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ADB

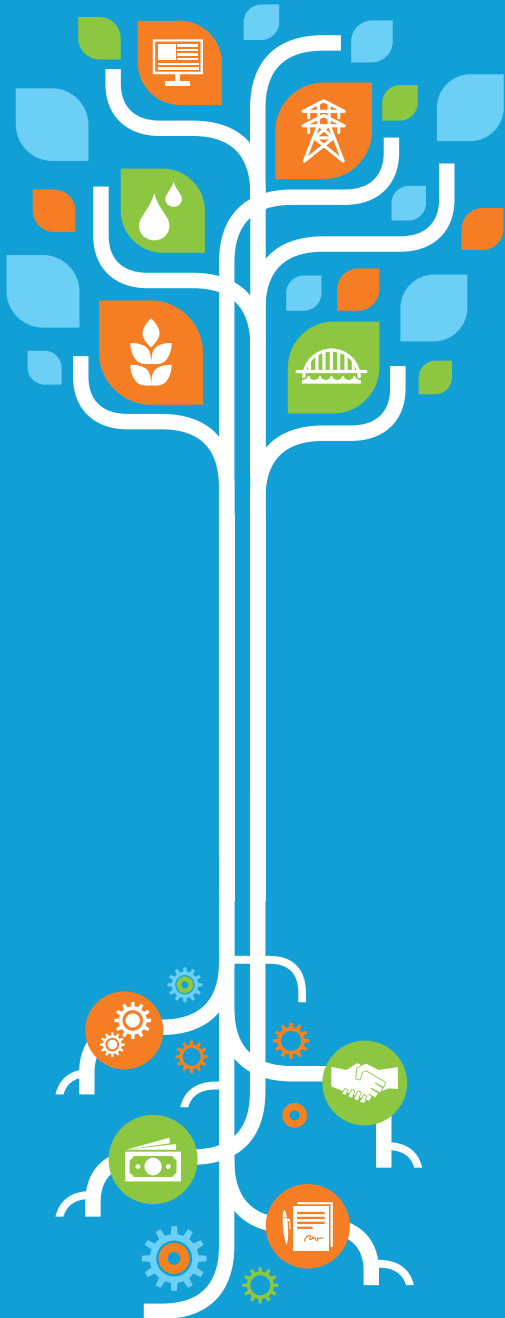
Doing Business with ADB and the ADB Procurement System

ADB Virtual Business Opportunities Webinar Series:
Focus on Wind Energy – Basque Country
1 October 2021

Sharlene Shillingford-McKlmon

Senior Procurement Specialist
Procurement, Portfolio and Financial Management Department

BUSINESS
OPPORTUNITIES

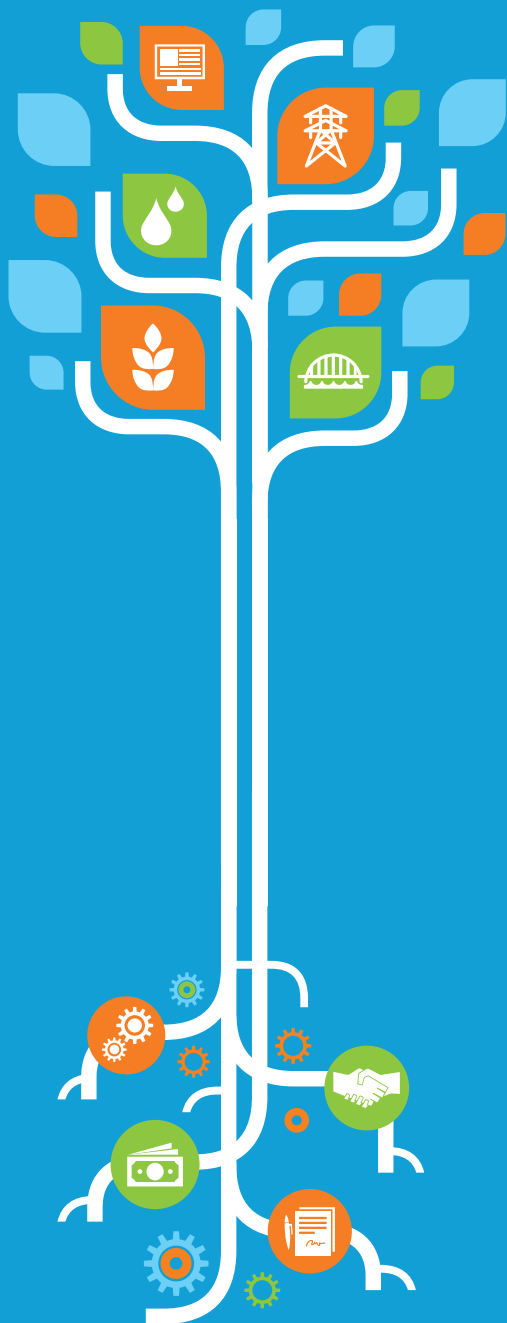




Overview

- ADB operations
- ADB business opportunities
- ADB procurement framework
- Bidding strategies and identifying opportunities



