

The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.

ADB

Doing Business with ADB and the ADB Procurement System

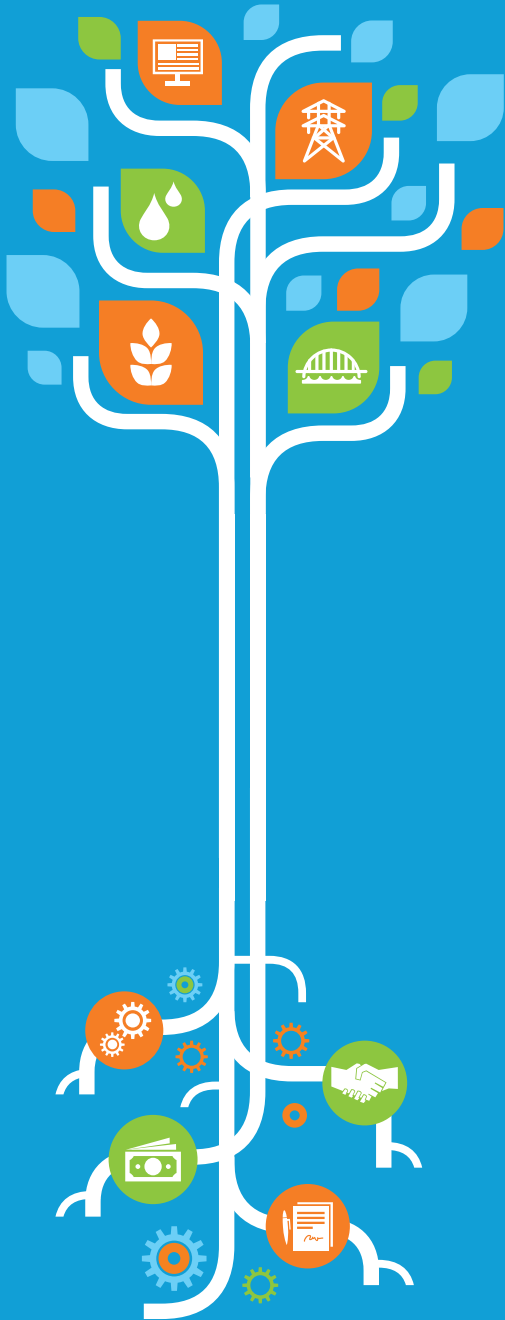
ADB Virtual Business Opportunities Webinar Series
Germany
24 November 2021

Mel Altoveros

Procurement Specialist

Procurement, Portfolio and Financial
Management Department

BUSINESS
OPPORTUNITIES

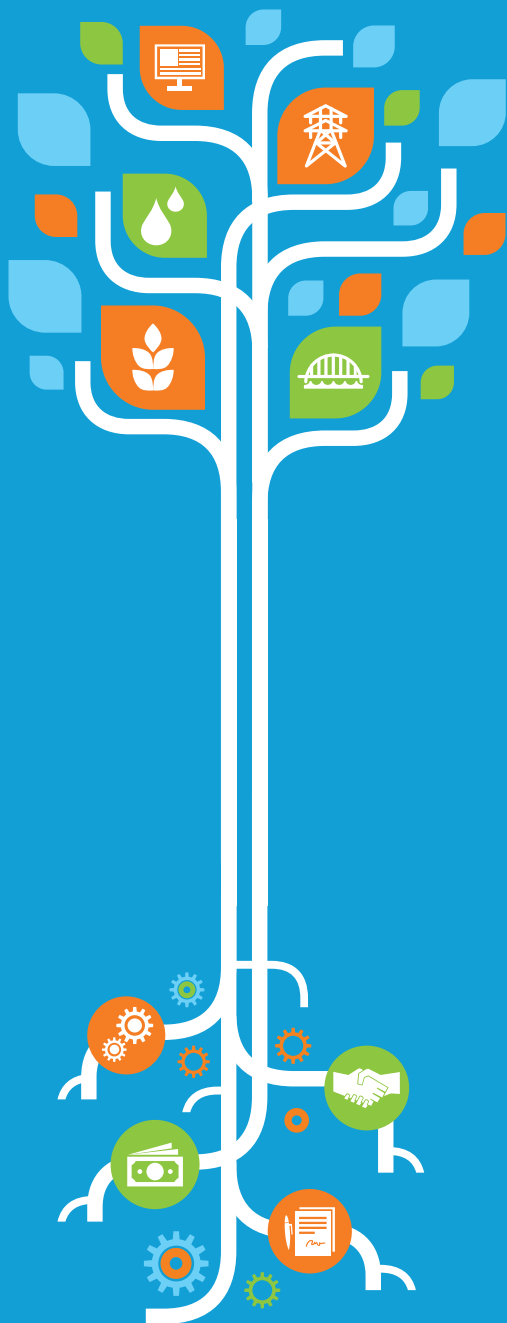




Overview

- ADB Operations
- ADB Business Opportunities
- ADB Procurement Framework
- Bidding strategies and identifying opportunities





