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# Germany

## BUSINESS OPPORTUNITIES SEMINAR

10 November 2021

Doing Business with ADB and the ADB Procurement System

**Thomas Robinson**  
Senior Procurement Specialist

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

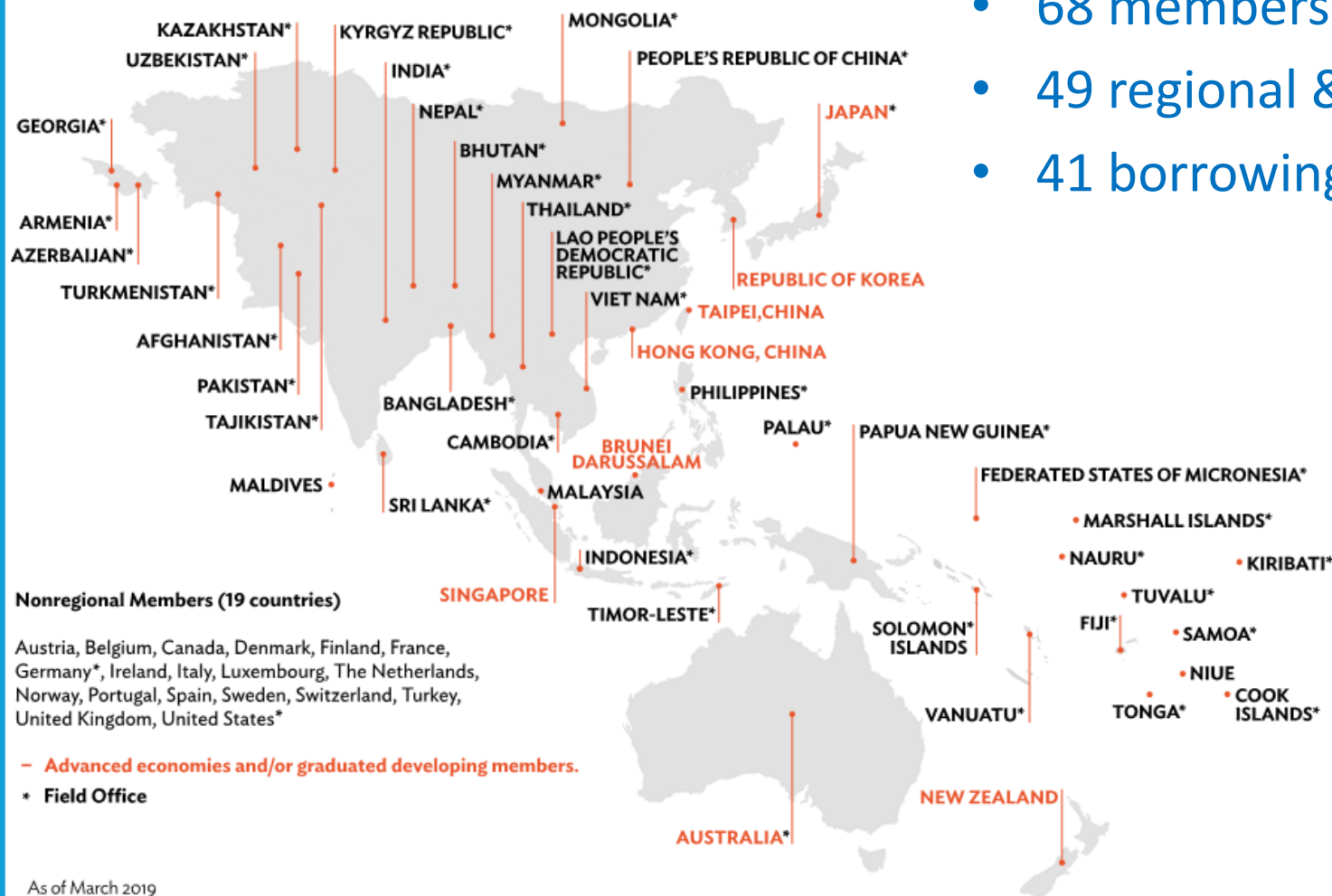
BUSINESS  
OPPORTUNITIES 

# Overview

1. A Brief about ADB and Its Operations
2. Top Suppliers/Contractors/Consultants in ADB Projects
3. Top Suppliers/ Contractors/Consultants from Germany
4. ADB Procurement Framework
5. ADB Procurement Procedures for Goods/Works/Consulting Services
6. Bidding Strategies
7. How to find information on Business Opportunities under ADB Projects
8. Identifying Opportunities with Covid -19 Response Projects