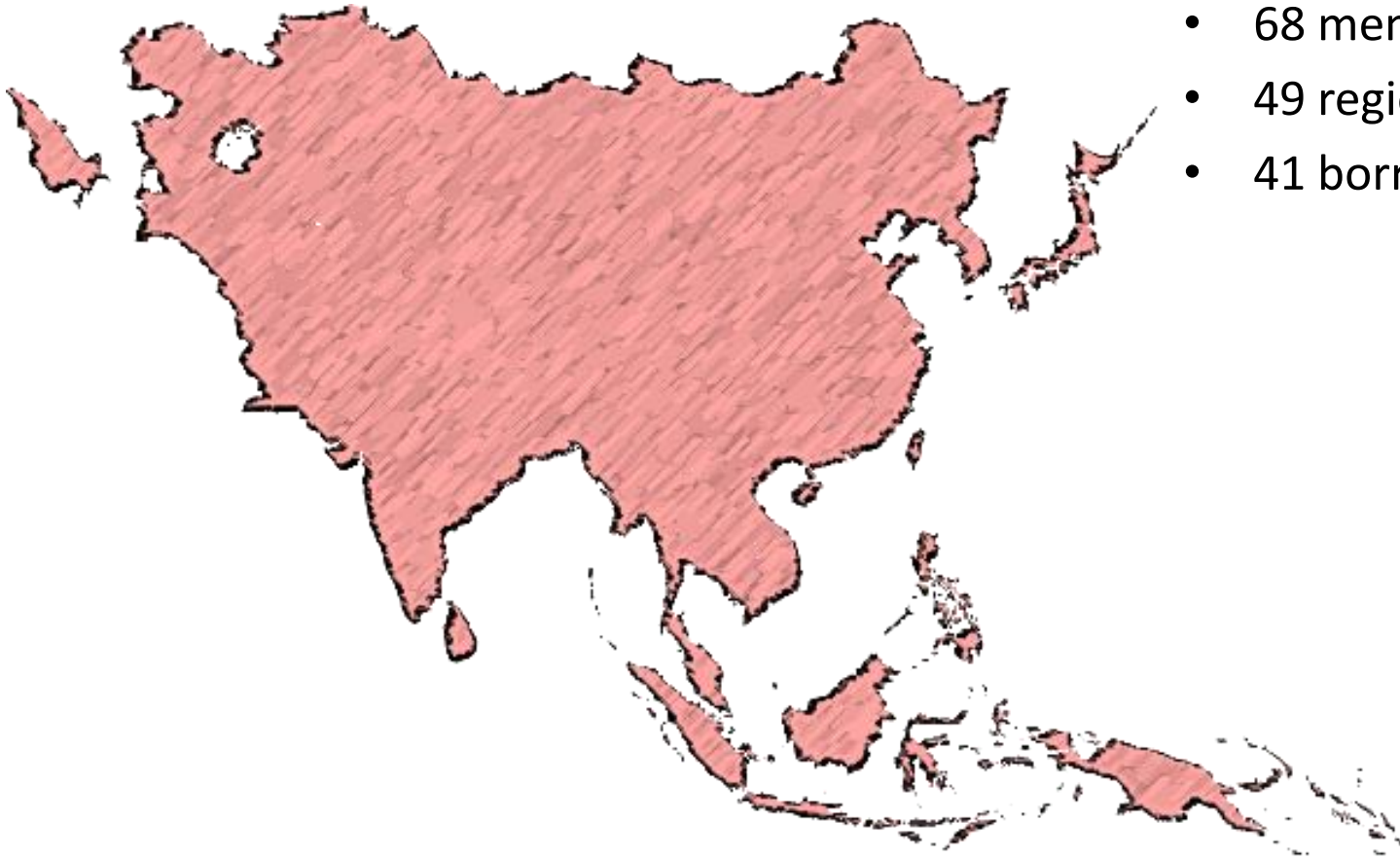


ADB

ADB Operations

BUSINESS
OPPORTUNITIES 

A brief about ADB



- Founded in 1966, HQ in Philippines
- 68 members
- 49 regional & 19 non-regional
- 41 borrowing members

To support its clients, ADB works with:

- Private sector
- NGOs and CBOs
- Foundations
- Academia & think tanks
- Donors & international organizations

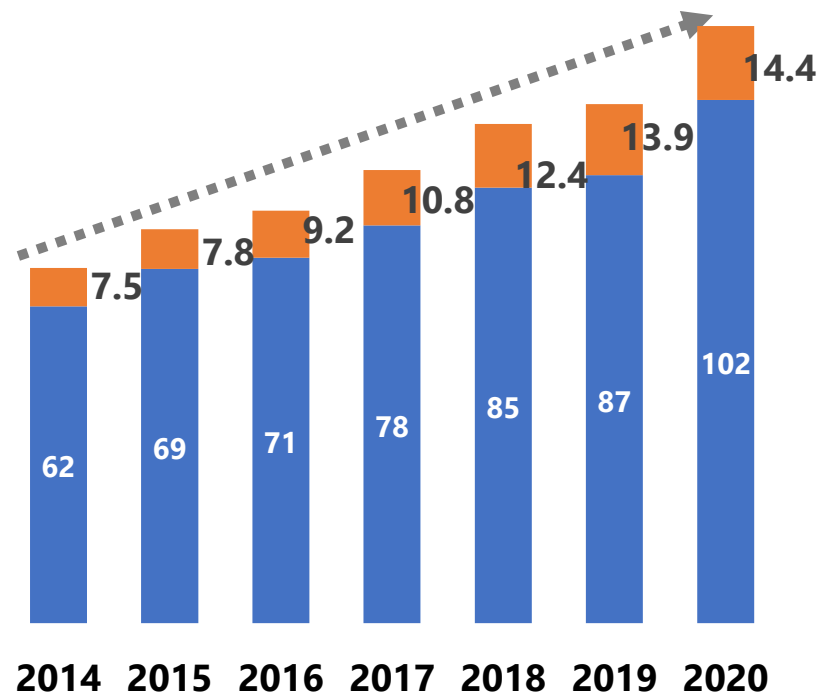
Main instruments: loans/grants, technical assistance, equity and guarantees

Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing

Largest borrowers in 2020: India, PR China, Bangladesh, Pakistan, Indonesia

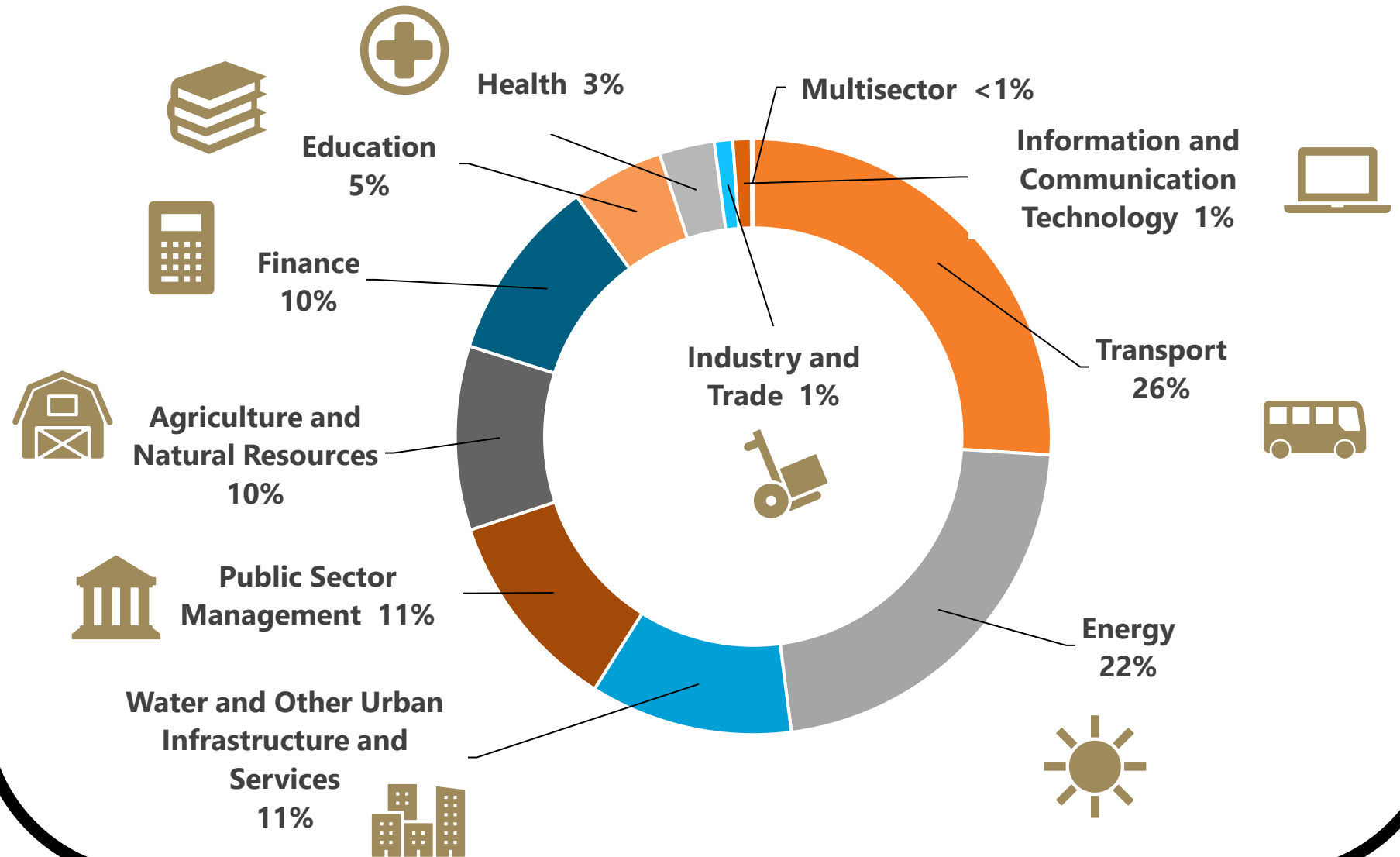
Overview of ADB Operations

Active portfolio:
\$116.5 billion and growing

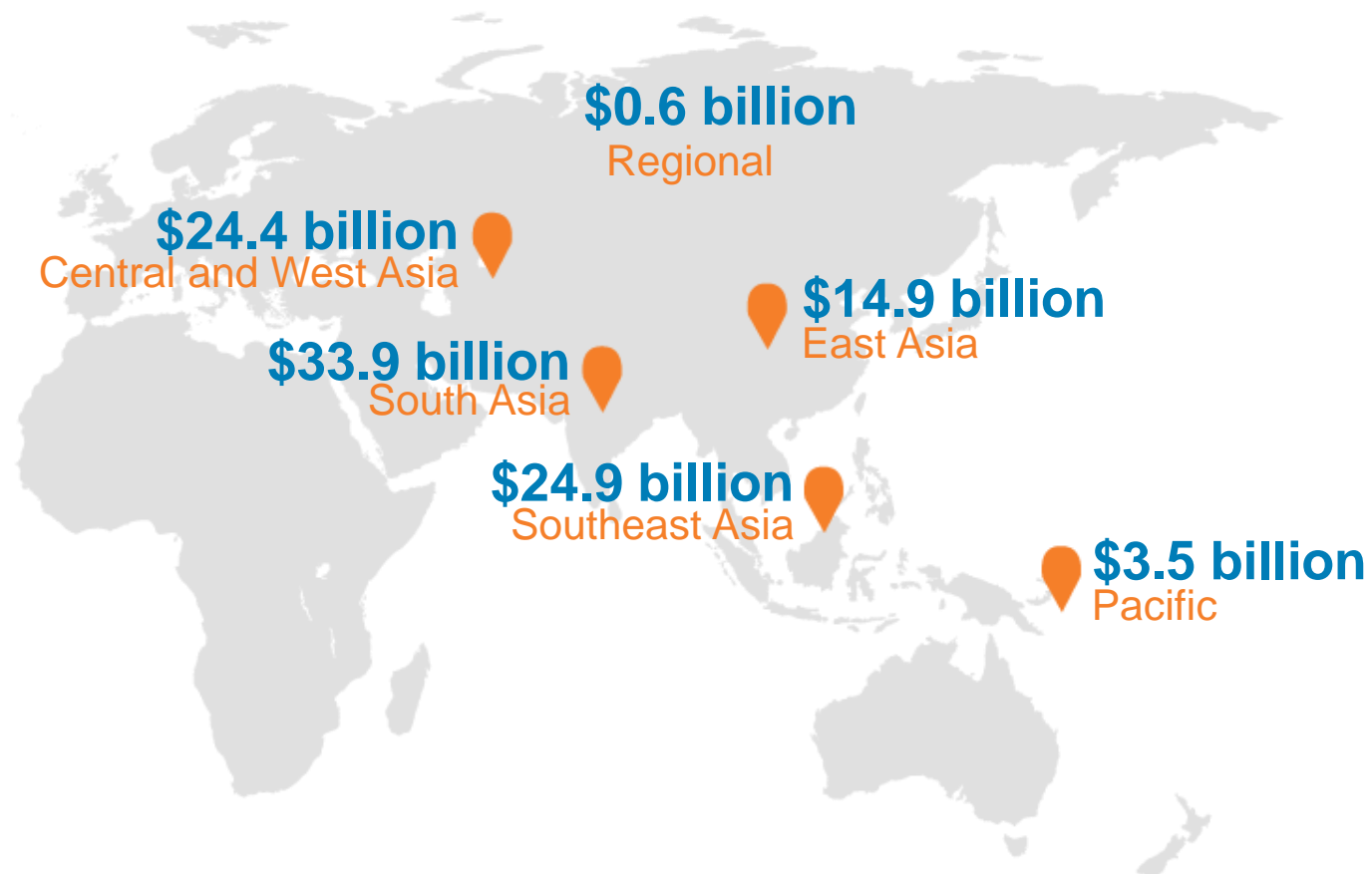


