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ADB

CONSULTANCY RECRUITMENT

Steven Gillard

Head of Consultancy Services Unit

Procurement, Portfolio and Financial Management Department

3 June 2021

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

How ADB Finances Projects



Public sector (sovereign) financing

Financial products for developing member country governments and public sector entities



Private sector (nonsovereign) financing

Direct financial assistance to private sector projects



ADB funds and resources

ADB funds activities in various sectors through loans and grants, financed from ordinary capital resources as well as special and trust funds.



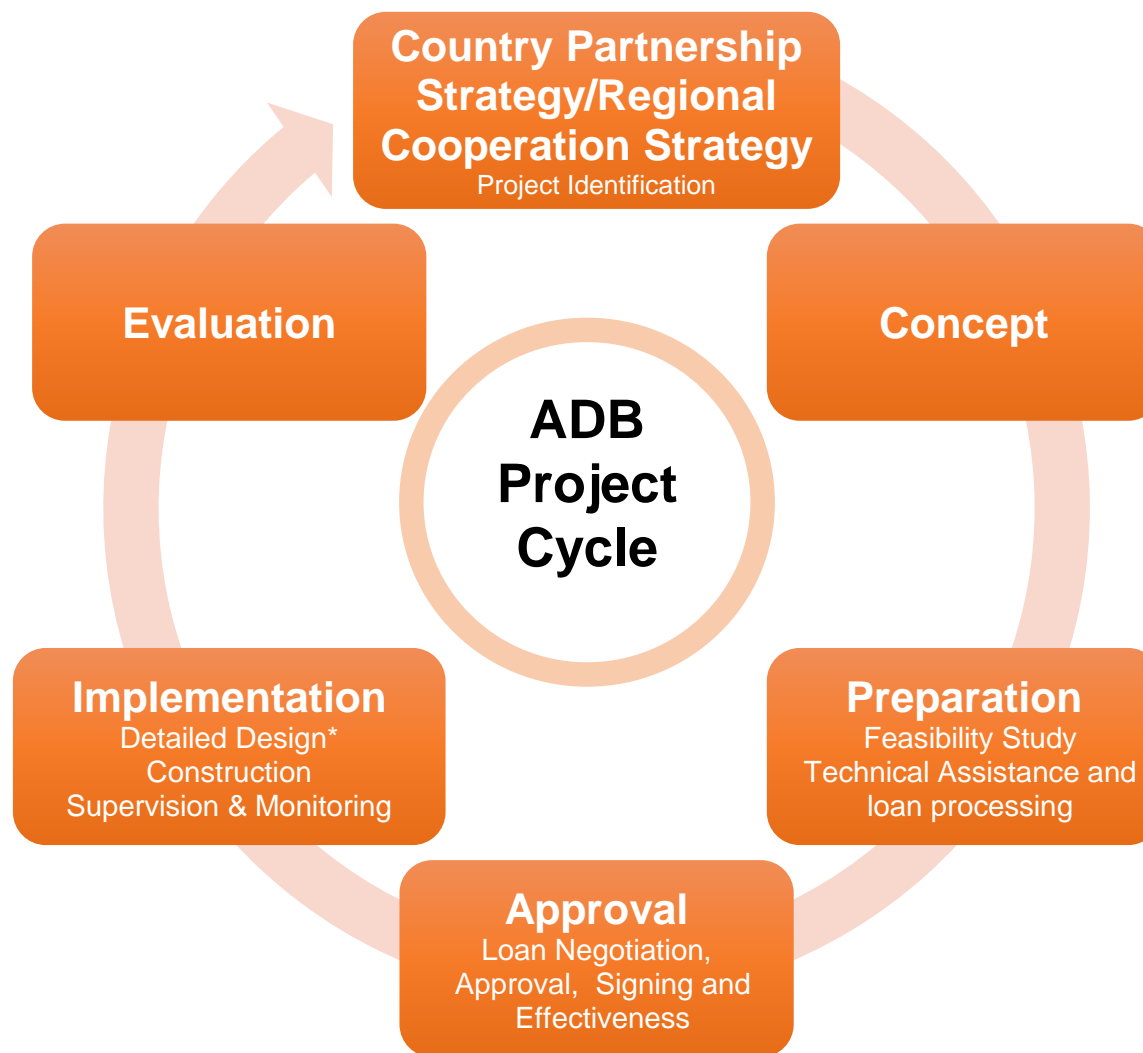
Cofinancing partnerships

To create greater synergies, ADB partners with others to finance development projects in the region.

With multilaterals, bilaterals, and private institutions

With commercial financial institutions

ADB Project Cycle



Typical Consultancy Opportunities

Knowledge Products

Studies, Capacity
Building, Knowledge
Sharing

Project Preparation

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

Project Implementation

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

Staff Consultants

Administrative
Assistance to ADB
Operations

Types of Opportunities



Consulting Firms



Individual
Consultants/
Resource Persons



Staff Consultants

Technical Assistance (generally ADB
Administered),

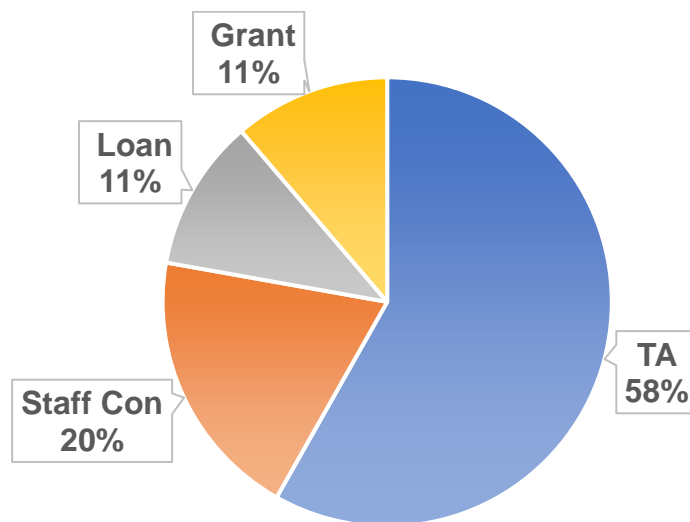
Loans and Grants (generally EA
Administered)

