships

- The Borrower (Executing Agency) is responsible for procurement of goods and works
- ADB (*under TAs*) or Borrower select and recruit Consultants
- ADB reviews the procurement activities of EAs to ensure that proceeds of its financing are used in accordance with the bank's rules





Consulting Services

Types of Consultants



Consulting Firms



Individual Consultants

Technical Assistance, Loans and Grants



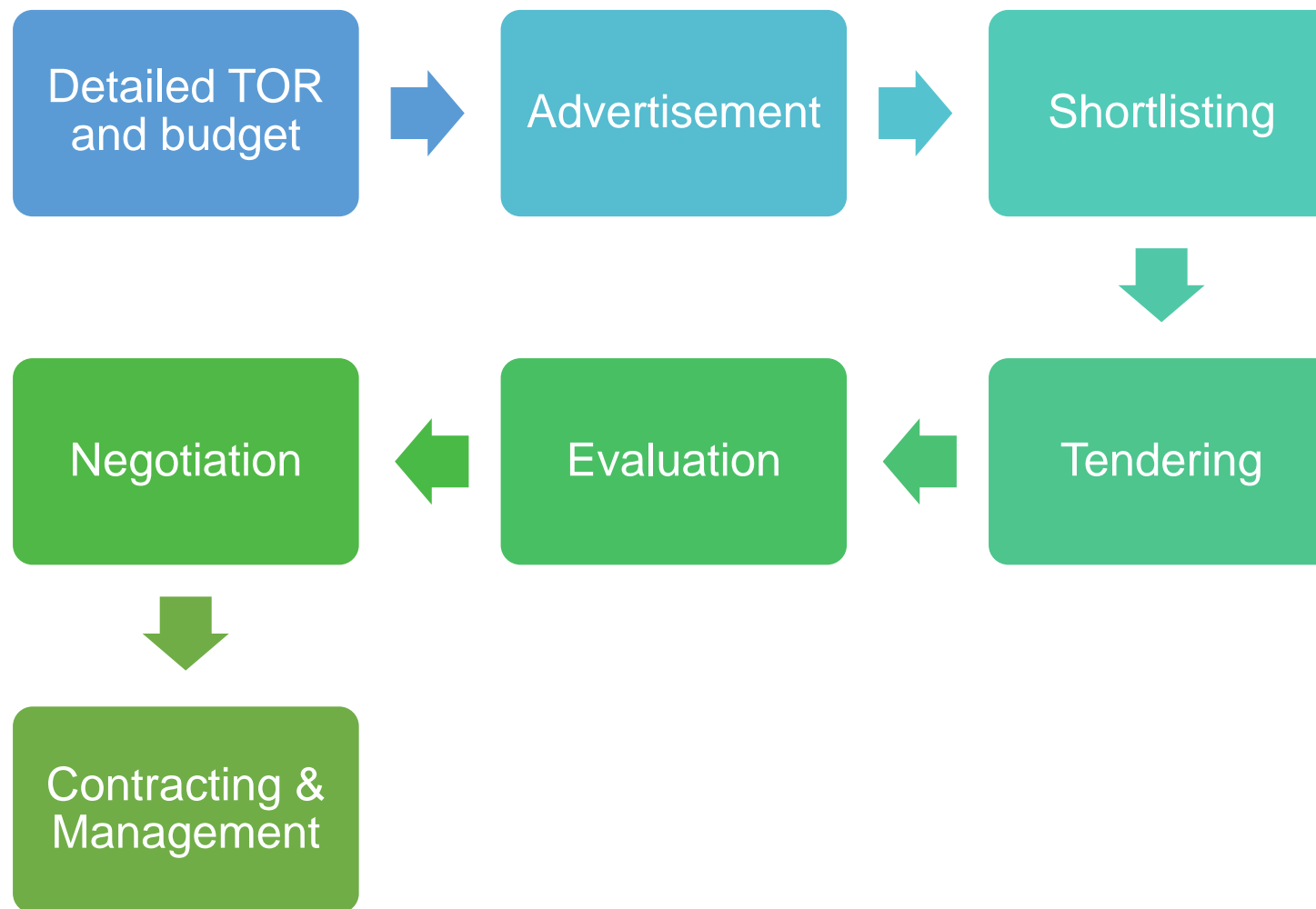
Staff Consultants

ADB staffing budget

Recruitment may be national or international

- Internationals may be for any ADB member country (global if eligibility restriction waived)
- A firm is national if legally incorporated in the DMC
- An individual is national if a citizen of the DMC

Firm Consultant Recruitment



Procurement Methods - Firms

QCBS

- Quality & Cost Based Selection

QBS

- Quality Based Selection

CQS

- Consultants Qualifications Selection

FBS

- Fixed Budget Selection

LCS

- Least Cost Selection

DC

- Direct Contracting

Salient Points on Firm Recruitment Process

- All opportunities advertised on CMS, shortlist published
- A Full, Simplified or Bio-data proposal may be requested
- Use of standard Bidding Documents, Focus on quality in evaluation
- ToR's may be Input (conformance) or Output (performance) based
- Contracts: Time-Based or Lump Sum (can be hybrid)
- CMS used for ADB TA Services; EA systems used for loans & grants
- Others: Member eligibility / debriefing / ADB review



TA Consulting

- ADB is the Client.
- Direct payment by ADB
- Contracts governed by UK law
- Provision of Privileges and Immunities (expert on mission).
- Tax Exemption in project country*
- Activities earlier in project cycle (e.g. feasibility studies).
- Complaints to ADB

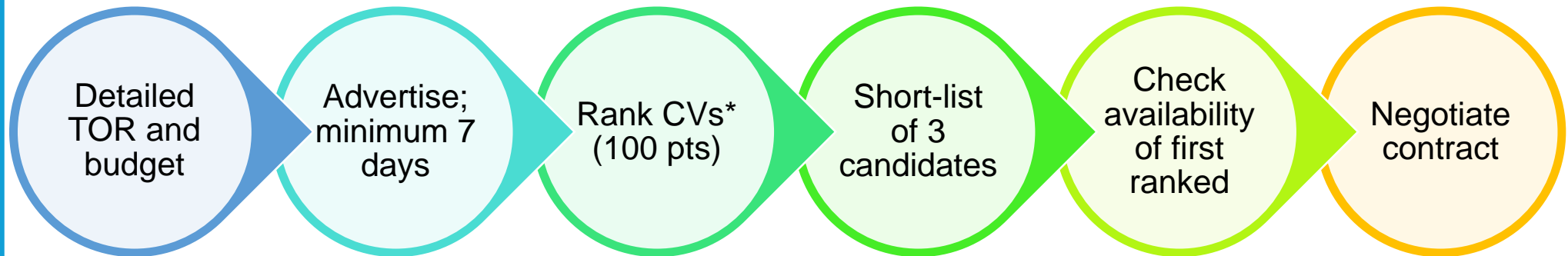
V

Loan/Grant Consulting

- Borrower is the Client
- ADB in oversight role
- Payment by client (may be through ADB)
- Contract governed by law of borrower's country
- Contracts subject to tax
- Activities later in project cycle (e.g. detailed design, supervision)
- Complaints to borrower, may copy ADB



Individual Consultant Recruitment



*Direct project-related experience; Regional/International experience; and Qualifications specific to the assignment

