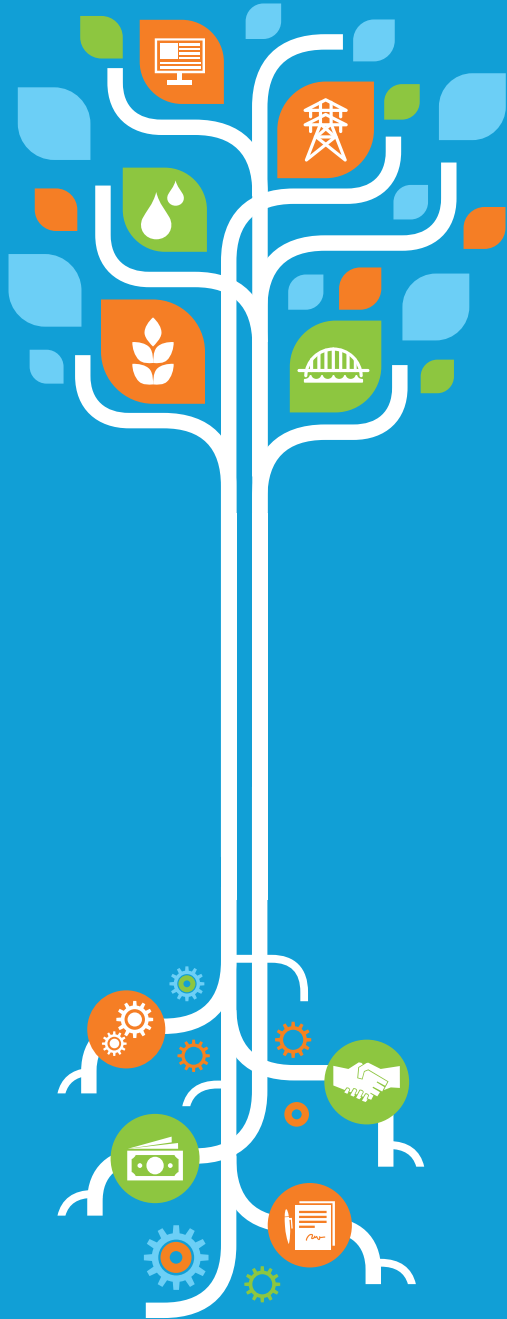


The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.



Consultancy Recruitment

14 April 2021

Steven Gillard

Head of Consultancy Services Unit

Procurement, Portfolio and Financial Management Department

BUSINESS
OPPORTUNITIES 

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

Typical Consultancy Opportunities

Project Preparation

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

Knowledge Products

Studies, Capacity Building, Knowledge Sharing

Project Implementation

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

Staff Consultants

Administrative Assistance to ADB Operations



Types of Opportunity

Funding

- Executing Agency-Administered (Grant and Loan)
- ADB-Administered (Technical assistance and Staff Consultancy)

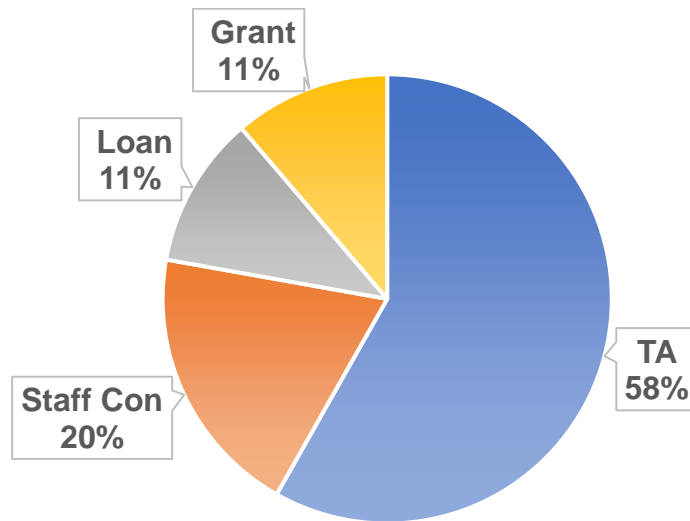
Type of Consultant

- Firm Consultancy
- Individual Consultancy
- Resource Persons

Consultant Recruitment (2020)

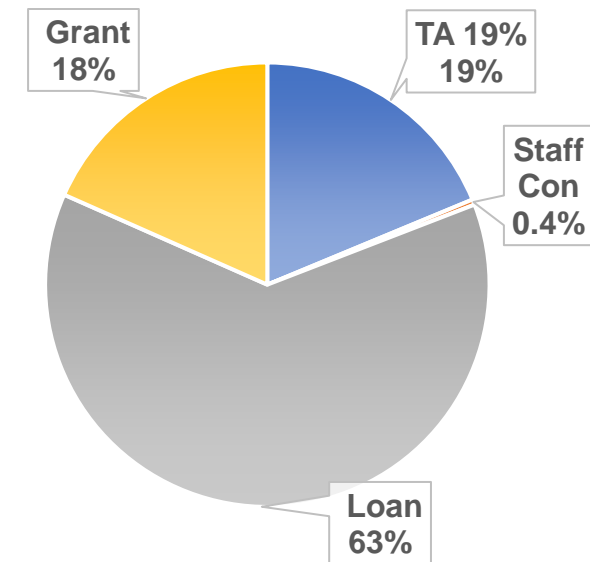
Individuals

Type	Total Value (\$)	Count
Technical Assistance	91,254,332	2,548
Staff Consulting	30,756,628	1,176
Loan	17,165,048	353
Grant	17,639,127	236
Total	156,815,135	4,313