# 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
- Other International Organizations

**Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees**

**Biggest ADB Borrowers: India, China, Pakistan, Bangladesh, Indonesia**

# ADB 2020 Sovereign Portfolio

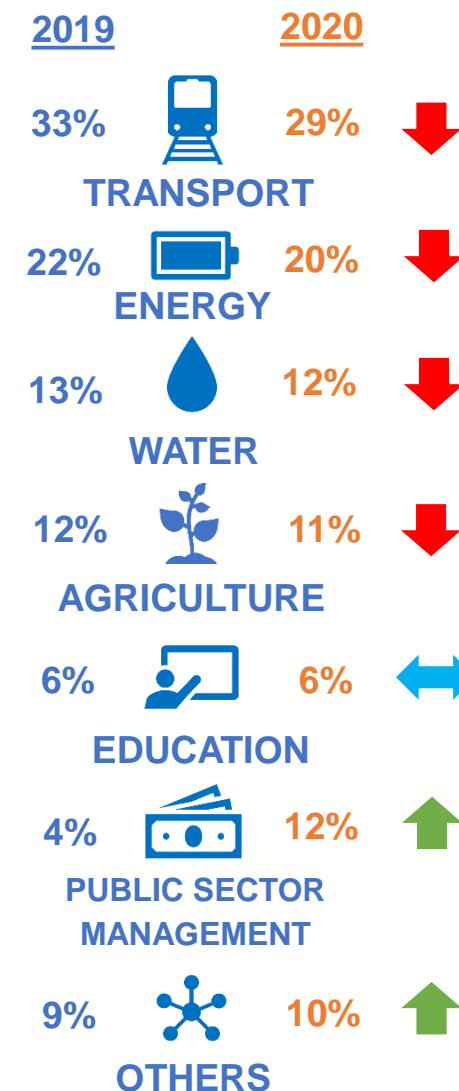


*\*Represents aggregate value of ongoing ADB-funded projects in 2020*

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

\*KMSD – Knowledge Management and Sustainable Development Departments

## Portfolio by Sector



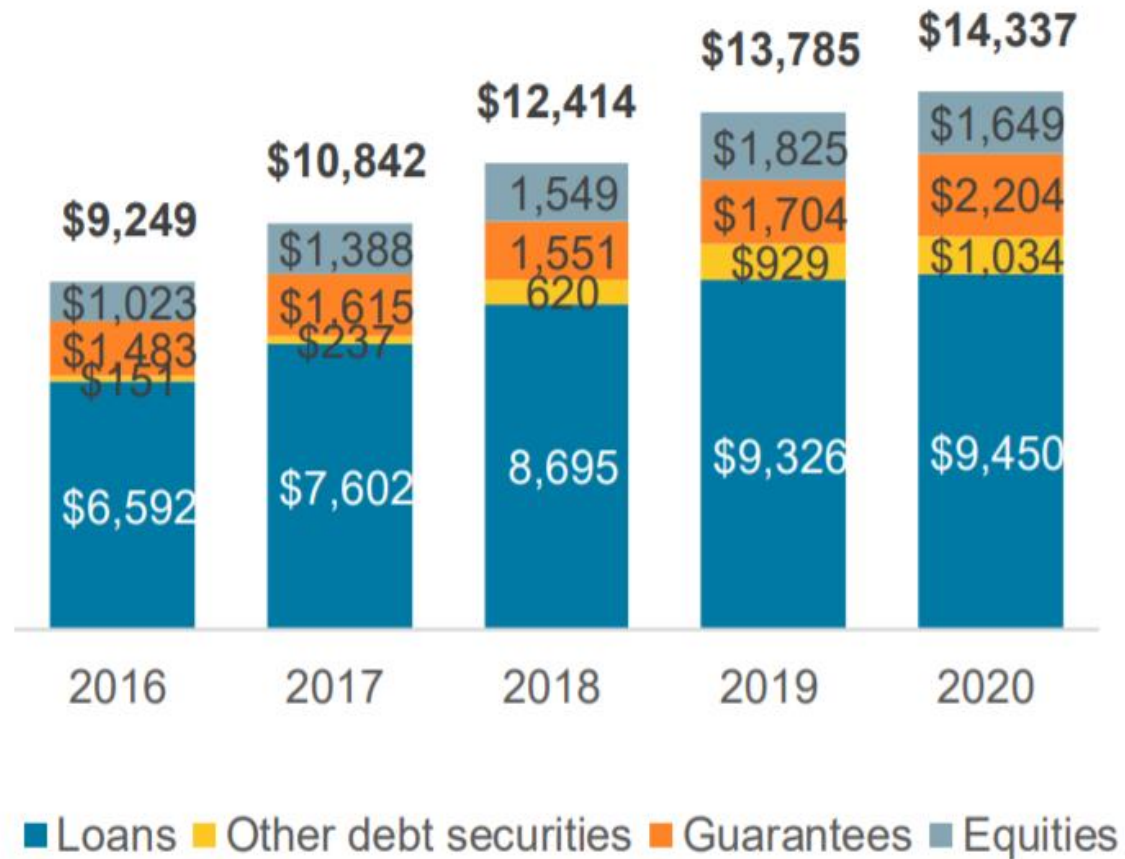
<https://www.adb.org/sites/default/files/institutional-document/697726/appr-2020.pdf>

# ADB Sovereign Portfolio (\$ million)



# ADB Non-Sovereign Portfolio (\$ million)

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



Source: Asian Development Bank data.

# Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>

# Top Procurement Activities by Member State

## Procurement Ranking – Goods

	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

## Procurement Ranking – Consulting

	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

## Procurement Ranking – Works

	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 Germany

## Top 5 Contractors/Suppliers of Goods & Works (2016–2020)

	Name	Sector	ADB Amt. (\$M)
1	SIEMENS AG	ENE, HLT	792.91
2	Ludwig Pfeiffer Hoch-Und Tiefbau GmbH and Co. KG	ANR, WUS	112.22
3	Kirow Ardelt GmbH	TRA	19.42
4	CANCOM GmbH	FIN	1.79
5	F. Unduetsch & Sterling (JV)	WUS	1.17
6	Others		0.51
Total			928.03

# Top Consultants from Germany

## Top 5 Consulting Services Providers (2016–2020)

	Name	Sector	ADB Amt (\$ M)
1	Kocks Consult GmbH	TRA, WUS	24.50
2	Lahmeyer International GmbH	ANR	13.02
3	Gopa Consultants	EDU, ENE, HLT	12.43
4	Tractebel Engineering GmbH	ENE, WUS	9.79
5	Fichtner GmbH & Co. KG	ENE, TRA, WUS	9.51
6	Individual Consultants		11.50
Total			127.92



# 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).

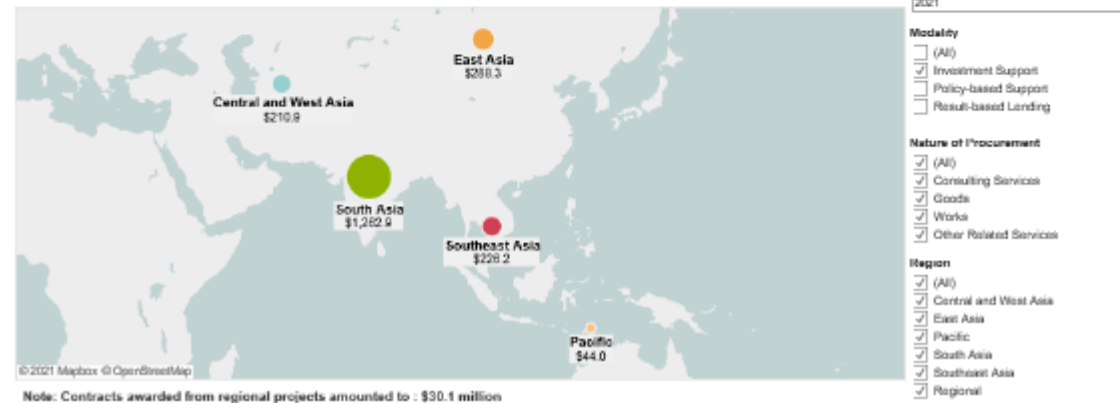
The ProcDash currently shows data as of 31 March 2021. This will be updated every quarter.

