



# Germany

## BUSINESS OPPORTUNITIES SEMINAR

11 November 2020

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Procurement, Portfolio and Financial  
Management Department (PPFD/PFP2)

# Overview

**ADB operations  
and top suppliers**

**ADB procurement  
framework**

**Bidding  
strategies**

**Identifying  
opportunities &  
Covid 19 responses**

ADB

## Key Facts



founded in  
**1966**



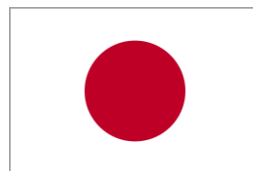
**152 B**  
total capital



**3227** staff  
from 60 nationalities



**68** members;  
**49** in the region



largest members

**Who do we support?**

**Our 46 DMCs: their governments & private sector**

**To support our clients,  
we work with:**

**Private sector, NGOs and CBOs, foundations,  
academia & think tanks, donors & international  
organizations**

**Our 5 biggest recipients in  
2019:**

**India, Philippines, Pakistan, China, Indonesia**

The ADB logo consists of the letters "ADB" in a white serif font, centered within a dark blue square.

# 2019 Operations



**\$23.3 B**

Public sector  
(sovereign)  
project approvals

**\$15.0 B**

Procurement Total

**\$3.0 B**

Private sector  
(non-sovereign)  
commitments

**\$33.74 B**

Total 2019 ADB  
operations

**Delivered through:**

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

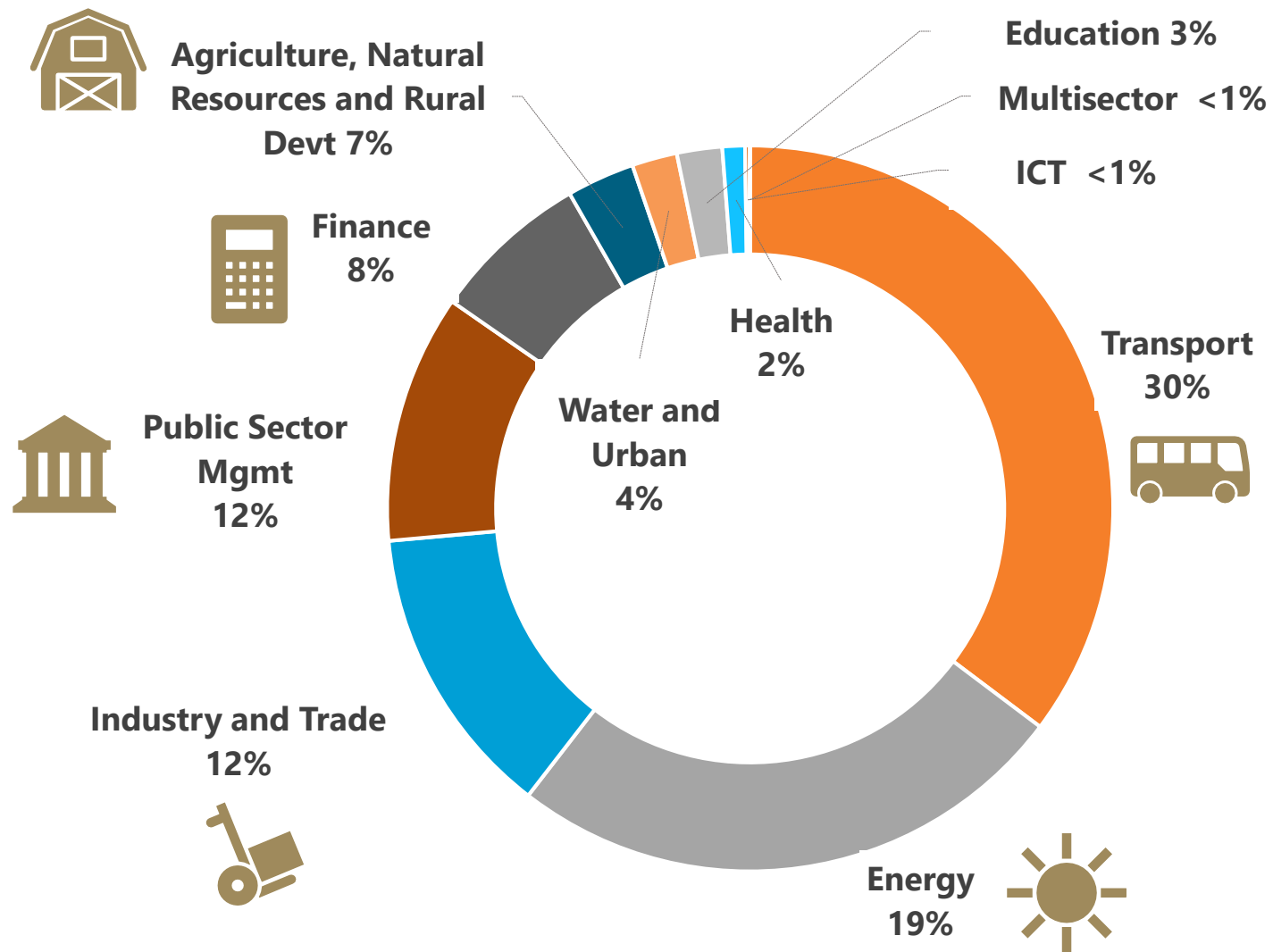
**Main instruments:**

Loans and grants  
Technical assistance  
Equity and guarantees

**Focused on: "Finance ++"**

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

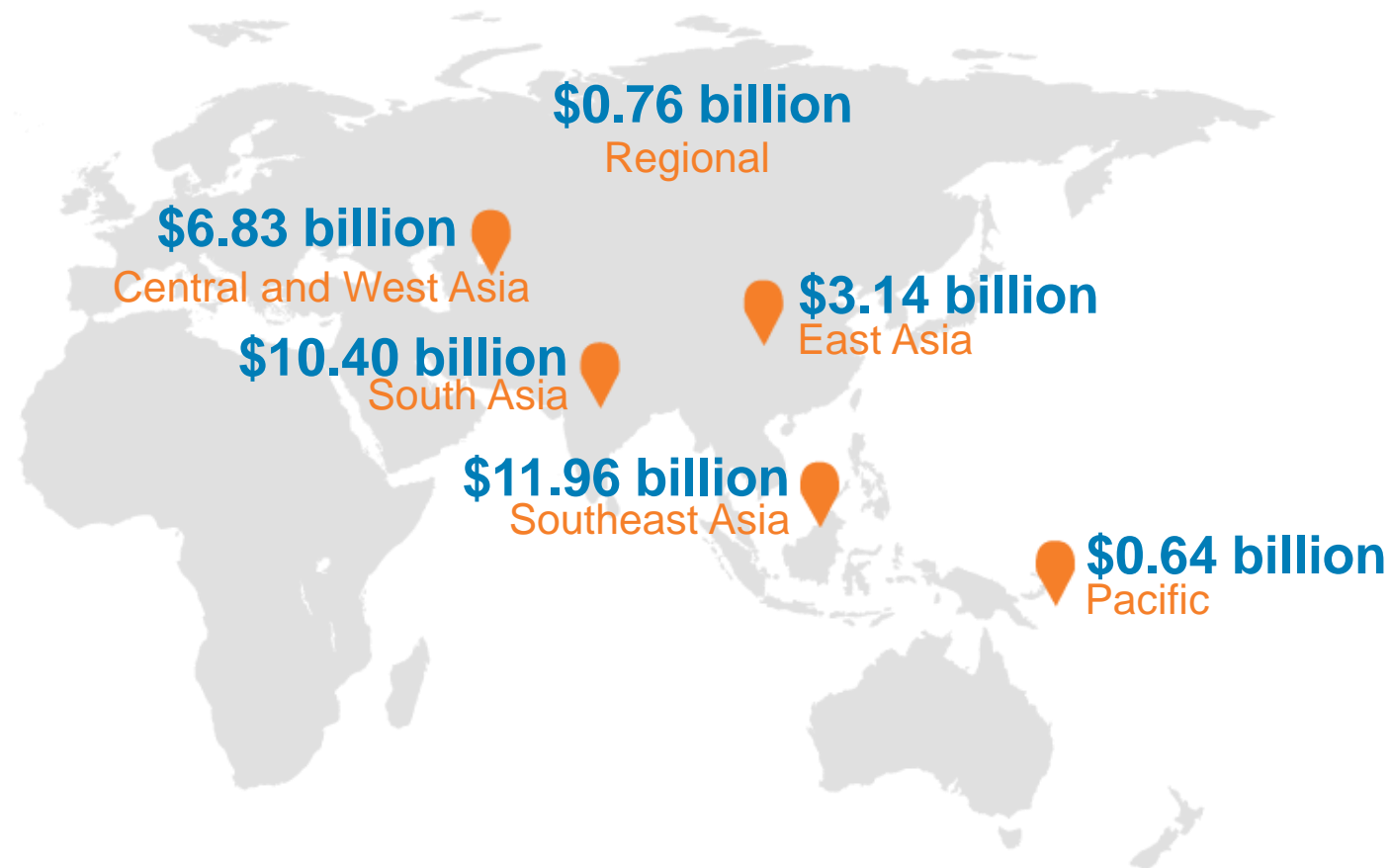
## Share of project portfolio by sector, 2019