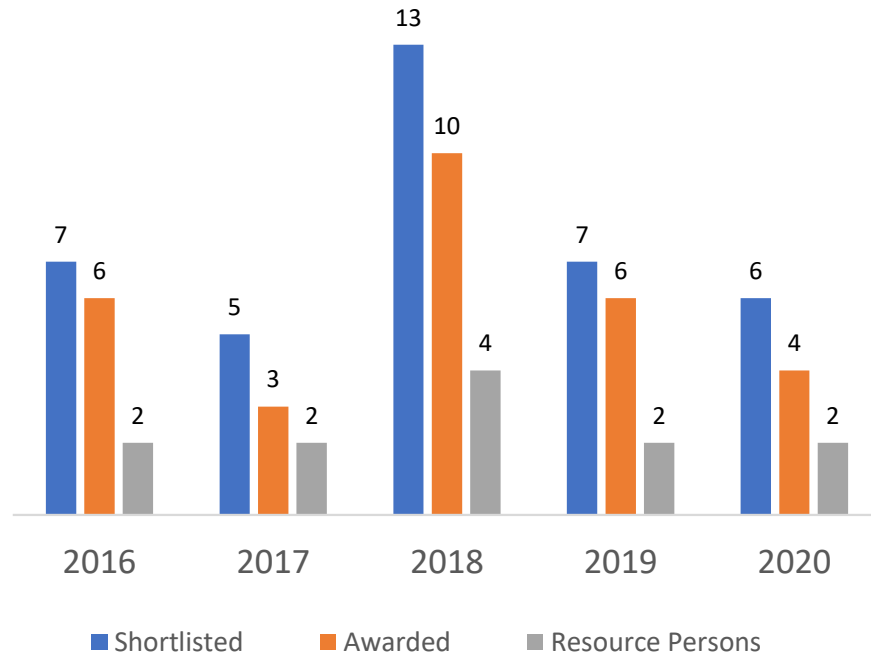
Firms

Type	Total Value (\$)	Count
Technical Assistance	114,035,729	237
Staff Consulting	2,375,831	23
Loan	380,281,251	257
Grant	111,737,022	107
Total	608,429,833	624

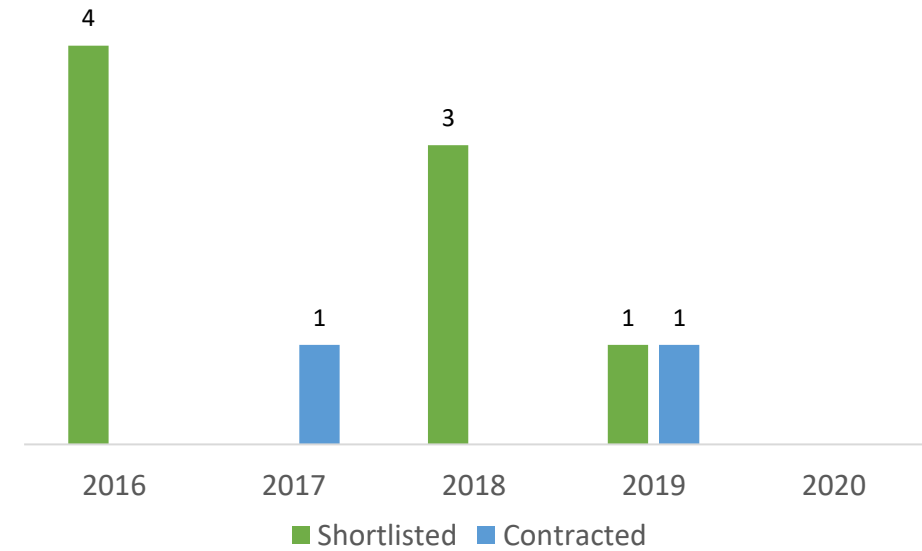


Portuguese Participation

Individual Consultants and Resource Persons
2016 - 2020

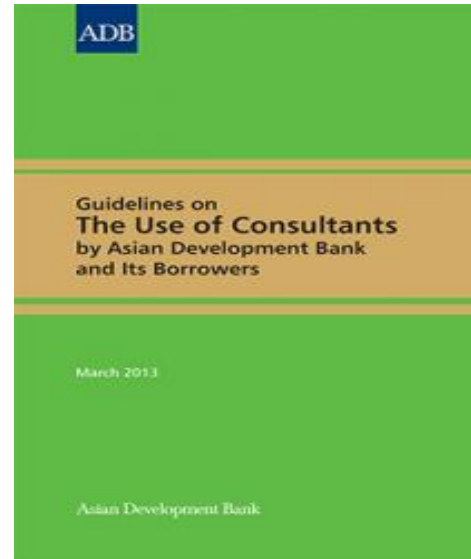


Consulting Firms
2016 - 2020

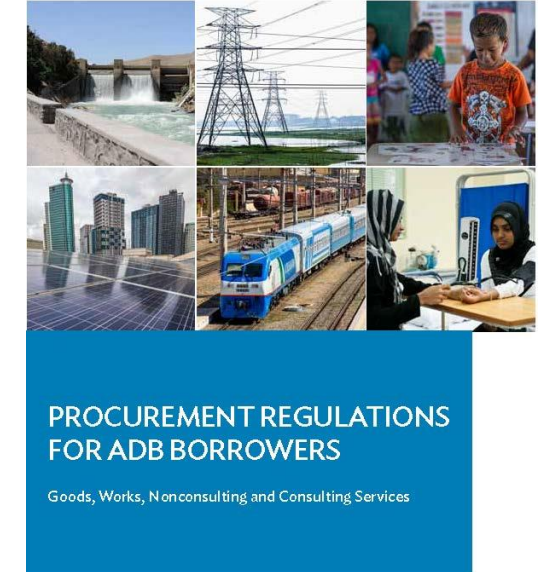
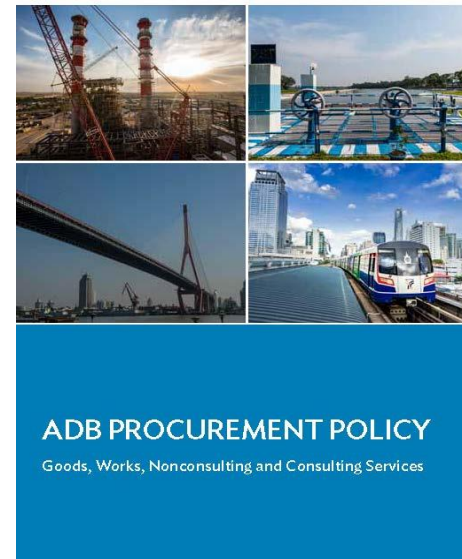


Policies Applicable to Recruitment of Consultants

Pre-2017 processing



Post -2017 processing



New Approach to Consulting Services



Faster consultant selection

Fewer transactions require ADB's prior review
Increased support for framework agreements



Flexibility in selecting consultants

Eligibility and shortlisting requirements have been relaxed



Value for money

90:10 ratios for Quality- and Cost-Based Selection

Selection Methods for Firms

when cost IS evaluated

Quality-and Cost-Based Selection

Evaluated on the quality of the proposal and cost of the services.