ADB staffing budget
(ADB Administered)

2020 Consultant Recruitment

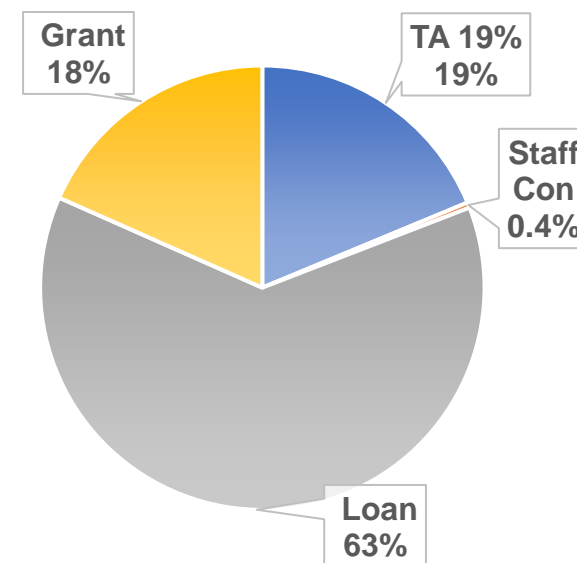
Individuals

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

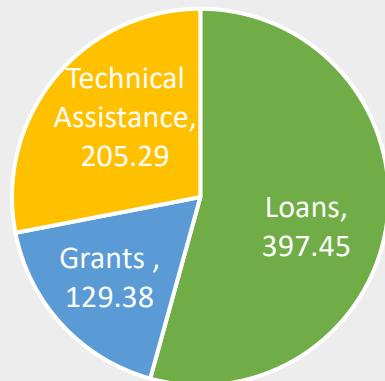
Type	Total Value (\$)	Count
Technical Assistance	114,035,729	237
Staff Consulting	2,375,831	23
Loan	380,281,251	257
Grant	111,737,022	107
Total	608,429,833	624



2020 Consultant Recruitment, Figures exc SC

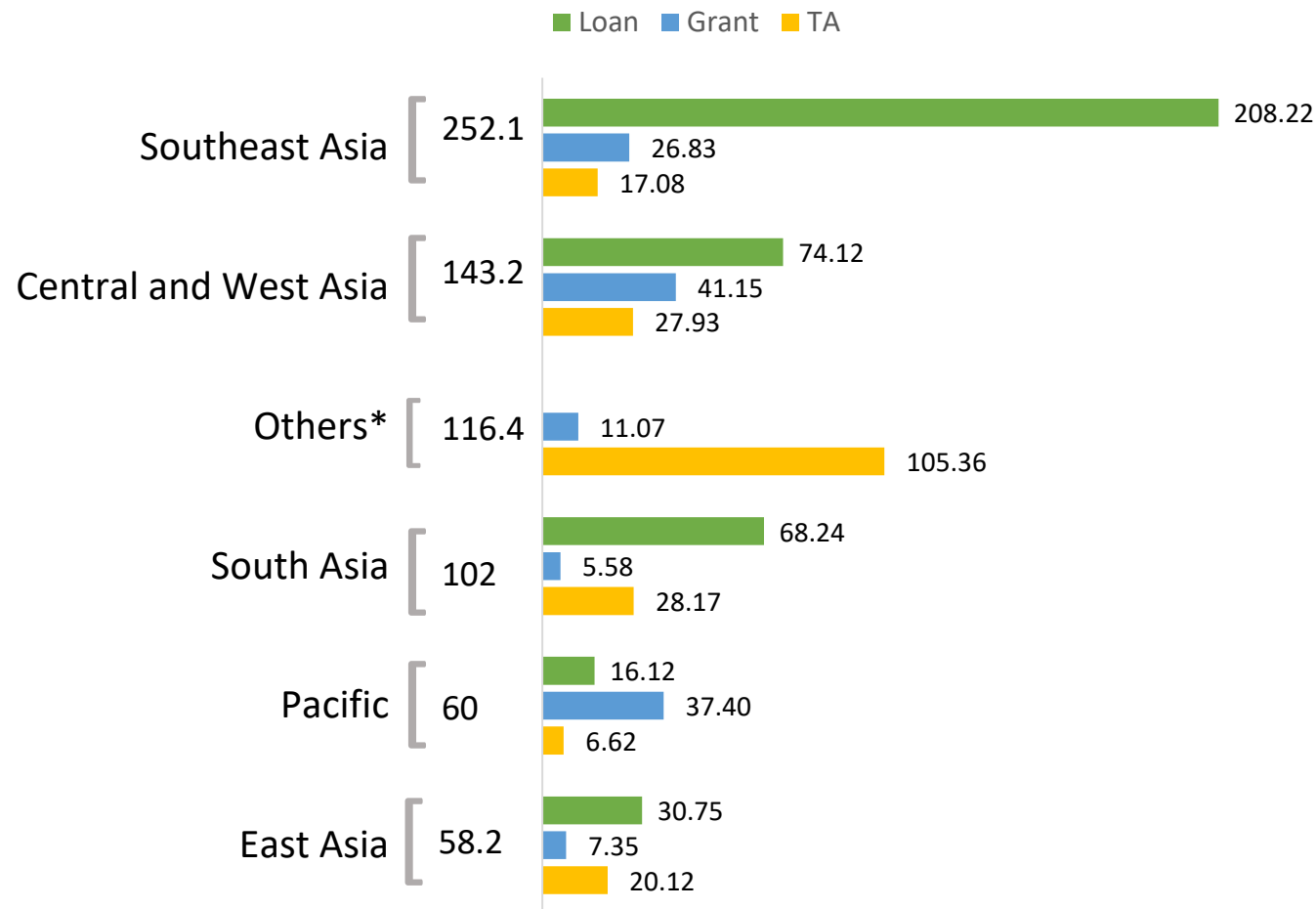


Consulting Contracts
Awarded by Fund Source,
\$ million



Source: ADB Annual Report 2020: Operational Data
Overall Procurement of Goods, Works, and Consulting Services, 2020
Project/Program Loans, Grants, and Technical Assistance Operations
Combined, By ADB Member (XLSX)