What do we  
work on?

ADB

# Overview of 2019 ADB Operations



# Types of Business Opportunities



**~4000**

**contracts**

in 2018

**Goods and civil works (through EAs)**



**~5000**

**contracts**

contracts in 2018

**Consulting services (through ADB or EAs)**



# Types of Business 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

## TOP 5 CONSULTANTS

### CONSULTING SERVICES CONTRACTS UNDER ADB LOAN, GRANT AND TECHNICAL ASSISTANCE PROJECTS

1 January 2015 - 31 December 2019

Contractor	Sector	Amount (\$ Million)
SIEMENS AG	ENE	761.42
Ludwig Pfeiffer Hoch-Und Tiefbau GmbH and Co. KG	WUS	83.80
Kirow Ardelt GmbH	TRA	19.41
Hydrovision GmbH	ANR	2.12
CANCOM GmbH	FIN	1.79
Others		2.21
Total		870.75



## TOP 5 CONTRACTORS/SUPPLIERS

### GOODS, WORKS AND RELATED SERVICES CONTRACTS UNDER ADB LOAN AND GRANT PROJECTS

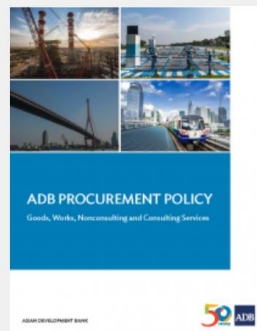
1 January 2015 - 31 December 2019

Consultant	Sector	Amount (\$ Million)
Lahmeyer International GMBH	ANR, ENE, FIN	63.70
Kocks Consult GMBH	TRA, WUS	22.97
Gopa Consultants	EDU, ENE	12.62
Fichtner GMBH & Co. KG	ENE, TRA, WUS	9.63
GKW Consult GMBH	ANR, WUS	8.16
Individual Consultants		11.64
Others		34.74
Total		163.47

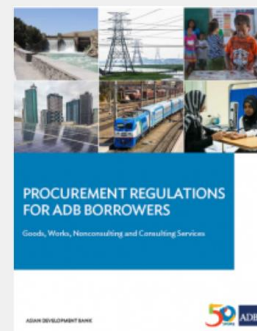
# Procurement Frameworks

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.