ADB

ADB Operations

BUSINESS
OPPORTUNITIES 

Overview of ADB Operations

Main instruments:

- Loans and grants
- Technical assistance
- Equity and guarantees

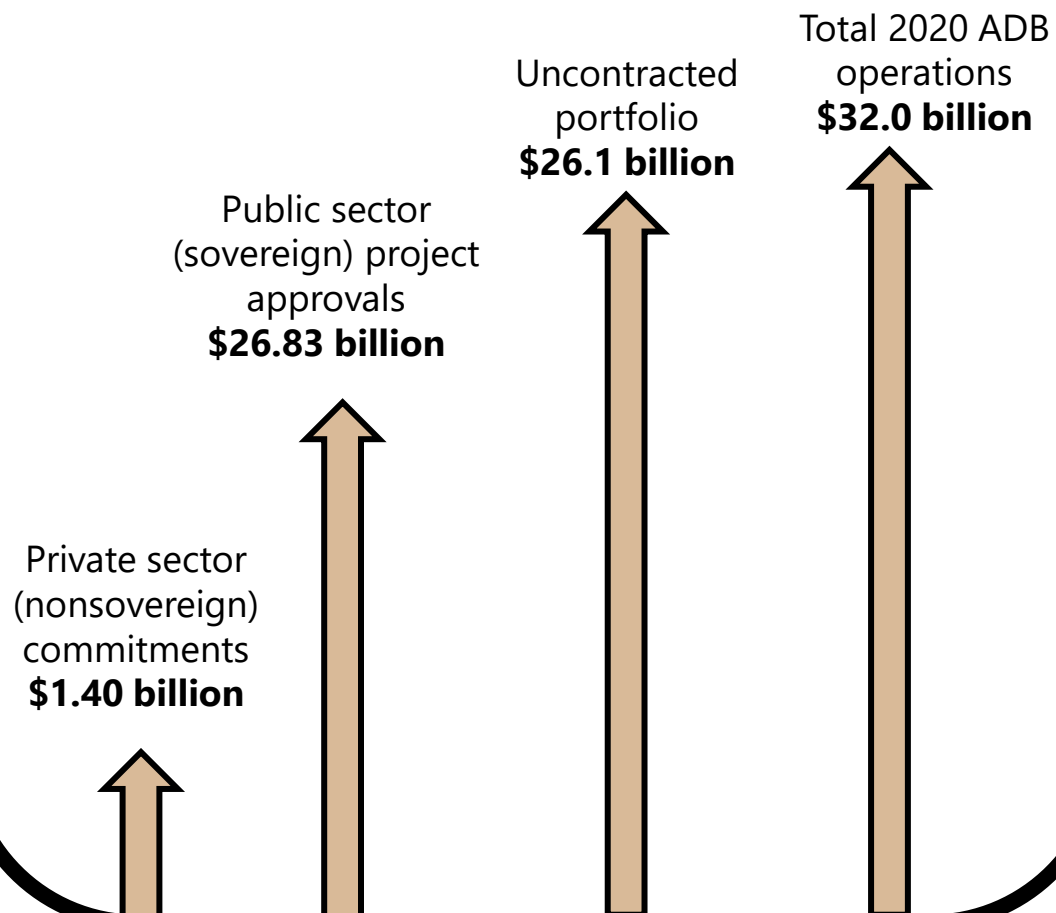
Delivered through:

- ADB's own resources (ordinary; concessional; special funds)
- Cofinancing

Focused on: "Finance ++"

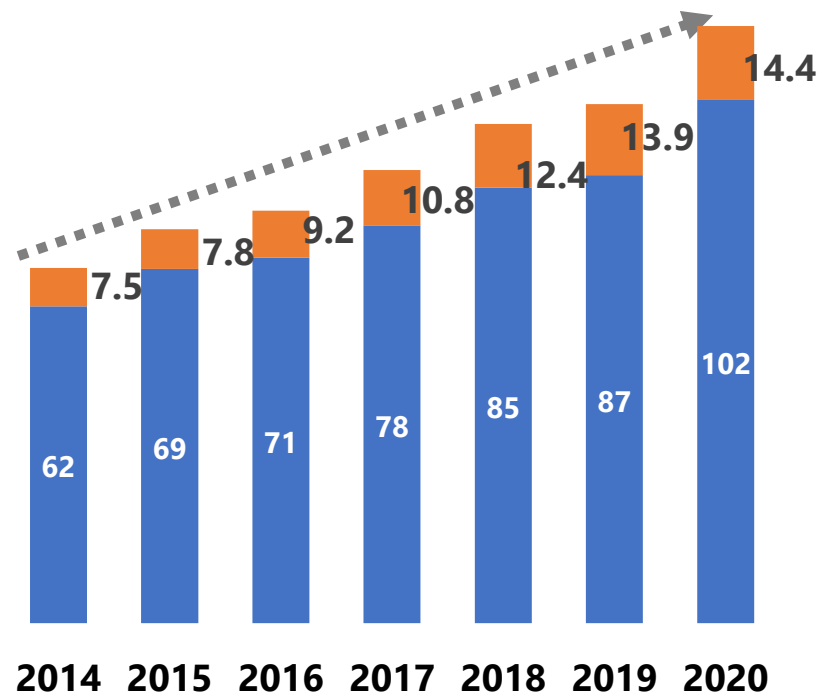
- Leveraging cofinance, policy advice, knowledge, provision, and capacity development