General points when approaching ADB Contracts

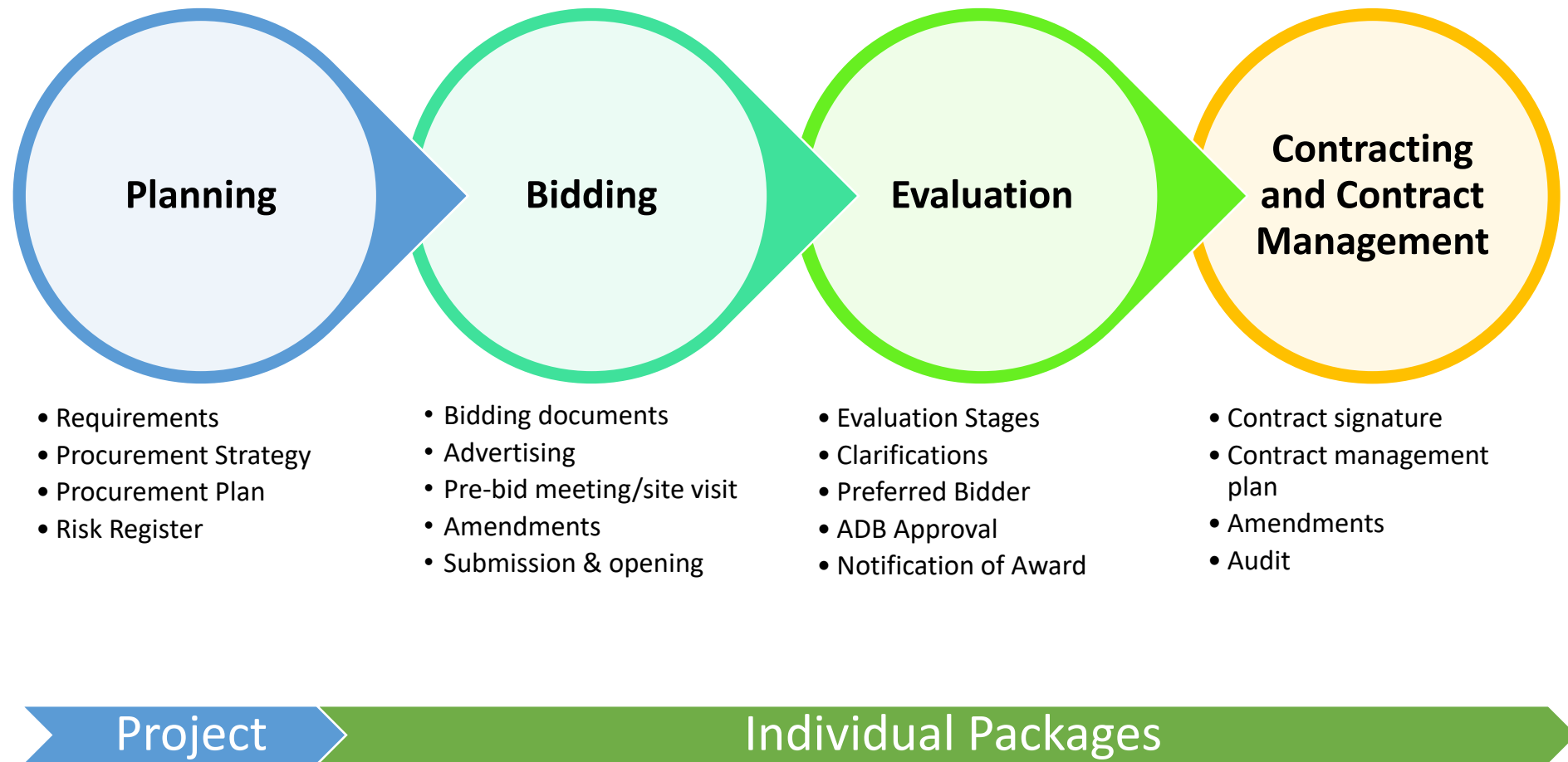
- Identify suitable entry points and look to build expertise.
- Consider individual consulting opportunities
- Know your client and their expectations
- Understand context and background to project
- Leverage experience with similar institutions
- Identify partners who will add value
- Understand costs of doing business (e.g. taxes)
- Consider if external specialists will strengthen your team
- **ASK QUESTIONS**





Goods & Works

Procurement Process



Procurement Methods – Goods & Works

Open Competitive Bidding (OCB)

Limited Competitive Bidding (LCB)

Request for Quotations (RFQ)

Direct Contracting (DC)

Framework Agreements

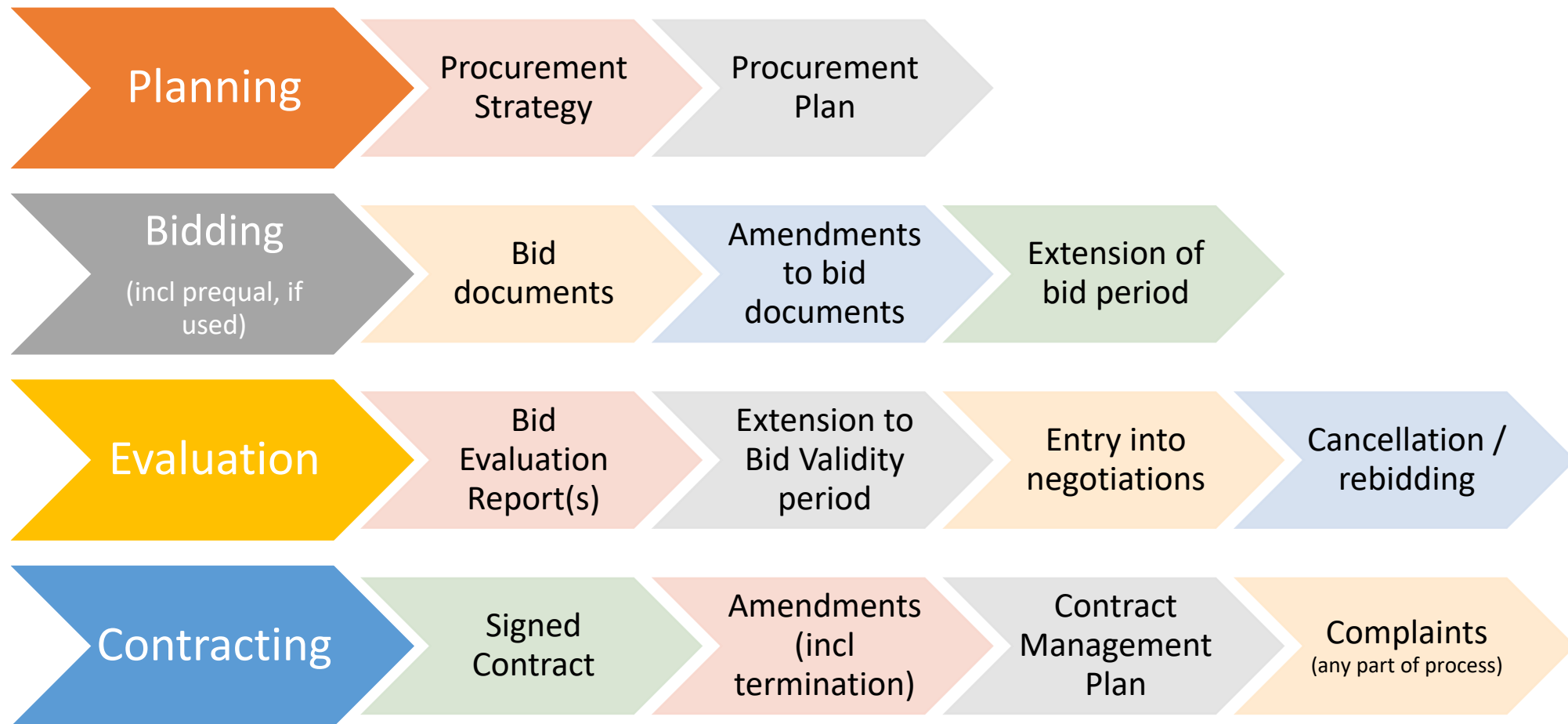
Electronic Reverse Auction

Borrower's Force Account

Salient Points in Goods & Works Procurement

- Use of user guides and standard bidding documents – ability to adapt to market
- International and national advertisement depending on complexity and market
- Various Procedural Options for Bid Evaluation (1S1E, 1S2E, 2S, 2S2E)
- Evaluation can be pass/fail, scoring system, hybrid
- ADB Review System – Prior and Post Review (sampling)
- Others: Advance Contracting; Abnormally Low Bids; Debriefing & Complaints

ADB Oversight

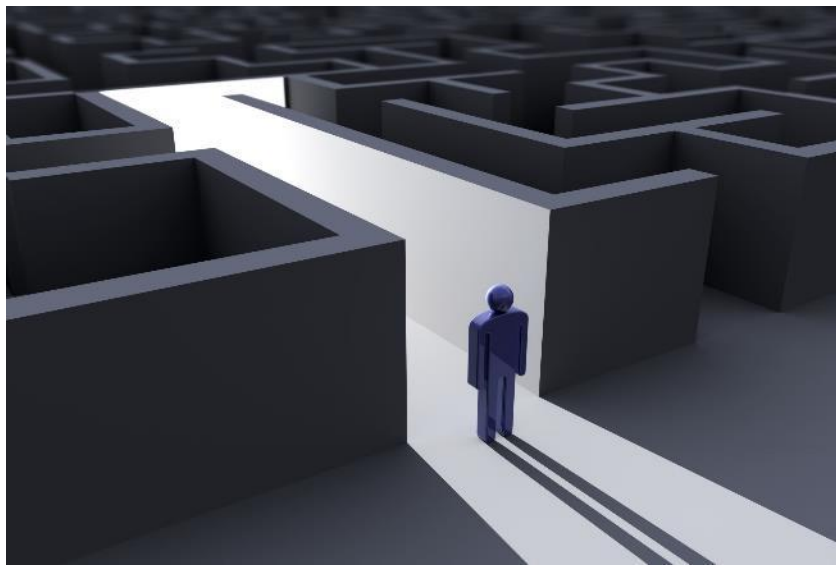


Common Mistakes

- Bids not signed
- No Bid Security or Bid Securing Declaration (if required)
- Insufficient Amount of Bid Security, incorrect validity period
- Lack of Supporting Documents
- Incomplete Bids / Partial Bids
- Absence of test reports if required
- Conflicts of interest not disclosed
- Inclusion of financial offer with technical offer where bid conditions require them to be separated

