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Austria BUSINESS OPPORTUNITIES SEMINAR

27 October 2021

Doing Business with ADB and the ADB Procurement System



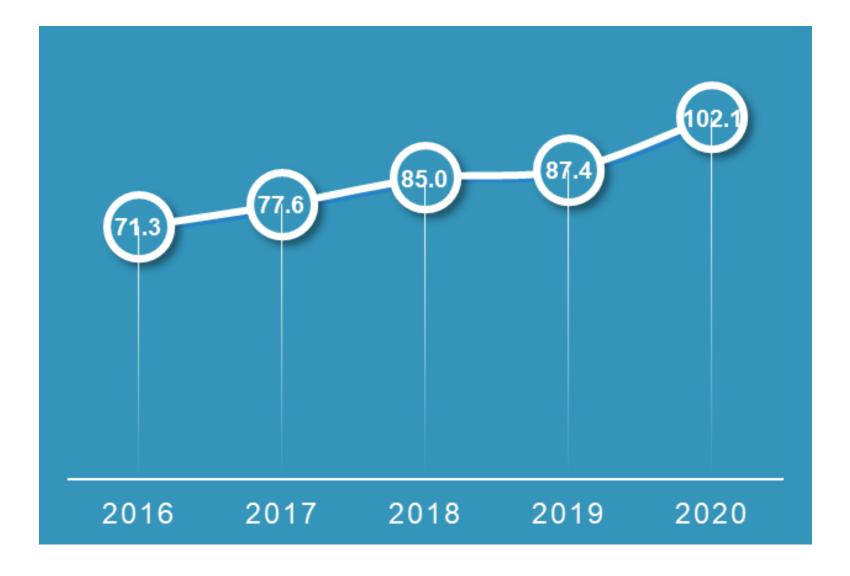
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Procurement, Portfolio and Financial Management Department (PPFD/PFP1)





ADB Sovereign Portfolio (\$ million)

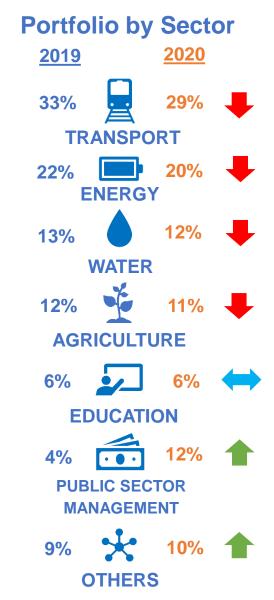






ADB 2020 Sovereign Portfolio







ADB = Asian Development Bank. Source: Asian Development Bank data.

https://www.adb.org/sites/default/files/institutional-document/697726/appr-2020.pdf

*KMSD - Knowledge Management and Sustainable Development Departments

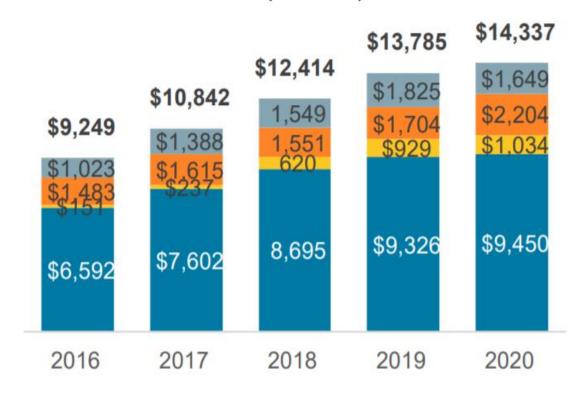


BUSINESS



ADB Non-Sovereign Portfolio (\$ million)

Figure 86: Total Committed Portfolio, 2016–2020 (\$ million)



■ Loans ■ Other debt securities ■ Guarantees ■ Equities

Source: Asian Development Bank data.