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



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

## 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**

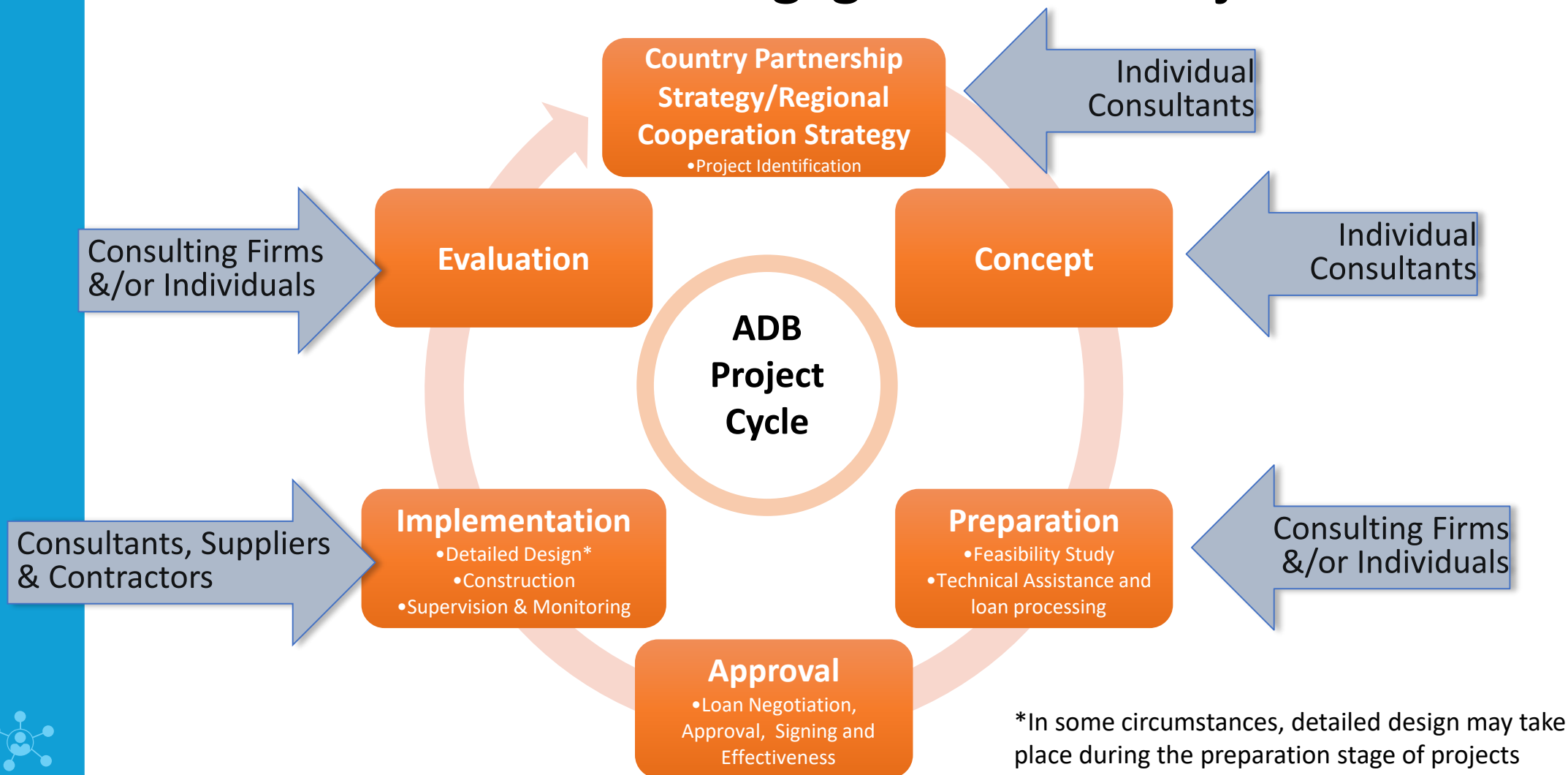
- Site supervision (PMC), Project preparation & implementation, knowledge products, staff consultants

- **Non-consulting Services**

- Surveys, training, translation, event management



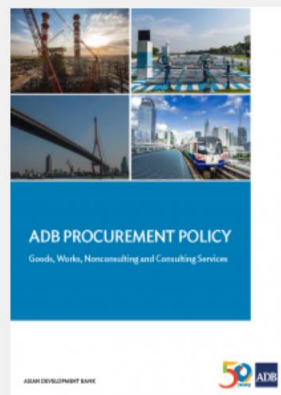
# When is Private Sector engaged in ADB Projects?



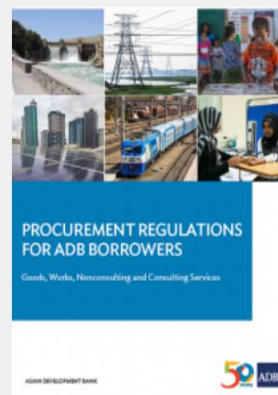
# ADB's Procurement Frameworks

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.