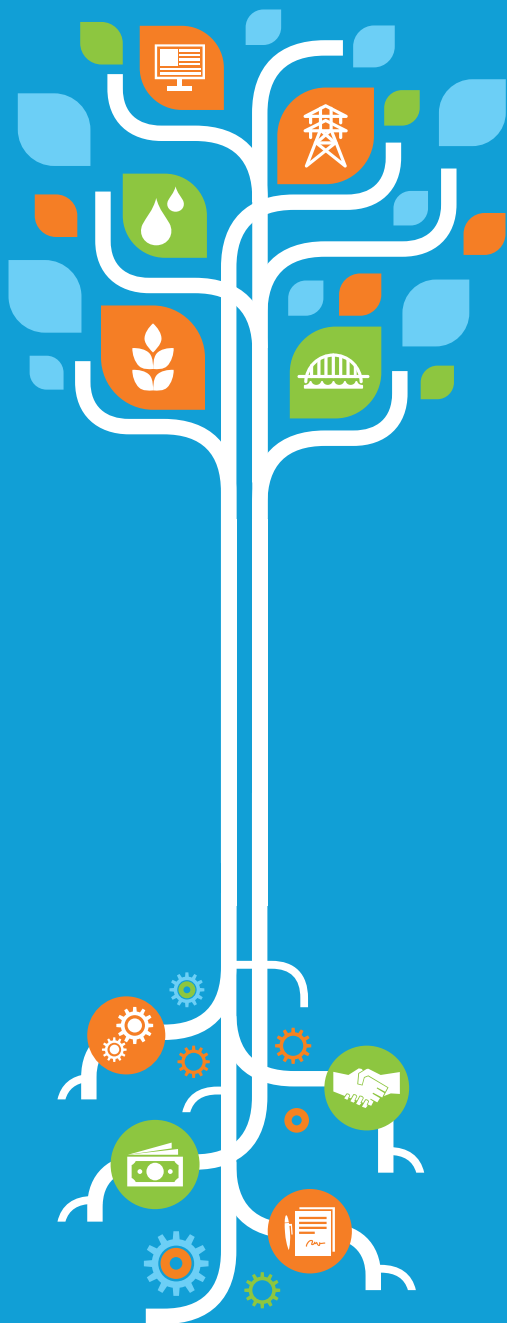
■ Sovereign Portfolio ■ Nonsovereign Portfolio

What do we work on? (Share of portfolio by sector, 2020)



Active portfolio by region





ADB Business Opportunities



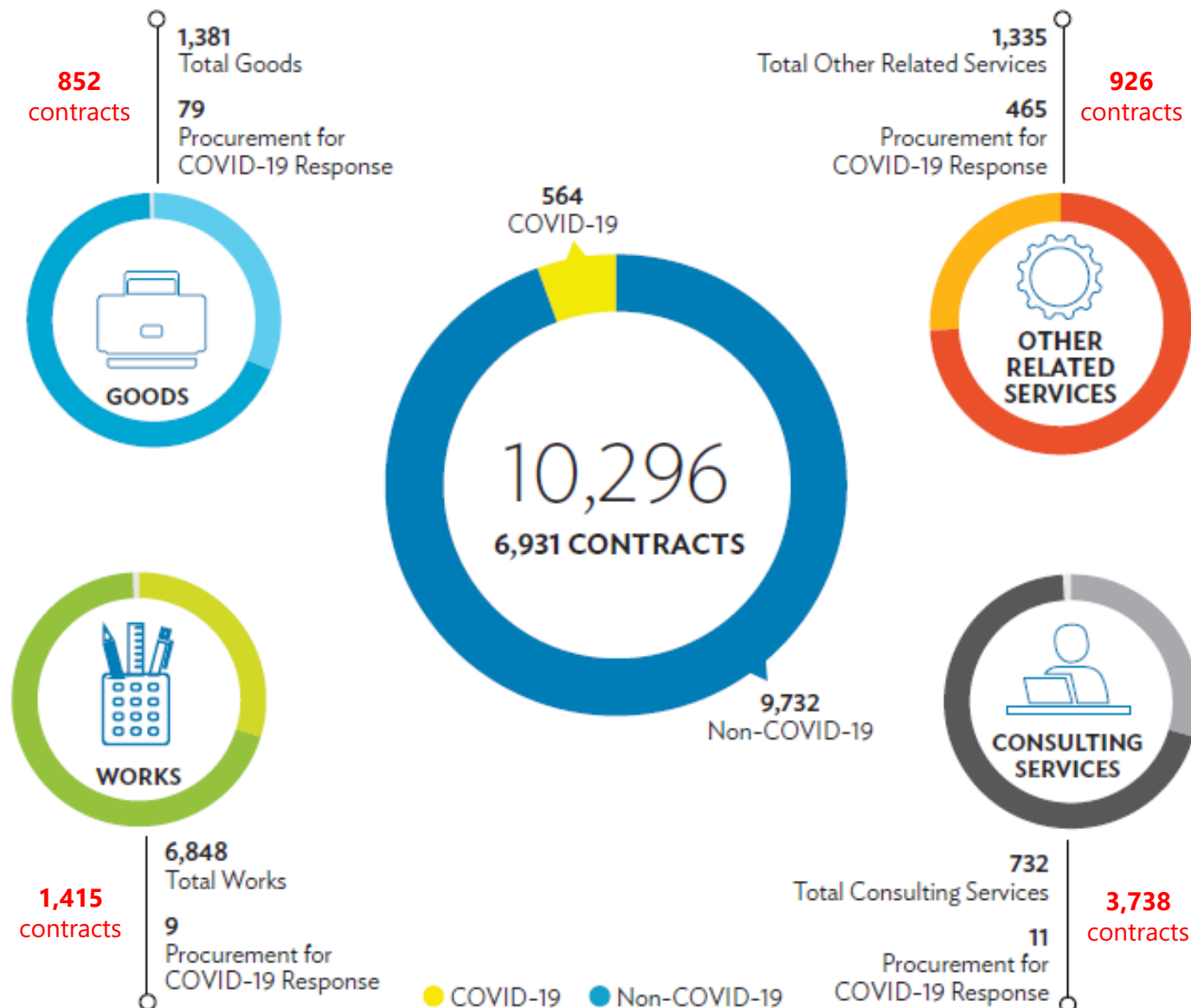
Why pursue ADB funded contracts?

- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight

Types of business opportunities

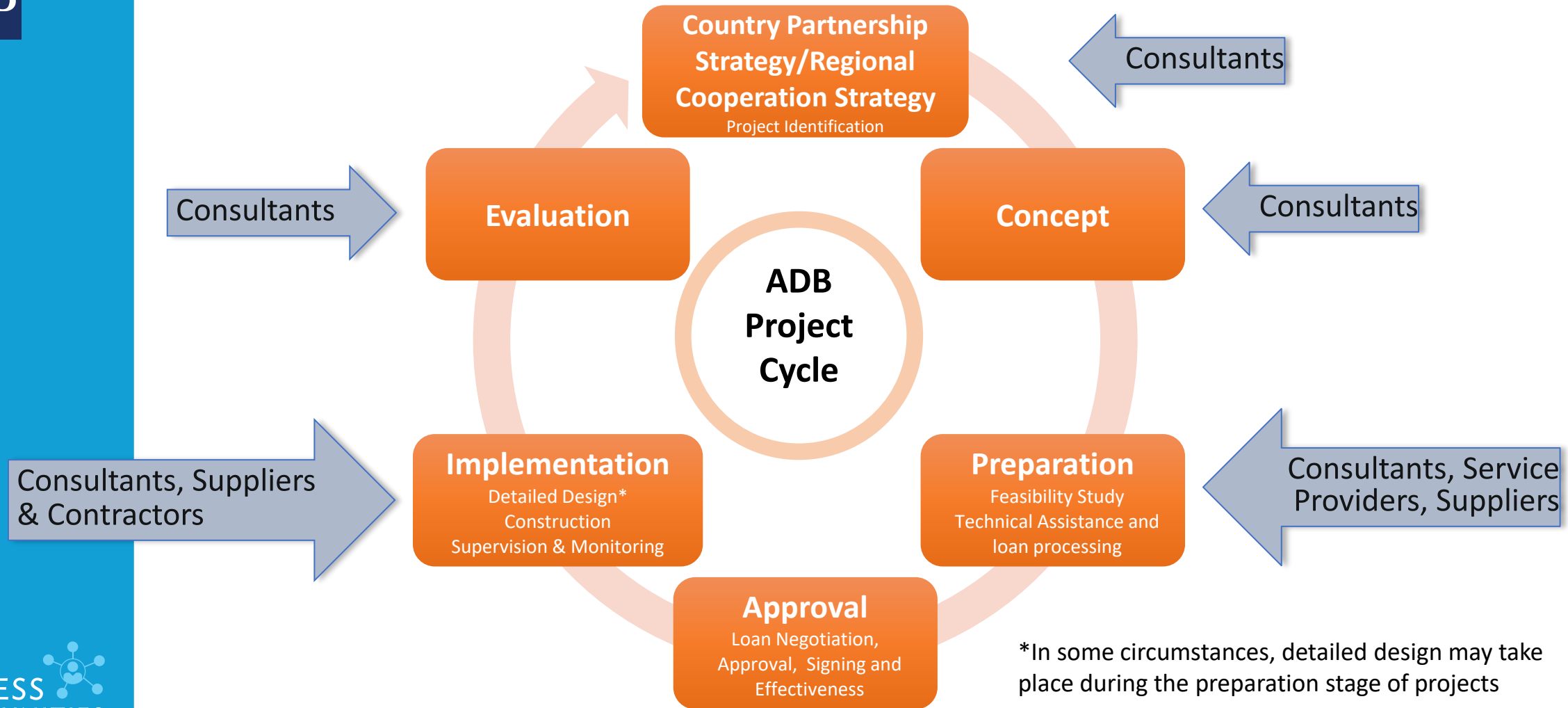
- Supply of goods
 - Machinery, equipment, computers, furniture
- Civil works
 - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
 - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
 - Project preparation & implementation, site supervision, detailed design, knowledge products, policy/advisory, staff consultants
- Nonconsulting services
 - Surveys, training, translation, event management

Overall Procurement in 2020 (\$ million)



COVID-19 = coronavirus disease.
Source: Asian Development Bank.

When is the Private Sector engaged?



Top Suppliers by Amount

Top 5 Suppliers of Goods (2017–2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	BEML Ltd.	3	712.10
2	ABB Group	10	292.28
3	TBEA	6	227.61
4	China National Technical Import & Export Corp.	3	212.74
5	Progress Rail Locomotive Inc	1	135.34

Top Suppliers by Amount

Top 5 Contractors for Works (2017–2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	Larsen & Toubro Ltd.	28	997.00
2	Siemens	20	807.98
3	China Railway Construction Co. Ltd.	30	593.80
4	Hyundai Motor Group	4	568.89
5	Acciona Construction Philippines Inc.	2	563.46

Top Suppliers by Amount

Top 5 Consulting Services Firms (2017–2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SMEC	34	150.61
2	EGIS International	32	84.37
3	T.Y. Lin International	1	59.10
4	Ove Arup & Partners International Ltd.	8	58.98
5	Korea Consultants International Co. Ltd.	4	55.78

Spain's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	2019		2020		Cumulative (as of 31 Dec 2020)	
	Amount (\$ million)	% of Total	Amount (\$ million)	% of Total	Amount (\$ million)	% of Total
Goods, Works, and Related Services	21.67	0.15	10.78	0.05	763.87	0.35
Consulting Services	15.81	2.09	14.60	1.99	201.07	1.42
Total Procurement	37.48	0.25	25.38	0.11	964.93	0.42

Top 5 Contractors/Suppliers from Spain Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2016–31 December 2020

Contractor/Supplier	Sector	Contract Amount (\$ million)
Levantina Ingenieria y Construcción S.L.	TRA	21.67
Pyrenalia Net Center	WUS	21.33
Arcelor Mittal Espana S.A.	TRA	10.18
Cobra Instalaciones y Servicios S.A.	WUS	7.46
Gamma Solutions	ENE	3.65
Others		10.40
Total		74.69

ENE = energy, TRA = transport, WUS = water and other urban infrastructure and services.

Top 5 Consultants from Spain Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2016–31 December 2020

Consultant	Sector	Contract Amount (\$ million)
Eptisa Servicios de Ingenieria S.L.	ANR, WUS	38.25
TPF Getinsa Euroestudios	TRA	11.95
AF Mercados Energy Markets International S.A.	ENE	8.06
IDOM Consulting, Engineering, Architecture S.A.U.	ANR, TRA	5.92
EQO-NIXUS Advisory, Management and Training Services S.L.U.	ENE	3.60
Individual Consultants		4.78
Others		5.47
Total		78.02

Top 5 Suppliers and Consultants from Spain

Top 5 Contractors/Suppliers from Spain Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2016–31 December 2020

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ANR = agriculture, natural resources, and rural development; ENE = energy; TRA = transport; WUS = water and other urban infrastructure and services.

ADB Operational Procurement Stats

Operational Procurement Statistics Dashboard (ProcDash)

Asian Development Bank Public sector governance

Welcome to ADB's Operational Procurement Statistics Dashboard (ProcDash)

The Operational Procurement Statistics Dashboard (ProcDash) presents the value of all goods, works and consulting services contracts awarded for projects under the Asian Development Bank operations. It has four sections, namely, overview, operational procurement by nationality, operational procurement by origin of goods and services, and operational procurement by threshold. For purposes of this dashboard, **value of operational procurement is reported in terms of the amount financed by ADB.**

The overview section presented below shows data on operational procurement statistics by region, nature, sector and by borrowing country. Data can be further filtered by contract year and modality. To determine the allocated procurement for policy-based support and results-based lending, click these two items in the modality filter.

For other details about ProcDash, refer to [ProcDash FAQ](#).

ProcDash can also be used to supplement the operational procurement statistics under the Operational Data section of the ADB [Annual Report](#) and the figures from the member Fact Sheets. More information on operational procurement contracts is available on the [Tenders](#) page of ADB's website (choose "Contracts Awarded" from the "Type" selection).

The ProcDash currently shows data as of 31 March 2021. This will be updated every quarter.