Top Procurement Activities by Member State

	Procure	ment Ran	king – God	ds
	2017	2018	2019	2020
1	PRC	PRC	IND	IND
2	IND	BAN	PRC	PRC
3	SWE	IND	USA	INO
4	INO	SWE	BAN	TUR
5	BAN	VIE	VIE	HKG

	Procurem	ent Rankir	ng – Consu	ılting
	2017	2018	2019	2020
1	AUS	KOR	IND	USA
2	KOR	IND	AUS	KOR
3	IND	FRA	USA	IND
4	USA	UKG	GER	INO
5	PHI	AUS	FRA	AUS

	Procure	ment Ranl	king – Wo	rks
	2017	2018	2019	2020
1	PRC	PRC	PRC	IND
2	IND	IND	IND	PRC
3	KOR	BAN	BAN	PHI
4	BAN	GER	INO	BAN
5	VIE	PAK	PAK	PAK

Tables indicate country of origin for supplier, contractor, or consultant across the time period; ranked by total aggregate contract value per type (i.e. goods, works, or consulting services).





Top Goods 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 Works Contractors 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 Consultants 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





Top Suppliers/Contractors from Austria

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

		Contract
		Amount
Contractor/Supplier	Sector	(\$ million)
VAMED AG	HLT	29.86
Plasser & Theurer Export	TRA	7.54
Total		37.40

HLT = health, TRA = transport.







Top Consultants from Austria

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

Consultant	Sector	Contract Amount (\$ million)
VAMED	HLT	6.82
Posch & Partners Consulting Engineers	WUS	4.07
Bernard Ingenieure ZT GmbH	TRA	2.97
GWCC-Interival ZT GmbH	WUS	1.38
Setec Engineering GmbH & Co. KG	WUS	0.57
Individual Consultants		2.61
Others		1.32
Total		19.73

ADB Management and staff. It may be shared outside ADB with appropriate permission.



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
- Make a positive contribution towards ADB's mission of eradicating poverty in Asia and the Pacific.





TYPES OF OPPORTUNITIES

Supply of Goods

Machinery, equipment, computers, furniture

Civil Works

 Roads, railways, bridges, irrigation canals, schools, power plants, pump stations, water treatment plants, heating plants, airports, etc.

Consulting Services

 Site supervision (PMC), Project preparation & implementation, knowledge products, staff consultants

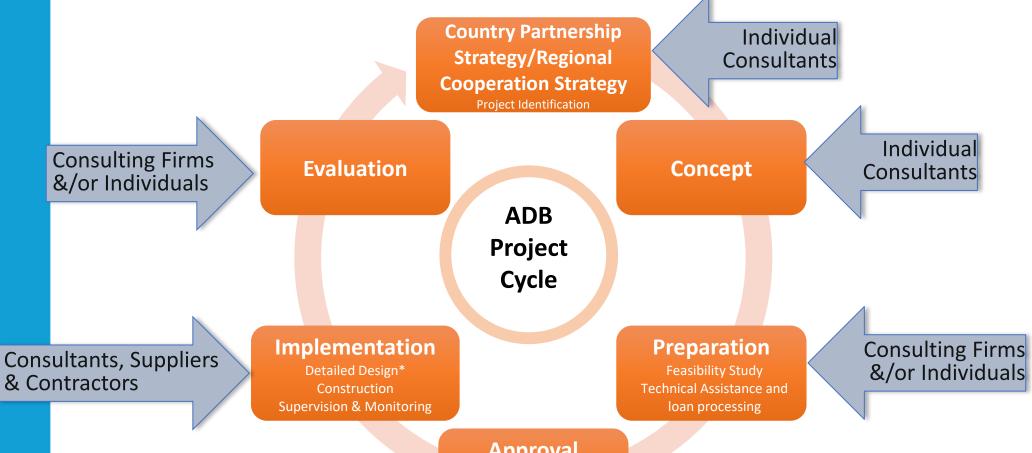
Non-consulting Services

Surveys, training, translation, event management





When is Private Sector engaged in ADB Projects?





Approval

Loan Negotiation, Approval, Signing and Effectiveness

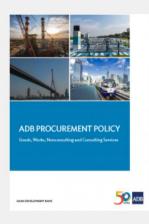
*In some circumstances, detailed design may take place during the preparation stage of projects



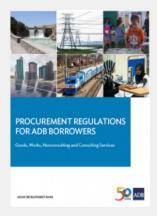
ADB's Procurement Frameworks

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
Clar	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.
in a	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.