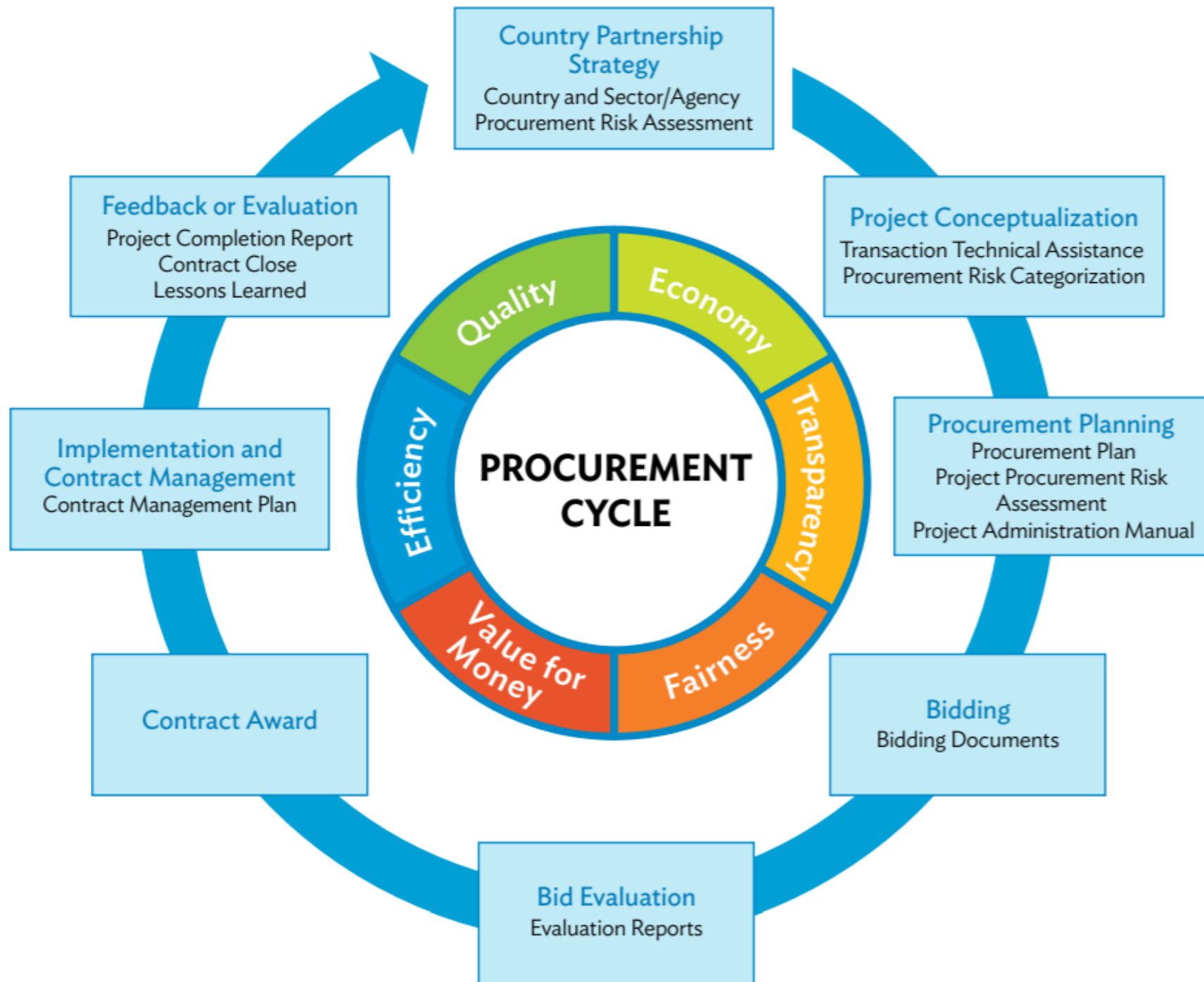
Procurement Guidelines



Guidelines on the Use of Consultants

# Procurement Principles

Principles		Outcomes
	<b>Fairness</b>	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	<b>Economy</b>	Using price, quality, and any nonprice attributes to deliver viable projects.
	<b>Efficiency</b>	Ensures procurement processes are proportional to value and risks.
	<b>Transparency</b>	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	<b>Quality</b>	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	<b>Value for Money</b>	Obtain optimal benefits through effective, efficient, and economic use of resources.