Best combination of quality and cost based on a pre-determined quality cost rate (i.e. 90:10; 80:20; 70:30; 50:50).

when cost is NOT evaluated

Fixed Budget Selection

Technical evaluation. Firm with the highest technical score whose financial proposal is within the specified budget wins.

Least-Cost Selection

Firms evaluated for technical qualification. Technically qualified firm with the lowest price wins.

Selection Methods for Firms

when cost IS evaluated

Quality-Based Selection

Consultants' Qualifications Selection

Direct contracting

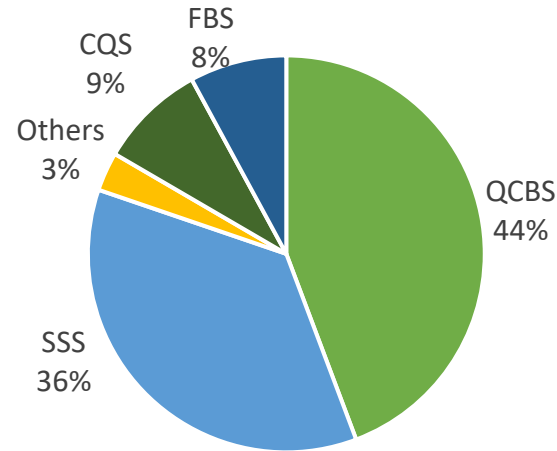
when cost is NOT evaluated

Evaluated based on the quality of the technical proposals. Financial proposal of the firm with highest technical score is subsequently negotiated.

Evaluated based on consulting firms' qualifications, reflected in amplified expressions of interest submitted by firms in response to the advertisement (CSRN).

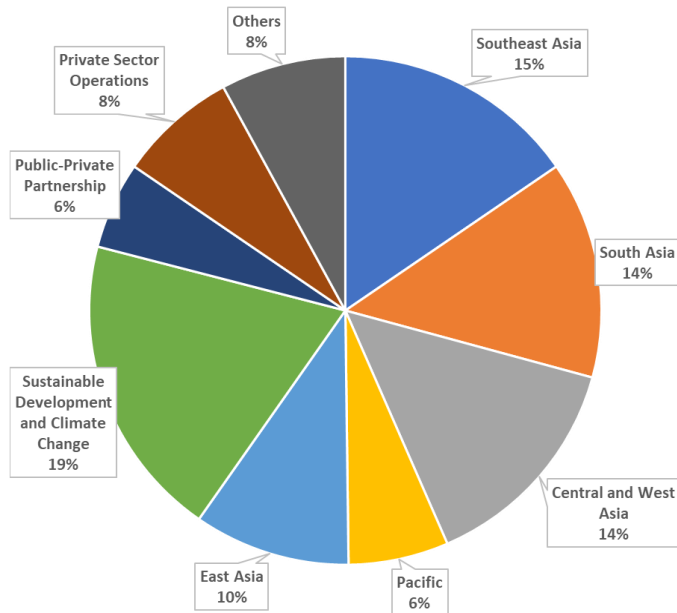
Non-competitive selection. Unique qualifications of the firm need to be established first. The firm is required to submit combined technical and financial proposal. (Also referred to as SSS)

ADB Administered Firm Consultant Recruitment, by Selection Method (2020)

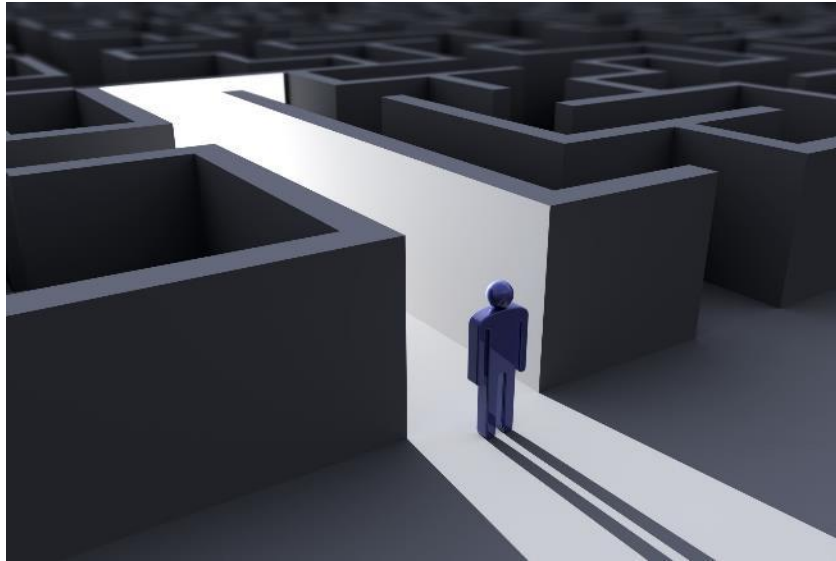


Selection Method	No. of Transactions
QCBS	112
SSS	91
CQS	22
FBS	20
QBS	7
LCS	1
TOTAL	253

Firm Consultant Recruitment, by department/region (2020)