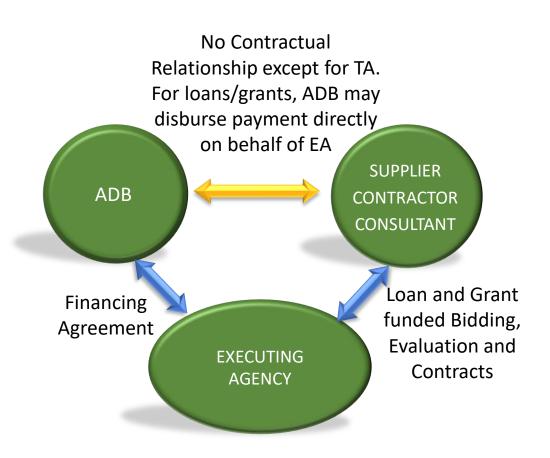


Relationship, Roles and Responsibilities in Procurement

The Borrower (Executing Agency) is responsible for procurement of goods, works and services

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

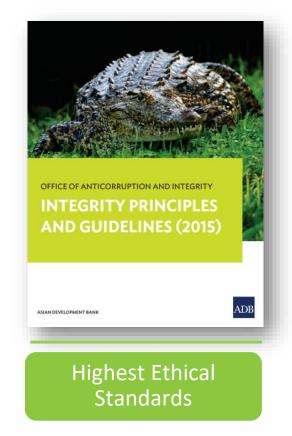


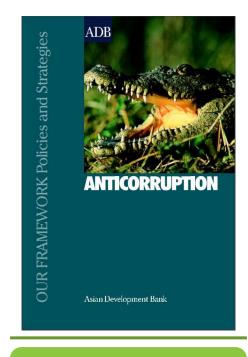




ADB's Anticorruption Policy & Guidelines

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





Zero Tolerance







ADB Procurement Documents

Prequalification

Goods

Works (Large and Small Contracts)

Plant: Design, Supply, Install

Information Technology Products and Services (New)

Design-Build-Operate (New)

Request for Quotations (Goods and Works)

Consulting Services

Non-consulting Services (New)



ADB Procurement Methods

- Open Competitive Bidding
- Limited Competitive Bidding
- Request for Quotations
- Framework Agreement (consulting) New
- Electronic Reverse Auction New
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement in Fragile Conflict-Affected and Emergency Situations New

- Procurement Agents
- Support to Government for Public-Private Partnerships
- Procurement of High-Level Technology New
- Community Participation in Procurement
- Procurement under Loans Guaranteed by ADB
- Procurement in Loans to Financial Intermediaries







- Bids not signed or Bids signed by a person who is not authorized signatory
- No Bid Security or Bid Securing Declaration (if required)
- Insufficient Amount of Bid Security, Incorrect Validity Period
- Lack of Supporting Documents (JV Agreements, Audited Financial Statements, Past Performance Certificates)
- Incomplete Bids / Partial Bids
- Absence of test reports (if required) as per bidding documents
- Conflicts of interest not disclosed
- Inclusion of financial offer with technical offer where bid conditions require them to be separated (i.e. under 1S2E bid procedure)
- Failure to provide a Signed letter of Bid, a correct Bid Validity Period and the required Bid Security or Bid Securing Declaration and Priced BOQs are grounds for immediate disqualification of the Bid.
- Minor omissions to the documents required by the Bidding Documents may be clarified. Multiple minor omissions may add up to a major omission and if clarified would give the Bidder an unfair advantage









Consulting Services





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.