Overview By Nationality of contractor By Origin of goods and services By Threshold

Total operational procurement based on contract year, US\$ million

\$2,062.5

Operational Procurement by Region, US\$ million



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



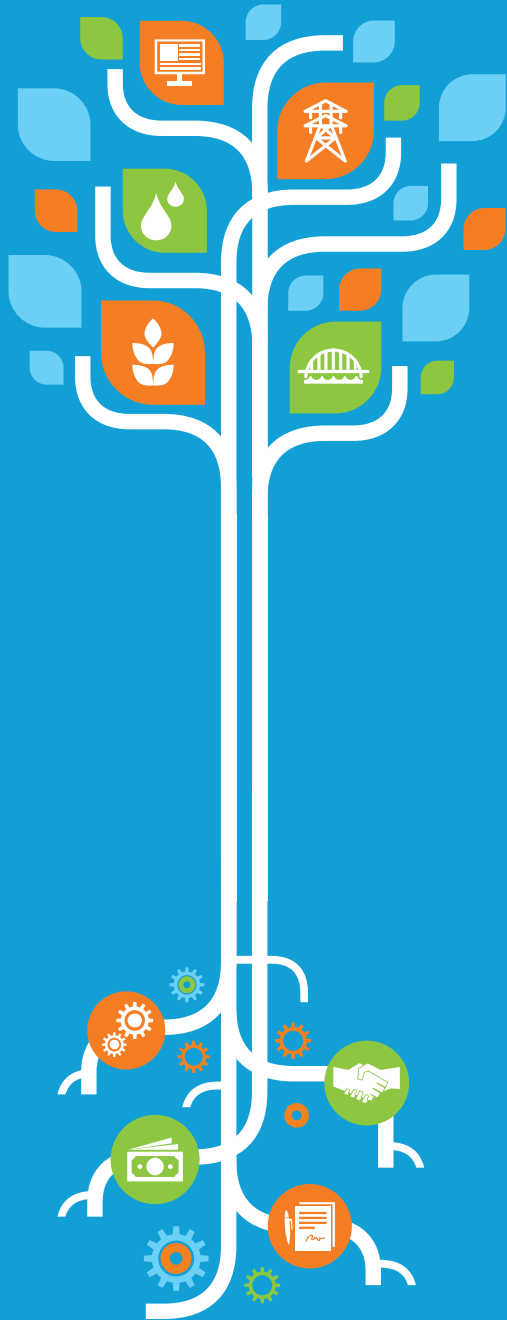
INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options



ADB

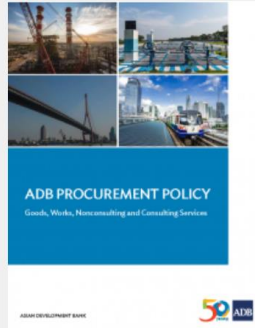
ADB Procurement Framework

BUSINESS
OPPORTUNITIES 

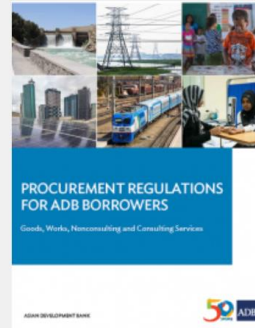
ADB's procurement frameworks

For projects with concept papers approved **on or after 1 July 2017**

ADB's new procurement framework comprises a Procurement Policy and Procurement Regulations for ADB Borrowers. It modernizes project procurement processes through a principles-based approach, to meet the diverse needs of clients as ADB scales up its operations in line with Strategy 2030.



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

For projects with concept papers approved **before 1 July 2017**

ADB's Procurement Guidelines and Guidelines on the Use of Consultants defined the policies and procedures for selecting, contracting, and monitoring suppliers of goods, works, and services for ADB-financed projects.









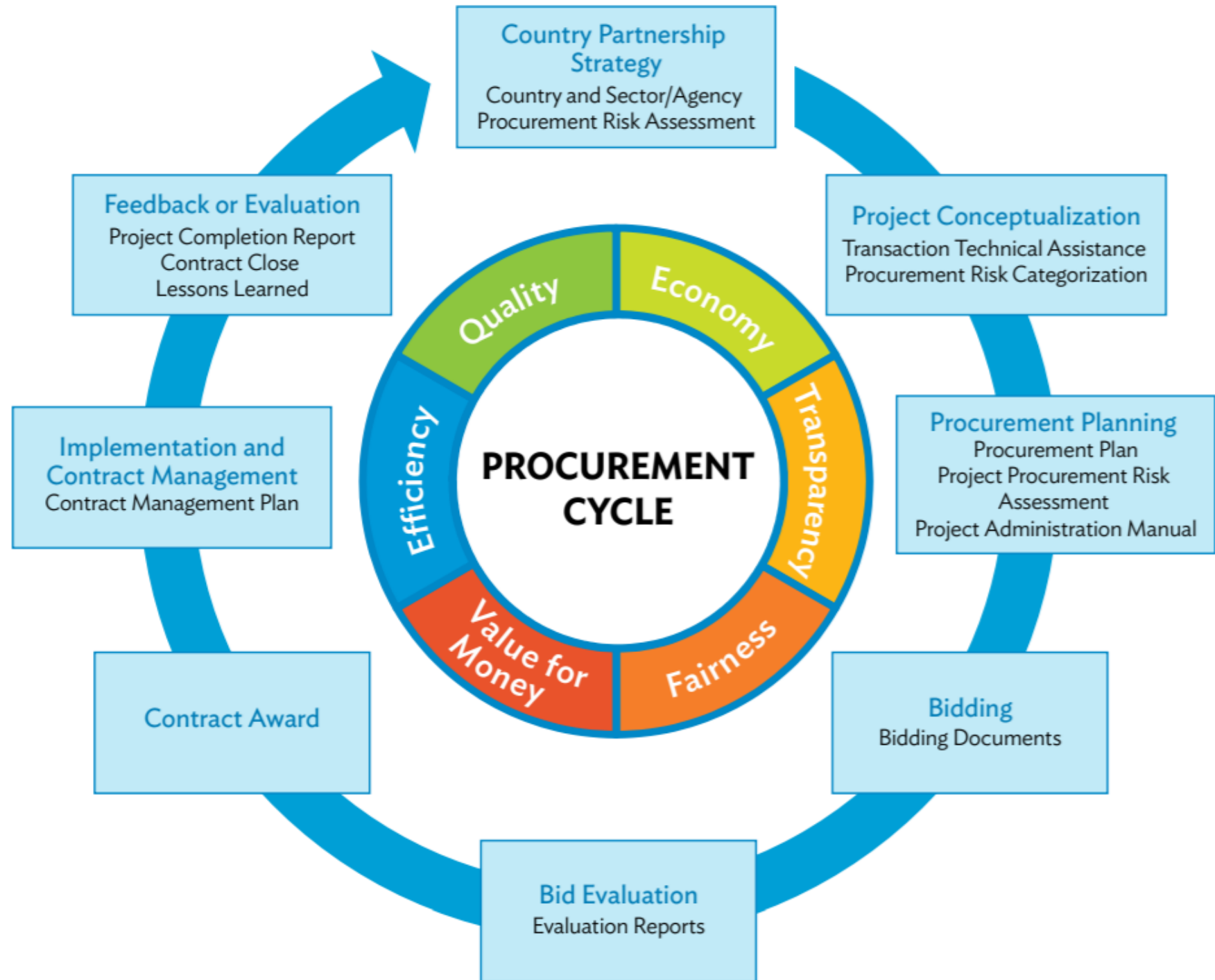
Procurement Guidelines



Guidelines on the Use of Consultants

ADB's procurement principles

Principles		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.