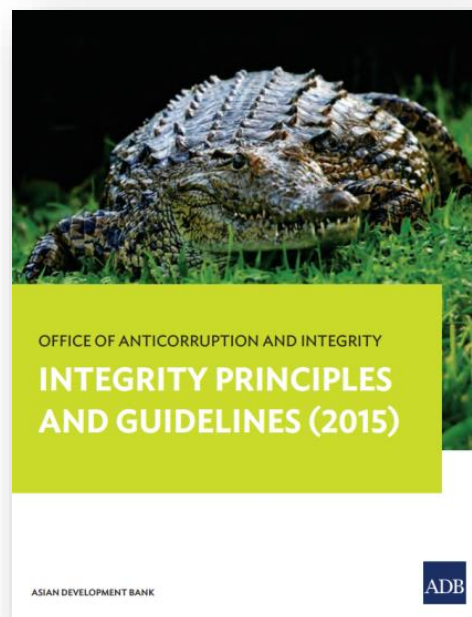
Procurement Guidelines



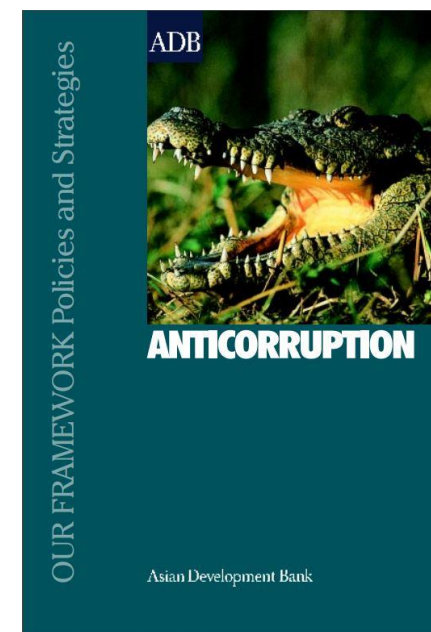
Guidelines on the Use of Consultants

# ADB's 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

# ADB's Procurement Principles

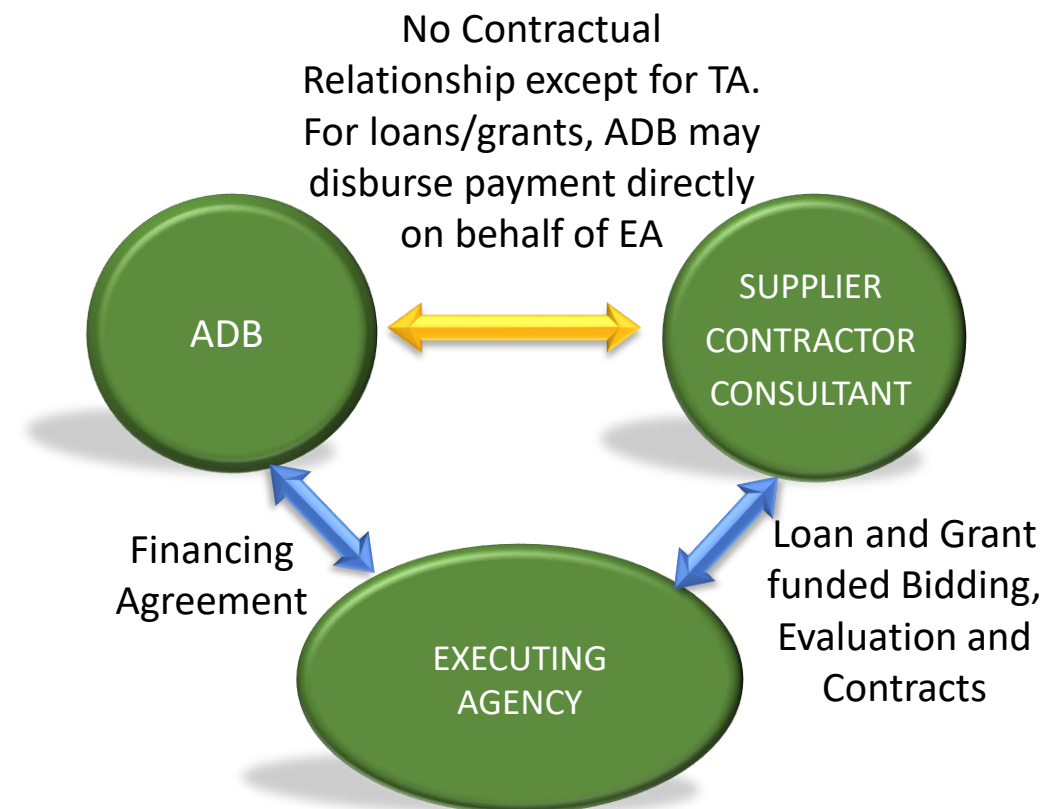
Principles		Outcomes
	<b>Fairness</b>	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	<b>Economy</b>	Using price, quality, and any nonprice attributes to deliver viable projects.
	<b>Efficiency</b>	Ensures procurement processes are proportional to value and risks.
	<b>Transparency</b>	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	<b>Quality</b>	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	<b>Value for Money</b>	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 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