Types of Consultants





Recruitment may be national or international

- Internationals may be for any ADB member country (global if eligibility restriction waived)
- A firm is national if legally incorporated in the DMC
- An individual is national if a citizen of the DMC





Firm Consultant Recruitment





Management



Procurement Methods to Recruit Firms







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)

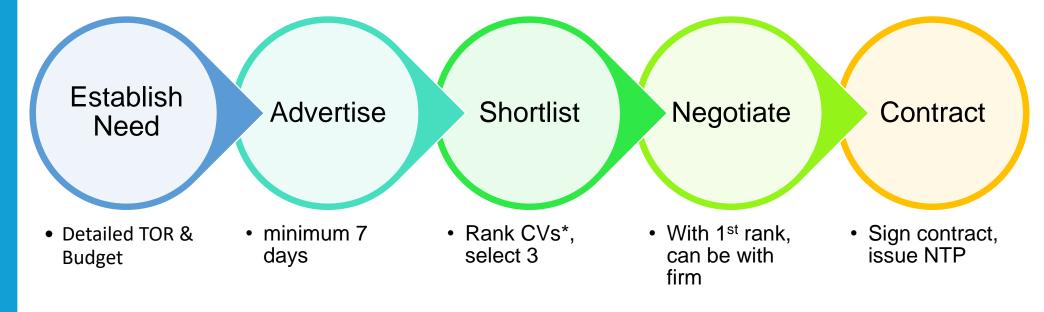
CMS used for ADB TA Services; EA systems used for loans & grants

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

Consider individual consulting opportunities

Understand context and background to project

Identify partners who will add value

Consider if external specialists will strengthen your team

Know your client and their expectations

Leverage experience with similar institutions

Understand costs of doing business (e.g. taxes)



ASK QUESTIONS

ADB Business Opportunities Seminar





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

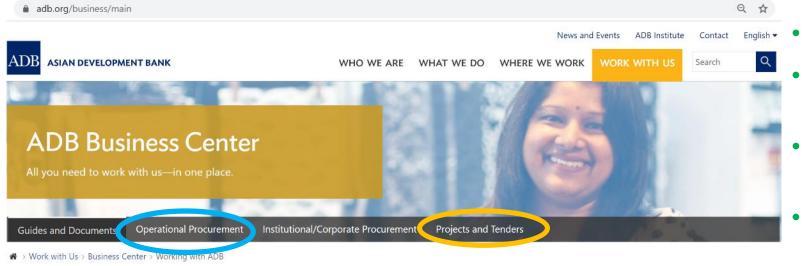




www.adb.org/business



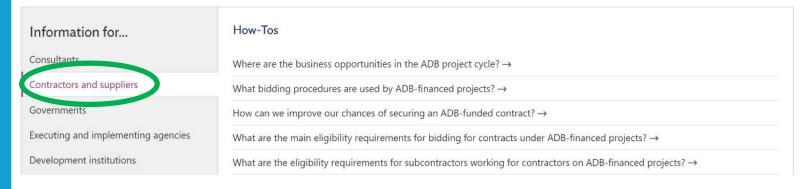
1. ADB Business Center - www.adb.org/business



How-Tos

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

Working with ADB







2. Operational Procurement

Guides and Documer s Operational Procurement nstitutional/Corporate Procurement **Projects and Tenders**

A > 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.

https://www.adb.org/business/operationalprocurement/goods-services



Procurement Plan

Advance Action

- Prequalified **Contractors**
- Contracts Awarded
- **Bidding Procedures**

Advance Action

If requested by the borrower, ADB is prepared, in urgent cases, to authorize procurement prior to loan approval. This is particularly when early contracting of goods or works would be crucial for timely completion of the project or when substantial financial benefits would

ont In such cases, ADB will approve the draft prequalification or bidding documents before they are issued and ensure that requirements for public advertising and notification of bid and invitation be followed.

ADB's approval of such advance procurement is with the explicit understanding that it does not commit ADB to approve the project and loan, and that future ADB financing depends on compliance with ADB's procedural requirements.