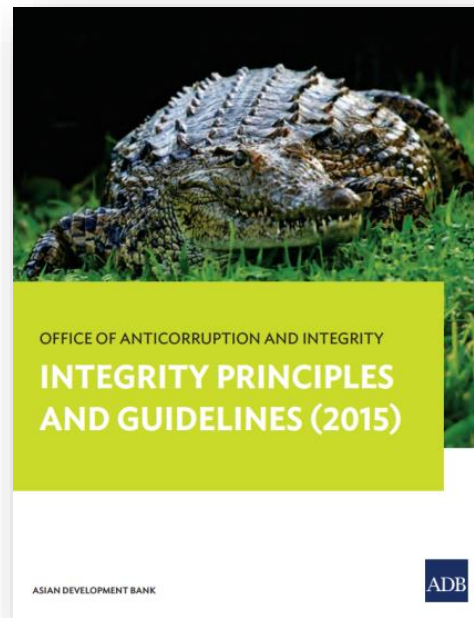
How we procure

Roles and Responsibilities

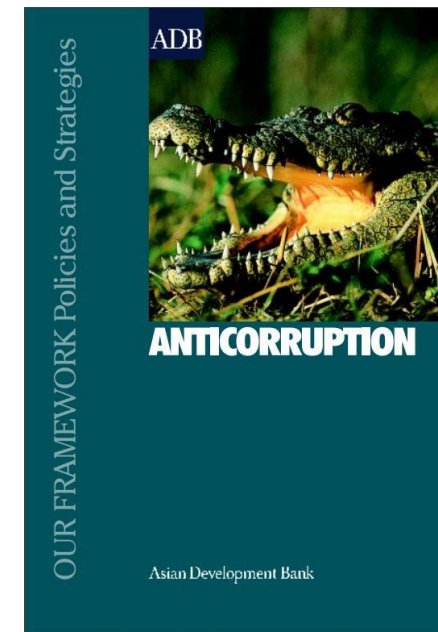
- The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services
- ADB also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open competitive bidding is the preferred option
- Technical and financial bid elements

ADB's Anticorruption Policy & Guidelines

Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.

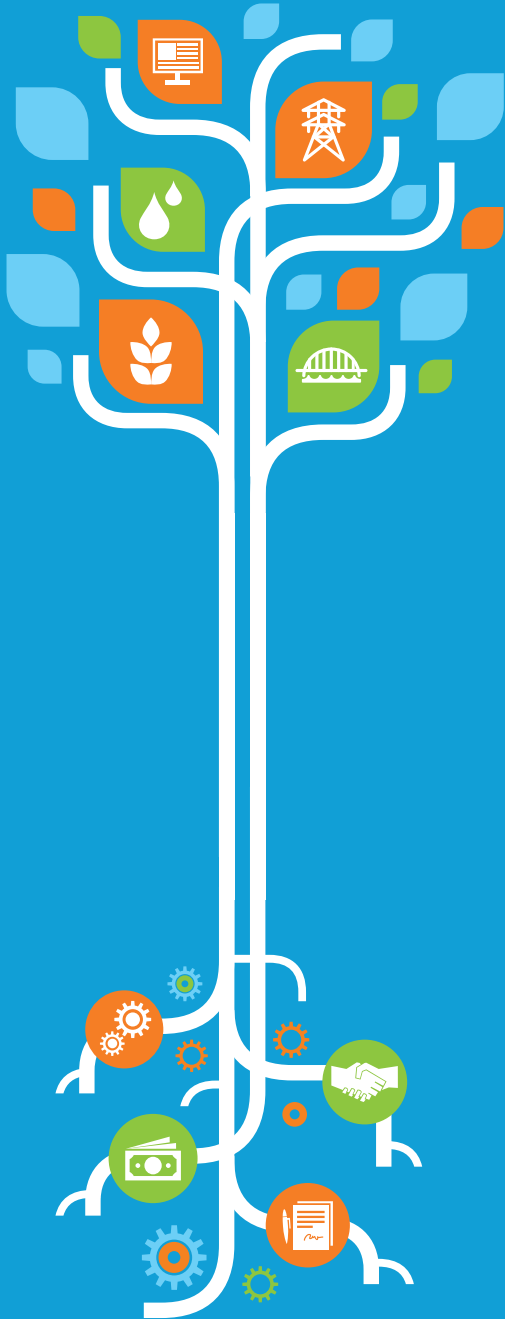


Highest Ethical
Standards



Zero
Tolerance

Bidding Strategies



Tips for winning ADB-financed assignments

- Collect relevant business intelligence – network!
- Focus on performance and reputation for successful work
- Express interest
- Understand the country, project, and client requirements
- Position yourself to your competitive advantage
- Study the bidding documents and understand the selection method and evaluation criteria
- Engage partnership with firms likely to be shortlisted
- Prepare a responsive and strong technical proposal
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments

What NOT to do

- Failure to disclose conflict of interest (e.g., employees from EA included in a proposal)
- Firm or JV partners not from an ADB member country
- Submitting proposal late
- Failure to respond to client requirements
- Conditional bids
- Incomplete/noncompliant bids, e.g., missing bid security, letter of bid not signed, JV agreement missing, bid envelopes not properly marked, etc.
- Integrity violations in the bidding process

When in doubt, always seek written clarification



Debriefing and Complaints

Debriefing:

- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

How to report fraud:

- www.adb.org/site/integrity/how-to-report-fraud





How to find Information on our Website

Screenshot of the ADB website showing the navigation menu and the 'WORK WITH US' section.

The website URL is <https://www.adb.org>.

The navigation menu includes: News and Events, ADB Institute, Contact, English, WHO WE ARE, WHAT WE DO, WHERE WE WORK, and **WORK WITH US** (highlighted with a purple circle).