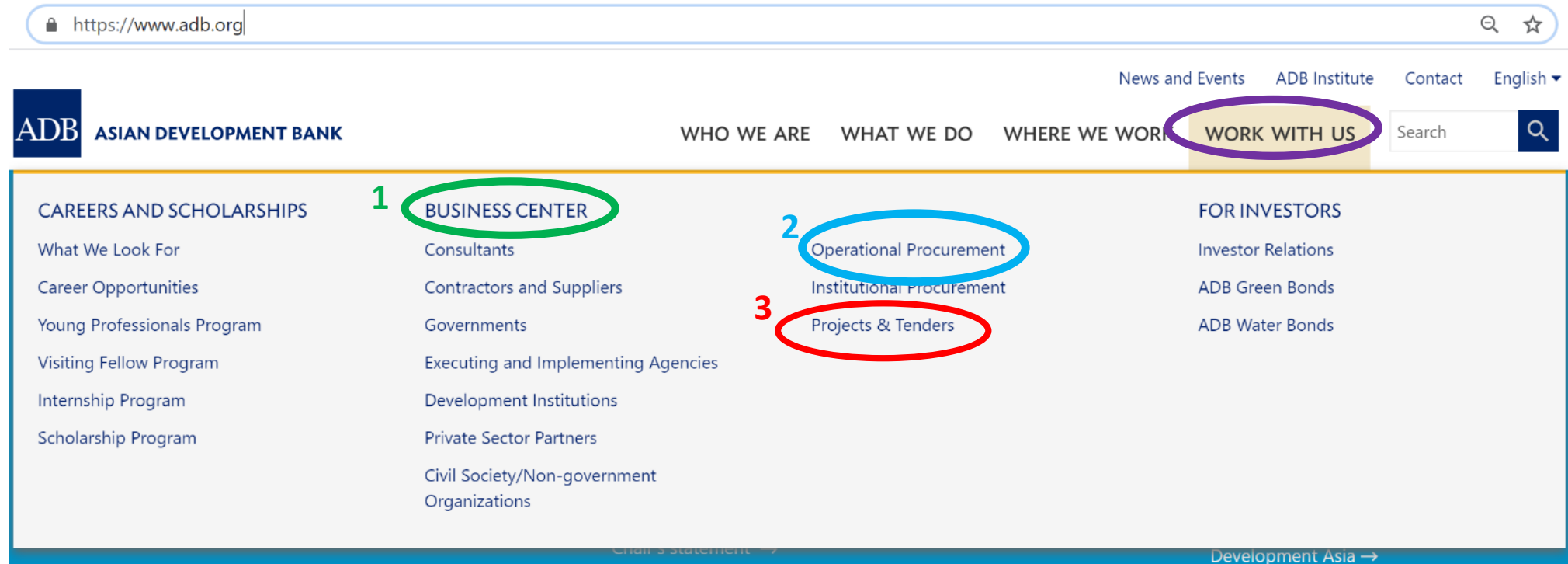
Failure to provide a Signed letter of Bid, a correct Bid Validity Period and the required Bid Security or Bid Securing Declaration and Priced BOQs are grounds for immediate disqualification of the Bid.

Minor omissions to the documents required by the Bidding Documents may be clarified. Multiple minor omissions may add up to a major omission and if clarified would give the Bidder an unfair advantage



Finding Info and Opportunities

How to find Information on our Website

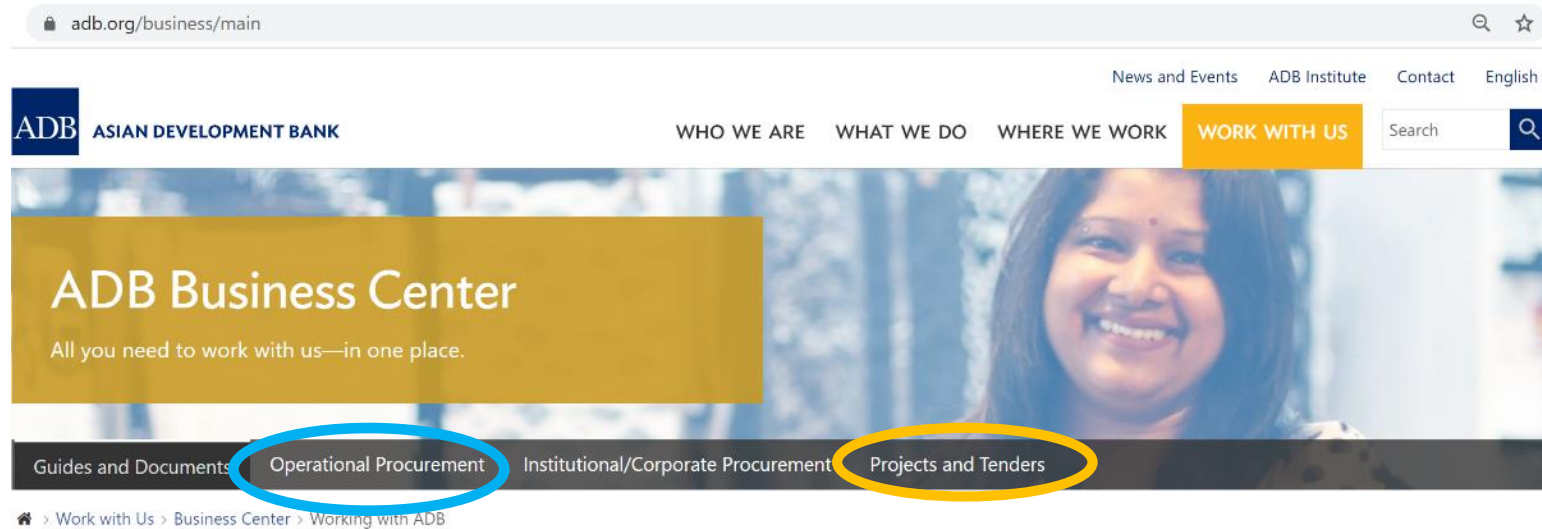


The screenshot shows the ADB website homepage. The URL bar at the top displays <https://www.adb.org>. The navigation bar includes links for News and Events, ADB Institute, Contact, and English. The main navigation menu features WHO WE ARE, WHAT WE DO, WHERE WE WORK, and WORK WITH US (highlighted with a purple circle). Below the main navigation, there are three columns of links. The first column, CAREERS AND SCHOLARSHIPS, includes What We Look For, Career Opportunities, Young Professionals Program, Visiting Fellow Program, Internship Program, and Scholarship Program. The second column, BUSINESS CENTER (highlighted with a green circle and labeled '1'), includes Consultants, Contractors and Suppliers, Governments, Executing and Implementing Agencies, Development Institutions, Private Sector Partners, and Civil Society/Non-government Organizations. The third column, FOR INVESTORS, includes Investor Relations, ADB Green Bonds, and ADB Water Bonds. Additionally, there are two more highlights: 'Operational Procurement' (highlighted with a blue circle and labeled '2') and 'Projects & Tenders' (highlighted with a red circle and labeled '3') under the WORK WITH US section.

