



# Asian Development Bank Business Opportunities Seminar

Doing Business with ADB and the ADB Procurement System

Manila, Philippines  
28 June 2021

# 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

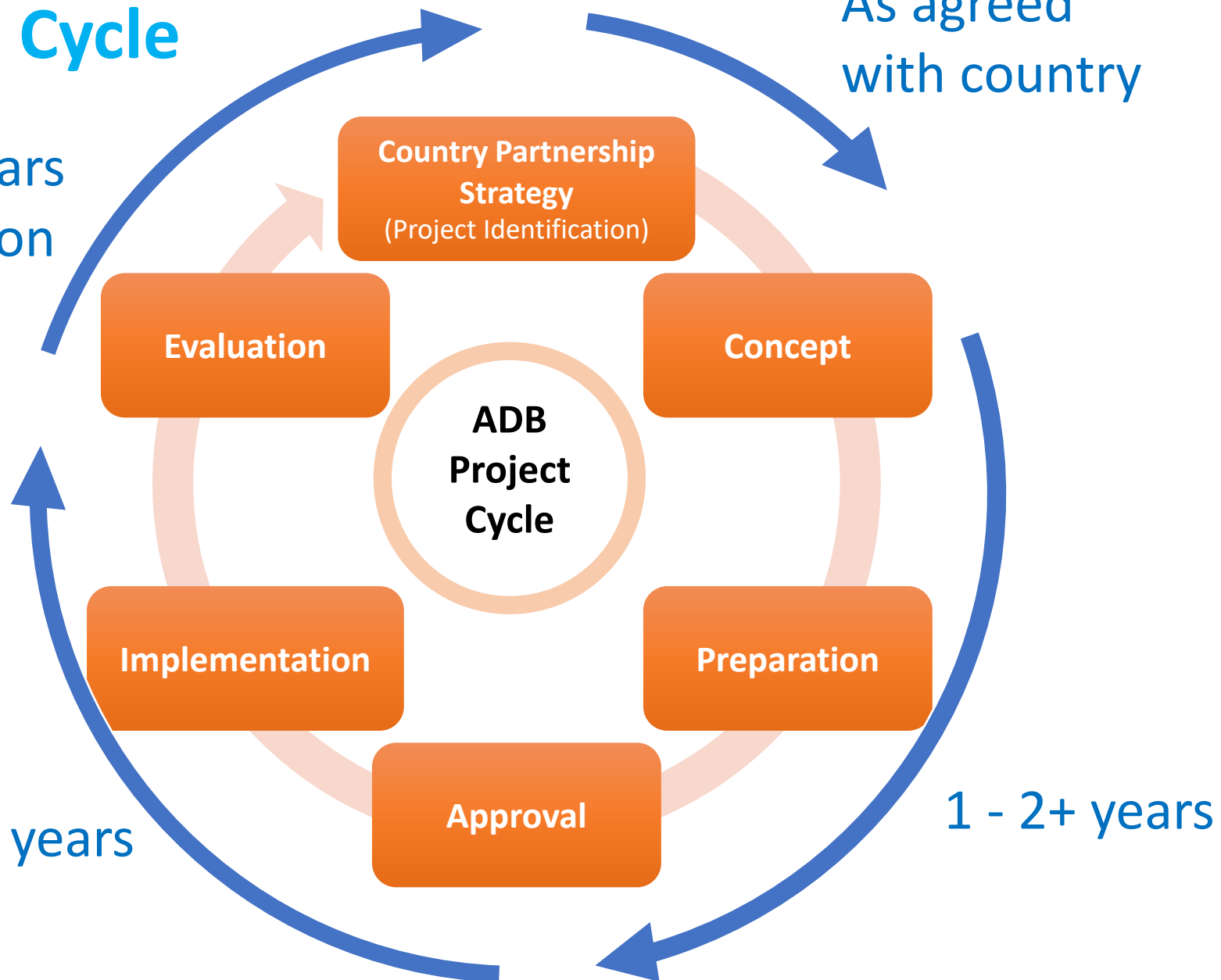
# ADB Project Cycle

Within 2 years  
of completion

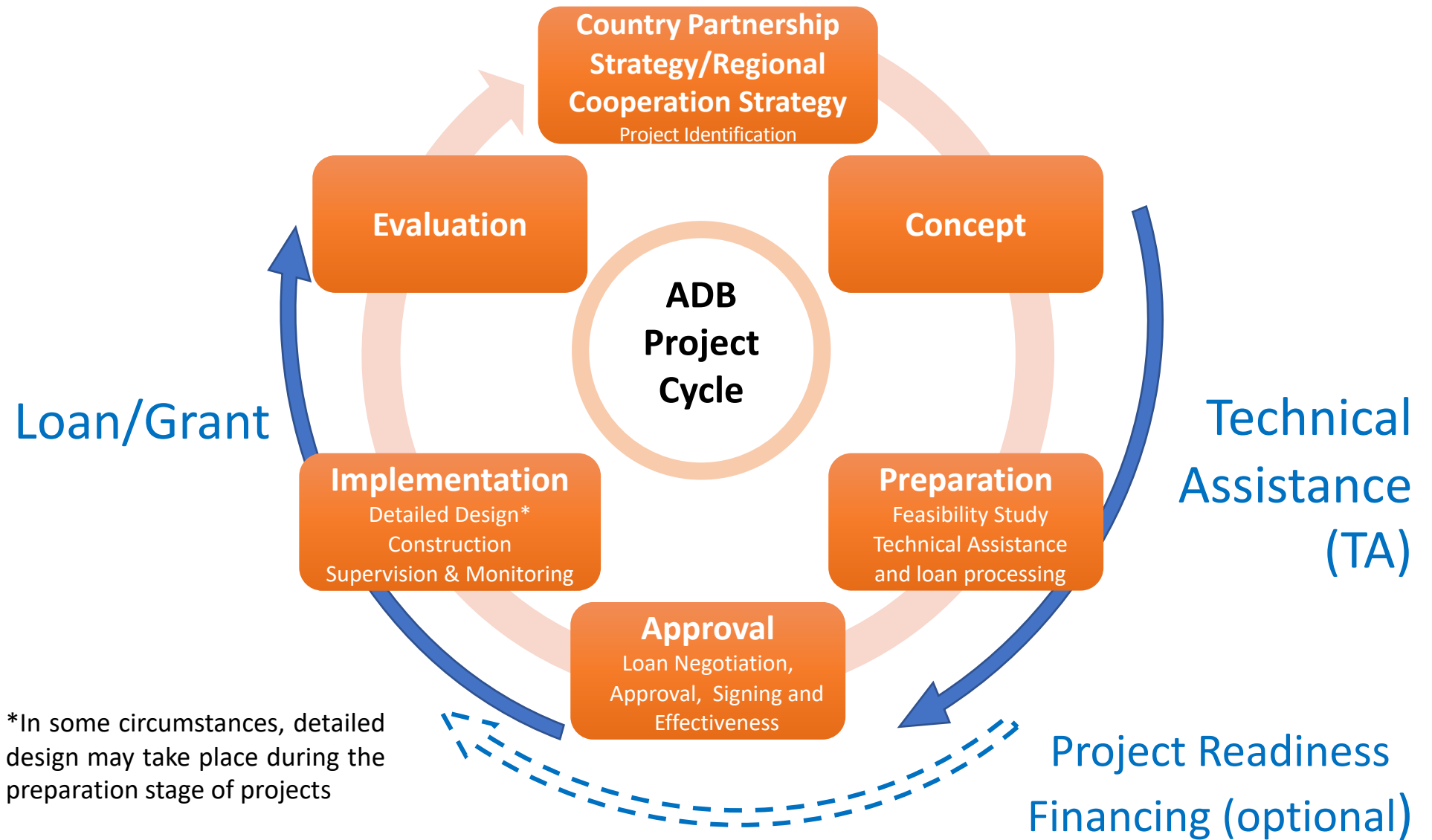
As agreed  
with country