Consulting Contracts Awarded by Region, \$ million



*multi-country e.g., regional supply chain or cross-cutting issue e.g., gender

Source: Operational Procurement Statistics Dashboard (ProcDash)
<https://data.adb.org/dashboard/operational-procurement-statistics>

2020 Consultant Recruitment, TA-funded, by Country



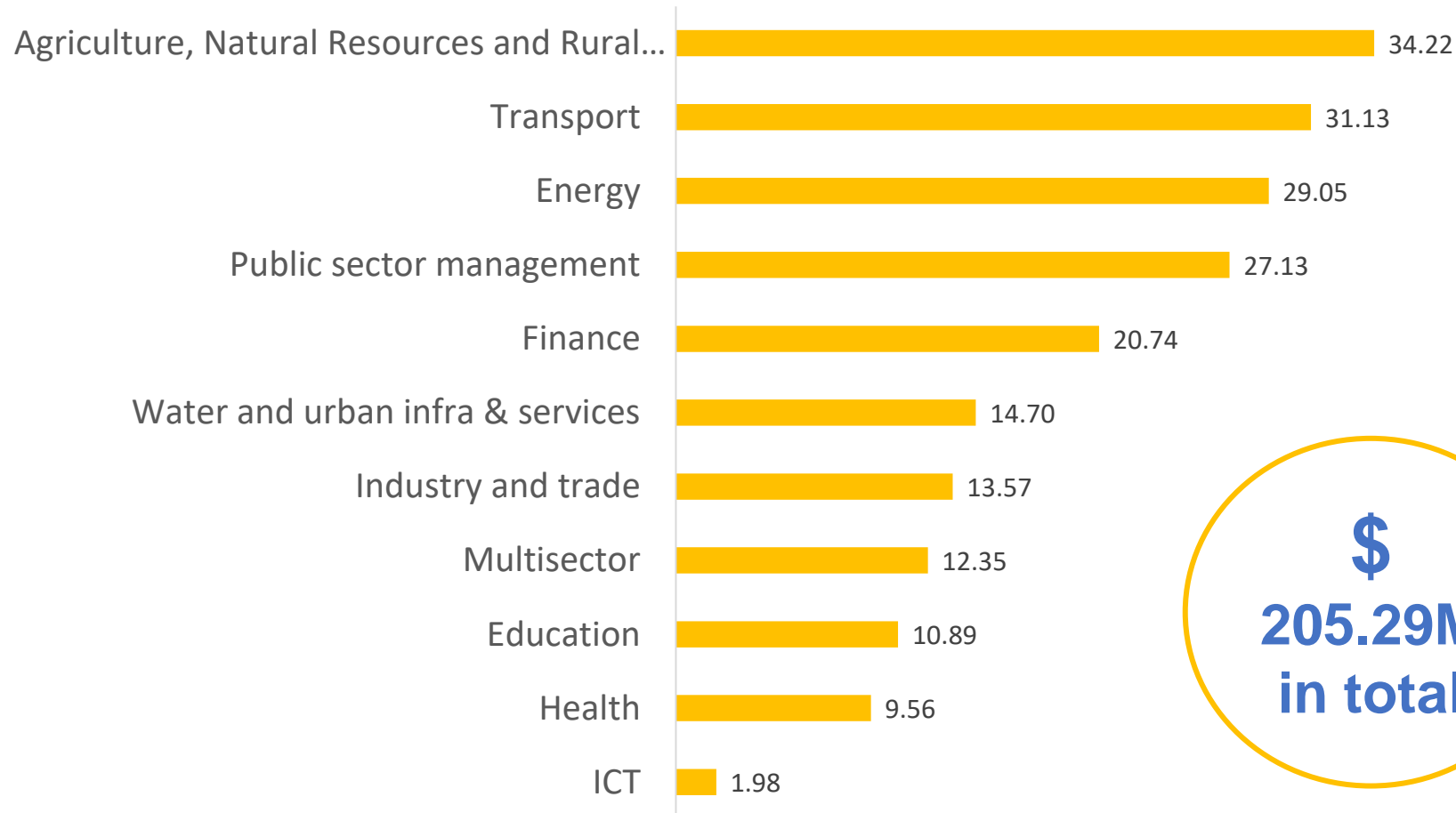
Top 20 Countries*

	<i>\$ million</i>		<i>\$ million</i>
India	12.3	Afghanistan	3.3
Mongolia	10.7	Sri Lanka	3.3
People's Republic of China	9.5	Kazakhstan	2.7
Uzbekistan	8.2	Bhutan	2.4
Pakistan	7.5	Thailand	1.9
Indonesia	6.5	Tajikistan	1.6
Bangladesh	6.2	Viet Nam	1.4
Philippines	4.6	Myanmar	1.3
Nepal	4.1	Cambodia	1.3
Papua New Guinea	4.0	Armenia	1.0

NB - excludes "Regional TA" (multi-country e.g., regional supply chain or cross-cutting issue e.g., gender) – **USD 105.36M**

Source: Operational Procurement Database - <https://data.adb.org/dataset/operational-procurement-database-2016-2020>