# Common Mistakes in preparing bids

- 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



Consulting Firms



Individual Consultants

Technical Assistance, Loans and Grants



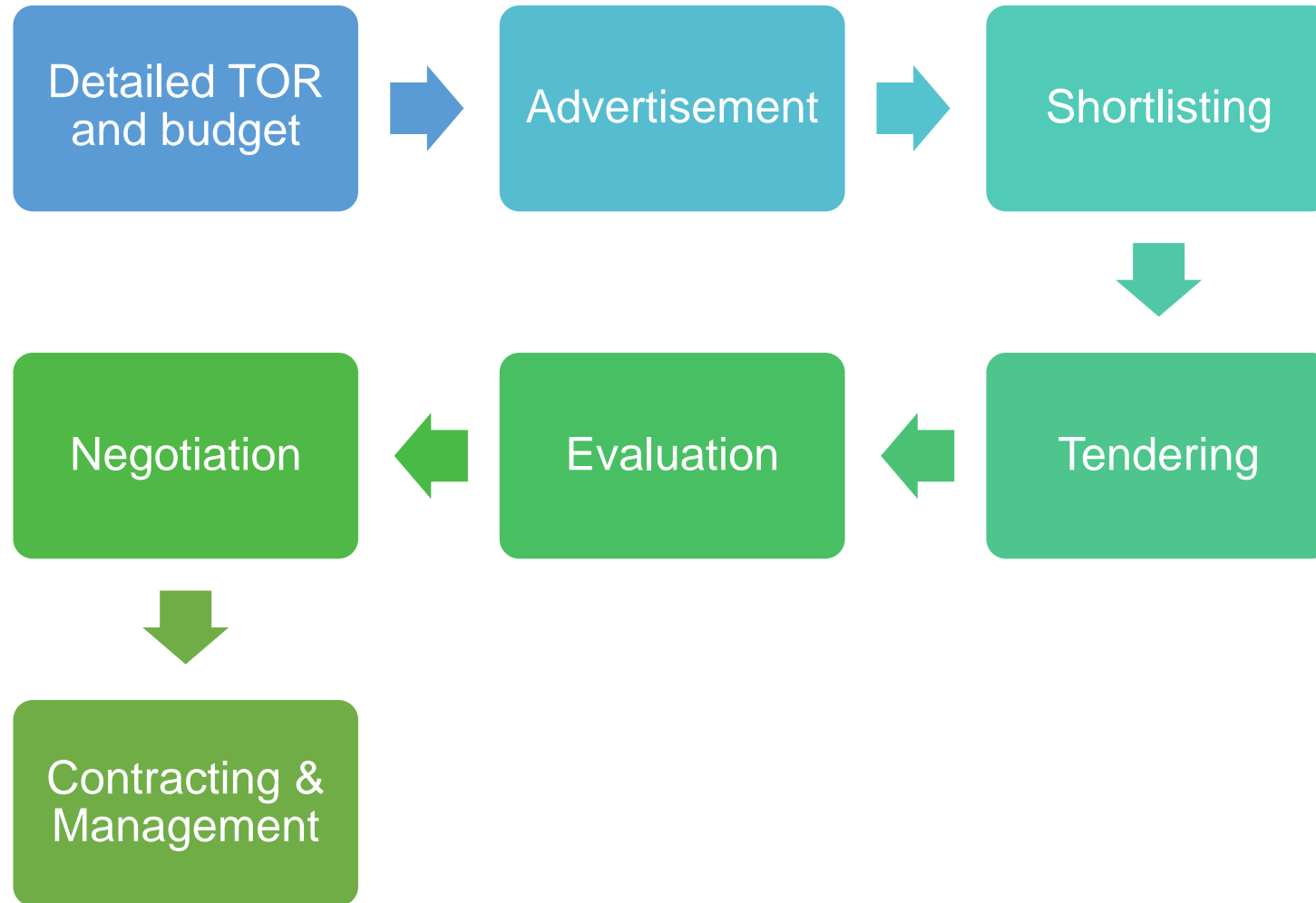
Staff Consultants

ADB staffing budget

## 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



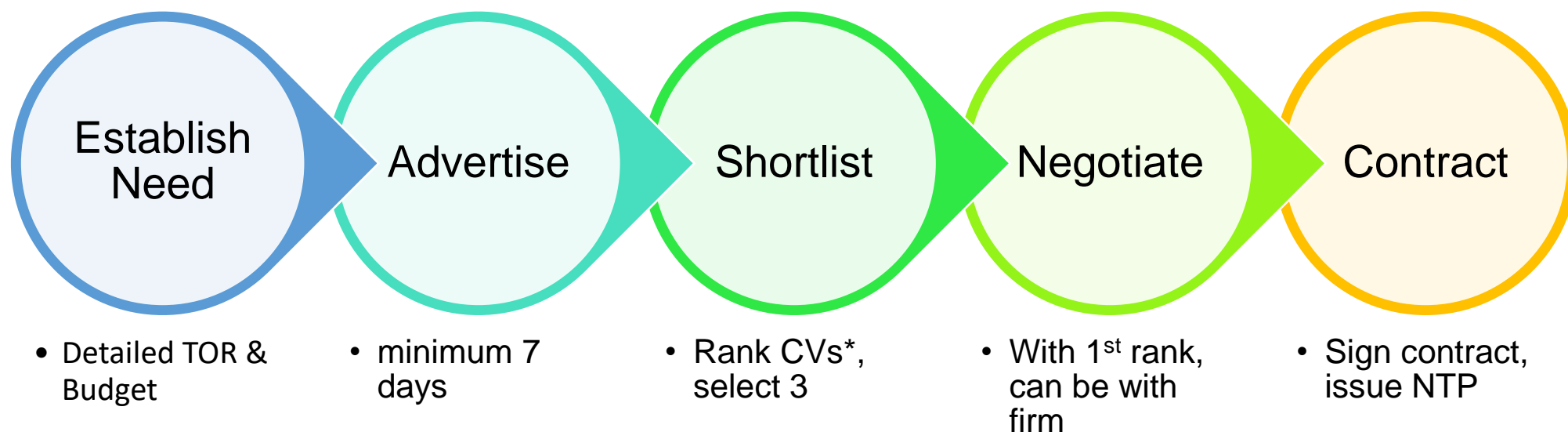
# Procurement Methods to Recruit Firms

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

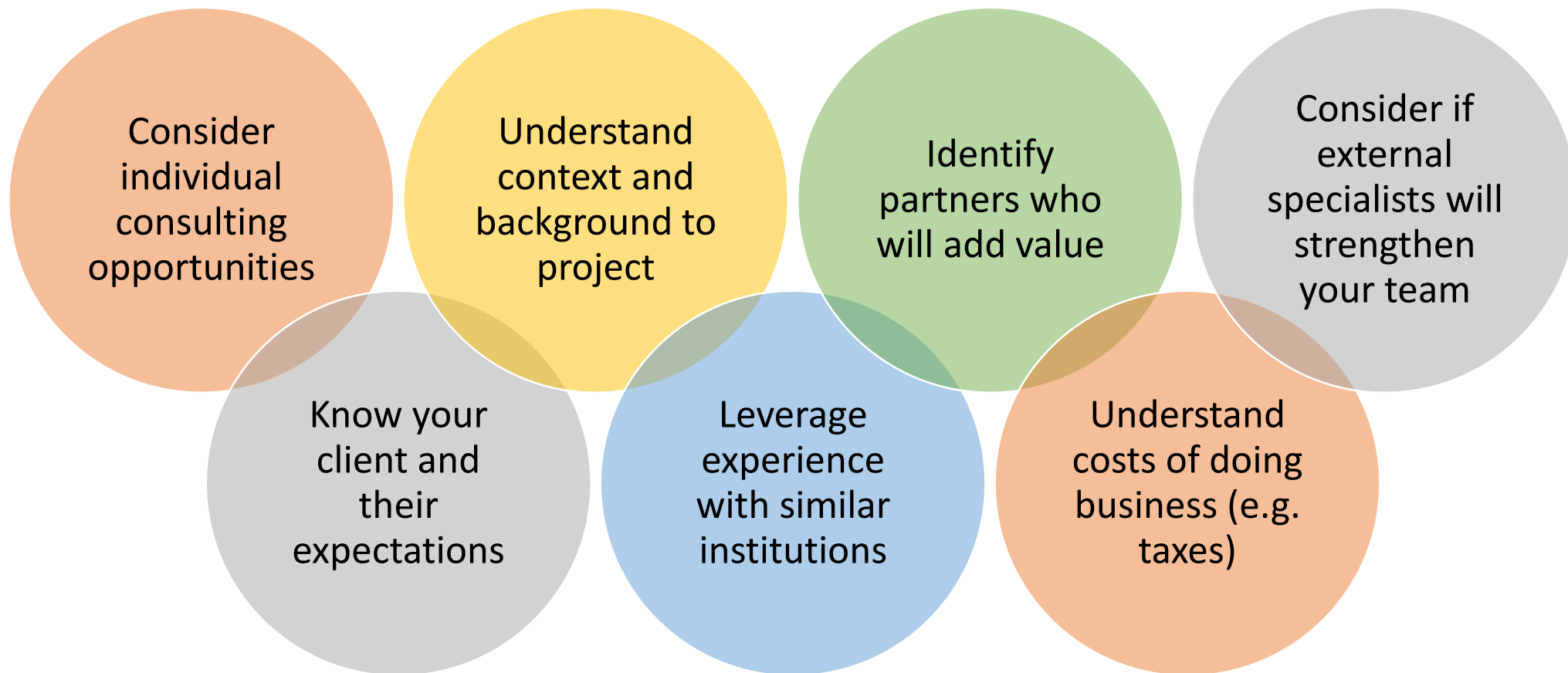
- All opportunities advertised on CMS, shortlist published
- A Full, Simplified or Bio-data proposal may be requested
- Use of standard Bidding Documents, Focus on quality in evaluation
- ToR's may be Input (conformance) or Output (performance) based
- Contracts: Time-Based or Lump Sum (can be hybrid)
- 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**