4 - 7+ years

1 - 2+ years



# Different Modalities of Engagement for Consultants



## TA Consulting

## V

## Loan/Grant Consulting

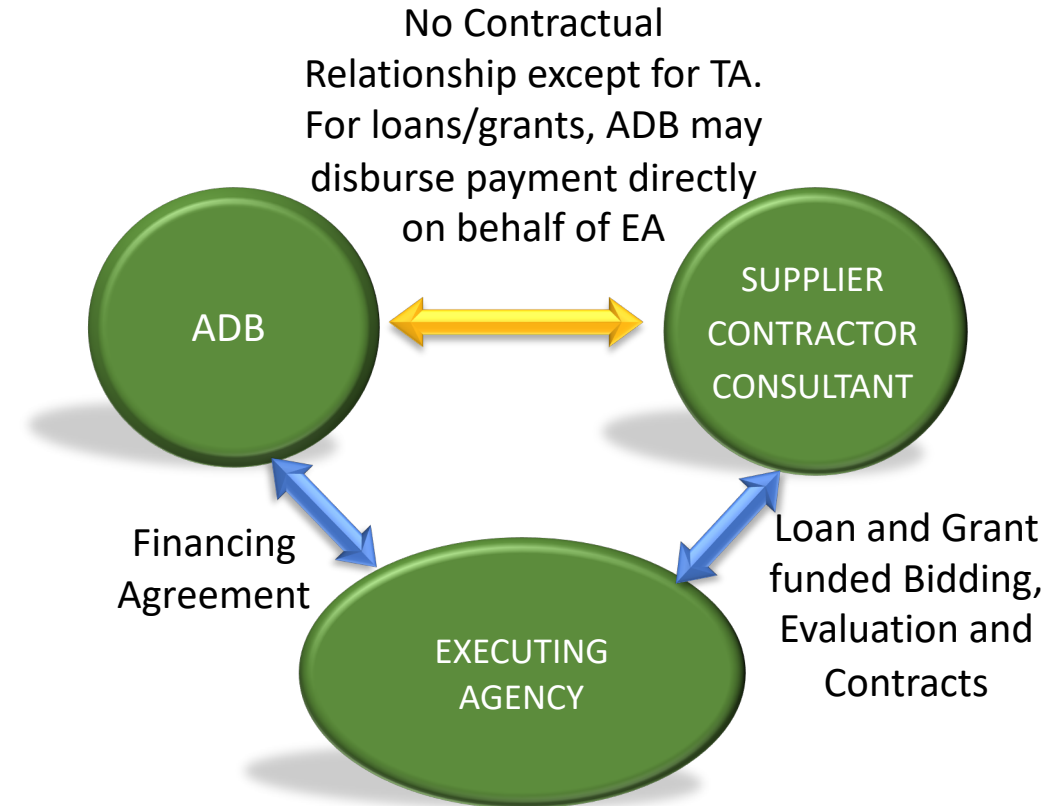
- ADB is the Client.
- Direct payment by ADB
- Contracts governed by UK law
- Provision of Privileges and Immunities (expert on mission).
- Tax Exemption in project country\*
- Complaints to ADB