www.adb.org/business

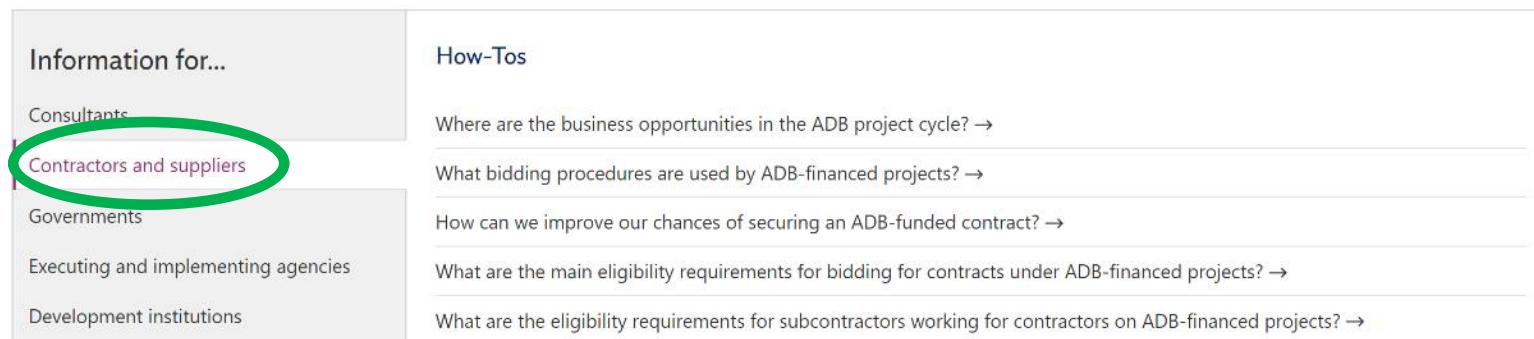


1. ADB Business Center – www.adb.org/business

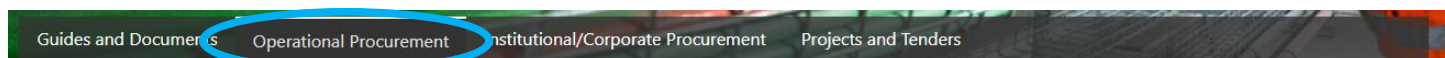


- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

Working with ADB



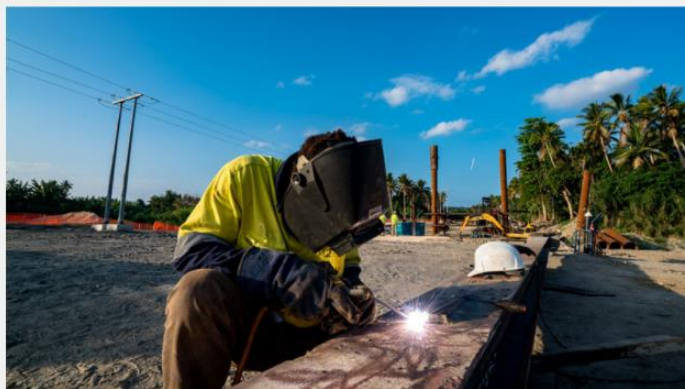
2. Operational Procurement



Home > Work with Us > Business Center > Operational Procurement

Operations Procurement

The Procurement, Portfolio and Financial Management Department (PPFD) provides fiduciary oversight of procurement of goods, works, non-consulting and consulting services. PPFD supports ADB staff and borrowers on procurement planning and implementation, contract management, and related risk assessment and mitigation throughout the project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.



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.

<https://www.adb.org/business/operational-procurement/goods-services>



Advance Action

If requested by the borrower, ADB is prepared, in urgent cases, to authorize procurement prior to loan approval. This is particularly when early contracting of goods or works would be crucial for timely completion of the project or when substantial financial benefits would accrue.

Cor
ADB
cont
and

In such cases, ADB will approve the draft prequalification or bidding documents before they are issued and ensure that requirements for public advertising and notification of bid invitation be followed.

ADB's approval of such advance procurement is with the explicit understanding that it does not commit ADB to approve the project and loan, and that future ADB financing depends on compliance with ADB's procedural requirements.

[All Advance Notices](#)

[Archive](#)

Prequalified Contractors

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

[Current Prequalified Applicants](#)

[Archive](#)

Contracts Awarded

Contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

[Current Awarded Contracts](#)

[Archive](#)

- Procurement Plan
- Advance Action
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures

3. Projects & Tenders

PROJECTS & TENDERS

Projects

Documents

Tenders

Refine by

COUNTRY

- ☐ Regional
- ☐ Afghanistan
- ☐ Armenia
- ☐ Azerbaijan
- ☐ Bangladesh
- ☐ Bhutan
- ☐ Brunei Darussalam
- ☐ Cambodia
- ☐ China
- ☐ Cook Islands
- ☐ Costa Rica
- ☐ Cote d'Ivoire
- ☐ Dominican Republic
- ☐ Ecuador
- ☐ Egypt
- ☐ El Salvador
- ☐ Georgia
- ☐ Guatemala
- ☐ Honduras
- ☐ India
- ☐ Indonesia
- ☐ Jordan
- ☐ Kazakhstan
- ☐ Kyrgyzstan
- ☐ Lao PDR
- ☐ Lesotho
- ☐ Liberia
- ☐ Madagascar
- ☐ Maldives
- ☐ Mali
- ☐ Marshall Islands
- ☐ Mauritius
- ☐ Mexico
- ☐ Mongolia
- ☐ Myanmar
- ☐ Nepal
- ☐ Nicaragua
- ☐ Niger
- ☐ Nigeria
- ☐ North Macedonia
- ☐ Oman
- ☐ Pakistan
- ☐ Palau
- ☐ Panama
- ☐ Papua New Guinea
- ☐ Paraguay
- ☐ Peru
- ☐ Philippines
- ☐ Romania
- ☐ Samoa
- ☐ Saudi Arabia
- ☐ Serbia
- ☐ Singapore
- ☐ Solomon Islands
- ☐ South Africa
- ☐ Sri Lanka
- ☐ Tajikistan
- ☐ Thailand
- ☐ Timor-Leste
- ☐ Tonga
- ☐ Trinidad and Tobago
- ☐ Turkey
- ☐ Turkmenistan
- ☐ Uzbekistan
- ☐ Vanuatu
- ☐ Viet Nam
- ☐ Yemen
- ☐ Zambia
- ☐ Zimbabwe

SECTOR

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

Project data sheets for loans, grants, TAs

Search



Results 1-20 of 10694

RSS

Sort by

Challenges and Opportunities of Population Aging in Asia: Improving Data and Analysis for Healthy and Productive Aging

54116-001; Regional, Bangladesh, Indonesia, Malaysia, Sri Lanka, Thailand, Viet Nam; Health

Status:

Active

Approval Date:

02 Sep 2020

Central Asia Regional Economic Cooperation Corridor 2 Karakalpakstan Road (A380 Kungrad to Daut-Ata Section) Project

48414-006; Uzbekistan; Transport

Status:

Approved

Approval Date:

01 Sep 2020

Preparing the Green Investments Finance Project

52312-003; Kazakhstan; Finance

Status:

Active

Approval Date:

27 Aug 2020

Delhi-Meerut Regional Rapid Transit System Investment Project - Tranche 1

51073-003; India; Transport

Status:

Approved

Approval Date:

26 Aug 2020

- Projects
- Documents
- Tenders

Multiple Search tools
available to refine
search

Identifying Opportunities

- Country Partnership Strategy (CPS) / Country Operations Business Plan (COBP)
- Project Procurement Plans
- Advance Notices
- Specific Notices
- ADB and CMS Websites as a source of Information

Up Stream



Immediate opportunities

CPS and COBP

The screenshot shows the ADB website's 'Where We Work' section. The header includes the ADB logo and navigation links: WHO WE ARE, WHAT WE DO, WHERE WE WORK (highlighted), and WORK WITH US. A search bar is in the top right. The main content area has a green box with the title 'Where We Work' and a description: 'Learn about ADB activities in member countries and regional offices. Get information on country economic data and analysis, development assistance, and regional initiatives.' Below this is a breadcrumb trail: Home > Where We Work > Country Planning Documents. The main heading is 'Country Planning Documents', with a link 'All Country Planning Documents →' on the right. Underneath, there are three sections: 'Country Partnership Strategies (CPS) →' (circled in red), 'Country Operations Business Plans →' (circled in red), and 'Regional Cooperation Strategy and Programs (RCS) →'. The CPS and COBP sections are described as ADB's primary platform for designing operations to deliver development results at the country level. The RCS section describes strategies that outline how an ADB-defined region or subregion in Asia and the Pacific can work together to foster economic growth and cooperation. At the bottom, a URL is provided: <https://www.adb.org/countries/documents/main>.

ADB ASIAN DEVELOPMENT BANK

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

Search

country
planning
documents

Where We Work

Learn about ADB activities in member countries and regional offices. Get information on country economic data and analysis, development assistance, and regional initiatives.

Main Country Planning Documents

Home > Where We Work > Country Planning Documents

Country Planning Documents

All Country Planning Documents →

Country Partnership Strategies (CPS) →

ADB's primary platform for designing operations to deliver development results at the country level.