# 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!

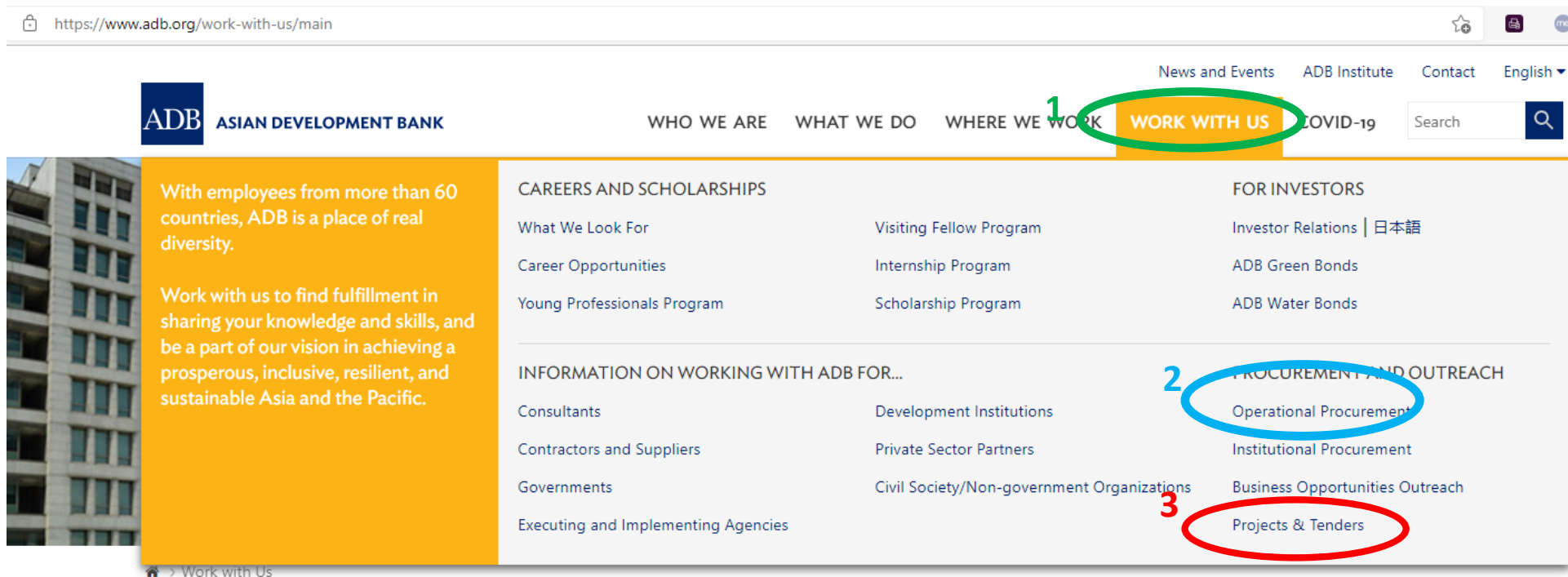
## Complaints:

- 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](http://www.adb.org/site/integrity/how-to-report-fraud)

# How to find Information on our Website



https://www.adb.org/work-with-us/main

News and Events ADB Institute Contact English

WHO WE ARE WHAT WE DO WHERE WE WORK **WORK WITH US** COVID-19

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

PROCUREMENT AND OUTREACH

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

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

## Careers at ADB

At ADB, our professionals from various areas of expertise embark on a quest for opportunities for inclusive economic growth, environmentally sustainable growth, and regional integration. Join 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.



[www.adb.org/business](https://www.adb.org/business)

ADB Business Opportunities Seminar

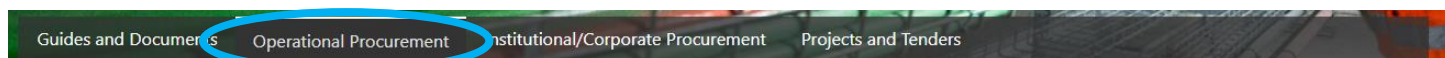
# 1. ADB Business Center – [www.adb.org/business](https://www.adb.org/business)

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

The screenshot shows the ADB Business Center website. The header features the ADB Business Center logo and the tagline "All you need to work with us—in one place." Below the header is a navigation bar with links: "Guides and Documents", "Business Opportunities Outreach", "Procurement Statistics Dashboard (ProcDash)", "Institutional/Corporate Procurement", and "More". A dropdown menu for "Business Opportunities Outreach" is open, showing "Operational Procurement" and "Projects and Tenders". Below the navigation bar is a breadcrumb trail: "Home > Work with Us > Business Center > Working with ADB". The main content area is titled "Working with ADB" and contains a table with two columns: "Information for..." and "How-Tos". The "Information for..." column has a dropdown menu with options: "Consultants", "Contractors and suppliers", "Government", and "Executing and implementing agencies". The "How-Tos" column lists four topics with links: "Where are the business opportunities in the ADB project cycle? →", "What bidding procedures are used by ADB-financed projects? →", "How can we improve our chances of securing an ADB-funded contract? →", and "What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →".

Information for...	How-Tos
Consultants	Where are the business opportunities in the ADB project cycle? →
Contractors and suppliers	What bidding procedures are used by ADB-financed projects? →
Government	How can we improve our chances of securing an ADB-funded contract? →
Executing and implementing agencies	What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

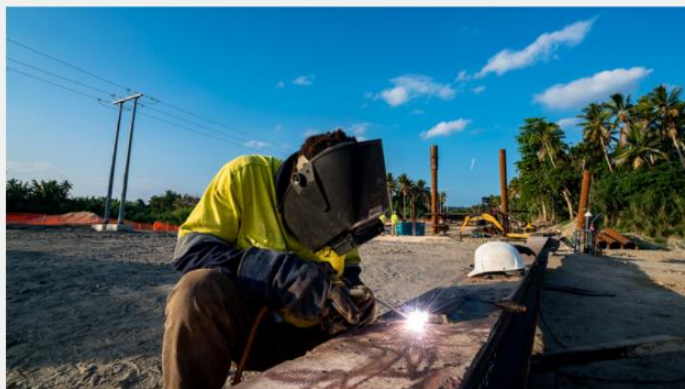
## 2. Operational Procurement



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/operational-procurement/goods-services>



#### 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 accrue.

Cor  
ADB  
cont  
and

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 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

Archive

#### Prequalified Contractors

The prequalification 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 Applicants

Archive

#### 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

Archive

- Procurement Plan
- Advance Action
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures





# 3. Goods & Works – Specific Procurement Notice

**Projects & Tenders** Projects Documents **Tenders**

Filter results [CLEAR ALL](#)

Country/Economy (1) [\[CLEAR\]](#) ☐ Georgia ☒ **India** ☐ Indonesia ☐ Kazakhstan ☐ Kiribati ☐ Kyrgyz Republic ☐ Lao People's Democratic Republic ☐ Maldives

Sector (1) [\[CLEAR\]](#) ☐ Agriculture, natural resources and rural development ☐ Education ☒ **Energy** ☐ Finance ☐ Health ☐ Industry and trade ☐ Information and communication technology

Type (2) [\[CLEAR\]](#) ☐ Advance Notice ☐ Contracts Awarded ☐ Firm - Consulting ☒ **Individual - Consulting** ☒ **Invitation for Bids**

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 333 [RSS](#) [Sort by](#)

India X Energy X Individual - Consult... X Invitation for Bids X

**Gender Equality and Social Inclusion (GESI) expert for Education and Skills Development; Social Protection; Urban Health** Status: **Active** Deadline: 12 Nov 2021  
54305-001; Regional, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka; Energy; Posting date: 06 Nov 2021  
Notice Type: Individual - Consulting

**Gender Equality and Social Inclusion (GESI) expert for Northern and Western States** Status: **Active** Deadline: 12 Nov 2021  
54305-001; Regional, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka; Energy; Posting date: 06 Nov 2021  
Notice Type: Individual - Consulting

