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Preparation of Engagement in the ADB Projects

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Contents

- Potential Opportunities in ADB
- Strategies and market placement of international firms
- Goal and direction for Taiwanese firms to engage in the ADB projects.

Problems in the cities



Is smart city the hope?

Transport System

IT Infrastructure

Security System

Clean Energy

Tourism

Life Support



Solutions

- ICT solutions
 - 5G, AIOT, Smartphones and applications, **e-Government**, Virtual stores, Distance education, Telemedicine, Security (Disaster mitigation), Financial activities
- Smart transport and mobility enhancement
 - Intelligent Transport, ETC, Smart cards, Advanced logistics
- Energy
 - Renewable energy, Energy storage, Green products
- Life supports
 - **Water Management**, Recyclables, Greenhouse plantation, Food banks



Concept



TA



Loan
Project

ADB's role in smart city

- Initialize Technical Assistance (TA) projects to identify the needs and solutions

- TA projects are not lending projects. DMCs are willing to accept proposal for smart city solution, **but may not be able to move to next step...loan a project**

- Could use a TA project to demonstrate the **effectiveness** of smart city solutions?

While moving to a loan project

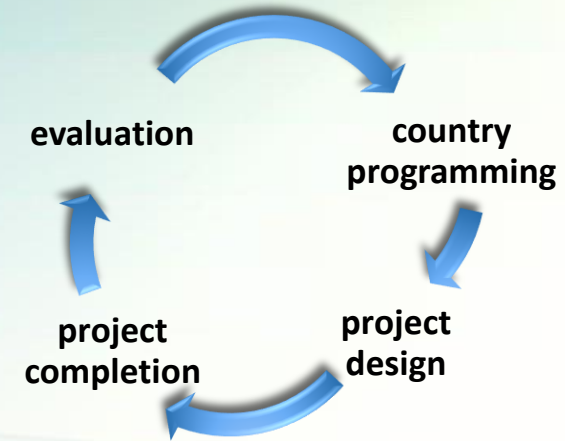
- Who is the designer? **What standards (specifications) are used?**
- Which procurement model is selected? How to accept the results?

Technical Assistance (TA)

- Technical assistance (TA) helps ADB's developing member countries (DMCs) implement projects, improve capacity, promote technology transfer and stimulate regional cooperation.
- Who will be recruited?
 - Consulting Firms and Individual Experts
 - Abundant **local experience**
 - Knowing **solutions and policies**
 - Proficiency in **English and Local Language**



Loan Projects



- **ADB provides financing for projects** in developing member countries (DMCs) that support economic growth and social development. Projects are identified in partnership with DMCs during strategic planning processes.
- The various stages that each project goes through, from **country programming, project design, to project completion, and evaluation** are known collectively as the ADB project cycle.
- Who will be recruited? (by Executing Agency, EA)
 - **General contractors** both international and local
 - **Suppliers, project supervision teams and evaluators**

Strategies and market placement of international firms

Strategies for international firms



- **Locking in certain countries**
 - Following major development such as intercity railroads, rural road reconstruction, mass rapid transit and critical infrastructures.
 - Linking local consultants, or being a local consultants
- **Being familiar with regional development**
 - Cross-border projects such as GMS (Greater Mekong Sub-region)
- **Being sensitive to important issues**
 - Climate changes, Safeguard, Inclusion and Green products

Other promotion activities

- Demonstration projects funded by **international cooperation agencies**
 - Electric vehicles (EV) and charging stations
 - Solar farm (photo-voltaic panels, PV panels)
 - Data Center
- Bridging the gap
 - Before implementing smart city solutions, how to **improve existing infrastructure?** e.g. ICT
 - **Who will pay for the upgraded services?**
 - What are the **examples** that show the results?



Goal and direction for Taiwanese firms to engage in the ADB projects

Do we have enough experts?



- We have accountable engineers, but we don't have
 - **Project Managers** with plentiful international project experience
 - **Socialists** – solving gender and balancing development between urban and rural areas
 - **Public Health Experts** – solving health issues such as pandemic
 - **Environmentalists** – coping with climate changes and substantiality
 - **Green Design Specialists** – recyclables, reuse, energy saving products

Do we have enough side supports?

- **Procurement Specialists**
 - Knowing rules and regulations
 - Hand-on experience
- **Legal and Contract Specialists**
 - Managing contract
 - Client Communications
 - Examination of local legal issues related to the project
- **Finance Specialists**
 - Financial and investment models
 - Estimate project costs and expected profits



ADB Evaluation Criteria

- Company Experience
- Roles and capability for team members
- Solutions that meet TOR requirements
- Reasonable price estimations
- Proper time and staff schedules
- Solid deliverables fit the client's demand
- Awarded (Congratulations!)



Challenges ahead

- Operation and Maintenance (O&M)
 - Unlike the traditional infrastructure, smart city solutions may require **long-term operation and maintenance**
 - Supports from local partners or on-site permanent staff
- Shorter product life cycle
 - **5-10 years working life** for most of electronic parts
 - Continuous technologies evolution
- Compatibility
 - Linking other services and interoperability issues
- **Price competitiveness**



Conclusion



- Consultants and suppliers shall implement the project and deliver the results **on time, with quality, within budget**, and in accordance with government and **ADB policies and procedures**.
- Smart city solutions may require **pilot studies** or **project demonstration** to attract clients' interest where full-scale implementation could follow.
- In addition to excellent engineering, project management team should include **social, environmental, gender, energy and finance aspects** to ensure a successful project.



Thank you

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