- Borrower is the Client
- ADB in oversight role
- Client pays (ADB may do on behalf)
- Law of borrower's country generally applies
- Contracts subject to tax
- Complaints to borrower, may copy ADB

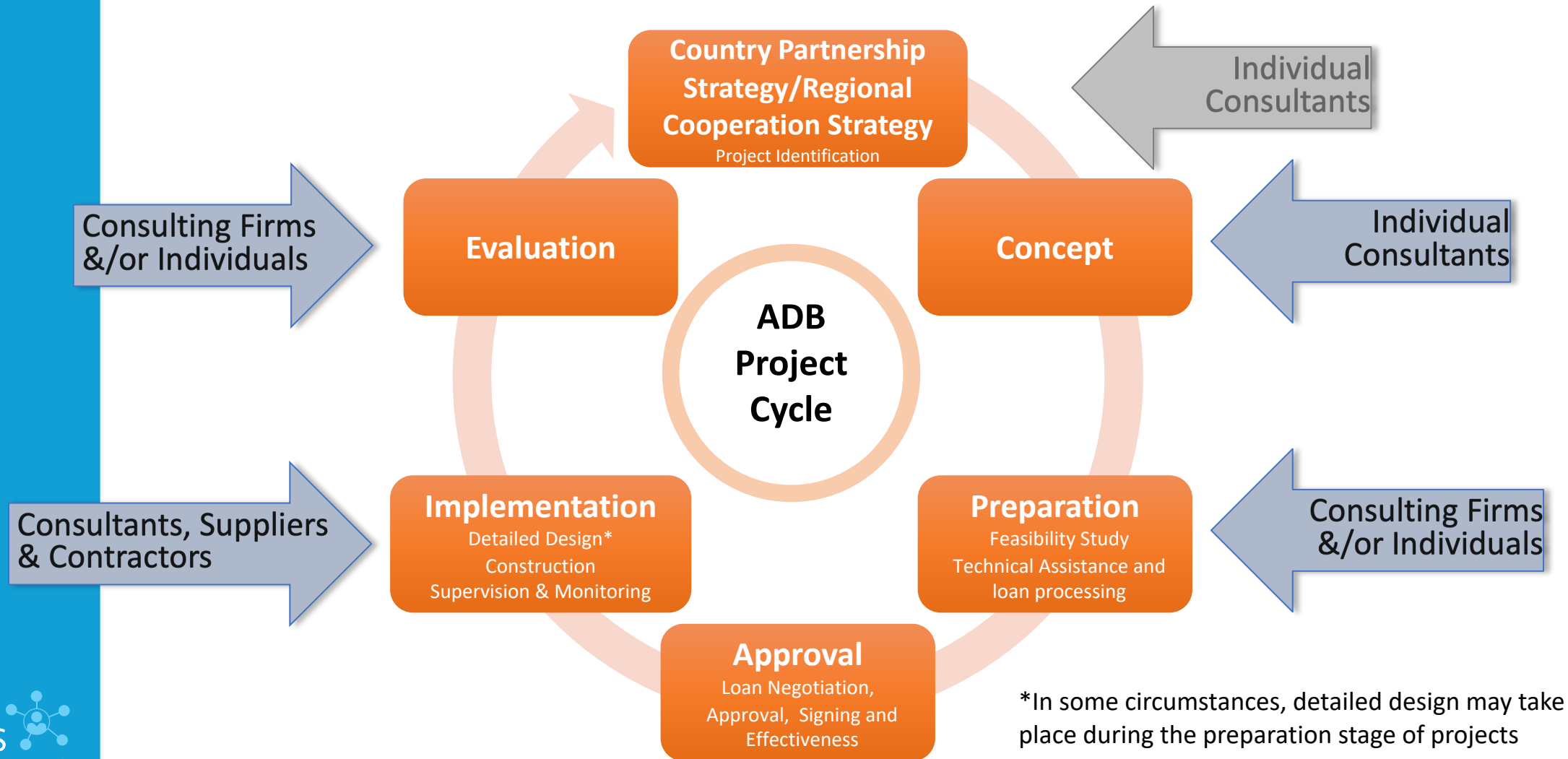
\* If the country where the work is being undertaken has reserved the right to tax their own nationals, any local sub-consultants or individual experts may be subject to tax.