**Gender Equality and Social Inclusion (GESI) expert for Eastern and North-Eastern States** Status: **Active** Deadline: 12 Nov 2021  
54305-001; Regional, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka; Energy; Posting date: 06 Nov 2021  
Notice Type: Individual - Consulting

**Lead GESI Operations Management Expert** Status: **Active** Deadline: 15 Nov 2021  
54305-001; Regional, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka; Energy; Posting date: 06 Nov 2021  
Notice Type: Individual - Consulting

**Gender Equality and Social Inclusion (GESI) expert for Central and Southern States** Status: **Active** Deadline: 12 Nov 2021  
01; Regional, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka; Energy; Posting date: 06 Nov 2021

**Invitation for Prequalification**

<b>Date:</b>	14 March 2018
<b>Loan No. and Title:</b>	Loan 3630/8335 Grant 0561--CAM: Provincial Water Supply and Sanitation Project
<b>Contract No. and Title:</b>	MIH/PWSSP/01-- Plant Design, Supply, Installation, Commissioning and O&M Support for Battambang Water Supply
<b>Deadline for Submission of Applications:</b>	26 April 2018; 10:00 hours (local time)

- This Invitation for Prequalification follows the Procurement Plan for this project that appeared on the Asian Development Bank (ADB) website on 8 December 2017.
- The **Royal Government of Cambodia** has received financing from ADB toward the cost of **Provincial Water Supply and Sanitation Project**.

**Invitation for Bids**

<b>Date:</b>	5 November 2018
<b>Loan No. and Title:</b>	46391-VIE: Ha Noi and Ho Chi Minh City Power Grid Development Sector Project
<b>Contract No. and Title:</b>	ADB-HNPC-THD-G02: 110kV Tran Hung Dao Substation: Supply of Materials and Equipment for Substation. Sub - project: Rehabilitation and upgrade of 110kV Tran Hung Dao Substation - E12
<b>Deadline for Submission of Bids:</b>	17 December 2018 at 14:00 hours

- The Socialist Republic of Viet Nam has received financing from the Asian Development Bank (ADB) toward the cost of **Ha Noi and Ho Chi Minh City Power Grid Development Sector Project**, and it intends to apply part of the proceeds of this financing to payments under the contract named above. Bidding is open to Bidders from eligible source countries

ADB

# Consultants to Register in CMS (cms.adb.org)

ADB

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](mailto:csrn@adb.org) with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
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](mailto: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](mailto:cmshelp@adb.org).

CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from



# Consulting Services Recruitment Notices (CSRN)

Refine by [Clear All](#)

[+ COVID-19 Related Assignment](#)

[+ Consultant Type](#)

[+ Eligibility of Consultant Country](#)

[+ Engagement Period](#)

[+ Country](#)

[+ Sector](#)



[+ Engagement Type](#)

[+ Consultant Source](#)

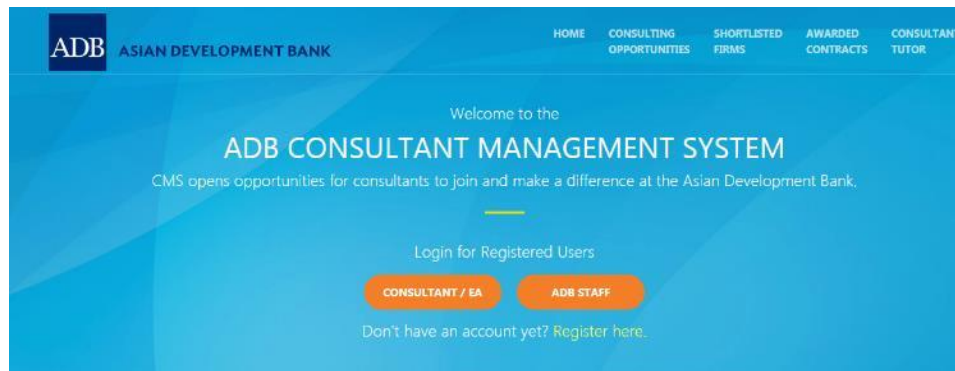
[+ Budget Amount](#)

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	

# Register for alerts



## Search Consulting Opportunities

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



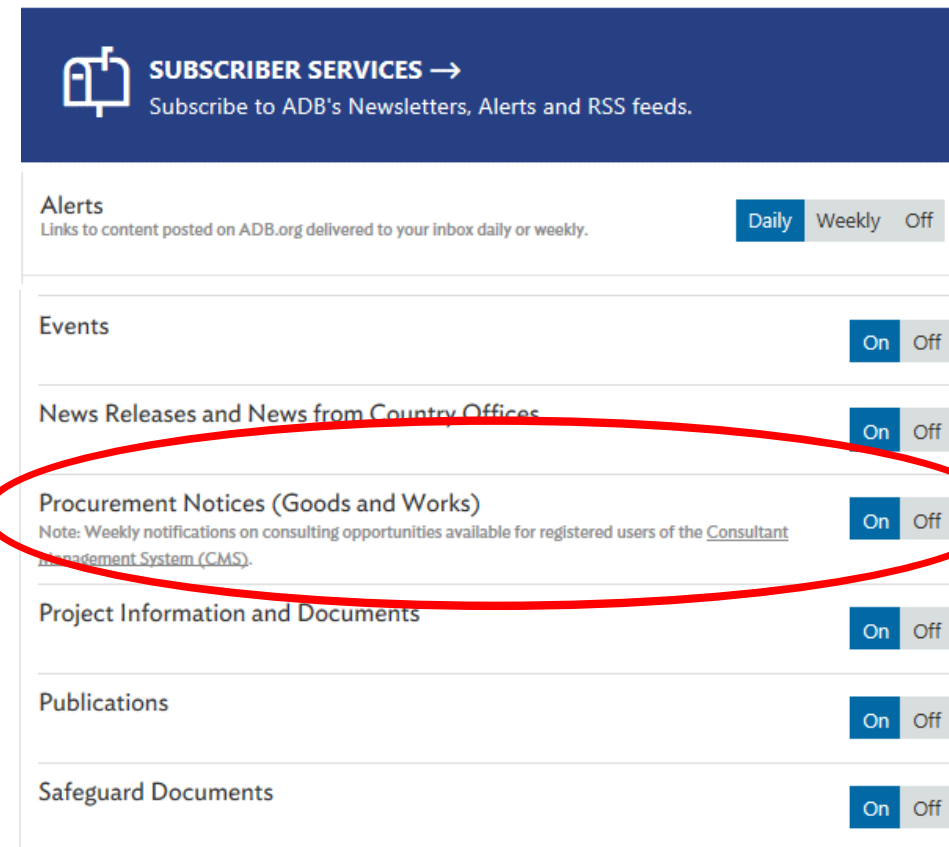
## View Shortlisted Firms

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.

