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ADB

Les Marchés de Services de Prestations Intellectuelles financés par la BAsD

26 Mai 2021

Didier Guynet
Principal Procurement Specialist
PPFD/PFP1

BUSINESS
OPPORTUNITIES 

Les principaux types de missions

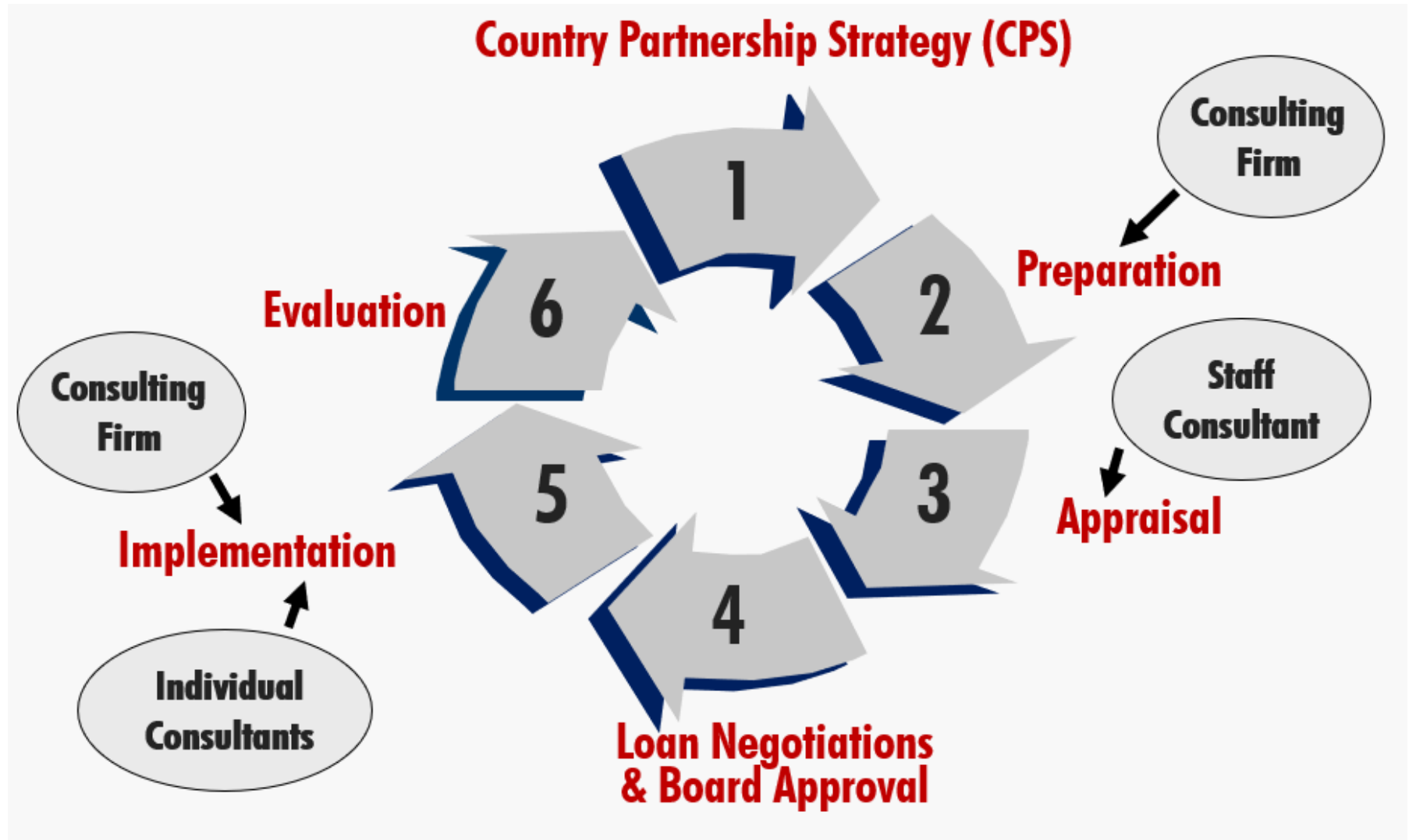
Pour les sociétés de consultants

- Loan/Grant Consulting → donneur d'ordre est l'emprunteur de la BAD
- TA Consulting → donneur d'ordre = BAD

Pour les consultants individuels

- (International) Experts (DO = emprunteur)
- Staff Consultants (DO = BAD)
- Resource Persons (DO = BAD)

La place et le rôle des prestations intel.