All Advance Notices

Pregualified Contractors

The pregualification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

Current Prequalified Applicant

Contracts Awarded

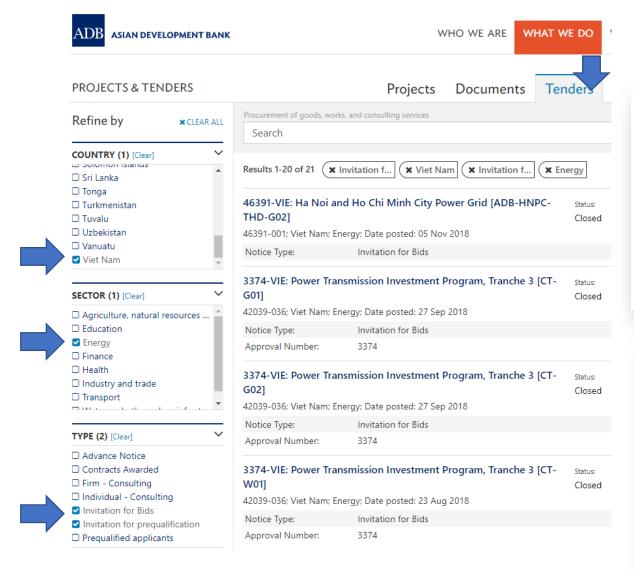
Contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

Current Awarded Contracts





3. Goods & Works – Specific Procurement Notice



Invitation for Bids

Date:	10 September 2021
Loan No. and Title:	3340-VIE: Urban Environment and Climate Change Adaptation Project
Contract No. and Title:	DH/W7: Dune Restoration and Replanting
Deadline for Submission of Bids:	11 October 2021 at 9:00 hours (local time)

- The Socialist Republic of Vietnam has received financing from the Asian Development Bank toward the cost of the Urban Environment and Climate Change Adaptation Project and intends to apply part of the proceeds toward payments under the contract named above. Bidding is open to Bidders from eligible source countries of the ADB.
- The Quang Binh Provincial People's Committee represented by Dong Hoi City Environment and Climate Change Project Management Unit invites e-bids from eligible Bidders for the Package DH/W7: Dune restoration and replanting. Scope of works, is as follows:

Advance Contracting Notice

Date: 20 September 2021

Country/Borrower: Timor-Leste

Title of Proposed Project: 52320-TIM: Presidente Nicolau Lobato International Airport PNLIA Expansion Project

Name and Address of Executing Agency:

Executing Agency: Council of Administration of Infrastructure Fund
Contact Person: Mr. Krispin Fernandes, Head, Major Project Secretariat
Address: Edificio 5, Palacio do Governo, 23 Rua de Formosa, Colmera, Dili, Timor-Leste

Telephone: +670 7725-3993

Brief Description of the Project:

The project will improve facilities at Presidente Nicolau Lobato International Airport (PNLIA) in Dili, the main gateway airport to Timor-Leste, with extension of the airport runway to meet international safety standards and construction of a new air traffic control tower (ATCT), taxiways, aprons, and an aeronautical ground lighting system to support the upgraded runway.

ADB Business Opportunities Seminar





Consultants to 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 apportunities for ADBfinanced 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 Login Assistance

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

Registration

New user? Register now!

Register as Consulting Firm

Register as Individual Consultant

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







Consulting Services Recruitment Notices (CSRN)

