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Virtual Business Opportunities Seminar 2021 with Portugal

Opportunities in Institutional Procurement Nadia Abbas

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Digital Agenda 2030 ADB's Digital Transformation Journey

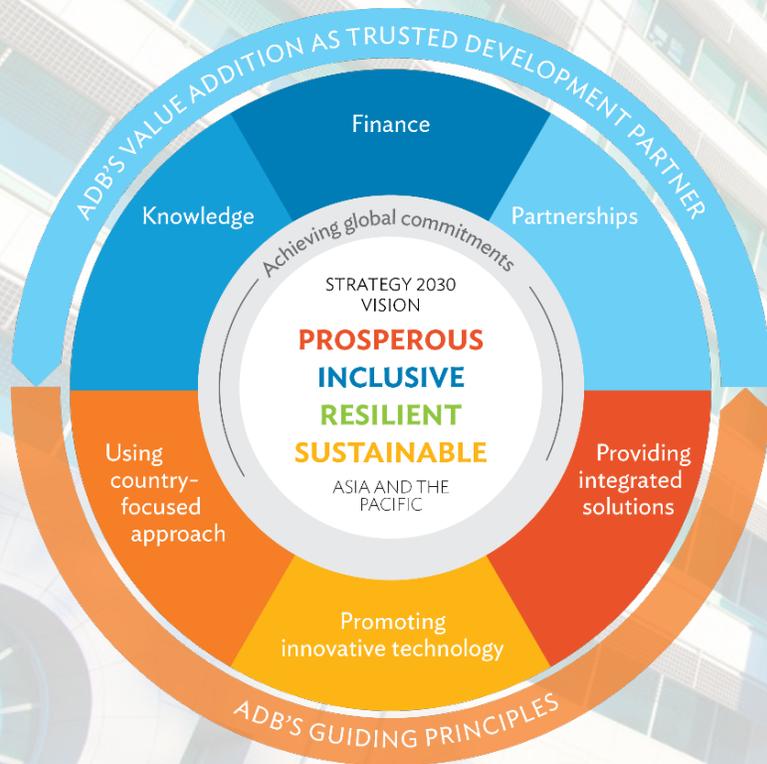
ADB's IT Special Capital Investments



Digital Agenda 2030 – Stage 1 (Approved by the Board on 31 October 2018)

“Underline the critical role of the Digital Agenda to ADB’s digital transformation and implementation of Strategy 2030”

Strategy 2030 Responds to the Region’s Changing Needs



Vision

Achieve a prosperous, inclusive, resilient, and sustainable Asia and the Pacific, while sustaining efforts to eradicate extreme poverty

Value Addition

- Finance
- Knowledge
- Partnerships

Guiding Principles

- Using country-focused approach
- Promoting the use of innovating technology
- Delivering integrated solutions

Stronger, Better, and Faster ADB

105. Promoting digital transformation.

To complement business process modernization, ADB will make **optimal use of secure, modern** information technology systems and **digital processes** to enhance its effectiveness, efficiency, and resilience.

ADB’s digital transformation will facilitate **real-time access to data** on all aspects of its operations and administration.

It will **create digital platforms** that facilitate the production of a wide range of **knowledge products and services** and make them readily **accessible to partners and stakeholders**.

It will also support innovative financial products and facilitate a **culture of innovation and responsiveness** to changing client needs.

Digital Agenda 2030

Business Optimization



1. Operations

Empower the operations to be integrated, flexible, efficient, inclusive, and transparent with accountability.



2. Financial Services

Enable flexible and innovative financial products and services.



3. Administrative and Corporate Services

Renovate ADB's corporate systems.



4. Digital Workplace and Connected Data

Create open collaborative platforms for seamless client, partner, and staff engagement and connected data.



5. Enabling the Digital Backbone

Foster IT service excellence through optimal use of secure, modern technology.



6. Digital Innovation Sandbox

Prepare ADB for the future by experimenting with new technologies in an innovation sandbox.



Procurement Process at a glance



RP Submission

Client submits a requisition together with the required documentation covering RFI results, justification of the proposed procurement method, SOW, Technical Evaluation Criteria and other supporting documents, where applicable.



35 BUSINESS DAYS



30 BUSINESS DAYS



5 BUSINESS DAYS



Contract Commencement

TOTAL OF 70 BUSINESS DAYS

RFP Evaluation

- Client conducts technical evaluation and submits to buyer.
- Buyer conducts commercial evaluation.
- Team (Buyer, Client and other SMEs) negotiate with 1st ranked bidder.



RFP Process

- Buyer reviews RP and submitted documents
- Buyer seeks approval of procurement method from IPC. In parallel, buyer prepares the solicitation documents.
- Buyer issues solicitation documents to bidders
- Bidders prepare and submit proposal



Contract Award

- Buyer prepares the contract documents and requests for contract award approval.
- IPC reviews and approves the award recommendation
- Buyer issues the contract for signing.



ADB Opportunities

ADB issues its tenders and procurement opportunities in three key portals:

- 1. *ADB Consultant Management System***
- 2. *ADB eProc***
- 3. *ADB Projects and Tenders***



Request for Information (RFI)

- RFIs are conducted by user units to determine the availability of the requirements for procurement in the market
- Simply put: it is a market analysis activity to determine the practicability of the requirement and the cost estimates.
- Invitation to RFI is a non-committal activity, and is a separate exercise from the actual procurement through the issuance of requests for quotations or proposals.

Do's

- Active communication and participation
- Clarification of requirements as needed, to allow accurate responses
- Inform requesting unit of any cost implication in the preparation of response
- Issuance and execution of NDAs as deemed necessary

Don'ts

- Provide generic responses to technical inquiries
- Equate RFIs to RFPs
- Spend considerable resources to respond

A low-angle photograph of a modern, multi-story glass and steel building facade, viewed from the left side. The building features a grid of windows and a prominent corner structure. The background is a clear blue sky.

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Thank you for participating!