# Relationships

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



# Use of Individual Consultants & Firms





# Consulting Services

## Basic Components



# Consulting Services Methods

|      |  |
|------|--|
| QCBS | • Quality & Cost Based Selection       |
| QBS  | • Quality Based Selection              |
| CQS  | • Consultants Qualifications Selection |
| FBS  | • Fixed Budget Selection               |
| LCS  | • Least Cost Selection                 |
| DC   | • Direct Contracting                   |

# Types of Consultants



Consulting Firms



Individual Consultants

Technical Assistance, Loans and Grants



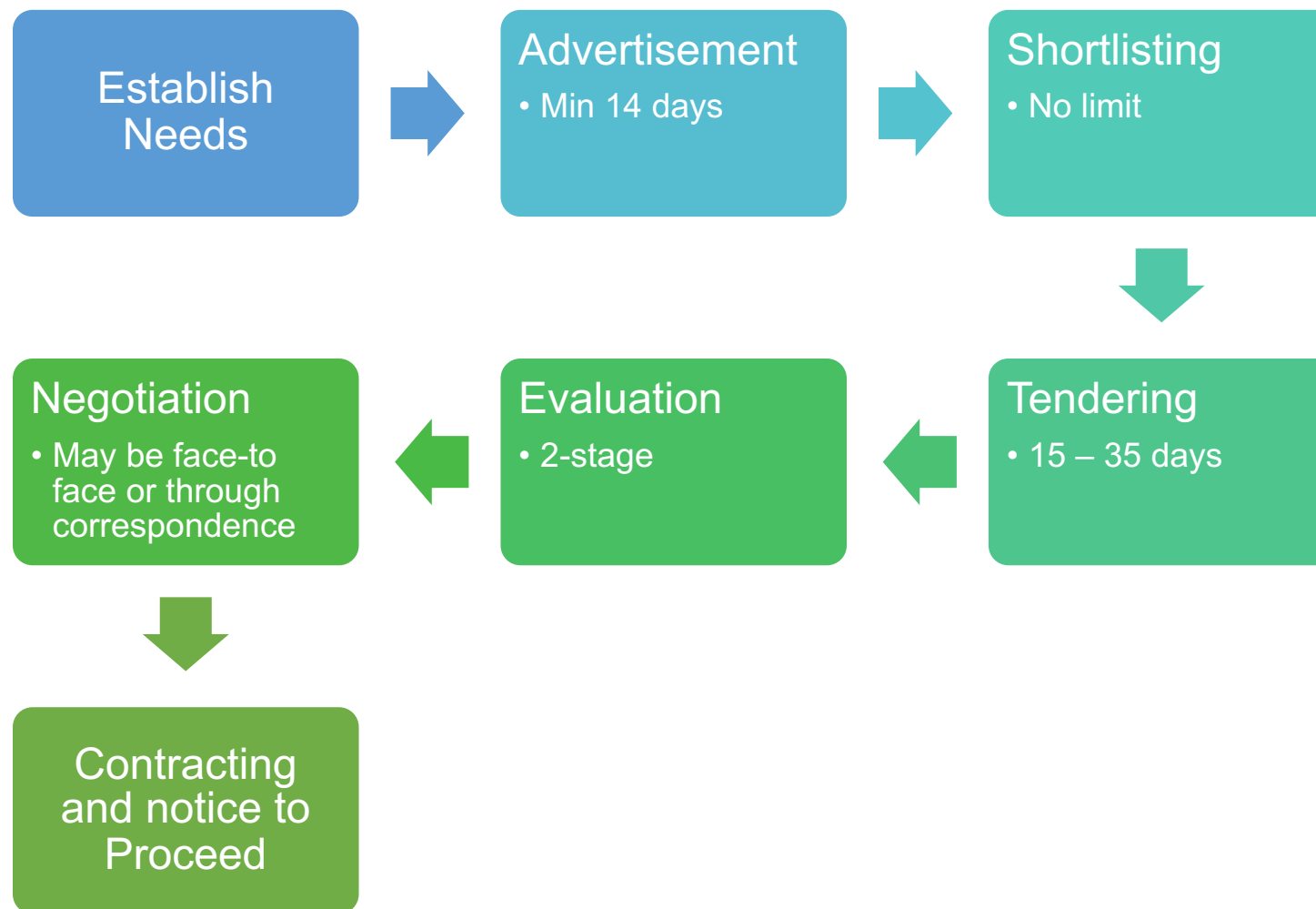
Staff Consultants

ADB staffing budget

## Recruitment may be national or international

- International may be from any ADB member country (global if no eligibility restriction)
- In firm contracts, team members can be from any country (unless sanctioned)
- A firm is national if legally incorporated in the developing member country.
- An individual is national if a citizen of the developing member country, or if they have legal right to reside and work in the country.