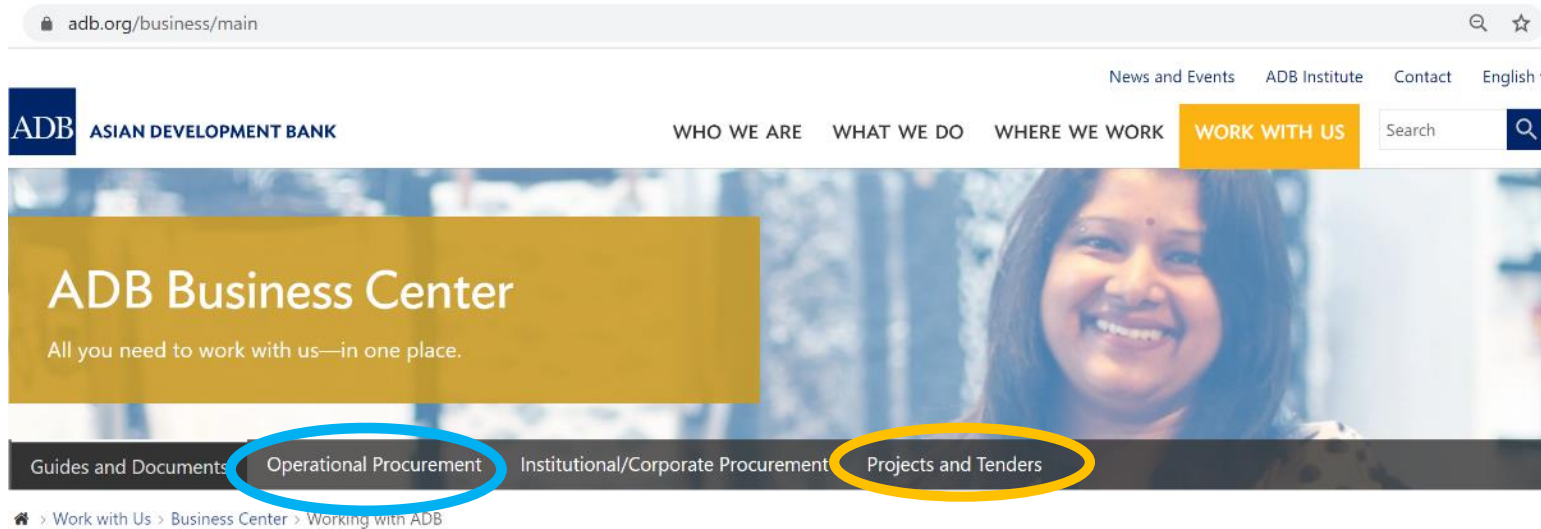


Department	No. of Transactions	Department	No. of Transactions
South East Asia	39	Sustainable Development and Climate Change	49
Central and West Asia	36	Private Sector Operations	19
South Asia	35	Public-Private Partnership	14
East Asia	25	Others	20
Pacific	16		
Total	253		



Finding Info and Opportunities

ADB Business Center – www.adb.org/business



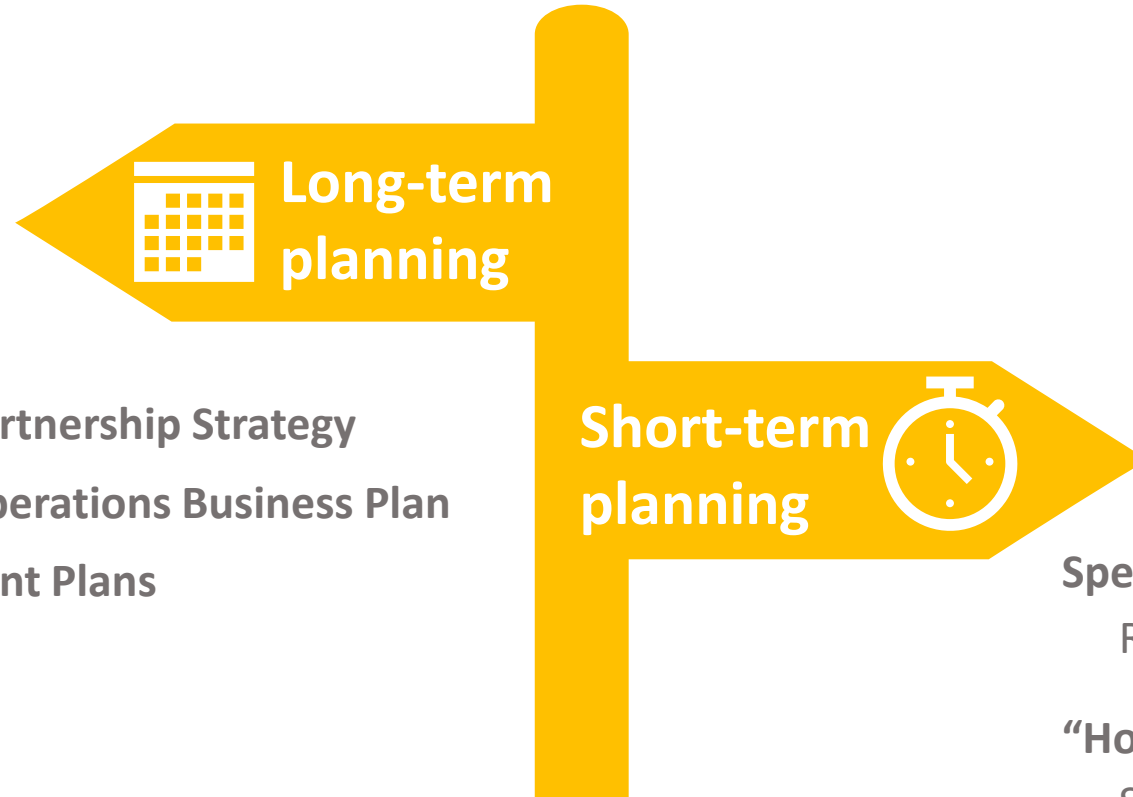
- How-To's
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

Working with ADB

Information for...	How-Tos
Consultants	Where are the business opportunities in the ADB project cycle? →
Contractors and suppliers	What bidding procedures are used by ADB-financed projects? →
Governments	How can we improve our chances of securing an ADB-funded contract? →
Executing and implementing agencies	What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →
Development institutions	What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →



Identifying Opportunities



Country Partnership Strategy
 Country Operations Business Plan
 Procurement Plans

Short-term
 planning

Specific Procurement Notices

Request for Expressions of Interest

“Hop-on” Opportunities

Shortlisted Consultants

Contracts Awarded



CPS and COBP



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 →

Strategic and Operations Business Plans

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

News and

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK

PROJECTS & TENDERS

Projects Documents Tenders

Refine by [x 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 [x Procureme...](#) [x 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

General Procurement Notices

PROJECTS & TENDERS

[Projects](#)
[Documents](#)
[Tenders](#)

Refine by

[x CLEAR ALL](#)

COUNTRY

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia
- China, People's Republic of

SECTOR

TYPE (1) [Clear]

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification



Procurement of goods, works, and consulting services



Results 1-20 of 308

[x Advance N...](#)
[RSS](#)
[Sort by v](#)

51308-IND: Tripura Power Distribution Strengthening and Generation Efficiency Improvement Project

Status: Active

51308-009; Posting date: 24 Mar 2021

Notice Type: Advance Notice

Climate Adaptive Water Resources Management in the Aral Sea Basin Project

Status: Active

53120-001; Uzbekistan; Agriculture, natural resources and rural development; Posting date: 16 Mar 2021

Notice Type: Advance Notice

49107-IND: Tamil Nadu Urban Flagship Investment Program – Tranche 3

Status: Active

49107-010; Posting date: 12 Mar 2021

Notice Type: Advance Notice

42173-BAN: Dhaka Environmentally Sustainable Water Supply Project

Key

Proc

Proc

Proc

Show
Con
See

Bus
All y
place



Specific Procurement Notices

PROJECTS & TENDERS

[Projects](#)
[Documents](#)
[Tenders](#)