Les principaux types de missions

- Mission de conseil en politique ou réformes institutionnelles
- Etudes dans les domaines social and environmental
- Identification et de préparation de projets
- Missions d'ingénierie (étude et/ou supervision)
- Assistance en gestion opérationnelle
- Services de “procurement”

Les principaux types de contrat

- Contrats au forfait (lump sum contracts)
- Contrats au temps passé (time-based contracts)

Les principales méthodes de sélection

- Quality and Cost Based Selection (QCBS)
- Least Cost Selection (LCS)
- Fixed Budget Selection (FBS)
- Quality Based Selection (QBS)
- Consultants Qualification Selection (CQS)
- Single Source Selection (SSS)

Les principales méthodes de sélection

Select Method	Usage
Quality and Cost Based Selection (QCBS) (Exemple : 80-20)	The scope of work can be precisely defined
	The TOR are well specified and clear
	The personnel time as well as the other inputs required of the consultants can be estimated with reasonable precision
Quality Based Selection (QBS)	Assignments are complex or highly specialized making it difficult to define precise TOR and the required input from the consultants
	Assignments where the downstream impact is so large that the quality of the services is of overriding importance for the outcome of the project
	Assignments that can be carried out in substantially different ways such that financial proposals maybe difficult to compare

Les principales méthodes de sélection

Selection Method	Usage
Fixed Budget Selection (FBS)	<ul style="list-style-type: none"> - TOR are precisely defined - Time and personnel inputs can be accurately assessed - Budget is fixed and cannot be exceeded - Well-defined TAs where it is expected that there will be no change during implementation
Least Cost Selection (LCS)	<ul style="list-style-type: none"> - <u>Usually</u> small assignments - Standard or routine/templated methodology - Well-established practices and standards exist for the services
Consultant Qualification Selection (CQS)	<ul style="list-style-type: none"> - <u>Usually</u> small assignments - Usually highly specialized expertise required - <u>Usually</u> few consultants are qualified - Preparation and evaluation of competitive proposals is not justified
Single Source Selection (SSS)	<p>ONLY FOR:</p> <ul style="list-style-type: none"> - Tasks that represent natural continuation of previous services provided by the firm - Emergency cases, such as response to disasters - Very small assignments - When only one firm is qualified or has relevant experience of exceptional value

Les principales étapes de la sélection

1. Appel à candidatures
2. Pré-sélection (Short-listing)
3. Préparation des offres
4. Ouverture et évaluation des offres techniques
5. Ouverture et évaluation des offres financières
6. Notation des offres et détermination de l'adjudicataire
7. Négociation et finalisation du contrat

Franchir le cap de la pré-sélection

- En général six sociétés sont short-listées
- Les critères de pré-sélection sont typiquement:
 - Compétences en management de projet (relation client, assurance qualité, garantie de pérennité de services/experts, politique de ressources humaines/experts)
 - Compétences techniques en relation avec la mission
 - Expérience géographiques/régionales