Country Operations Business Plans →

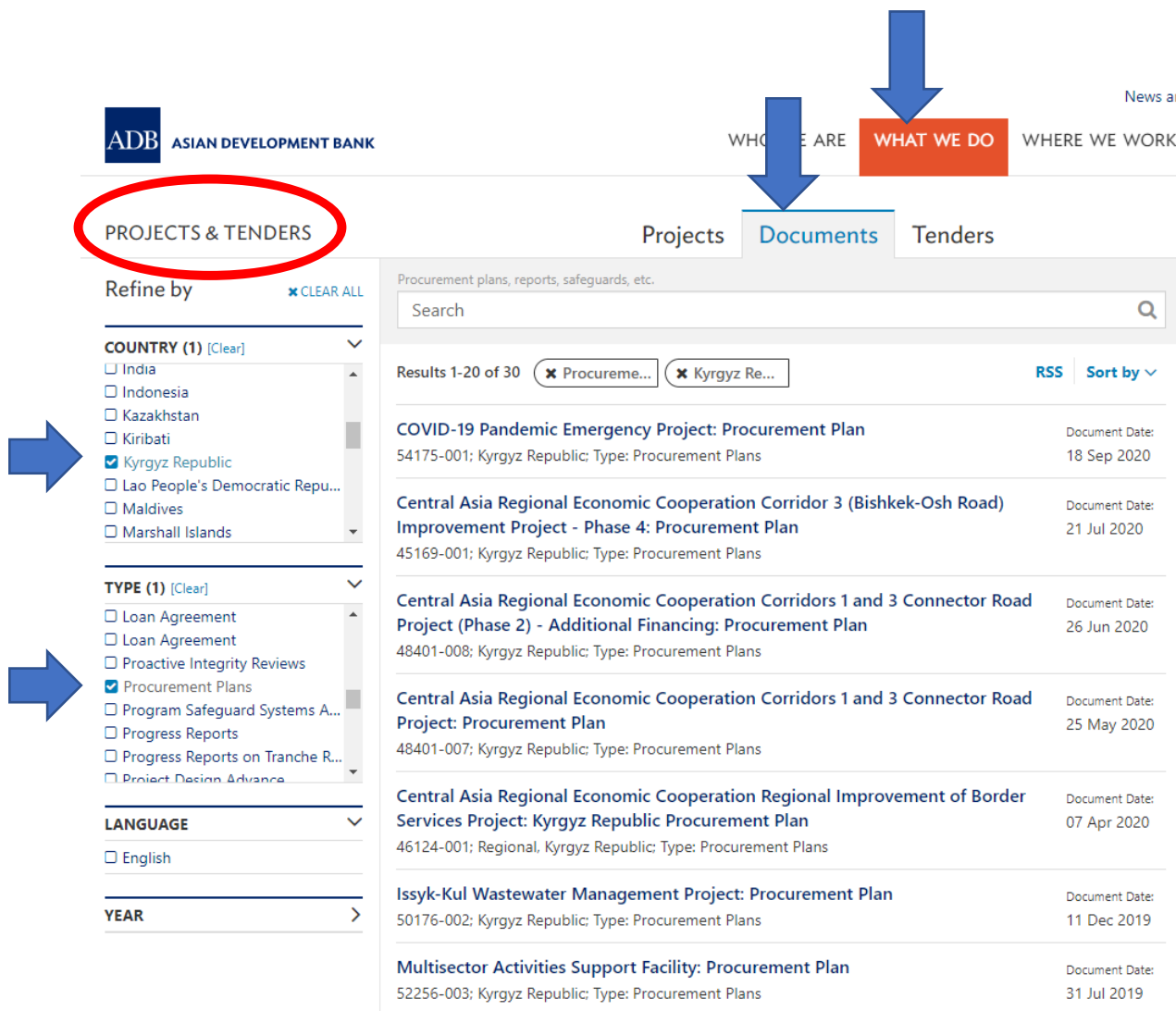
ADB works with each developing member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

Regional Cooperation Strategy and Programs (RCS) →

Strategies that outline how an ADB-defined region or subregion in Asia and the Pacific can work together to foster economic growth and cooperation.

<https://www.adb.org/countries/documents/main>

The Procurement Plan



ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK

PROJECTS & TENDERS

Refine by [CLEAR ALL](#)

COUNTRY (1) [Clear]

- ☐ India
- ☐ Indonesia
- ☐ Kazakhstan
- ☐ Kiribati
- ☒ Kyrgyz Republic
- ☐ Lao People's Democratic Repu...
- ☐ Maldives
- ☐ Marshall Islands

TYPE (1) [Clear]

- ☐ Loan Agreement
- ☐ Loan Agreement
- ☐ Proactive Integrity Reviews
- ☒ Procurement Plans
- ☐ Program Safeguard Systems A...
- ☐ Progress Reports
- ☐ Progress Reports on Tranche R...
- ☐ Project Design Advance...

LANGUAGE

- ☐ English

YEAR

Procurement plans, reports, safeguards, etc.

Search

Results 1-20 of 30 [Procureme...](#) [Kyrgyz Re...](#) [RSS](#) [Sort by](#)

COVID-19 Pandemic Emergency Project: Procurement Plan 54175-001; Kyrgyz Republic; Type: Procurement Plans	Document Date: 18 Sep 2020
Central Asia Regional Economic Cooperation Corridor 3 (Bishkek-Osh Road) Improvement Project - Phase 4: Procurement Plan 45169-001; Kyrgyz Republic; Type: Procurement Plans	Document Date: 21 Jul 2020
Central Asia Regional Economic Cooperation Corridors 1 and 3 Connector Road Project (Phase 2) - Additional Financing: Procurement Plan 48401-008; Kyrgyz Republic; Type: Procurement Plans	Document Date: 26 Jun 2020
Central Asia Regional Economic Cooperation Corridors 1 and 3 Connector Road Project: Procurement Plan 48401-007; Kyrgyz Republic; Type: Procurement Plans	Document Date: 25 May 2020
Central Asia Regional Economic Cooperation Regional Improvement of Border Services Project: Kyrgyz Republic Procurement Plan 46124-001; Regional, Kyrgyz Republic; Type: Procurement Plans	Document Date: 07 Apr 2020
Issyk-Kul Wastewater Management Project: Procurement Plan 50176-002; Kyrgyz Republic; Type: Procurement Plans	Document Date: 11 Dec 2019
Multisector Activities Support Facility: Procurement Plan 52256-003; Kyrgyz Republic; Type: Procurement Plans	Document Date: 31 Jul 2019

- Lists all foreseen procurement on a project.
- Published once the project is approved
- Updated periodically
- Goods, Works and Services
- Includes salient points regarding tenders

Consulting – Finding Opportunities on <http://cms.adb.org>

ADB ASIAN DEVELOPMENT BANK

HOME CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

Welcome to the
ADB CONSULTANT MANAGEMENT SYSTEM
CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.

Login for Registered Users

CONSULTANT / EA ADB STAFF

Don't have an account yet? [Register here.](#)

CONSULTING OPPORTUNITIES **SHORTLISTED FIRMS** **AWARDED CONTRACTS** **CONSULTANT TUTOR**

Search Consulting Opportunities
Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.

View Shortlisted Firms
ADB publishes the names and contact details of firms invited to submit proposals. This is for the information of consultants who wish to associate with them. Interested consultants should contact the firms directly.

View Awarded Contracts
ADB Project contracts that are awarded to consulting firms are disclosed to the public. Visit the page to view the list of contracts awarded to consulting firms, along with associated contract details.

- Consulting opportunities are visible through ADB's CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS

Consulting Opportunities

Refine by [Clear All](#)

[+ COVID-19 Related Assignment](#)

[+ Consultant Type](#)

[+ Eligibility of Consultant Country](#)

[+ Engagement Period](#)

[+ Country](#)

[+ Sector](#)

[+ Engagement Type](#)

[+ Consultant Source](#)

[+ Budget Amount](#)

Search by Expertise

[Go](#)

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
LOAN 51132-002 GEO: Sustainable Water Supply and Sanitation Sector Development Program - CS-1 Construction Supervision Consultant - Telavi Water Supply Project	Supervision Consultant	Firm	17	27-Aug-2020	25-Sep-2020 11:59 PM	
LOAN 53118-001 GEO: Livable Cities Investment Project for Balanced Regional Development - LCIP/QCBS/01-2020 Supervision of Civil Works under the Project – Construction of Kindergartens and Sport Complexes in different regions of Georgia	supervision of civil works	Firm	24	18-Aug-2020	16-Sep-2020 11:59 PM	
LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-03 Health, Safety, Environment and Social Advisor (International Position) (51257-001)	Health, Safety, Environment and Social Advisor	Individual	18	03-Sep-2020	09-Sep-2020 11:59 PM	
LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-02 National Health and Safety Specialist (51257-001)	Health and Safety Specialist	Individual	12	03-Sep-2020	09-Sep-2020 11:59 PM	
TA-9624 REG: FCAS Specialist (52050-001)	FCAS Specialist	Individual	2.7	01-Sep-2020	07-Sep-2020 11:59 PM	

Consulting - Express Interest

- Considerations
 - Eligibility
 - Go it alone or associate/joint venture
 - Capacity to compete and deliver
 - Relevant Technical Experience
 - Geographical Experience
 - Value-add