Refine by [✕ CLEAR ALL](#)

COUNTRY

- Brunei Darussalam
- Cambodia
- China, People's Republic of
- Cook Islands
- Fiji
- Georgia
- Hong Kong, China
- India

SECTOR

TYPE (4) [\[Clear\]](#)

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification

Procurement of goods, works, and consulting services

Results 1-20 of 15524

[✕ Individual ...](#)

[✕ Invitation f...](#)

[✕ Firm - Con...](#)

[✕ Invitation f...](#)

[RSS](#)

[Sort by](#) ▾

Infrastructure Specialist (International)

53113-001; Afghanistan; Public sector management; Posting date: 29 Mar 2021

Status:

Active

Deadline:

04 Apr 2021

Notice Type: Individual - Consulting

0662SOL: Urban Water Supply and Sanitation Sector Project

51271-001; Solomon Islands; Water and other urban infrastructure and services; Posting date: 29 Mar 2021

Status:

Active

Deadline:

26 May 2021

Notice Type: Invitation for Bids

Approval Number: 0662

Financial Due Diligence Specialist (international)

50347-004; Tajikistan; Water and other urban infrastructure and services; Posting date: 27 Mar 2021

Status:

Active

Deadline:

02 Apr 2021

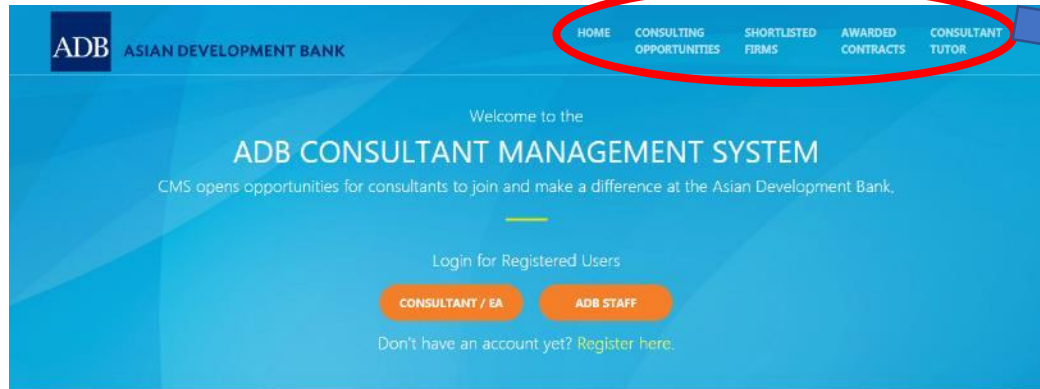
Includes notices from both ADB and EAs



Consulting Management System (CMS)

CMS is an **integrated, web-based system** that supports ADB's consulting services **recruitment, contract administration, and performance management** of consultants.

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



CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

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



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.

Create a Profile


Consultant Management System
Logged In As Consulting Firm 1 (CONFIRM1@EMAIL.COM)

[Home](#) [Logout](#)

Dashboard
Profile
Opportunities
Non-Committal Inquiries
Request for Proposals
Proposals
Negotiations
Contracts
Post Assignment Questionnaires

- Profile Management
 - Consulting
 - Entity Details
 - Employees of the Organization
 - Payment Information
 - Other Information
 - Address Book
 - Contact Directory
 - Key Experts

Consulting Entity Details: Consulting Firm 1

Current Status: Active Registration Date: 15-Oct-2012 Last Update Date: 20-Feb-2018

* Indicates required field

IMPORTANT

By saving the changes introduced in this CMS profile, I certify that I am authorized to represent the firm indicated in this registration (the "firm"), particularly with respect to accomplishing and submitting this registration. I further certify on behalf of the firm and myself that the information provided herein is true, complete and correct to the best of my knowledge and belief. On behalf of the firm and myself, I hereby permit and authorize ADB to investigate, verify and make inquiries related to the information provided herein. I understand and accept that any misrepresentation or material omission made herein, or in any other document requested by ADB, may result in the rejection of any Expression of Interest (EOI) related to this registration, the nullification of any Request for Proposals (RFP) or Proposals related to this registration, the termination of any contract related to this registration, and/or the imposition of sanctions against me and/or the firm, as applicable, each subject to ADB's determination, and in any case without any liability to ADB and without prejudice to any other remedies available to ADB.

Basic Information

CMS Number: **012917**

Firm/Organization Name: **Consulting Firm 1**

Acronym: CONFIRM1

* Overall Description of the Firm: CONFIRM1 is a Sustainable Energy Solution Providing Company. It has five Strategic Business Units and they are: 1. Sustainable Solutions Advisory on Energy, Water, Education and Habitation. 2. Renewable Energy Service where Solar Plants are being built to generate energy and generate revenue by selling

Firm/Organization Information

Country of Incorporation	India
Year of Incorporation	2011 <small>Input a year between 1800 and current year.</small>
Average Annual Turnover in US \$	65000000
Incorporation Document No.	U314000000
No. of Completed Projects	1000
* Previously Engaged by ADB	<input checked="" type="radio"/> Yes <input type="radio"/> No
* Government-Owned Enterprise <small>To see notice for government-owned institution, click on this icon: </small>	<input type="radio"/> Yes <input checked="" type="radio"/> No
<small>If yes, please enter details below.</small>	
Financially Autonomous	<input type="radio"/> Yes <input type="radio"/> No
Operating Under Commercial Law	<input type="radio"/> Yes <input type="radio"/> No

Consulting Opportunities

ADB Consultant Management System

[Diagnostics](#) | [Home](#) | [Consulting Opportunities](#) | [Shortlisted Firms](#) | [Awarded Contracts](#) | [ConsultantTutor](#)

Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)


CSRN provides detailed information on consulting services required for ADB-financed or administered projects, including terms of reference. Filter to specific advertisements of interest by ticking the appropriate check boxes and clicking Search. Alternatively, click on the numeric links at the end of each row to view advertisements of the indicated type.