# Firm Consultant Recruitment



# Procurement Methods - Firms

QCBS

- Quality & Cost Based Selection

QBS

- Quality Based Selection

CQS

- Consultants Qualifications Selection

FBS

- Fixed Budget Selection

LCS

- Least Cost Selection

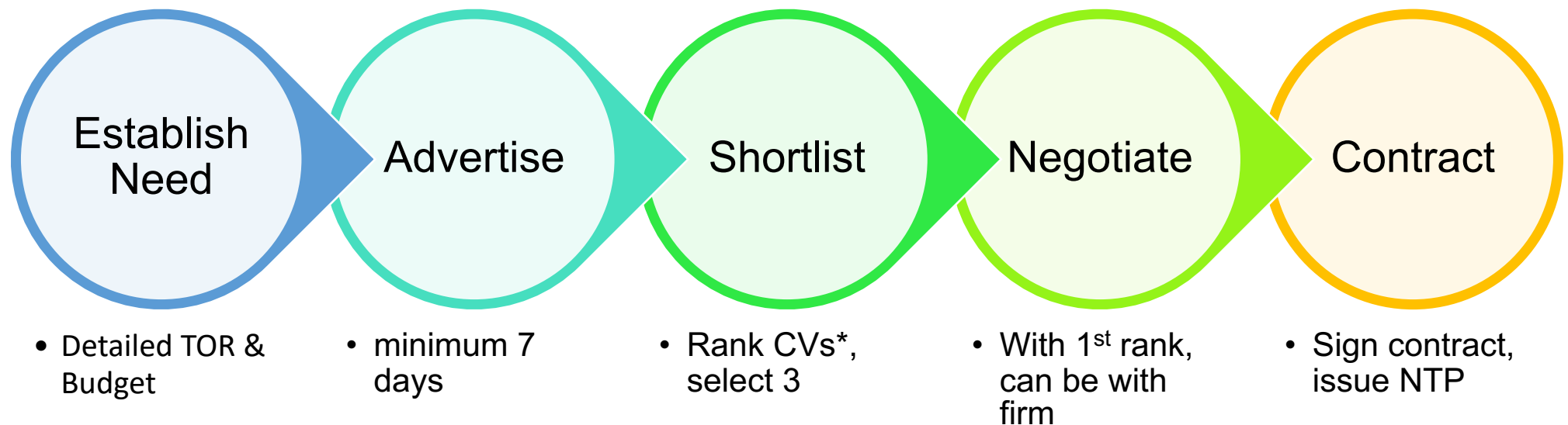
DC

- Direct Contracting

# Salient Points on Firm Recruitment Process

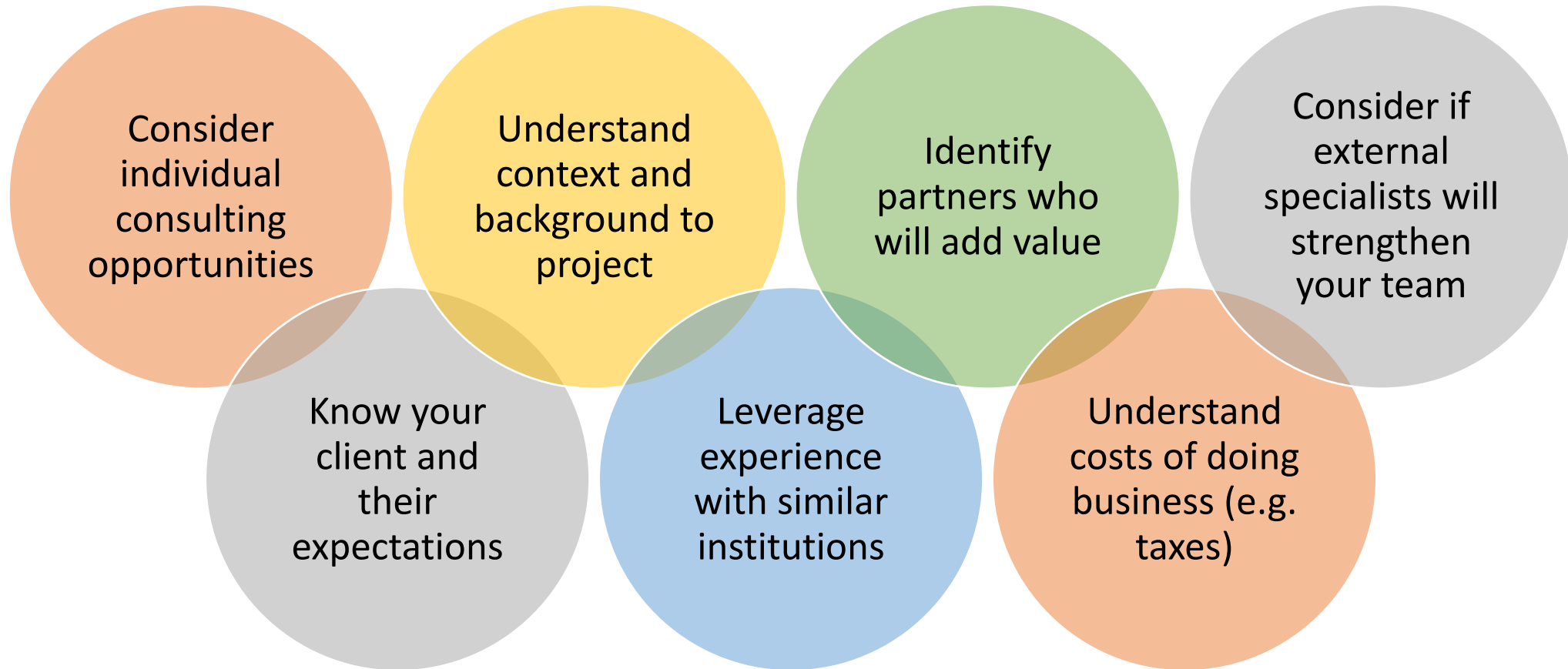
- All opportunities advertised on CMS, shortlist published
- A Full, Simplified or Bio-data proposal may be requested
- Use of standard Bidding Documents, Focus on quality in evaluation
- ToR's may be Input (conformance) or Output (performance) based
- Contracts: Time-Based or Lump Sum (can be hybrid)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