TA-funded Contracts by Sector, \$ million

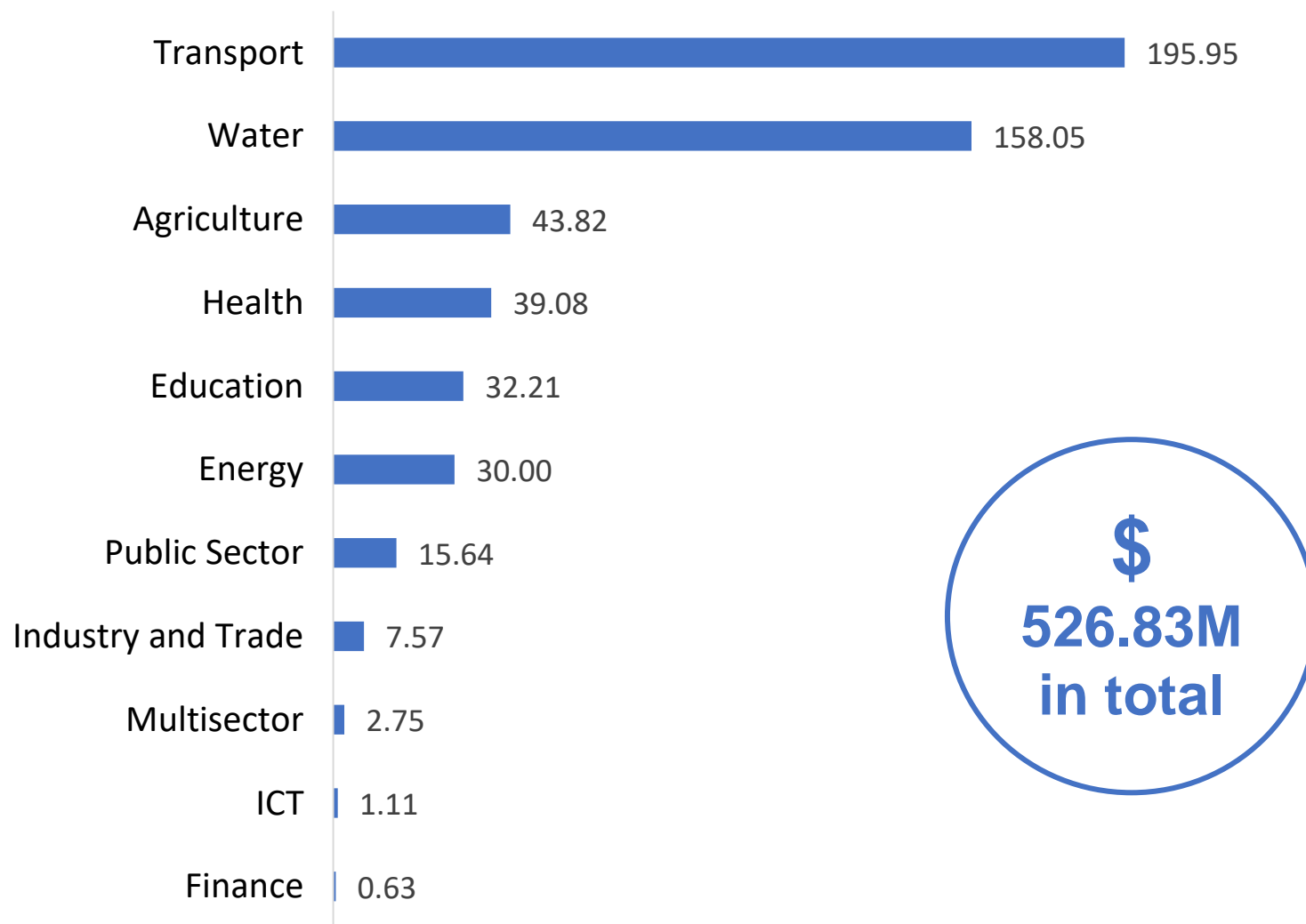


\$
205.29M
in total

2020 Consultant Recruitment, Loan and Grant By Sector



Loan- and Grant-funded Contracts by Sector, \$ million



Loan- and Grant-funded Contracts Top 20 Countries*

	<i>\$ million</i>		<i>\$ million</i>
Philippines	90.8	Afghanistan	16.9
Indonesia	72.6	Nepal	16.2
Pakistan	30.9	Georgia	15.8
Bangladesh	26.7	Lao People's Democratic Republic	15.7
Papua New Guinea	25.0	People's Republic of China	15.7
Uzbekistan	23.1	India	15.1
Cambodia	22.6	Sri Lanka	14.4
Mongolia	22.4	Myanmar	13.8
Viet Nam	19.6	Tonga	11.4
Kyrgyz Republic	18.7	Tajikistan	9.9

*excluding Regional/Other Grants
(multi-country e.g., regional supply chain or cross-cutting issue e.g., gender) – **USD 11.07M**

Source: Operational Procurement Database - <https://data.adb.org/dataset/operational-procurement-database-2016-2020>

Types of Consulting Assignments Loan/Grant

Above
\$5M

Construction Supervision
Detailed Design
Engineering Design

Institutional Support
Project Implementation Support
Project Management Consultant

Below
\$5M

Auditor / Project Audit
Capacity Building
Construction supervision
Detailed engineering design
Development of IT systems
Feasibility Study
Financial Management
Monitoring and Evaluation

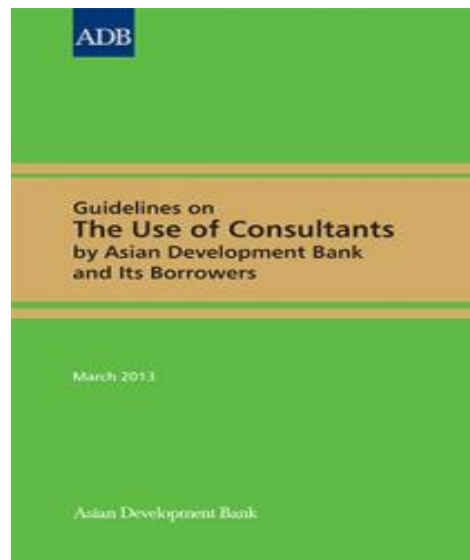
Institutional and Capacity Development Support
Procurement Agent
Project Implementation
Project Management
Safeguards External Monitoring
Social Safeguards Monitoring