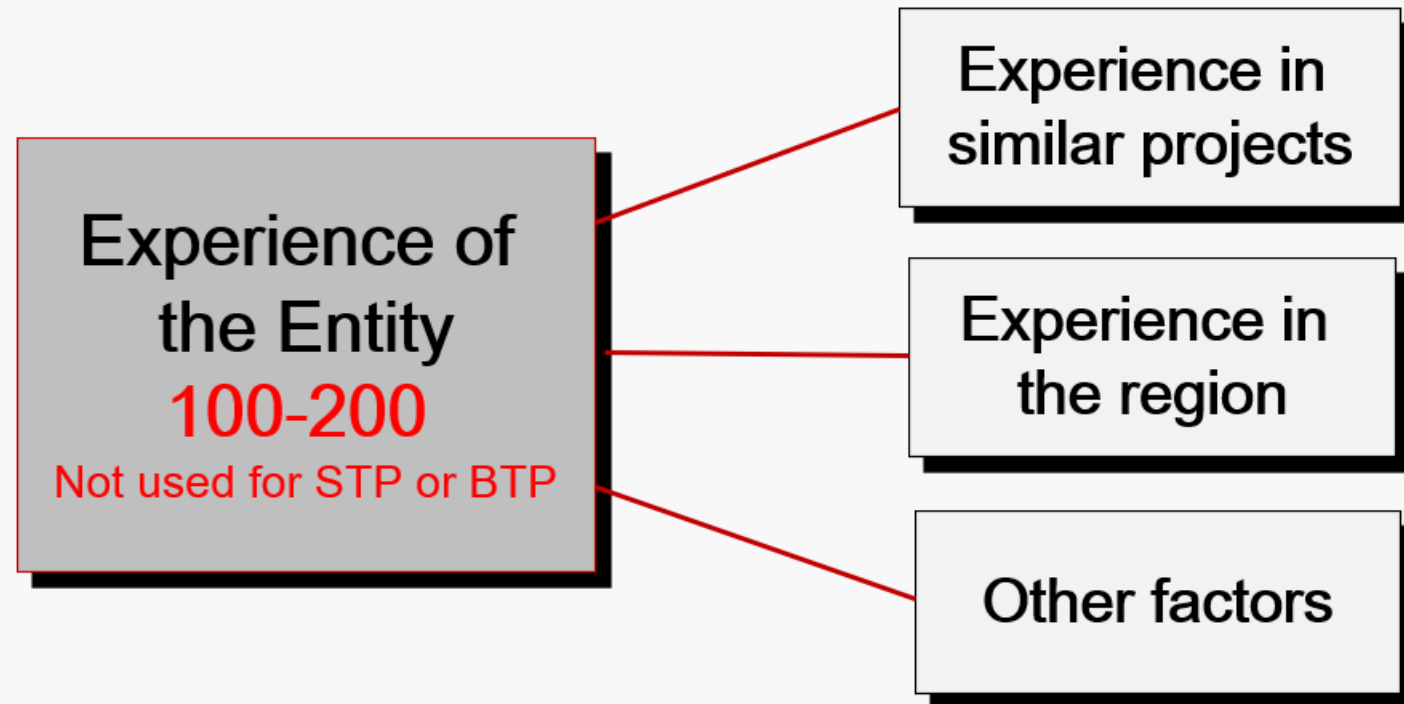
Gagner l'appel d'offres

Les critères d'évaluation:

- Expérience de la société
- Approche et la méthodologie proposée
- Valeur des experts proposés