Search	
By Country	By Sector
Select All Select None <input type="checkbox"/> Regional (1) <input type="checkbox"/> Bangladesh (1) <input type="checkbox"/> Cambodia (1) <input type="checkbox"/> Lao People's Democratic Republic (1) <input type="checkbox"/> Viet Nam (2)	Select All Select None <input type="checkbox"/> Agriculture, natural resources and rural development (2) <input type="checkbox"/> Education (0) <input type="checkbox"/> Energy (0) <input type="checkbox"/> Finance (0) <input type="checkbox"/> Health (0) <input type="checkbox"/> Industry and trade (0) <input type="checkbox"/> Information and communication technology (0) <input type="checkbox"/> Multisector (0) <input type="checkbox"/> Public sector management (1) <input type="checkbox"/> Transport (0) <input type="checkbox"/> Water and other urban infrastructure and services (0) <input type="checkbox"/> Uncategorized (0)
<input type="checkbox"/> Open to Member Countries Only (3)	<input type="checkbox"/> 3 months to 1 year (2) <input type="checkbox"/> More than 1 year (1)
By Consultant Source Select All Select None <input type="checkbox"/> International (1) <input type="checkbox"/> National (2)	By Budget Amount Select All Select None <input type="checkbox"/> Less than \$100,000 (1) <input type="checkbox"/> \$100,000 to \$199,999 (0) <input type="checkbox"/> \$200,000 to \$299,999 (2) <input type="checkbox"/> \$300,000 to \$399,999 (0) <input type="checkbox"/> \$400,000 to \$499,999 (0) <input type="checkbox"/> \$500,000 to \$599,999 (0) <input type="checkbox"/> \$600,000 to \$699,999 (0) <input type="checkbox"/> \$700,000 to \$799,999 (0) <input type="checkbox"/> \$800,000 to \$899,999 (0) <input type="checkbox"/> \$900,000 to \$999,999 (0) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (0) <input type="checkbox"/> Greater than \$1,500,000 (0)
By Consultant Type Select All Select None <input type="checkbox"/> Firm (3) <input type="checkbox"/> Individual (0)	
By Expertise <input type="text"/> <small>Enter the exact text to further filter your search by expertise</small>	

Filter your searches by country, sector, value etc




Consulting Opportunities

 **Consultant Management System**
Logged In As Consulting Firm 1 (CONFIRM1@EM...)

Home

[Dashboard](#)
[Profile](#)
[Opportunities](#)
[Non-Committal Inquiries](#)
[Request for Proposals](#)
[Proposals](#)
[Negotiations](#)
[Contracts](#)
[Post Assignment Ques](#)



Opportunities with Consulting Services Recruitment Notices

 **TIP** Click Go to display all available consulting opportunities in ADB. You may also apply search filters below. To monitor your expressions of interest (EOIs), untick "Not Submitted" before clicking on Go.

Search

Country	<input type="text"/>	Engagement Period	<input type="text"/>
Sector	<input type="text"/>	Budget	Greater than <input type="text"/> USD <input type="text"/>
Consultant Source	<input checked="" type="checkbox"/> International <input checked="" type="checkbox"/> National	Published	From <input type="text"/> To <input type="text"/>
Consultant Type	<input checked="" type="checkbox"/> Individual <input checked="" type="checkbox"/> Firm	Expression of Interest	<input checked="" type="checkbox"/> Not Submitted <input checked="" type="checkbox"/> Submitted
Expertise	<input type="text"/>		
		Country of Eligibility	<input checked="" type="checkbox"/> Member Countries Only <input checked="" type="checkbox"/> Non-Member Countries Allowed
<input type="button" value="Go"/> <input type="button" value="Clear"/>			

Previous 1-20 Next 20

Project	Sector	Consultant Source	Consultant Type	Open to non-Member Countries	Expertise	Engagement Period	Budget in USD	Published	Deadline (Manila local time)	Remarks	View CSRN	View EO
TA-9242 REG: Pacific Renewable Energy Investment Facility (formerly Pacific Renewable Energy Investment Program) - NAU-01 Project Preparation-Consultancy (49450-001)	Energy	International	Firm	No	Solar Power	18 Months	558,180	16-Dec-2017	24-Jan-2018 11:59 PM			
TA-8977 REG: Strengthen Skills Provision in the Cambodia-Laos-Viet Nam Development Triangle - International TVET Expert/Team Leader - International TVET Expert/Team Leader (49150-001)	Public sector management	International	Individual	No	Education, TVET	9 Months	70,000	16-Dec-2017	05-Jan-2018 11:59 PM			
TA-8977 REG: Knowledge Development Support for	Public sector management	National	Individual		knowledge development	12 Months	18,000	16-Dec-2017	05-Jan-2018			



Consulting - Express Interest

The screenshot displays the ADB Consultant Management System (CMS) interface for a consulting services recruitment notice. The main title is "TA 46263-001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan". The date published is 04-Jul-2012 and the deadline for submitting an Expression of Interest (EOI) is 02-Aug-2012 11:59 PM GMT +08:00. There are "Back" and "Express Interest" buttons.

The interface is divided into several sections:

- Selection Profile:** Consultant Type: Firm; Selection Method: Quality and Cost-Based Selection (QCBS); Source: International; Technical Proposal: Full Technical Proposal (FTP); Package Number: Advance Action: Yes; Duration of Assignment: 12 MONTH; Consulting Services Budget: USD 1,225,000; Budget Type: Estimated; Maximum.
- 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; Agency: Asian Development Bank; Email: smitra@adb.org.
- Agencies:** Primary Agency: Asian Development Bank; Country: Regional.
- Publishing History:** Table with columns: Type, Publication Date, Published By.
- 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 (2008-2012) 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: Team leader/Transport Planner (10 Regional, Other); Macro and Trade Economist (4 Regional, Other); Transport Economist (4 Regional, Other); Freight Transport Specialist (5 Regional, Other); Passenger Transport Specialist (5 Regional, Other); Governance Specialist (2 Regional, Other); Cross-Border Facilitation/Logistics Specialist (3 Regional, Other); Regional Cooperation Specialist (2 Regional, Other); Gender Specialist (2 Regional, Other); Environment and Social Safeguard Specialist (4 Regional, Other). National: Team Leadership from National Experts.

<http://cms.adb.org>

CMS is the portal for uploading EOIs and, if shortlisted, proposals



“Hop-on” Opportunities: Shortlisted Consultants

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts ConsultantTutor

Shortlisted Firms

ADB makes this information available for consultants who may wish to deal directly with a shortlisted firm. Consultants interested in participating through association with a shortlisted firm should not contact ADB, but contact the shortlisted firm directly.

Ongoing Requests for Proposals All Selections

Filter to specific projects by either ticking check boxes and clicking Search or by clicking a numeric link. Only projects for which the deadlines for submitting proposals have not yet expired will be shown.