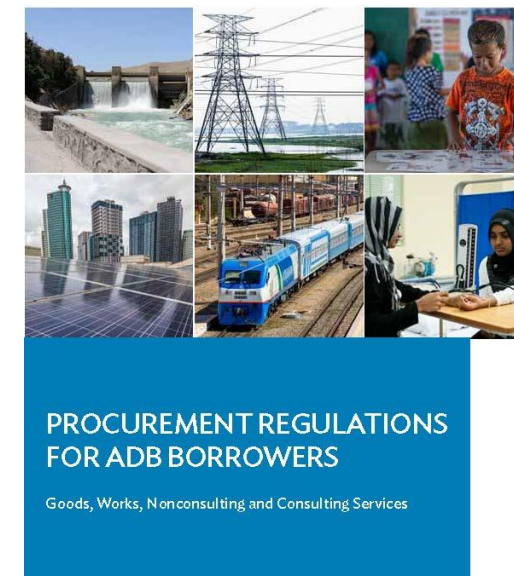
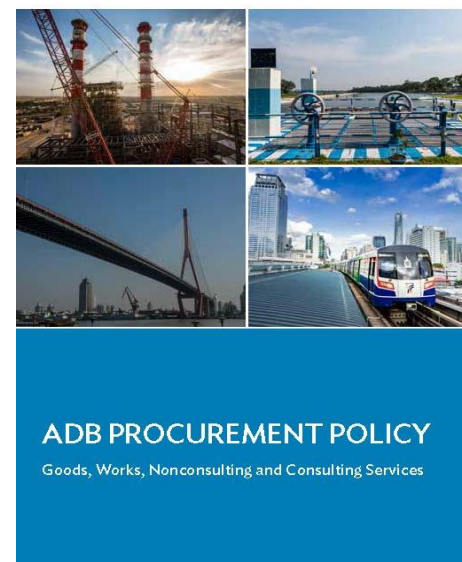
Policies Applicable to Recruitment of Consultants



Pre-2017 processing



Post-2017 processing



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Procurement Principles



Principle

Outcomes



Fairness

Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.



Economy

Using price, quality, and any nonprice attributes to deliver viable projects.



Efficiency

Ensures procurement processes are proportional to value and risks.



Transparency

Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.



Quality

Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.



Value for Money

Obtain optimal benefits through effective, efficient, and economic use of resources.

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

when COST IS evaluated

Quality-and Cost-Based Selection

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

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

Fixed Budget Selection

Who wins: Firm with the highest technical score whose financial proposal is within the specified budget.

Least-Cost Selection

Firms evaluated for technical qualification.

Who wins: Firm with the lowest price

when cost is NOT evaluated

Selection Methods

when COST IS evaluated

Quality-Based Selection

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

Consultants' Qualifications Selection

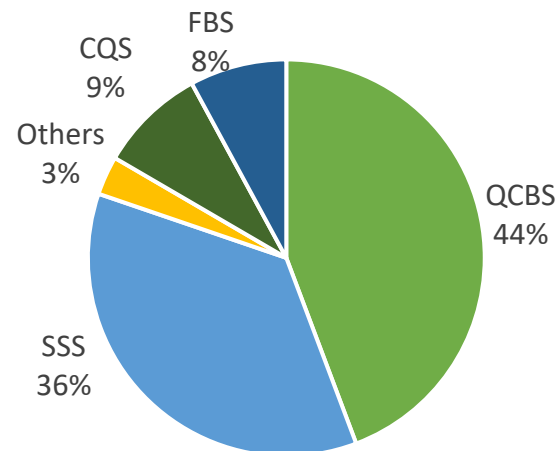
Evaluated based on consulting firms' qualifications, reflected in amplified expressions of interest submitted by firms in response to the advertisement (CSRN).

Direct contracting

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

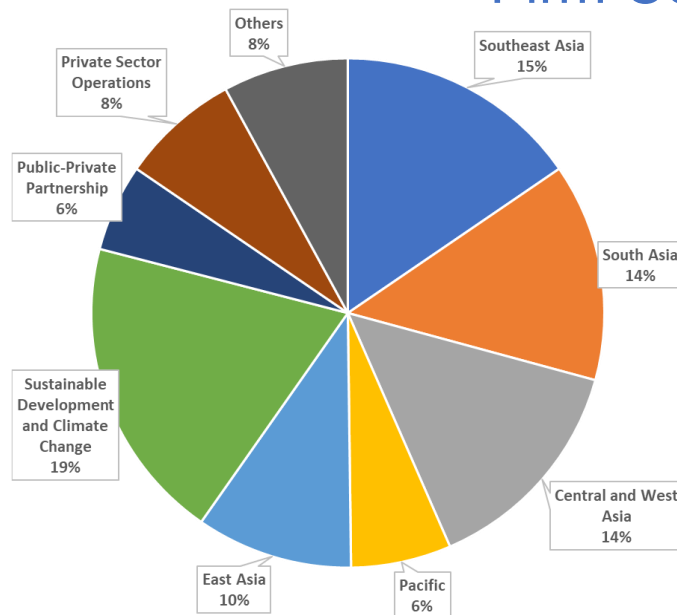
when cost is NOT evaluated

Firm Contracts by Selection Method



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

Firm Contracts by Department/region



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	

What are Frameworks?



Framework Agreements and Framework Contracts can significantly improve **efficiency** in consultancy procurement



General idea is to select consultants ahead of actual need, to permit rapid mobilization on demand



Can be used for Individual or Firm consultants



Widely used by other institutions

What are Frameworks?