# Individual Consultant Recruitment

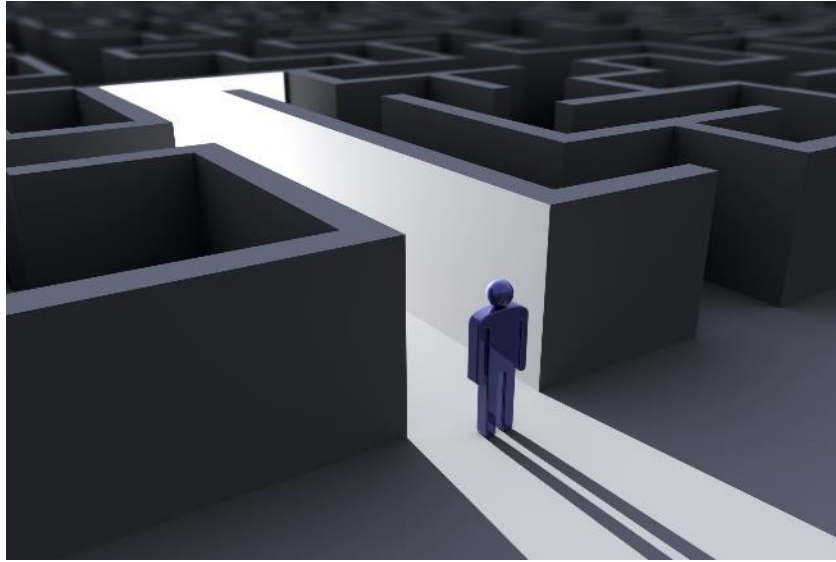


\*Direct project-related experience; Regional/International experience; and Qualifications specific to the assignment

# General points when approaching ADB Contracts



**ASK QUESTIONS**



# Finding Info and Opportunities





# How to find Information on our Website

With employees from more than 60 countries, ADB is a place of real diversity.

Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

**CAREERS AND SCHOLARSHIPS**

- What We Look For
- Career Opportunities
- Young Professionals Program
- Visiting Fellow Program
- Internship Program
- Scholarship Program

**FOR INVESTORS**

- Investor Relations | 日本語
- ADB Green Bonds
- ADB Water Bonds

**INFORMATION ON WORKING WITH ADB FOR...**

- Consultants
- Contractors and Suppliers
- Governments
- Executing and Implementing Agencies
- Development Institutions
- Private Sector Partners
- Civil Society/Non-government Organizations

**PROCUREMENT AND OUTREACH**

- Operational Procurement
- Institutional Procurement
- Business Opportunities Outreach
- Projects & Tenders

Business Center - [www.adb.org/business](http://www.adb.org/business)

Procurement - [www.adb.org/business/operational-procurement](http://www.adb.org/business/operational-procurement)





# Business Center - [www.adb.org/business](http://www.adb.org/business)



ASIAN DEVELOPMENT BANK

WHO WE ARE

WHAT WE DO

WHERE WE WORK

WORK WITH US

## ADB Business Center

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

Guides and Documents

Business Opportunities Outreach ▾

Procurement Statistics Dashboard (ProcDash)

More ▾

🏠 > Work with Us > Business Center > Working with ADB

## Working with ADB

### Information for...

Consultants

Contractors and suppliers

Governments

### How-Tos

How can I become an individual ADB consultant? →

How can my company consult for ADB? →

How can I become an ADB transaction advisory services consultant? →

ADB Business Opportunities Seminar

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



ADB

# Procurement - [www.adb.org/business/operational-procurement](http://www.adb.org/business/operational-procurement)

## Operational Procurement

ADB procures goods, works, and services from external suppliers for its development projects and programs, and engages consultants to help prepare studies, appraisals, and reports.



[Guides and Documents](#) [Business Opportunities Outreach](#) [Procurement Statistics Dashboard \(ProcDash\)](#) [Institutional/Corporate Procurement](#) [More](#)

[Home](#) > [Work with Us](#) > [Business Center](#) > [Operational Procurement](#)

## Operations Procurement

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



### [Goods, Works, and Non-Consulting Services →](#)

ADB extends loans and provides technical assistance to its developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



### [Consulting Services →](#)

ADB engages individual consultants and consulting entities to provide expert advice such as in contract preparation and project supervision, and to help ADB to prepare studies, appraisals, and reports.





# ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year

2020

Modality

- ☐ (All)
- ☒ Investment Support
- ☐ Policy-based Support
- ☐ Result-based Lending

Nature of Procurement

- ☒ (All)
- ☒ Consulting Services
- ☒ Goods
- ☒ Works
- ☒ Other Related Services

Region

- ☒ (All)
- ☒ Central and West Asia
- ☒ East Asia
- ☒ Pacific
- ☒ South Asia
- ☒ Southeast Asia

<https://data.adb.org/dashboard/operational-procurement-statistics>



## USERS

external and internal



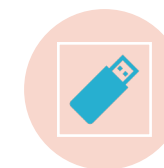
## COVERAGE

past 5 years



## INFORMATION

region, member, nationality, nature, origin, sector



## ACCESS TO DATA

downloading options

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

ADB ASIAN DEVELOPMENT BANK

HOME CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

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

Login for Registered Users

CONSULTANT / EA ADB STAFF

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

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

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

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

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

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

# Consulting Opportunities

Refine by [Clear All](#)

[+ COVID-19 Related Assignment](#)

[+ Consultant Type](#)

[+ Eligibility of Consultant Country](#)

[+ Engagement Period](#)

[+ Country](#)

[+ Sector](#)

[+ Engagement Type](#)

[+ Consultant Source](#)

[+ Budget Amount](#)

Search by Expertise

[Go](#)

| Project  | Expertise                                      | Consultant Type | Engagement Period (Months) | Published   | Deadline (Manila local time) | View CSRN   |
|--|--|-----------------|----------------------------|-------------|------------------------------|---|
| <a href="#">LOAN 51132-002 GEO: Sustainable Water Supply and Sanitation Sector Development Program - CS-1 Construction Supervision Consultant - Telavi Water Supply Project</a>  | Supervision Consultant                         | Firm            | 17                         | 27-Aug-2020 | 25-Sep-2020 11:59 PM         |  |
| <a href="#">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</a> | supervision of civil works                     | Firm            | 24                         | 18-Aug-2020 | 16-Sep-2020 11:59 PM         |  |
| <a href="#">LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-03 Health, Safety, Environment and Social Advisor (International Position) (51257-001)</a>   | Health, Safety, Environment and Social Advisor | Individual      | 18                         | 03-Sep-2020 | 09-Sep-2020 11:59 PM         |  |
| <a href="#">LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-02 National Health and Safety Specialist (51257-001)</a>   | Health and Safety Specialist                   | Individual      | 12                         | 03-Sep-2020 | 09-Sep-2020 11:59 PM         |  |
| <a href="#">TA-9624 REG: FCAS Specialist (52050-001)</a>   | 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**  
Source: **International**  
Package Number: **1**  
Package Name: **Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan**  
Advance Action: ☒ Yes ☐ No  
Duration of Assignment: **12 MONTH**  
Consulting Services Budget: **USD 1,225,000**  
Budget Type: ☐ Estimated ☒ Maximum

**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](mailto:smitra@adb.org)

**Agencies**

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

**Publishing History**

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

**Terms of Reference (Consulting Firm)**

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

**Objective and Purpose of the Assignment**

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

**Experts Needed**

**International**

☒ Team Leadership from International Experts

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

☒ Team Leadership from International Experts

**National**

☐ Team Leadership from National Experts



# Consulting - Offer partnerships to shortlisted firms

**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 | <a href="#">LOAN No. 3817: Sustainable Rural Infrastructure and Watershed Management Sector Project / OP5-CS04: Loan Implementation Consultant - Houaphan Province (50236-002)</a>  | Agriculture, natural resources and rural development | 14-Aug-2020       | 18-Sep-2020  |  |
| Lao People's Democratic Republic | <a href="#">LOAN No. 50236-002: Sustainable Rural Infrastructure and Watershed Management Sector Project / OP05-CS01: Loan Implementation Consultant - Department of Irrigation</a> | 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](mailto: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](mailto: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](mailto: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](mailto: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

Project Number  (example: 12345-001)

Approval Number  (example: 0123)