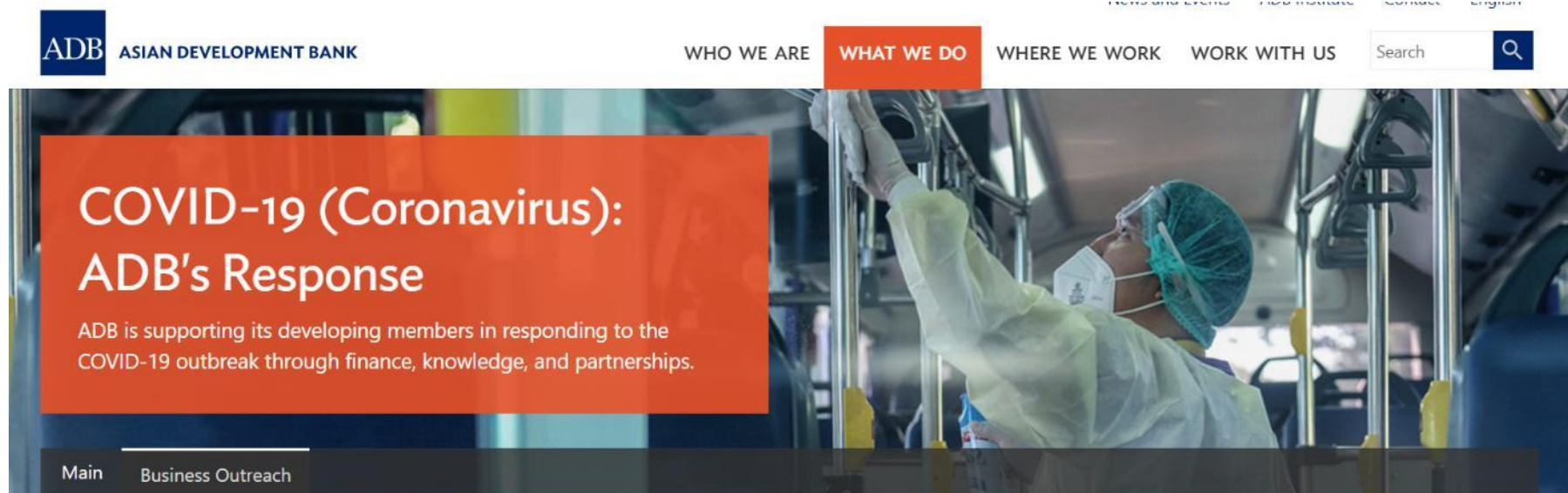


ADB's CMS System: <http://cms.adb.org>

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>

ADB Business Opportunities Seminar

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

# 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 appropriate checkboxes or by entering keywords to search by expertise.

Refine by [Clear All](#)

☐ [COVID-19 Related Assignment](#)

☒ Yes (7)

☐ No (188)

☐ [Consultant Type](#)

☐ Firm (57)

☐ Individual (138)

☐ [Eligibility of Consultant Country](#)

☐ Open to Member Countries Only (187)

☐ Non-Member Countries Allowed (8)

☐ [Engagement Period](#)

☐ Less than 3 months (16)

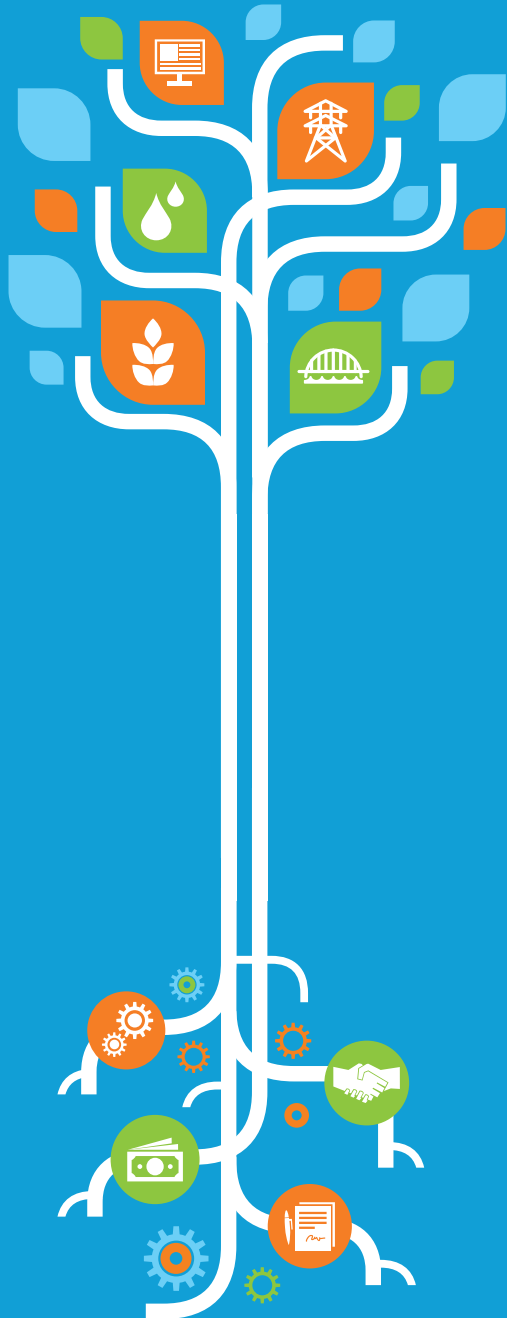
☐ 3 months to 1 year (75)

☐ More than 1 year (104)

Search by Expertise

Go

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
<a href="#">TA-6562 INO: PT Cisarua Mountain Dairy: Gender empowerment in dairy - Training on dairy farming (54216-002)</a>	International dairy farmer expert	Firm	16	22-Oct-2020	05-Nov-2020 11:59 PM	
<a href="#">TA-6562 INO: PT Cisarua Mountain Dairy: Gender empowerment in dairy-Training on financial literacy (54216-002)</a>	National financial literacy expert	Firm	16	22-Oct-2020	05-Nov-2020 11:59 PM	
<a href="#">TA-6553 MON: Strengthening Institutional Capacity to Respond to COVID-19 - Communication Agency (54226-001)</a>	Communications Specialist	Firm	18	22-Oct-2020	05-Nov-2020 11:59 PM	
<a href="#">TA-6563 REG: Regional Support to Build Disease Resilient and Energy Efficient Centralized Air-conditioning Systems - Centralized Air-conditioning Energy Efficiency Expert (54210-001)</a>	Air-conditioning/Energy Efficiency Expert	Individual	12.3	27-Oct-2020	02-Nov-2020 11:59 PM	
<a href="#">TA 54317-001 MON: Managing the Risks of Food Insecurity in Mongolia during the COVID-19 Crisis</a>	Agriculture and Food Security, Food Supply Chain	Firm	16	17-Oct-2020	31-Oct-2020 11:59 PM	



**For more information: [adb.org](http://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: Thomas Robinson, [trobinson@adb.org](mailto:trobinson@adb.org)**