Framework Contract

used to contract **one** consultant to perform numerous related contracts

no secondary competition



Framework Agreement

used to empanel **multiple** consultants for future needs

can be secondary competition between the empaneled consultants



Call Off

a contract for specific services under the FA/FC

refers back to the FA/FC for contractual terms e.g. fee rates of experts

When is Framework appropriate?



a number of similar consultancy assignments are envisaged.



to retain or “pre-qualify” one or more qualified consultants for possible multiple or repeat consultancy assignments



can be described under a single “generic” terms of reference



but precise scope, location and duration of the required services are not known at the time the Framework is established



PROS

Procurement activities are “front ended” in anticipation of future need

Consultants may be mobilized in a very short period, with shorter processing time

- No need to advertise for each call-off
- No competition between experts once established
- Fee rates established in advance

Allows user unit to **focus procurement efforts** on a small number of **high quality consultants**

Not linked to any funding source



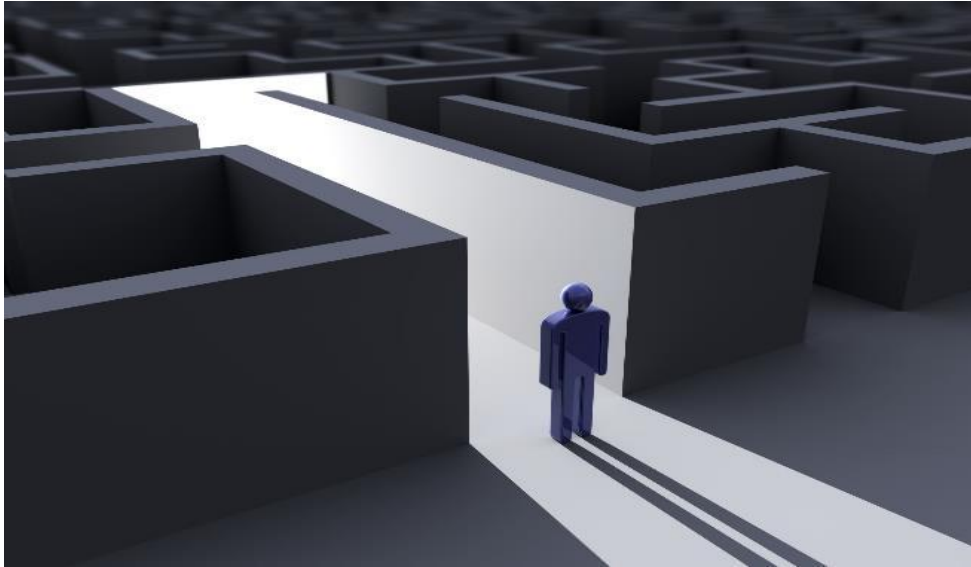
CONS

Significant upfront effort to establish (especially firm frameworks)

No guarantee of call-off for all consultants

Availability of expert is not guaranteed

May raise questions over the concentration of contract awards to certain consultants



Finding Info and Opportunities

ADB

ADB Business Center



www.adb.org/business

adb.org/business/main

News and Events ADB Institute Contact English

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Search

ADB Business Center

All you need to work with us—in one place.

Guides and Documents Operational Procurement Institutional/Corporate Procurement Projects and Tenders

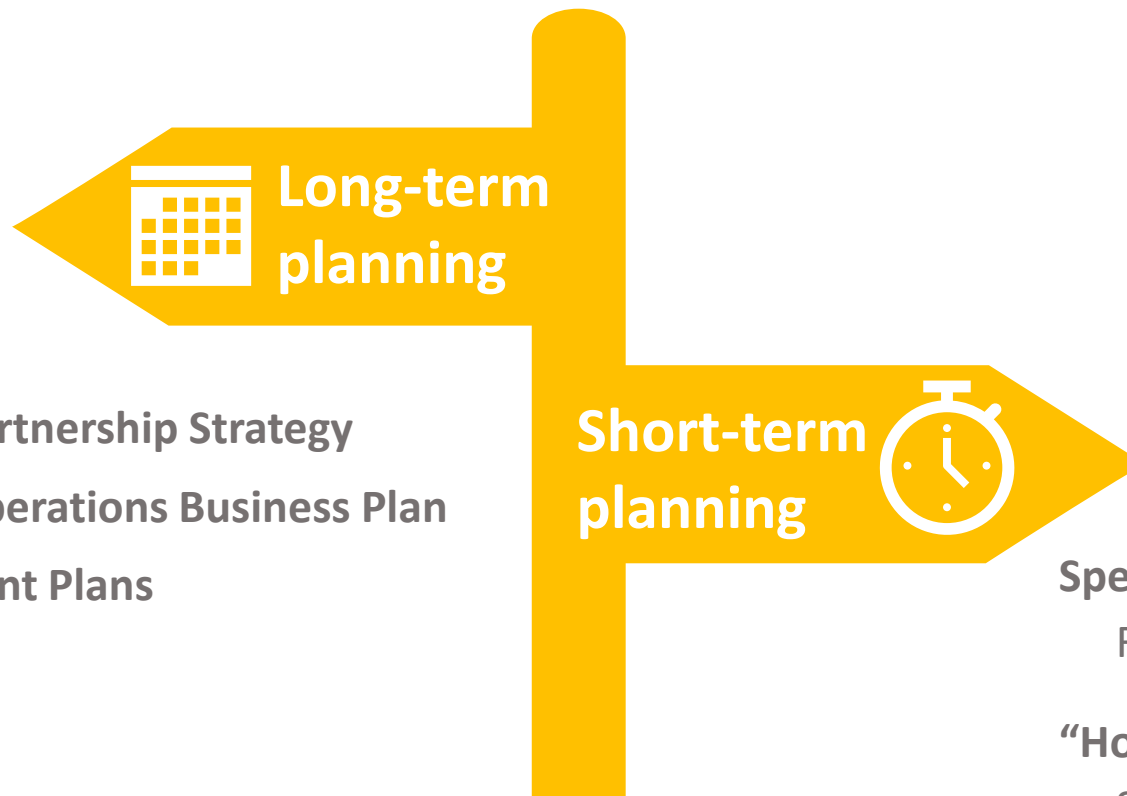
> Work with Us > Business Center > Working with ADB

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? →

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

Identifying Opportunities



Country Partnership Strategy
Country Operations Business Plan
Procurement Plans

Specific Procurement Notices

Request for Expressions of Interest

“Hop-on” Opportunities

Shortlisted Consultants

Contracts Awarded



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

ADB

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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

Country Planning Documents

Strategies 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.