ADB Consultant Management System
Consulting Services Recruitment Notice (CSRN)

TA 46263.001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan
Date Published: 04-Jul-2012 Deadline of Submitting EOI: 02-Aug-2012 11:59 PM GMT +08:00

[Back](#) [Express Interest](#)

Profile | **Terms of Reference** | **Cost Estimate**

Selection Profile

Consultant Type: **Firm**
Selection Method: **Quality and Cost-Based Selection (QCBS)**
Selection Title: **Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan**
Package Number: **1** Package Name: **Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan**
Advance Action: ☒ Yes ☐ No
Duration of Assignment: **12 MONTH**
Consulting Services Budget: **USD 1,225,000**
Budget Type: ☐ Estimated ☒ Maximum

Source: **International**
Technical Proposal: **Full Technical Proposal (FTP)**

Additional Information

Possibility of contract extension: ☐ Yes ☐ No ☒ Not known
Possibility of consideration for downstream assignment: ☐ Yes ☐ No ☒ Not known
Country of assignment: **Afghanistan; Azerbaijan; Kazakhstan**
Country of eligibility for national consultants: **Same as country of assignment**

Contact Information

Project Officer: **Sunil Mitra**
Designation: **Principal Transport Specialist**
Asian Development Bank
Email: smitra@adb.org

Agencies

Primary	Agency	Country
<input checked="" type="checkbox"/>	Asian Development Bank	Regional

Publishing History

Type	Publication Date	Published By
Original	04-Jul-2012	Ana Maria Ignacio

Terms of Reference (Consulting Firm)

Primary Expertise: **Transport** TOR Keywords: **CAREC Midterm Review**

Objective and Purpose of the Assignment

Undertake a comprehensive stock take of the progress achieved and results realized during the first half implementation (2009-2012) of the CAREC Transport and Trade Facilitation Strategy (the Strategy) and Implementation Action Plan (the Action Plan) and develop an updated and refined Strategy and Action Plan.

Experts Needed

International

☒ Team Leadership from International Experts

Expertise or Position	Inputs in PM/Primary Place of Assignment
1. Team leader/Transport Planner	10 Regional, Other
2. Macro and Trade Economist	4 Regional, Other
3. Transport Economist	4 Regional, Other
4. Freight Transport Specialist	5 Regional, Other
5. Passenger Transport Specialist	5 Regional, Other
6. Governance Specialist	2 Regional, Other
7. Cross-Border Facilitation/Logistics Specialist	3 Regional, Other
8. Regional Cooperation Specialist	2 Regional, Other
9. Gender Specialist	2 Regional, Other
10. Environment and Social Safeguard Specialist	4 Regional, Other

☒ Team Leadership from International Experts

National

☐ Team Leadership from National Experts

Consulting - Offer partnerships to shortlisted firms

Shortlisted Firms

Ongoing Requests for Proposals **All Selections**

Refine by [Clear All](#)

☐ Country



[Select All](#) | [Select None](#)

- ☐ Regional (8)
- ☐ China (2)
- ☐ India (2)
- ☐ Kyrgyz Republic (1)
- ☒ Lao People's Democratic Republic (2)
- ☐ Mongolia (1)
- ☐ Papua New Guinea (1)
- ☐ Philippines (1)
- ☐ Tajikistan (1)
- ☐ Thailand (1)
- ☐ Uzbekistan (2)

[+ Sector](#)

[+ Project Type](#)

[+ Engagement Type](#)

Country	Project	Sector	RFP Issuance Date	Deadline for Submission of Proposals (Manila local time)	View Shortlist
Lao People's Democratic Republic	LOAN No. 3817: Sustainable Rural Infrastructure and Watershed Management Sector Project / OP5-CS04: Loan Implementation Consultant - Houaphan Province (50236-002)	Agriculture, natural resources and rural development	14-Aug-2020	18-Sep-2020	
Lao People's Democratic Republic	LOAN No. 50236-002: Sustainable Rural Infrastructure and Watershed Management Sector Project / OP05-CS01: Loan Implementation Consultant - Department of Irrigation	Agriculture, natural resources and rural development	24-Jul-2020	08-Sep-2020	

Firm Name : Pacific Rim Innovation And Management Exponents, Inc. in association with Lao Consulting Group Ltd.

Address : 502 Manila Luxury Condominium Pearl Drive, Pasig City Metro Manila 1600 Philippines
Phone : 633-9052/3717
Fax : 634-7340
Email : primexinc@primexinc.org
Contact Person : Elvira C. Ablaza
Designation : President and CEO

Firm Name : Joint venture between NIRAS Sweden AB, NIRAS, and NIRAS Finland Oy in association with Lao Consulting Group Ltd. and Société du Canal de Provence

Address : Visiting address (and courier): Flemingsgatan 14, 9th floor, SE-112 26 Stockholm Mailing address: Box 70375, SE-107 24 Stockholm Sweden
Phone : +46854553300
Fax :
Email : anna.liljelund@niras.se
Contact Person : Anna Liljelund Hedqvist
Designation : Country Director Sweden, NIRAS Sweden AB

Firm Name : WAPCOS Limited in association with Lao Consulting Group Ltd.

Address : 5th FLOOR, "KAILASH" BUILDING, 26 K.G. MARG NEW DELHI DELHI 110 001 India
Phone : +911123315662
Fax : +911123313134
Email : cna@wapcos.co.in
Contact Person : R.K Gupta
Designation : Chairman-cum-Managing Director

Firm Name : Sheladia Associates, Inc. in association with Lao Consulting Group Ltd.

Address : 15825 Shady Grove Road, Suite 100 Rockville Maryland 20850 United States
Phone : 301-590-3939
Fax : 301-948-7174
Email : marketing@sheladia.com
Contact Person : Jan Twarowski
Designation : Vice President, International Division

- <http://cms.adb.org>
- It is possible to identify shortlisted firms and propose to associate with them.

Consulting - Identify Successful firms in Area of Interest

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms **Awarded Contracts** A Claims Partner Consultant Tutor

Awarded Contracts - Consulting Services

This page lists the consulting firm contracts awarded for consulting services. ADB makes this information available for public disclosure. Filter on specific contracts by ticking the appropriate checkboxes. By default, contracts awarded in the last 365 days are displayed. The search range can be further adjusted by clicking **Change Filter**.

Click the **Advanced Search** to filter to specific consulting firm contracts by entering search parameters and clicking Search.

Basic Search **Advanced Search**

Filter to specific consulting firm contracts by entering search parameters and clicking Search.

Search	
Project	
Project Type	<input type="text"/>
Project Number	<input type="text"/> (example: 12345-001)
Approval Number	<input type="text"/> (example: 0123)
Project Name	<input type="text"/>
Country	<input type="text"/>
Sector	<input type="text"/>
Contract	
Contract Date	From <input type="text"/> To <input type="text"/>
Contract Amount in USD	From <input type="text"/> To <input type="text"/>
Selection Method	<input type="text"/>
Consulting Firm	
Consultant Name	<input type="text"/>
Country of Incorporation	<input type="text"/>
Executing/Implementing Agency	
Agency Name	<input type="text"/>
Agency Country	<input type="text"/>
<input type="button" value="Search"/> <input type="button" value="Reset"/>	

- <http://cms.adb.org>
- Identify Awarded Contracts by country, sector, value and selection method.
- Investigate possibility to partner on future engagements

Goods & Works – Specific Procurement Notice

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO

PROJECTS & TENDERS

Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search

Results 1-20 of 21 ☒ Invitation f... ☒ Viet Nam ☒ Invitation f... ☒ Energy

46391-VIE: Ha Noi and Ho Chi Minh City Power Grid [ADB-HNPC-THD-G02] Status: Closed
46391-001; Viet Nam; Energy; Date posted: 05 Nov 2018
Notice Type: Invitation for Bids

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G01] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 27 Sep 2018
Notice Type: Invitation for Bids
Approval Number: 3374

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G02] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 27 Sep 2018
Notice Type: Invitation for Bids
Approval Number: 3374

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-W01] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 23 Aug 2018
Notice Type: Invitation for Bids
Approval Number: 3374

Refine by ☒ CLEAR ALL

COUNTRY (1) [Clear]

☐ Solomon Islands

☐ Sri Lanka

☐ Tonga

☐ Turkmenistan

☐ Tuvalu

☐ Uzbekistan

☐ Vanuatu

☒ Viet Nam

SECTOR (1) [Clear]

☐ Agriculture, natural resources ...