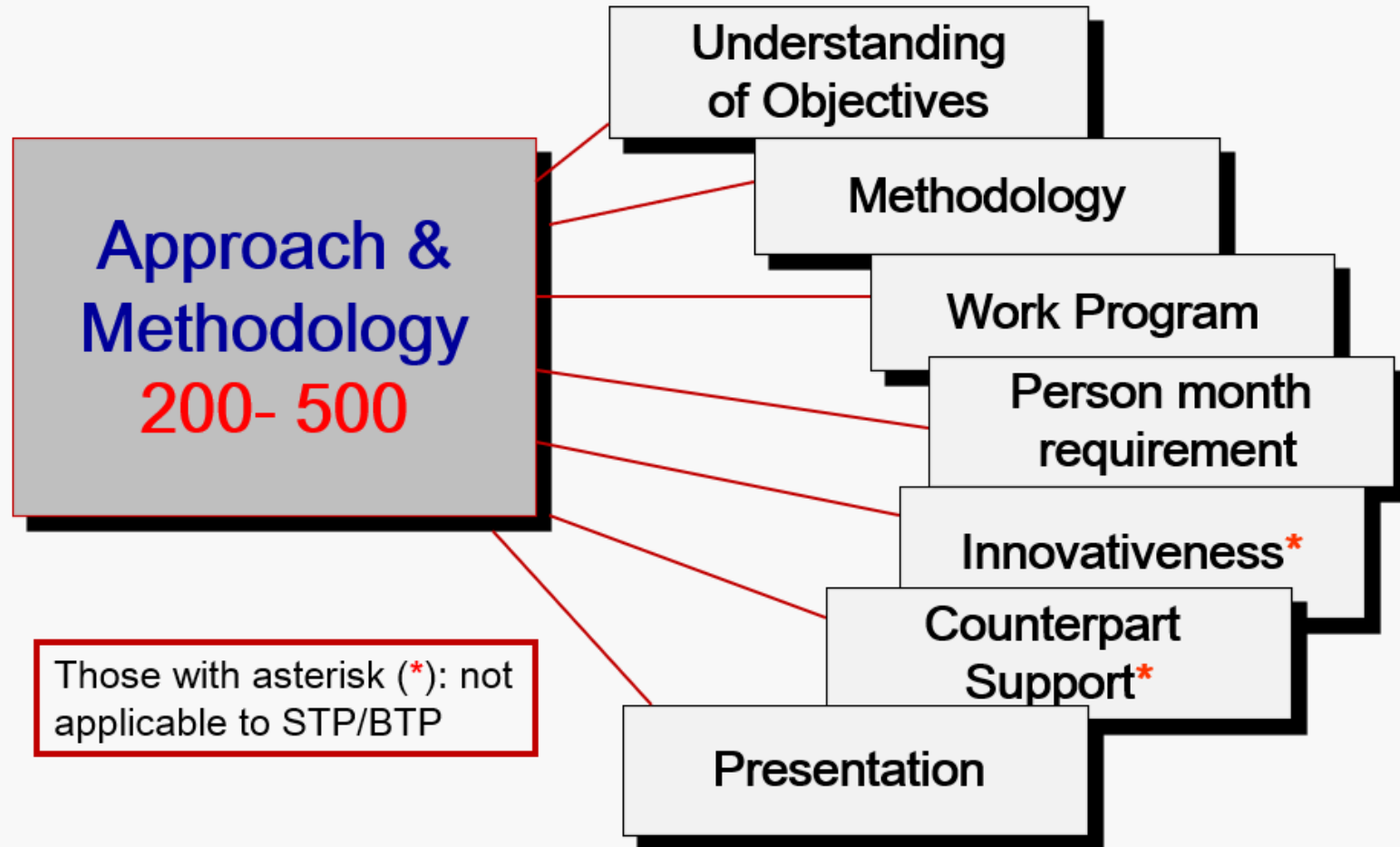
Gagner l'appel d'offres

Evaluation – Experience of the entity



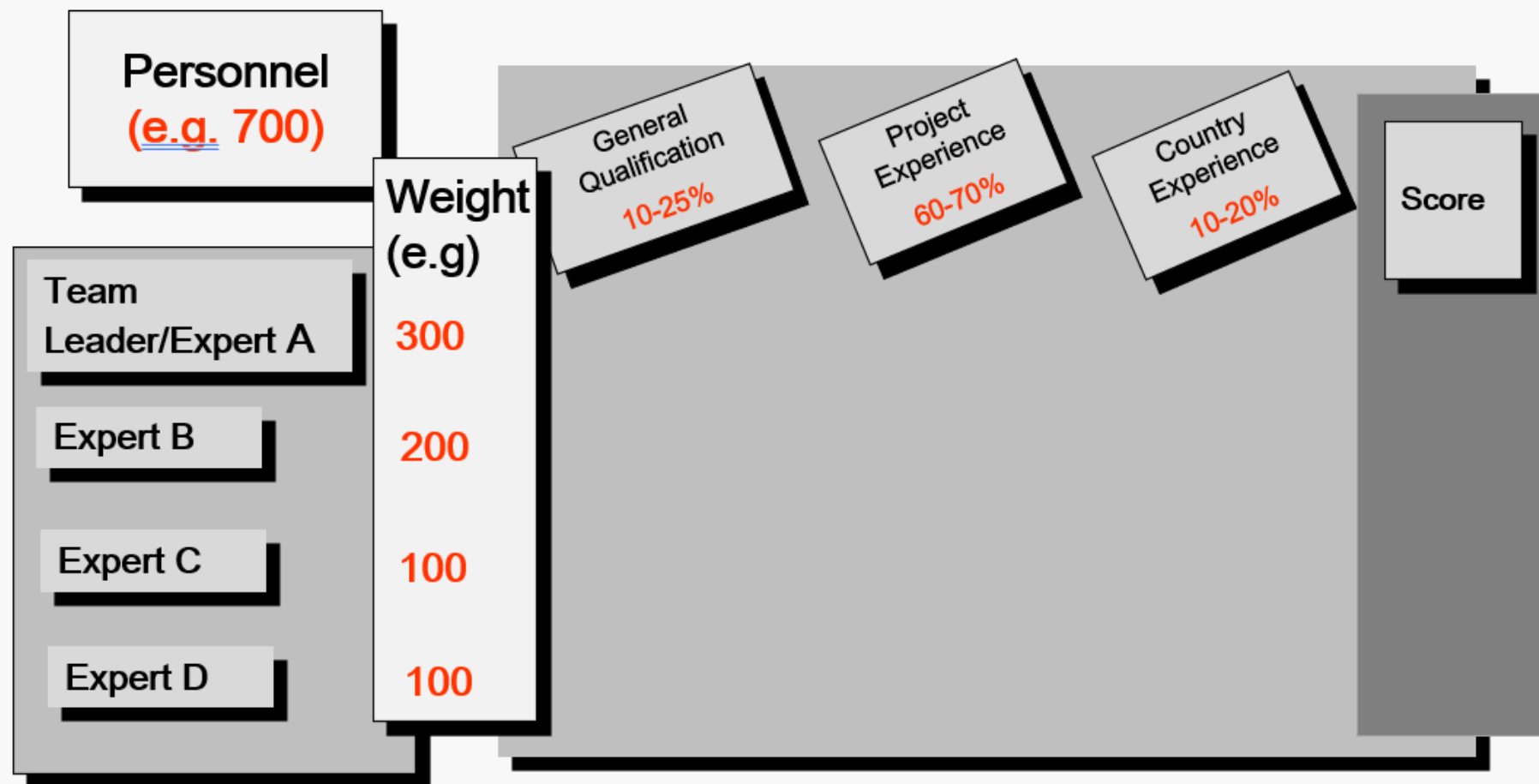
Gagner l'appel d'offres

Evaluation – Approach & Methodology



Gagner l'appel d'offres