## Roles and Responsibilities

The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services

ADB also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting

ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers

Open competitive bidding is the preferred option

Technical and financial bid elements

# ADB Procurement Documents

Prequalification

Goods

Works (Large and Small Contracts)

Plant: Design, Supply, Install

Information Technology Products and Services (**New**)

Design-Build-Operate (**New**)

Request for Quotations (Goods and Works)

Consulting Services

Non-consulting Services (**New**)

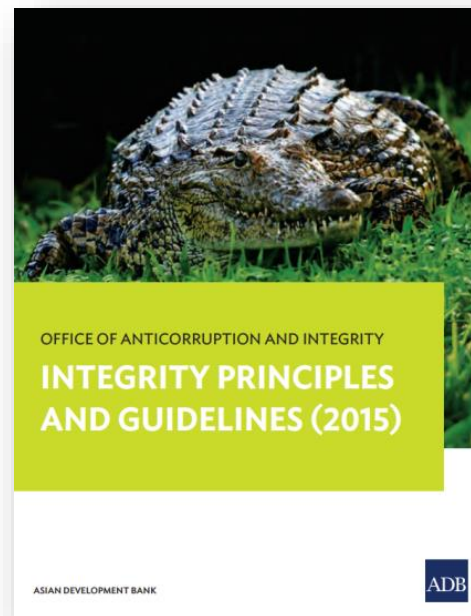
## ADB Procurement Methods

- Open Competitive Bidding
- Limited Competitive Bidding
- Request for Quotations
- Framework Agreement (consulting) **New**
- Electronic Reverse Auction **New**
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement in Fragile Conflict-Affected and Emergency Situations **New**
- Procurement Agents
- Support to Government for Public-Private Partnerships
- Procurement of High-Level Technology **New**
- Community Participation in Procurement
- Procurement under Loans Guaranteed by ADB
- Procurement in Loans to Financial Intermediaries