☐ Education

☒ Energy

☐ Finance

☐ Health

☐ Industry and trade

☐ Transport

TYPE (2) [Clear]

☐ Advance Notice

☐ Contracts Awarded

☐ Firm - Consulting

☐ Individual - Consulting

☒ Invitation for Bids

☒ Invitation for prequalification

☐ Prequalified applicants

Invitation for Prequalification

Date:	14 March 2018
Loan No. and Title:	Loan 3630/8335 Grant 0561--CAM: Provincial Water Supply and Sanitation Project
Contract No. and Title:	MIH/PWSSP/01-- Plant Design, Supply, Installation, Commissioning and O&M Support for Battambang Water Supply
Deadline for Submission of Applications:	26 April 2018; 10:00 hours (local time)

1. This Invitation for Prequalification follows the Procurement Plan for this project that appeared on the Asian Development Bank (ADB) website on 8 December 2017.
2. The **Royal Government of Cambodia** has received financing from ADB toward the cost of **Provincial Water Supply and Sanitation Project**.

Invitation for Bids

Date:	5 November 2018
Loan No. and Title:	46391-VIE: Ha Noi and Ho Chi Minh City Power Grid Development Sector Project
Contract No. and Title:	ADB-HNPC-THD-G02: 110kV Tran Hung Dao Substation: Supply of Materials and Equipment for Substation. Sub - project: Rehabilitation and upgrade of 110kV Tran Hung Dao Substation - E12
Deadline for Submission of Bids:	17 December 2018 at 14:00 hours

1. The Socialist Republic of Viet Nam has received financing from the Asian Development Bank (ADB) toward the cost of **Ha Noi and Ho Chi Minh City Power Grid Development Sector Project**, and it intends to apply part of the proceeds of this financing to payments under the contract named above. Bidding is open to Bidders from eligible source countries

Goods & Works– Prequalified Contractors

PROJECTS & TENDERS

Projects Documents **Tenders**

Refine by [✕ CLEAR ALL](#)

COUNTRY [▼](#)

- ☐ Regional
- ☐ Afghanistan
- ☐ Azerbaijan
- ☐ Bangladesh
- ☐ China, People's Republic ...
- ☐ Cook Islands
- ☐ Fiji

SECTOR [▼](#)

- ☐ Agriculture, natural resource...
- ☐ Energy
- ☐ Transport
- ☐ Water and other urban infras...

TYPE (1) [Clear] [▼](#)

- ☐ Advance Notice
- ☐ Contracts Awarded
- ☐ Firm - Consulting
- ☐ Individual - Consulting
- ☐ Invitation for Bids
- ☐ Invitation for prequalification
- ☒ Prequalified applicants

GROUP [>](#)

STATUS [>](#)

YEAR [>](#)

Procurement of goods, works, and consulting services

Search [Q](#)

Results 1-20 of 46 [✕ Prequalifie...](#) [CSV](#) [RSS](#) [Sort by ▼](#)

Loan No. 51257-GEO: North-South Corridor (Kvesheti-Kobi) Road Project [KKRP/CW/CP-02] Status: **Active** Deadline: Not available
51257-001; Georgia; Transport; Date posted: 05 Nov 2018
Notice Type: Prequalified applicants

Project No. 35182/Loan No. 3440-INO: Flood Management in Selected River Basins Sector Project [Civil Works 1] Status: **Active** Deadline: Not available
35182-043; Indonesia; Agriculture, natural resources and rural development; Date posted: 03 Sep 2018
Notice Type: Prequalified applicants
Approval Number: 3440

Project No. 35182/Loan No. 3440-INO: Flood Management in Selected River Basins Sector Project [Civil Works 2] Status: **Active** Deadline: Not available
35182-043; Indonesia; Agriculture, natural resources and rural development; Date posted: 03 Sep 2018
Notice Type: Prequalified applicants
Approval Number: 3440

50299 SRI: South Asia Subregional Economic Cooperation Port Access Elevated Highway Project [PAEH-CW-01] Status: **Active** Deadline: Not available
50299-001; Sri Lanka; Transport; Date posted: 04 Jul 2018
Notice Type: Prequalified applicants

Loan No. 3512-FIJ: Urban Water Supply and Wastewater Management Investment Program, Tranche 1 [1.1.1 and Status: **Active** Deadline: Not available

List of Prequalified Applicants

Date:	5 November 2018
Loan No. and Title:	51257-GEO: North-South Corridor (Kvesheti-Kobi) Road Project
Contract:	KKRP/CW/CP-02: Construction of the Kvesheti-Kobi Road (Road Section)

Applicant No.	Applicant Name	Nationality
Applicant 1	China Construction Third Engineering Bureau Corporation Limited	PRC
Applicant 3	China Railway No5 Engineering Group Co Ltd	PRC
Applicant 5	China Road and Bridge Corporation	PRC
Applicant 6	JV Astaldi SpA and IHI Infrastructure Systems Co, Ltd	ITA/JAP
Applicant 7	IC Ictas Insaat Sanayi ve Ticaret AS	TUR
Applicant 8	China State Construction Engineering Corporation Limited	PRC
Applicant 9	JV Sinohydro-Powerchina Road Bridge	PRC/PRC
Applicant 11	JV CJIC&JXTEG	PRC/PRC
Applicant 12	JV HNRB-CGC (Hunan Road & Bridge Construction Group Co, Ltd/China Geo-engineering Corporation)	PRC/PRC
Applicant 13	JV Gocay Insaat Taahut ve Ticaret AS/EN-EZ Insaat Sanayi ve Ticaret AS/Mega Yapi Insaat ve Ticaret Limited Sirketi	TUR/TUR/TUR
Applicant 15	Mapa Insaat ve Ticaret AS	TUR
Applicant 16	JV Nuroi/Gulsan Nuroi Insaat Ve Ticaret AS/Gulsan Insaat Sanayi, Turizm, Nakliyat ve Ticaret AS	TUR/TUR
Applicant 17	Kolin Insaat Turizm Sanayi ve Ticaret AS	TUR
Applicant 20	JV Yenigun Insaat Sanayi Ve Ticaret AS & Dogus Insaat Ve Ticaret AS	TUR/TUR
Applicant 23	China Railway 23rd Bureau Group Co, Ltd	PRC

Goods & Works - Contracts Awarded

[Home](#) > [Business Opportunities](#) > [Operational Procurement: Goods, Works, and Related Services](#) >

Contracts Awarded - Goods, Works, and Services



This section contains contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

[View Current Contracts Awarded](#)[View Archive](#)

ADB provides
archived information
on procurement
contract awards
since 2016

[Home](#) > [Business Opportunities](#) > [Operational Procurement: Goods, Works, and Related Services](#) > [Contracts Awarded](#) >

Archive: Contracts Awarded - Goods, Works, and Services



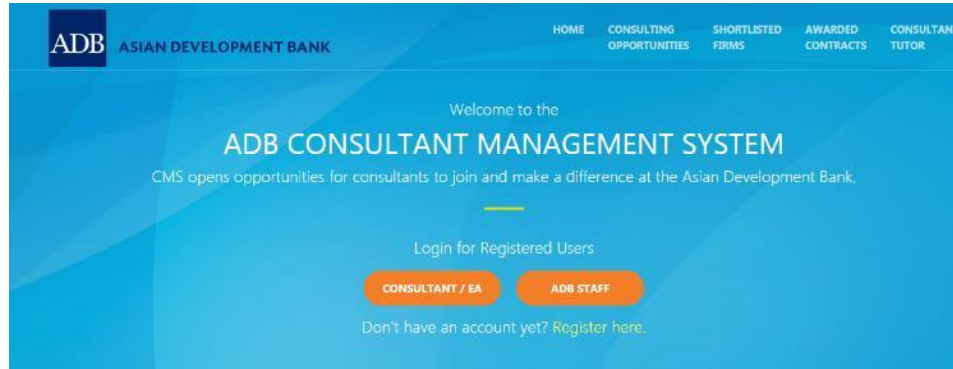
An archive of contracts awarded for goods and civil works with contract value above US\$1.0 million. This archive lists contracts awarded until 2016. For current contracts awarded, please go to the [tenders page](#).

[Loans](#) [Grants](#)

Title	File
Contracts Awarded for Loan Projects - Goods & Civil Works (April 2020)	xlsx (38.24 KB)
Contracts Awarded for Loan Projects - Goods & Civil Works (March 2020)	xlsx (44.09 KB)
Contracts Awarded for Loan Projects - Goods & Civil Works (February 2020)	xlsx (38.27 KB)

<https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/contracts-awarded>

Register for alerts



Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.