By Project Country	By Sector	By Project Type
<input type="checkbox"/> Regional (7) <input type="checkbox"/> Bangladesh (1) <input type="checkbox"/> Cambodia (3) <input type="checkbox"/> China (1) <input type="checkbox"/> Georgia (4) <input type="checkbox"/> India (1) <input type="checkbox"/> Mongolia (2) <input type="checkbox"/> Pakistan (3) <input type="checkbox"/> Philippines (2) <input type="checkbox"/> Sri Lanka (1) <input type="checkbox"/> Uzbekistan (3) <input type="checkbox"/> Viet Nam (3)	<input type="checkbox"/> Agriculture, natural resources and rural development (7) <input type="checkbox"/> Education (3) <input type="checkbox"/> Energy (2) <input type="checkbox"/> Finance (5) <input type="checkbox"/> Health (0) <input type="checkbox"/> Industry and trade (1) <input type="checkbox"/> Information and communication technology (0) <input type="checkbox"/> Multisector (2) <input type="checkbox"/> Public sector management (2) <input type="checkbox"/> Transport (4) <input type="checkbox"/> Water and other urban infrastructure and services (4) <input type="checkbox"/> Uncategorized (1)	<input type="checkbox"/> Technical Assistance (21) <input type="checkbox"/> Grant (1) <input type="checkbox"/> Loan (8) <input type="checkbox"/> Staff Consultant (1)

Search Reset

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<http://cms.adb.org>

Identify shortlisted firms whose proposals you may be able to enhance.



“Hop-on” Opportunities: Contracts Awarded

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms **Awarded Contracts** ConsultantTutor

Awarded Contracts - Consulting Services

This page lists consulting firm contracts awarded for consulting services. ADB makes this information available for public disclosure.

Basic Search | **Advanced Search**

Filter to specific contracts by either clicking a numeric link or by ticking check boxes and clicking **Search**. By default, contracts awarded in the last 365 days are displayed. The search range can be further adjusted by clicking **Change Filter**.

Contract Date From **06-Oct-2018** To **05-Oct-2019**
 Contract Amount in USD From To
 Selection Method **All**

Search **Reset** **Change Filter**

By Project Country	By Sector	By Firm Country Of Incorporation	By Project Type
<input type="checkbox"/> Regional (84) <input type="checkbox"/> Afghanistan (2) <input type="checkbox"/> Armenia (3) <input type="checkbox"/> Azerbaijan (2) <input type="checkbox"/> Bangladesh (12) <input type="checkbox"/> Bhutan (1) <input type="checkbox"/> Cambodia (4) <input type="checkbox"/> China (29) <input type="checkbox"/> Fiji (1) <input type="checkbox"/> Georgia (2) <input type="checkbox"/> India (12) <input type="checkbox"/> Indonesia (6) <input type="checkbox"/> Kazakhstan (2) <input type="checkbox"/> Kyrgyz Republic (4) <input type="checkbox"/> Maldives (1) <input type="checkbox"/> Mongolia (14) <input type="checkbox"/> Myanmar (4) <input type="checkbox"/> Nepal (5) <input type="checkbox"/> Pakistan (3) <input type="checkbox"/> Papua New Guinea (1) <input type="checkbox"/> Philippines (2) <input type="checkbox"/> Sri Lanka (5) <input type="checkbox"/> Tajikistan (2) <input type="checkbox"/> Timor-Leste (2) <input type="checkbox"/> Uzbekistan (6)	<input type="checkbox"/> Agriculture, natural resources and rural development (43) <input type="checkbox"/> Education (26) <input type="checkbox"/> Energy (28) <input type="checkbox"/> Finance (32) <input type="checkbox"/> Health (2) <input type="checkbox"/> Industry and trade (1) <input type="checkbox"/> Information and communication technology (1) <input type="checkbox"/> Multisector (20) <input type="checkbox"/> Public sector management (17) <input type="checkbox"/> Transport (23) <input type="checkbox"/> Water and other urban infrastructure and services (17) <input type="checkbox"/> Uncategorized (1)	<input type="checkbox"/> Afghanistan (2) <input type="checkbox"/> Armenia (2) <input type="checkbox"/> Australia (11) <input type="checkbox"/> Austria (2) <input type="checkbox"/> Azerbaijan (2) <input type="checkbox"/> Bangladesh (9) <input type="checkbox"/> Bhutan (1) <input type="checkbox"/> Canada (4) <input type="checkbox"/> China (9) <input type="checkbox"/> Denmark (3) <input type="checkbox"/> Finland (2) <input type="checkbox"/> France (9) <input type="checkbox"/> Georgia (2) <input type="checkbox"/> Germany (6) <input type="checkbox"/> Hong Kong, China (12) <input type="checkbox"/> India (15) <input type="checkbox"/> Indonesia (4) <input type="checkbox"/> Ireland (3) <input type="checkbox"/> Italy (2) <input type="checkbox"/> Japan (9) <input type="checkbox"/> Kazakhstan (1) <input type="checkbox"/> Korea, Republic of (1) <input type="checkbox"/> Kyrgyz Republic (3) <input type="checkbox"/> Mongolia (6) <input type="checkbox"/> Myanmar (1)	<input type="checkbox"/> Technical Assistance (210) <input type="checkbox"/> Grant (1) <input type="checkbox"/> Loan (0) By Contract Amount <input type="checkbox"/> Less than \$100,000 (42) <input type="checkbox"/> \$100,000 to \$199,999 (33) <input type="checkbox"/> \$200,000 to \$299,999 (27) <input type="checkbox"/> \$300,000 to \$399,999 (13) <input type="checkbox"/> \$400,000 to \$499,999 (26) <input type="checkbox"/> \$500,000 to \$599,999 (18) <input type="checkbox"/> \$600,000 to \$699,999 (11) <input type="checkbox"/> \$700,000 to \$799,999 (7) <input type="checkbox"/> \$800,000 to \$899,999 (2) <input type="checkbox"/> \$900,000 to \$999,999 (7) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (12) <input type="checkbox"/> Greater than \$1,500,000 (13) By Selection Method <input type="checkbox"/> Quality and Cost-Based Selection (QCBS) (127) <input type="checkbox"/> Quality-Based Selection (QBS) (9) <input type="checkbox"/> Fixed-Budget Selection (FBS) (12) <input type="checkbox"/> Least-Cost Selection (LCS) (0)

<http://cms.adb.org>

Identify Awarded Contracts by country, sector, value and selection method.