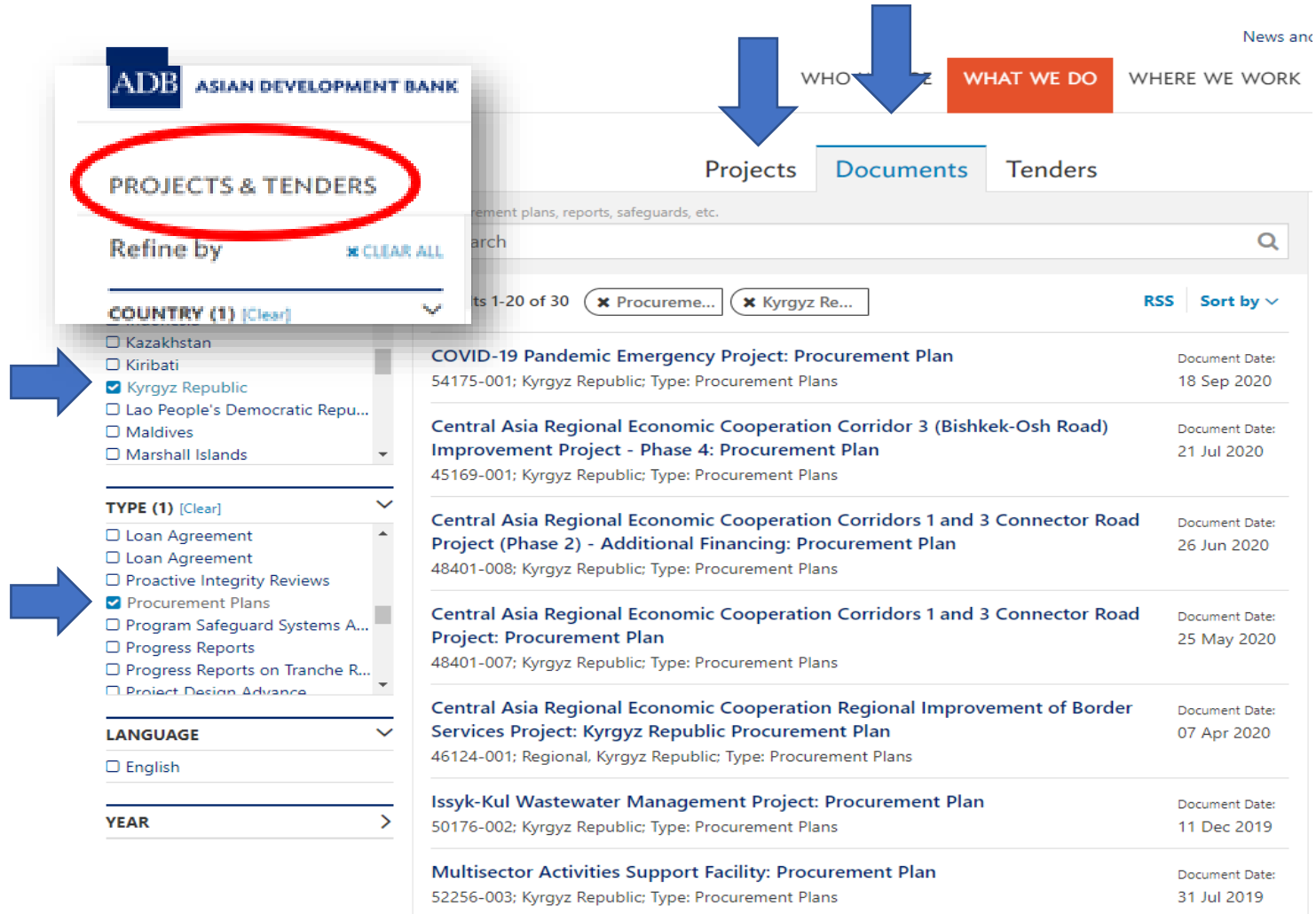
Regional Cooperation Strategy and Programs

(RCS) –

...how an ADB-defined region or the Pacific can work together to foster economic cooperation.



The Procurement Plan

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PROJECTS & TENDERS

Refine by [CLEAR ALL](#)

COUNTRY (1) [Clear]

- ☐ 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

News and
WHO WE ARE WHAT WE DO WHERE WE WORK

Projects Documents Tenders

Search

Items 1-20 of 30 [Procurement Plans](#) [Kyrgyz Republic](#) [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

ADB

Specific Procurement Notices



Includes
notices
from both
ADB and
EAs



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News and | WHO WE ARE WHAT WE DO WHERE WE WORK

PROJECTS & TENDERS

Projects Documents **Tenders**

Refine by [x CLEAR ALL](#)

COUNTRY ▼

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

TYPE (4) [Clear] ▼

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

Procurement of goods, works, and consulting services

Search


Results 1-20 of 15524 [x Individual ...](#) [x Invitation f...](#) [x Firm - Con...](#) [x Invitation f...](#)

[RSS](#) [Sort by ▼](#)

Infrastructure Specialist (International)	Status:	Deadline:
53113-001; Afghanistan; Public sector management; Posting date: 29 Mar 2021	Active	04 Apr 2021
Notice Type:	Individual - Consulting	
Urban Water Supply and Sanitation Sector Project	Status:	Deadline:
Solomon Islands; Water and other urban infrastructure and services; Posting date: 29 Mar 2021	Active	26 May 2021
Notice Type:	Invitation for Bids	
Number: 0662		
Due Diligence Specialist (international)	Status:	Deadline:
Tajikistan; Water and other urban infrastructure and services; Posting date: 29 Mar 2021	Active	02 Apr 2021

“Hop-on” Opportunities: Shortlisted Consultants




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 go directly to the shortlisted firm.