Evaluation – Personnel

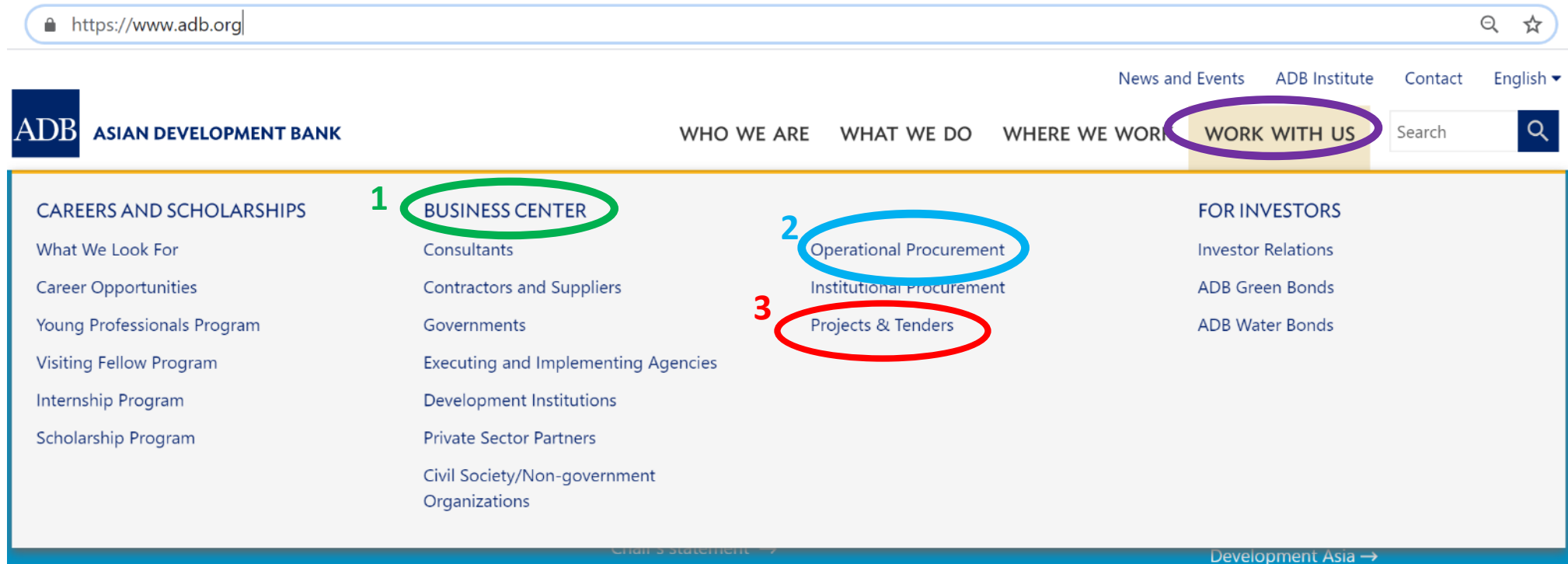


Gagner l'appel d'offres

Sample Evaluation Criteria/Weights (by type of proposal)

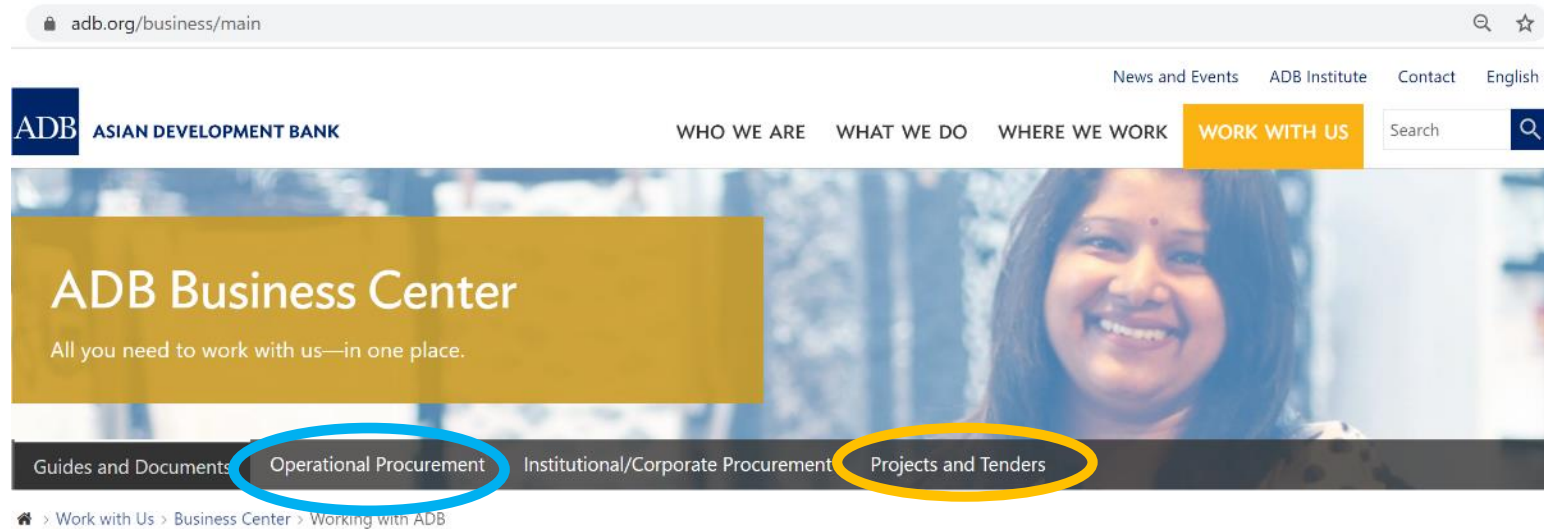
Weight	Full Technical Proposal	Simplified Technical Proposal	Biodata Proposal
Experience of the firm	100-200	--	--
Methodology Work program Personnel schedule, etc.	200-500	400	50 proposal presentation 300 for personnel schedule only
Personnel	300-700	600	650