The 'WORK WITH US' section is divided into three columns:

- CAREERS AND SCHOLARSHIPS**
 - What We Look For
 - Career Opportunities
 - Young Professionals Program
- FOR INVESTORS**
 - Investor Relations | 日本語
 - ADB Green Bonds
 - ADB Water Bonds
- PROCUREMENT AND OUTREACH** (highlighted with a red circle)
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders

Additional text on the left side of the 'WORK WITH US' section:

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.

Business Center - www.adb.org/business

Procurement - www.adb.org/business/operational-procurement





Business Center - 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



Consultants: Register in CMS (cms.adb.org)


Consultant Management System

[Overview](#)
[FAQ](#)

Welcome to the Asian Development Bank's Consultant Management System

Consultant Management System (CMS) is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



Consultants create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)
By using this service, you are accepting the [CMS Terms and Conditions](#).



ADB Project Team Members can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



Executing Agencies (EAs) can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy csrn@adb.org with the following details:

1. Email address of the agency representative	3. Name and address of the agency
2. Full name of the agency representative	4. Duration of the recruitment for the project

Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

Login

Login using your registered username and password.

Username

Password

[Login Assistance](#)

Note: ADB users can login using their Oracle username and password.

Registration

New user? Register now!

Need Help?

For inquiries regarding the system, please email cmshelp@adb.org.

CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact cmshelp@adb.org.

CMS Team

NOTE: CMS undergoes weekly maintenance activities from

Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
 - Advance notices
 - Invitation for prequalification
 - Invitation for bids
 - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
 - Prequalified contractors / consultants
 - Contracts awarded
- (*ADB only*) Institutional procurement notices

COVID-19 opportunities

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](#)

[Home](#) > [COVID-19 \(Coronavirus\): ADB's Response](#) > [ADB Business Outreach Activities for CO...](#)



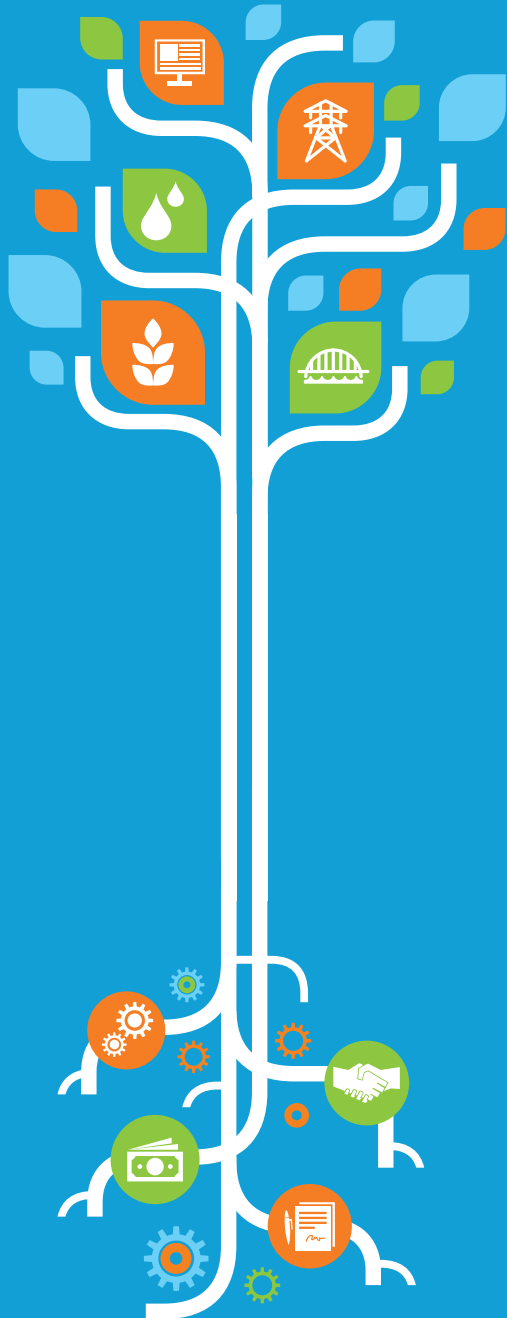
ADB Business Outreach Activities for COVID-19 Pandemic Response

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.

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



For more: adb.org

To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:

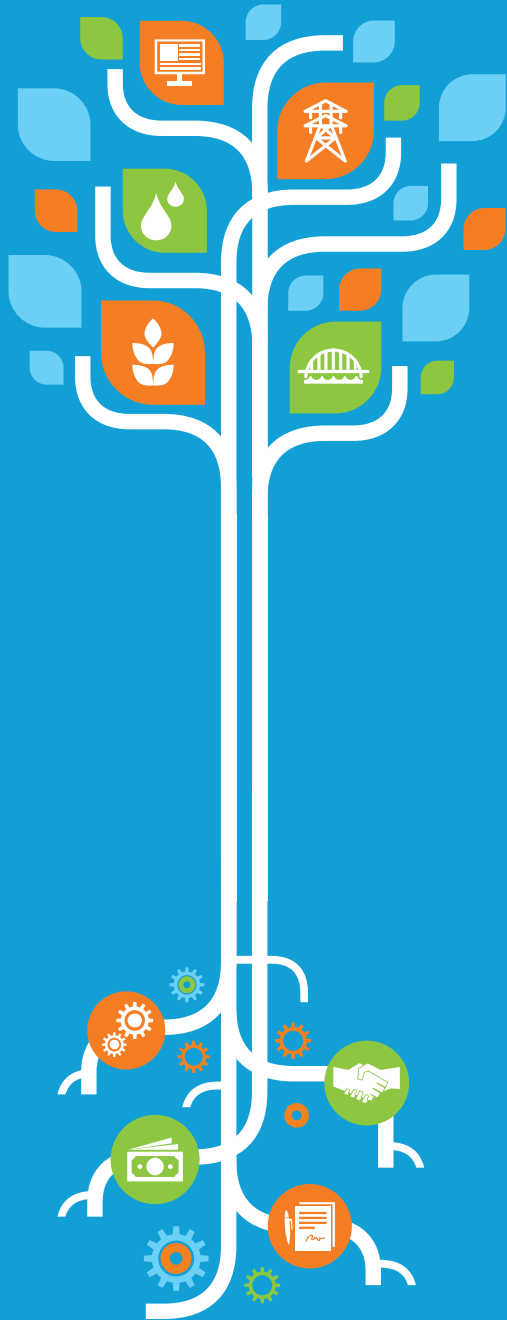
<https://www.linkedin.com/groups/3796524/>

2) ADB Suppliers Network:

<https://www.linkedin.com/groups/3796532/>

Also follow “ADB Business Center”:

<https://www.linkedin.com/showcase/adb-business-center/>



THANK YOU!

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