Investigate possibility to partner on future engagements



Register for alerts

Weekly bulletin

All opportunities!

Consulting Opportunities for the Week of 12 March 2018

The Consulting Services Recruitment Notice (CSRN) provides detailed information on the consulting services required for ADB financed or administered projects. Go to <http://csmr.adb.org> to see the complete list of advertisements.

You may also click on the Project name below for detailed information on the advertisement and to send your expression of interest for the assignment.

AGRICULTURE, NATURAL RESOURCES AND RURAL DEVELOPMENT

Project	Package Name	Consultant Type	Consultant Source	Published Date	Deadline for EOI
G RANT-0433 VIE: Greater Mekong Subregion Biodiversity Conservation Corridors Project (Additional Financing) (40253-035)	CPMU Accounting Assistant	Individual	National	06-Mar-2018	15-Mar-2018
G RANT-0433 VIE: Greater Mekong Subregion Biodiversity Conservation Corridors Project (Additional Financing) (40253-035)	Assistant Accountant	Individual	National	08-Mar-2018	17-Mar-2018
G RANT-0126 AFG: Agriculture Market Infrastructure Project (formerly Commercial Agriculture Development Project) (39370-022)	MAIL/ADB/AMIP/ISWME1 Slaughterhouse Waste Management Expert	Individual	International	12-Mar-2018	18-Mar-2018
L OAN-8331 CAM: Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing (41435-054)	017-018 Provincial Livelihood Advisors	Individual	National	12-Mar-2018	19-Mar-2018
G RANT-9183 MON: Integrated Livelihoods Improvement and Sustainable Tourism in Khuvsgul Lake National Park Project (48216-001)	C024 Micro-finance specialist	Individual	National	08-Mar-2018	19-Mar-2018
L OAN-8331 CAM: Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing (41435-054)	010-016 Local Government Finance/Procurement Advisor	Individual	National	12-Mar-2018	19-Mar-2018

ADB CMS Tutor – How to use CMS



The screenshot shows the ADB Consultant Tutor website. At the top left is the ADB logo. The main header reads "ADB Consultant Tutor" with a "Log In" link on the right. Below the header is a navigation bar with "HOME", "INDIVIDUALS", and "FIRMS" tabs, and a search box labeled "Search this place". The main content area features a large banner with the text "CONSULTING FIRM ACCESS" and a list of actions: "Submit Expressions of Interest", "Prepare and submit proposals online", and "Negotiate contract details". Below the banner are three columns of content: "support" with contact information, "About CMS" with a list of services and a summary, and "Training Materials" with links to various guides and videos.

<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

Preparing a responsive and strong technical proposal

Avoiding Common Mistakes |

Key Success Factors |

Plan ahead (market intelligence)

Build Brand Name (SSS?)

Monitor opportunities regularly

Offer partnership to shortlisted firms (or likely to be)

Know the country of the assignment and project site

Be selective! – Play to your strengths

Have a dedicated administrator and a shared **CMS access**

Preparing a responsive and strong technical proposal

Avoiding Common Mistakes |

Key Success Factors |

Understand client requirements (ADB, government)

Follow the instructions in the Requests for Proposals (RFP)

Note key dates

Visit the project site (if permitted)

Study the Terms of Reference (TOR) - don't just repeat back!

Understand and learn from the evaluation criteria

Select the best personnel, think particularly about

team leader (interface) and

local partners (development)

Preparing a responsive and strong technical proposal

Avoiding Common Mistakes |

Key Success Factors |

Failure to disclose conflicts of interest, e.g., employees from an executing agency included in a proposal

Firm or associates not from ADB member countries

Poorly written, “copy and paste” proposals

Failure to budget properly – assumption will be that everything is included in your Financial Proposal

Doesn't conform to required templates

Insufficient time afforded to entry of proposal in CMS: late proposals not accepted

Noncompliant proposal – e.g.

Incorrect number of person-months (if prescribed)

Disclosing Financial Information in technical proposal

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

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

> 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

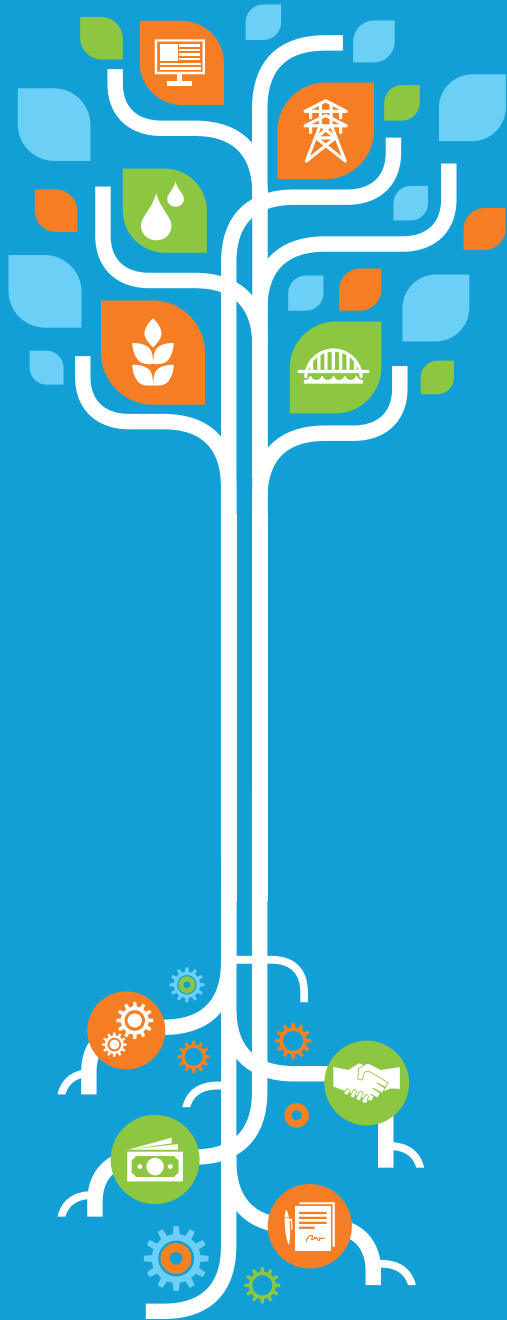
Less than 3 months (16)

3 months to 1 year (75)

More than 1 year (104)

Search by Expertise

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!

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