Trouver la bonne information au bon moment



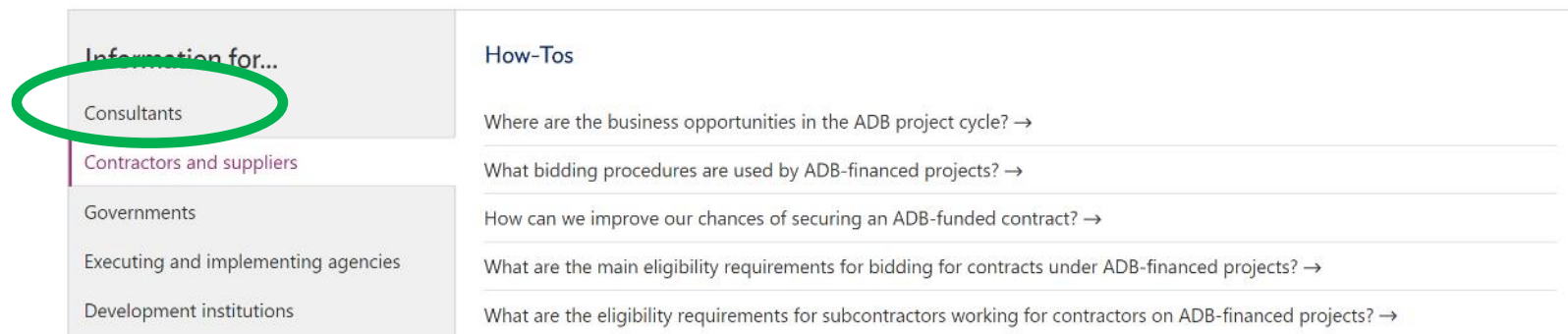
www.adb.org/business

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

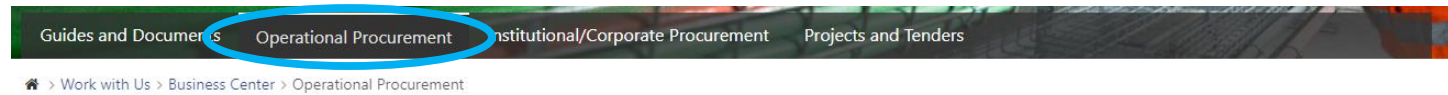


- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

Working with ADB



2. Operational Procurement



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

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

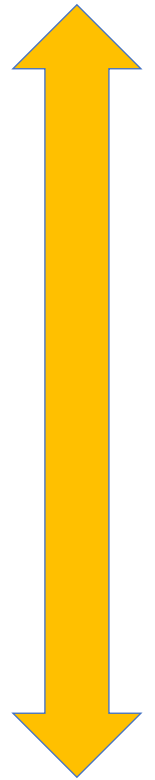
- Projects
- Documents
- Tenders

Multiple Search tools
available to refine
search

Identifying Opportunities

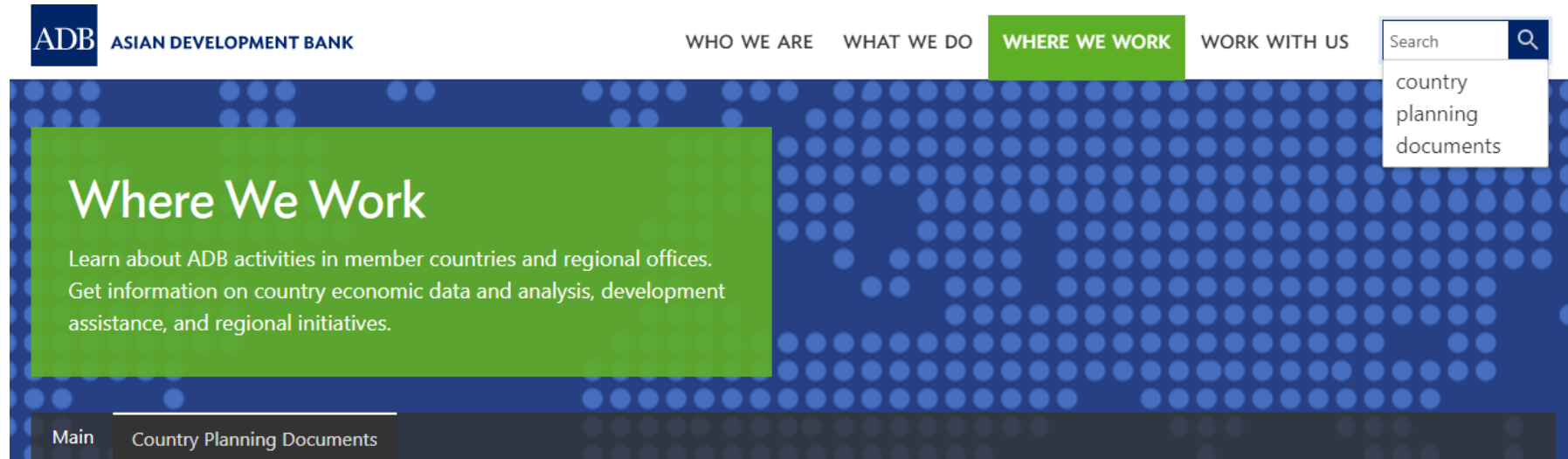
- Country Partnership Strategy (CPS) / Country Operations Business Plan (COBP)
- Project Procurement Plans
- Advance Notices
- Specific Notices
- ADB and CMS Websites as a source of Information

Up Stream



Immediate opportunities

CPS and COBP



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

The screenshot shows the ADB Projects & Tenders portal. A red circle highlights the 'PROJECTS & TENDERS' link in the top navigation bar. A blue arrow points to the 'Documents' tab, which is highlighted in blue. Another blue arrow points to the 'WHAT WE DO' link in the top navigation bar. The left sidebar shows filters for 'COUNTRY (1)' and 'TYPE (1)'. The 'COUNTRY (1)' filter has 'Kyrgyz Republic' selected. The 'TYPE (1)' filter has 'Procurement Plans' selected. The main content area shows a list of procurement plans with columns for title, ID, type, and document date.

ADB ASIAN DEVELOPMENT BANK

News and
WHO WE ARE WHAT WE DO WHERE WE WORK

Projects Documents Tenders

Procurement plans, reports, safeguards, etc.

Search

Results 1-20 of 30 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.

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- 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: **12 MONTH**
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 (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	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

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts TA Claims Partner Consultant Tutor

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.

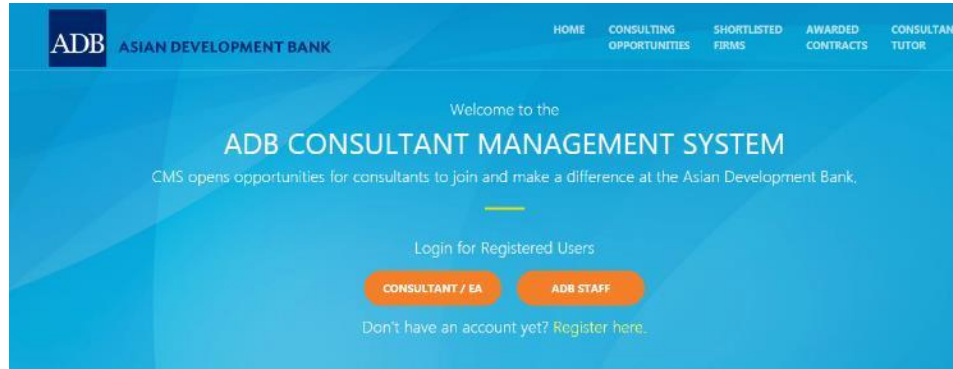
Basic Search **Advanced Search**

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

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.