Project Name

Country

Sector

**Contract**

Contract Date From  To

Contract Amount in USD From  To

Selection Method

**Consulting Firm**

Consultant Name

Country of Incorporation

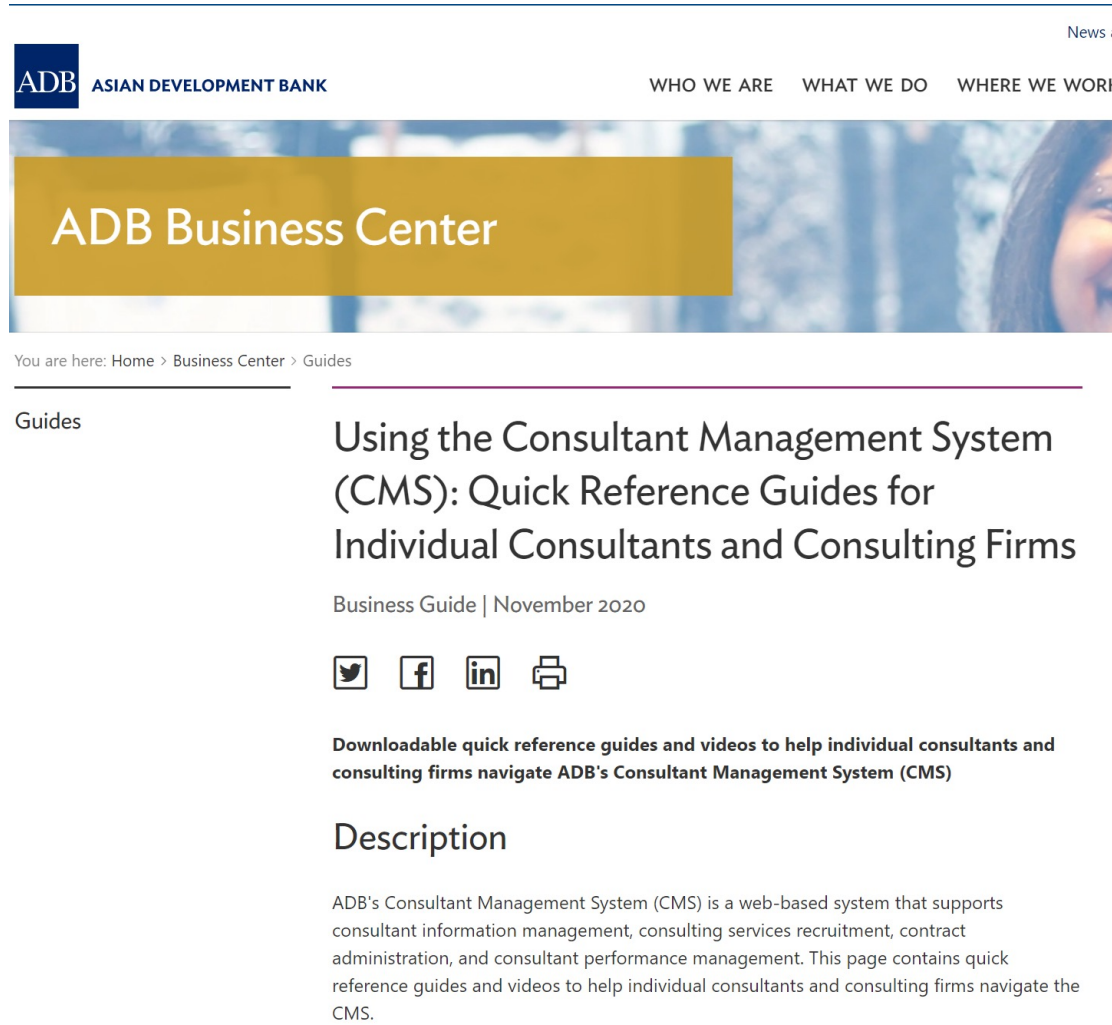
**Executing/Implementing Agency**

Agency Name

Agency Country

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

# ADB CMS Tutor – How to use CMS



The screenshot shows the ADB Business Center website. At the top, there is a navigation bar with the ADB logo and the text "ASIAN DEVELOPMENT BANK". To the right of the logo are links for "WHO WE ARE", "WHAT WE DO", and "WHERE WE WORK". Below the navigation bar is a large banner with the text "ADB Business Center". Underneath the banner, there is a breadcrumb trail: "You are here: Home > Business Center > Guides". The main content area is titled "Guides" and features a section for "Using the Consultant Management System (CMS): Quick Reference Guides for Individual Consultants and Consulting Firms". This section includes a date "Business Guide | November 2020" and social media icons for Twitter, Facebook, LinkedIn, and a printer icon. Below the icons, there is a description of the CMS: "Downloadable quick reference guides and videos to help individual consultants and consulting firms navigate ADB's Consultant Management System (CMS)". The section is titled "Description" and contains a paragraph: "ADB's Consultant Management System (CMS) is a web-based system that supports consultant information management, consulting services recruitment, contract administration, and consultant performance management. This page contains quick reference guides and videos to help individual consultants and consulting firms navigate the CMS."

News a

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK





ADB Business Center

You are here: Home > Business Center > Guides

Guides

Using the Consultant Management System (CMS): Quick Reference Guides for Individual Consultants and Consulting Firms

Business Guide | November 2020

Downloadable quick reference guides and videos to help individual consultants and consulting firms navigate ADB's Consultant Management System (CMS)

Description

ADB's Consultant Management System (CMS) is a web-based system that supports consultant information management, consulting services recruitment, contract administration, and consultant performance management. This page contains quick reference guides and videos to help individual consultants and consulting firms navigate the 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

# THANK YOU!

Lila Mallory  
Senior Procurement Specialist  
Procurement, Portfolio and Financial Management Department  
[lmallory@adb.org](mailto:lmallory@adb.org)