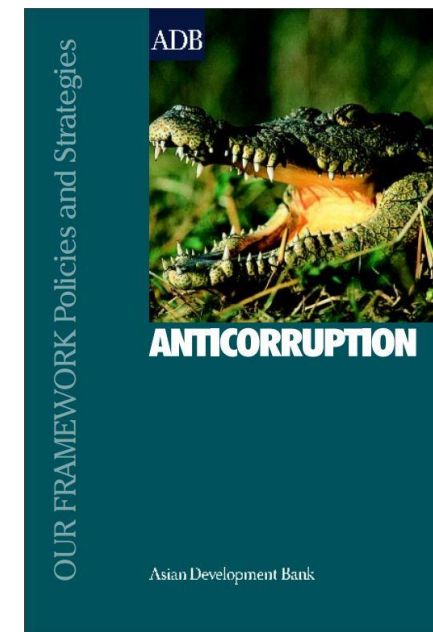
## Anticorruption Policy & Guidelines



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



Highest Ethical  
Standards



Zero  
Tolerance



# Member Country Eligibility



[Home](#) > [About ADB](#) >

## Members

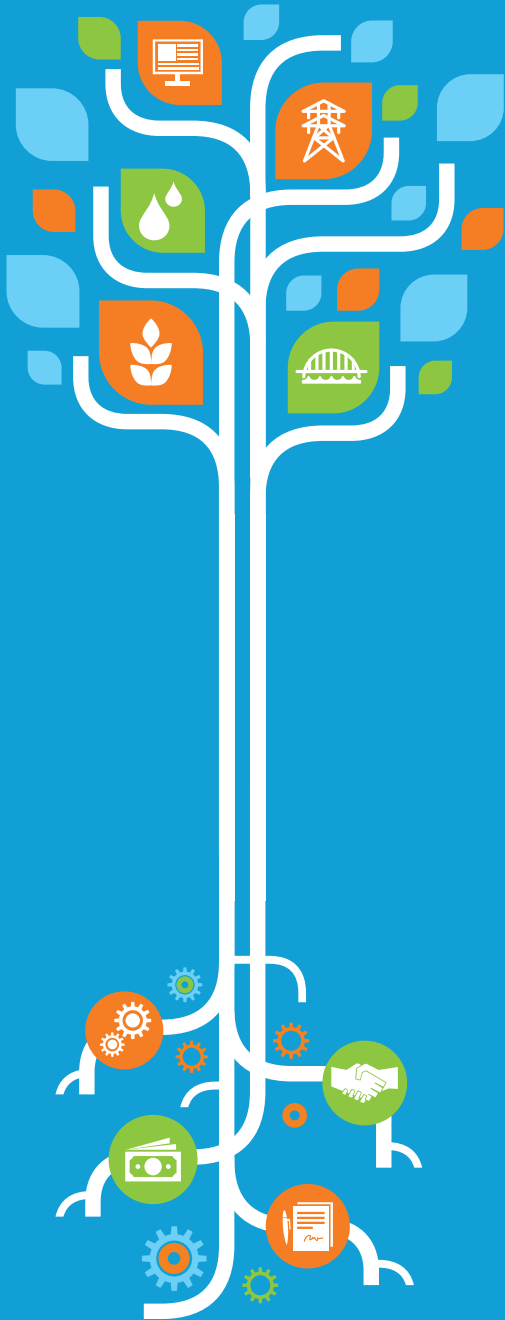
[中文](#)



From 31 members at its establishment in 1966, ADB has grown to encompass 68 members—of which 49 are from within Asia and the Pacific and 19 outside.

- All services and goods must be procured from Member Countries
- Exceptions : (1) In case of co-financing for operations financed from Asian Development Fund resources.  
(2) Board waives by the vote.
- Consultants with citizenship from the non-member countries may work under the firm from member countries.

# Bidding Strategies



# Tips for winning ADB-financed assignments

Collect relevant business intelligence – network!

Focus on performance and reputation for successful work

Express interest

Understand the country, project, and client requirements

Position yourself to your competitive advantage

Study the bidding documents and understand the selection method and evaluation criteria

Engage partnership with firms likely to be shortlisted

Prepare a responsive and strong technical proposal

Seek clarifications in writing

Be ready for possible bid extensions or amendments

## What NOT to do

Failure to disclose conflict of interest (e.g., employees from EA included in a proposal)

Firm or JV partners not from an ADB member country

Submitting proposal late

Failure to respond to client requirements

Conditional bids

Incomplete/noncompliant bids, e.g., missing bid security, letter of bid not signed, JV agreement missing, bid envelopes not properly marked, etc.

Integrity violations in the bidding process

***When in doubt, always seek written clarification***

# Debriefing and Complaints



## Debriefing

Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.

Debriefings are an excellent learning opportunity for future bids!

## Complaints

Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.

Complaints to ADB should be submitted through online form:  
<https://www.adb.org/forms/complaints>

## How to report fraud:

[www.adb.org/site/integrity/how-to-report-fraud](http://www.adb.org/site/integrity/how-to-report-fraud)

ADB

# Business Center



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ADB ASIAN DEVELOPMENT BANK

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## Working with ADB

ADB

# Consultants: Register in CMS (cms.adb.org)

ADB

Consultant Management System

Overview

FAQ

## Welcome to the Asian Development Bank's Consultant Management System

**Consultant Management System (CMS)** is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



**Consultants** create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)

By using this service, you are accepting the [CMS Terms and Conditions](#).