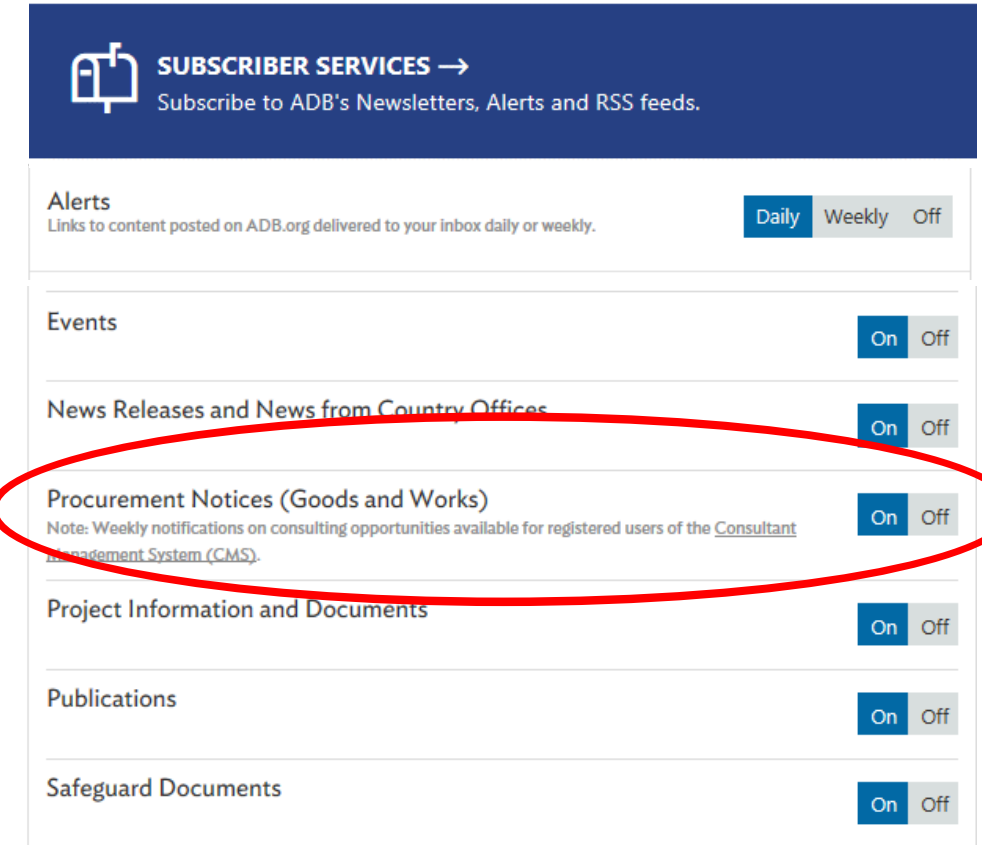
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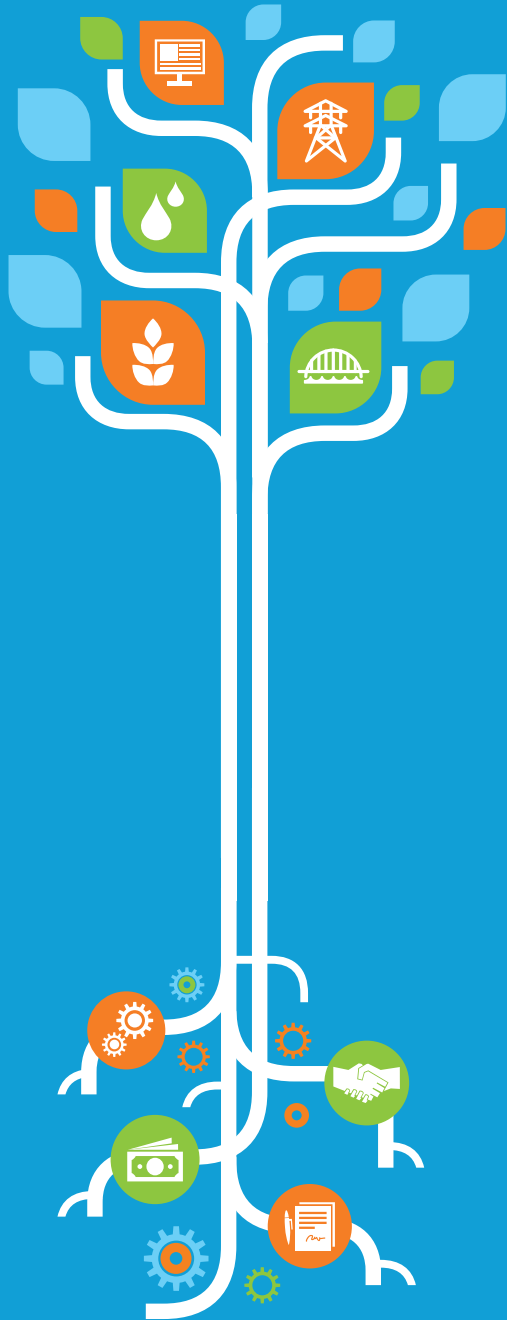
ADB's CMS System: <http://cms.adb.org>

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

ADB CMS Tutor – How to use CMS



- <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



Merci de votre attention !

Didier Guynet
PPDF/PFP1
dguynet@adb.org