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
Select All Select None	Select All Select None	Select All Select None
<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.

Preparing a
responsive and
strong technical
proposal



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**

Avoiding Common Mistakes |

Key Success Factors |

Avoiding Common Mistakes |

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



Key Success Factors |

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

Firm or associated firms 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

Avoiding Common Mistakes |

Doesn't conform to required templates

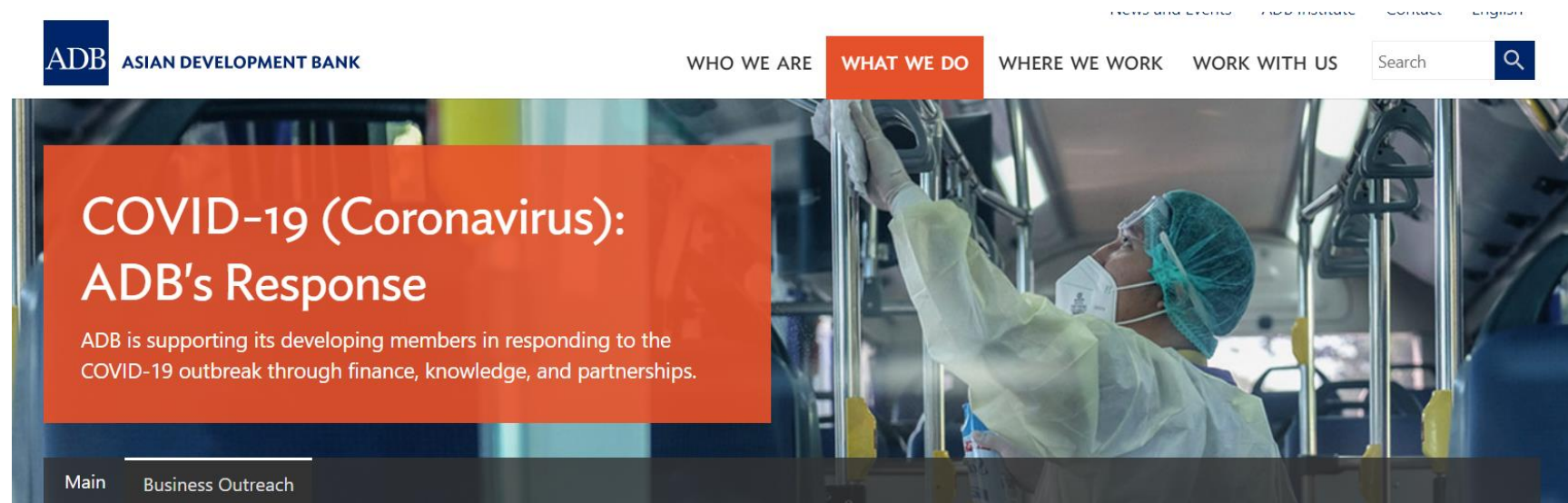
Insufficient time afforded to entry of proposal in CMS: late proposals not accepted

Noncompliant proposal – e.g.

Incorrect number of person-months (if prescribed)

Disclosing Financial Information in technical proposal

<https://www.adb.org/what-we-do/covid19-coronavirus/procurement>



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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.

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)

☐ 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)

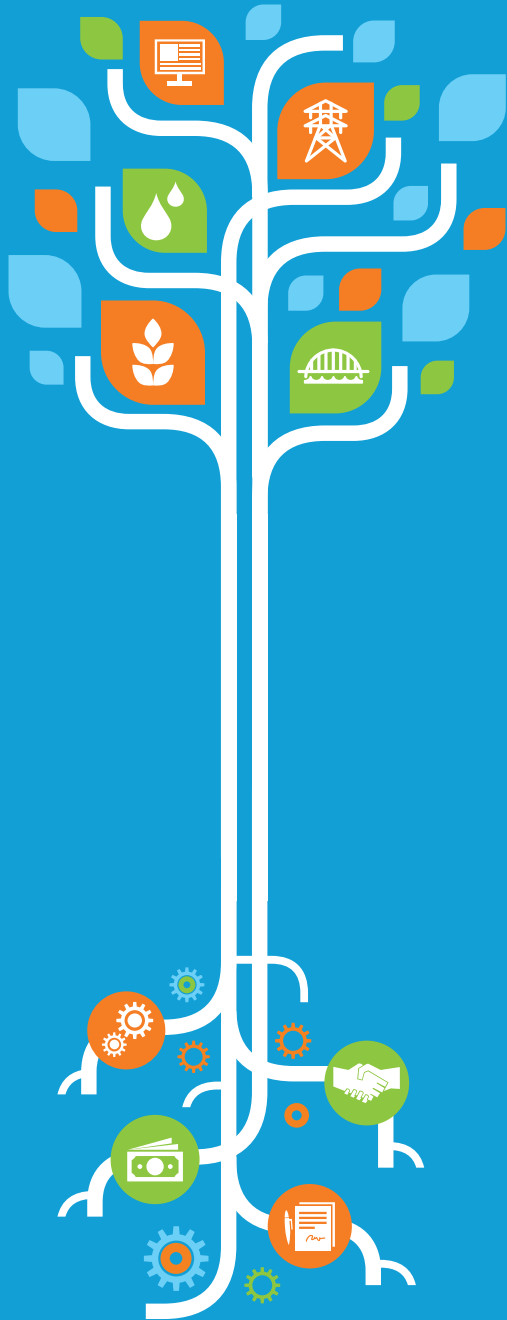
☐ 3 months to 1 year (75)

☐ More than 1 year (104)

Expertise

Go

	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
D: PT Cisarua Mountain Dairy: Gender empowerment in 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!

Steven Gillard
Head of Consultancy Services Unit
Procurement, Portfolio and Financial Management Department
sgillard@adb.org