**ADB Project Team Members** can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



**Executing Agencies (EAs)** can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy [csrn@adb.org](mailto:csrn@adb.org) with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
4. Duration of the recruitment for the project

## Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

## Login

Login using your registered username and password.

Username

Password

Login

[Login Assistance](#)

Note: ADB users can login using their Oracle username and password.

## Registration

New user? Register now!

[Register as Consulting Firm](#)

[Register as Individual Consultant](#)

## Need Help?

For inquiries regarding the system, please email [cmshelp@adb.org](mailto:cmshelp@adb.org).

## CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact [cmshelp@adb.org](mailto:cmshelp@adb.org).

CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from



## Identifying opportunities for contracts with project executing agencies and ADB

Country partnership strategies

Country operations business plans

Procurement plans

General and specific procurement notices

- Advance notices

- Invitation for prequalification

- Invitation for bids

- Consulting services recruitment notice (CSRN)

Hop-on opportunities

- Prequalified contractors / consultants

- Contracts awarded

*(ADB only)* Institutional procurement notices



## 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](#)

[Home](#) > [COVID-19 \(Coronavirus\): ADB's Response](#) > [ADB Business Outreach Activities for CO...](#)



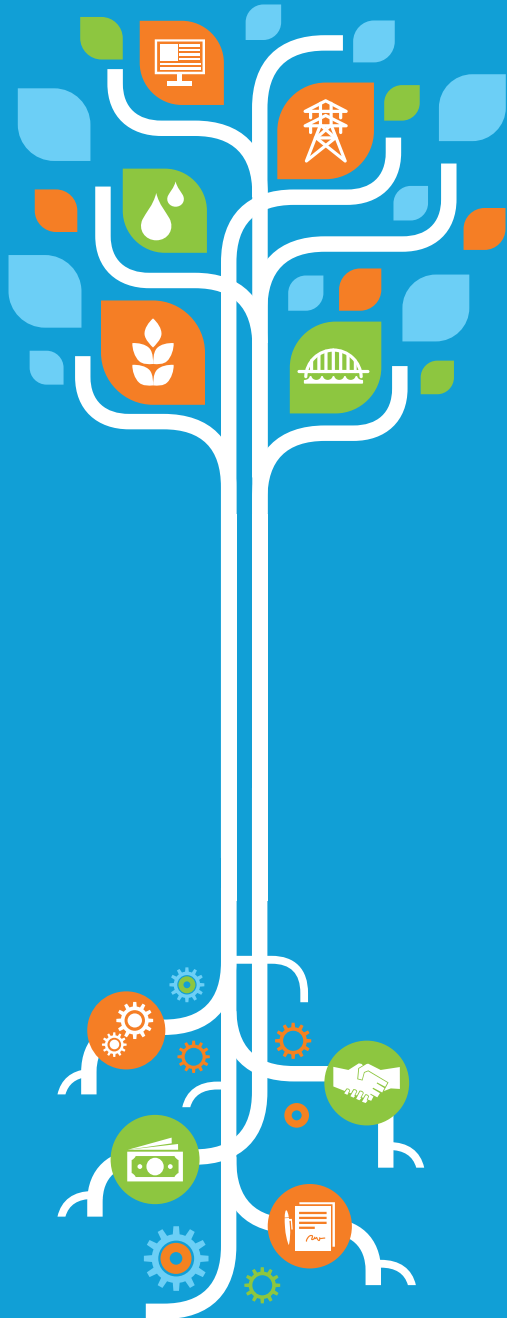
### ADB Business Outreach Activities for COVID-19 Pandemic Response

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>



For more: [adb.org](http://adb.org)

To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:

<https://www.linkedin.com/groups/3796524/>

2) ADB Suppliers Network:

<https://www.linkedin.com/groups/3796532/>

Also follow “ADB Business Center”:

<https://www.linkedin.com/showcase/adb-business-center/>

Contact: STEPHANE BESSADI, [sbessadi@adb.org](mailto:sbessadi@adb.org)