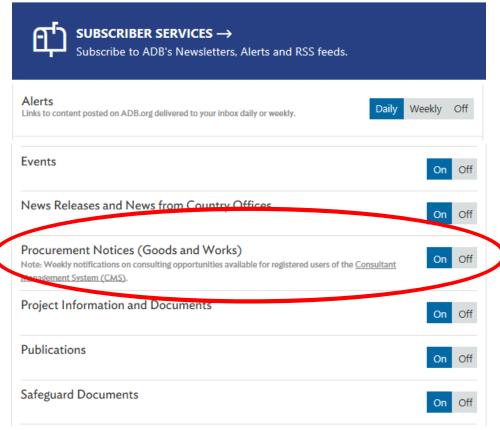






Register for alerts





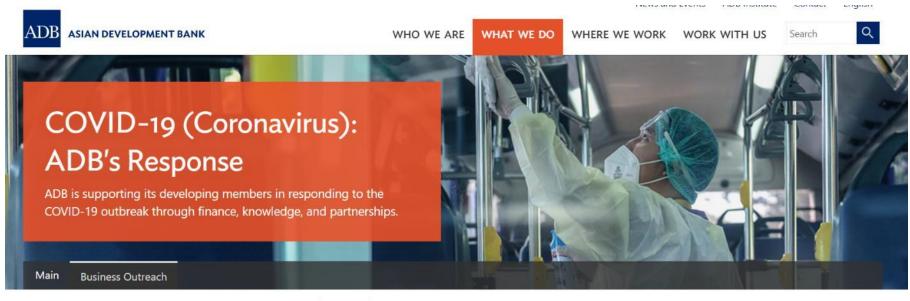


ADB's CMS System: http://cms.adb.org

Goods & Works Notices: https://alerts.adb.org



COVID-19 Opportunities



★ > 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





COVID-19 filter functions available

Consulting Opportunities

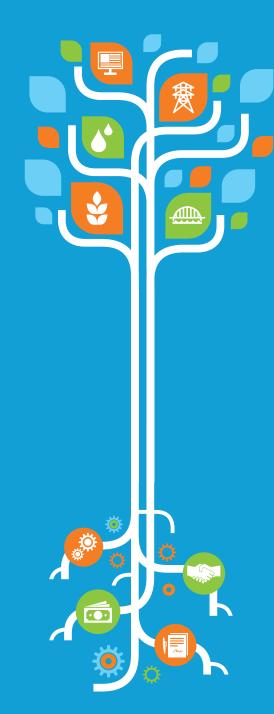
Consulting Services Recruitment Notices (CSRN)

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 ones or by entering keywords to search by expertise.

	ne by <u>Clear A</u> DVID-19 Related Assignment
~	Yes (26)
	No (257)
	nsultant Type
	Firm (29)
	Individual (254)
⊟ <u>Eli</u>	g <u>ibility of Consultant Country</u>
	Open to Member Countries Only (283)
	Non-Member Countries Allowed (0)
<u> </u>	gagement Period
	Less than 3 months (17)
	3 months to 1 year (135)
	More than 1 year (131)
☐ Co	<u>untry</u>
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Search by Expertise		Go				
⊗ Previous 1-25 ∨ Next 25						
Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
TA-6737 REG: Advancing the Transformative Gender Equality Agenda in a Post-COVID-19 Asia and the Pacific - PSEAH International Consultant - Preventing Sexual Harassment, Exploitation and Abuse (PSEAH) Implementation Specialist (International consultant) (55125-001)	Preventing Sexual Harassment, Exploitation and Abuse (PSEAH) Implementation Specialist	Individual	7.3	12-Oct-2021	26-Oct-2021 11:59 PM	B
TA-6551 REG: Strengthening Water, Sanitation, and Hygiene Programs and Practices in Vanuatu (54227- 001)	water, sanitation, and hygiene (WASH)	Firm	12	11-Sep-2021	23-Oct-2021 11:59 PM	i.
TA-9723 REG: Support for Human and Social Development in Southeast Asia - Software quality assurance specialist (52335-001)	Information technology, digital transformation; health statistics or related fields	Individual	12.1	09-Oct-2021	22-Oct-2021 11:59 PM	i i
GRANT-0796 PAL: COVID-19 Response for Affected Poor and Vulnerable Groups Project - CS-15 Gender Specialist/Deputy Project Manager (54196-001)	Gender Equity	Individual	33.7	08-Oct-2021	21-Oct-2021 11:59 PM	
A-6549 REG: Strengthening Gender Outcomes in Pacific COVID-19 Response and Recovery - Gender Specialist (PNRM) (54247-001)	Gender and Development	Individual	18	07-Oct-2021	20-Oct-2021 11:59 PM	
A 55131-002 KGZ: Support to Strengthening Regional Health Security Project - TA Consulting Firm	Health	Firm	8	17-Sep-2021	20-Oct-2021 11:59 PM	ı
A-6733 IND: Supporting COVID-19 Response and faccination Program - Data Scientists (Health) (55082- 02)	data analysis, public health care, health systems	Individual	7	06-Oct-2021	19-Oct-2021 11:59 PM	







For more information: 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/

Contact

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