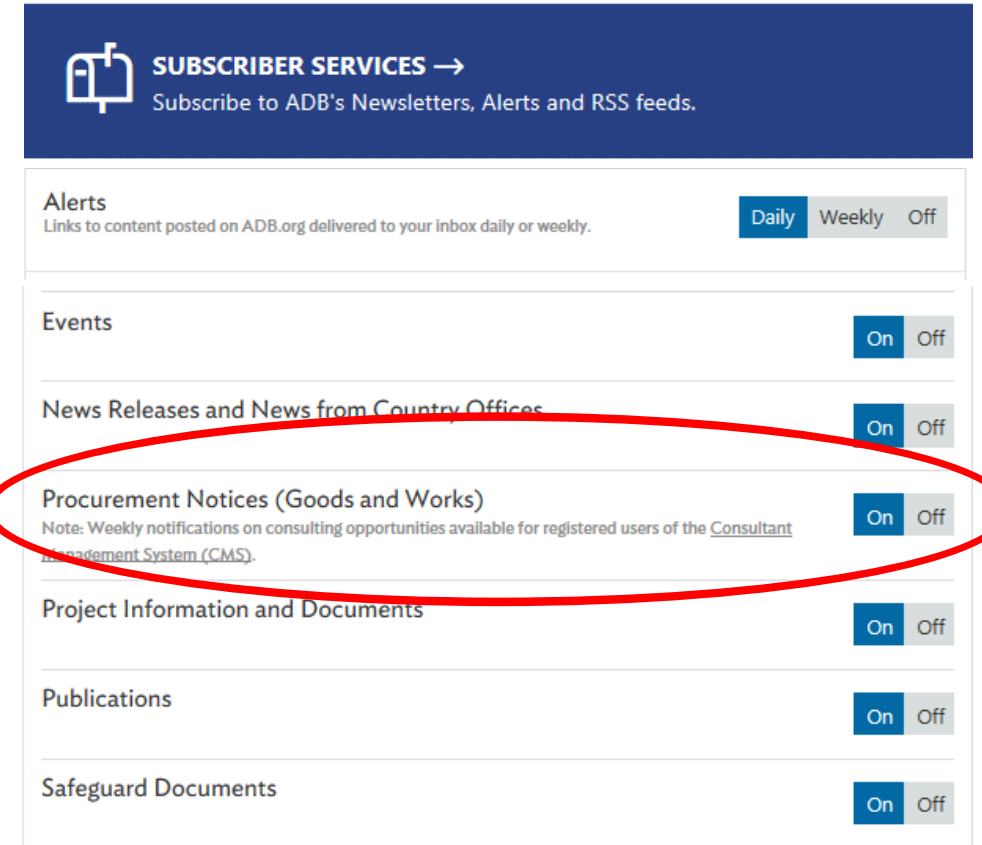
View Shortlisted Firms

ADB publishes the names and contact details of firms invited to submit proposals. This is for the information of consultants who wish to associate with them. Interested consultants should contact the firms directly.



View Awarded Contracts

ADB Project contracts that are awarded to consulting firms are disclosed to the public. Visit the page to view the list of contracts awarded to consulting firms, along with associated contract details.



ADB's CMS System: <http://cms.adb.org>

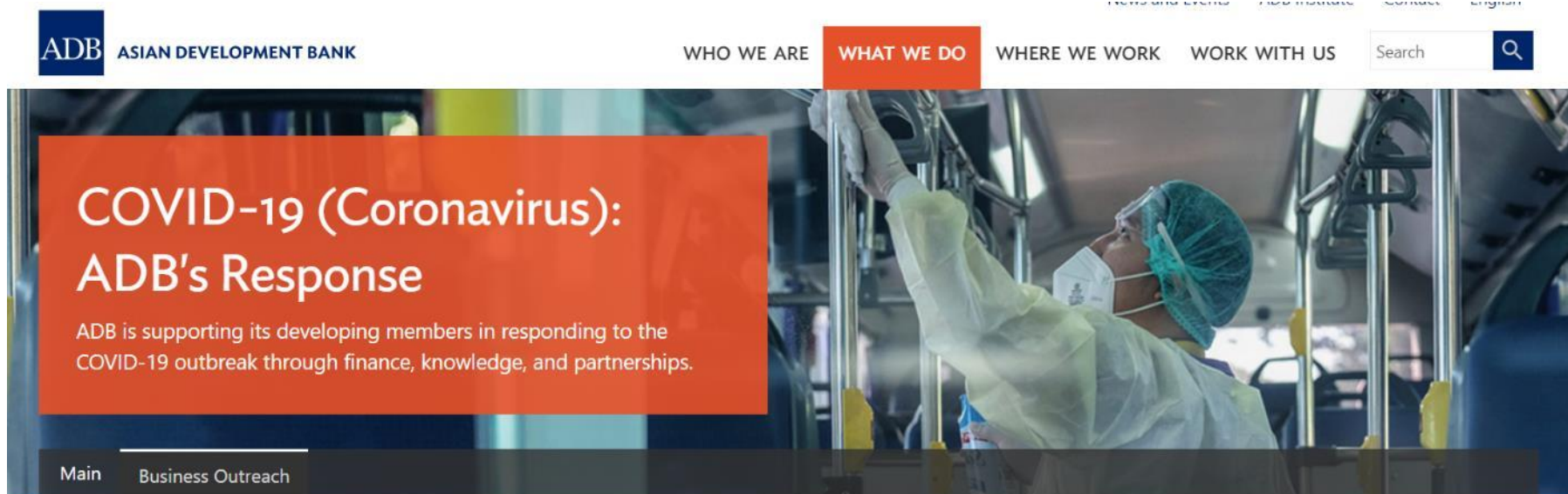
Goods & Works Notices: <https://alerts.adb.org>

ADB CMS Tutor – How to use CMS

The screenshot shows the ADB Consultant Tutor website. At the top, there's a navigation bar with 'HOME', 'INDIVIDUALS', and 'FIRMS' links, along with a search bar. Below the navigation bar is a large banner with the text 'CONSULTING FIRM ACCESS' and a list of bullet points: 'Submit Expressions of Interest', 'Prepare and submit proposals online', and 'Negotiate contract details'. To the right of the banner is a 'Log In' link. Below the banner, there are three main sections: 'Support' (with a headset icon and contact information), 'About CMS' (with a CMS icon and a list of services), and 'Training Materials' (with a book icon and a list of materials). The 'About CMS' section includes a list of services: 'Consultant Information Management', 'Consulting Opportunities Advertisement', 'Consulting Services Recruitment', and 'Contract Administration'. It also states: 'Simply put, CMS covers the end-to-end processes involved in consultant engagement'. The 'Training Materials' section lists 'Materials and Videos for Individual Consultants', 'Materials and Videos for Consulting Firms', 'ADB Treasury Department's Guidance on Intermediary Bank Details', and '(New) Business Opportunities Fair 2018'.

- <http://consultanttutor.adb.org>
- Provides guides, FAQs and other advice on using the System.
- Step-by-step instructions to take you through each step of the process.
- Contact Details for CMS support

COVID-19 Opportunities



🏠 > 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>

COVID-19 filter functions developed

Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkboxes or by entering keywords to search by expertise.

Refine by [Clear All](#)

☒ [COVID-19 Related Assignment](#)

☒ Yes (7)

☐ No (188)

☐ [Consultant Type](#)

☐ Firm (57)

☐ Individual (138)

☐ [Eligibility of Consultant Country](#)

☐ Open to Member Countries Only (187)

☐ Non-Member Countries Allowed (8)

☐ [Engagement Period](#)

☐ Less than 3 months (16)

☐ 3 months to 1 year (75)

☐ More than 1 year (104)

Search by Expertise

[Go](#)

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
TA-6562 INO: PT Cisarua Mountain Dairy: Gender empowerment in dairy - Training on dairy farming (54216-002)	International dairy farmer expert	Firm	16	22-Oct-2020	05-Nov-2020 11:59 PM	
TA-6562 INO: PT Cisarua Mountain Dairy: Gender empowerment in dairy-Training on financial literacy (54216-002)	National financial literacy expert	Firm	16	22-Oct-2020	05-Nov-2020 11:59 PM	
TA-6553 MON: Strengthening Institutional Capacity to Respond to COVID-19 - Communication Agency (54226-001)	Communications Specialist	Firm	18	22-Oct-2020	05-Nov-2020 11:59 PM	
TA-6563 REG: Regional Support to Build Disease Resilient and Energy Efficient Centralized Air-conditioning Systems - Centralized Air-conditioning Energy Efficiency Expert (54210-001)	Air-conditioning/Energy Efficiency Expert	Individual	12.3	27-Oct-2020	02-Nov-2020 11:59 PM	
TA 54317-001 MON: Managing the Risks of Food Insecurity in Mongolia during the COVID-19 Crisis	Agriculture and Food Security, Food Supply Chain	Firm	16	17-Oct-2020	31-Oct-2020 11:59 PM	

THANK YOU!

Kevin Moore

Procurement, Portfolio and Financial Management Department

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