ADB 2020 OPERATIONS



Overview of ADB Operations

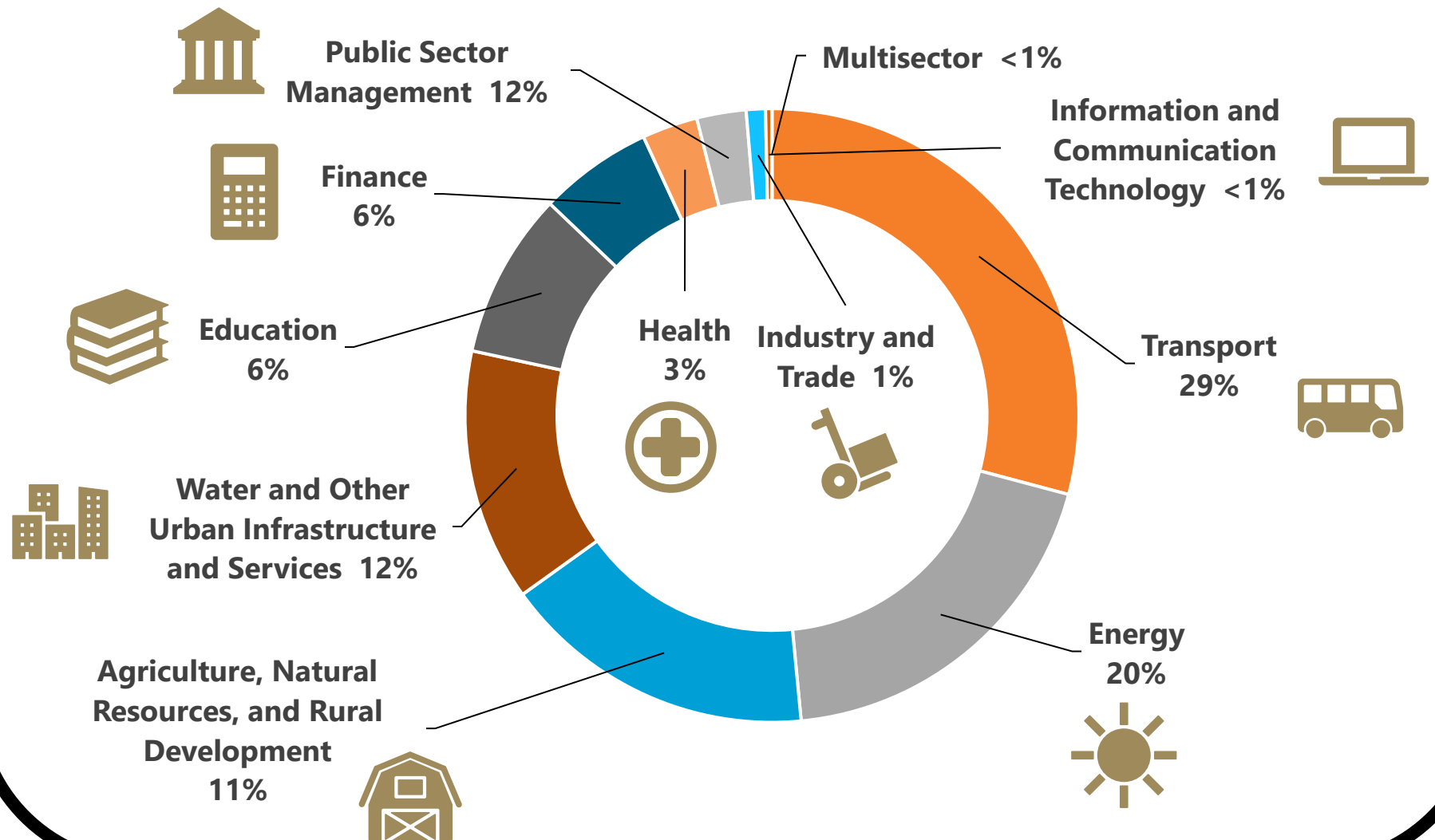
Active portfolio:
\$116.5 billion and growing



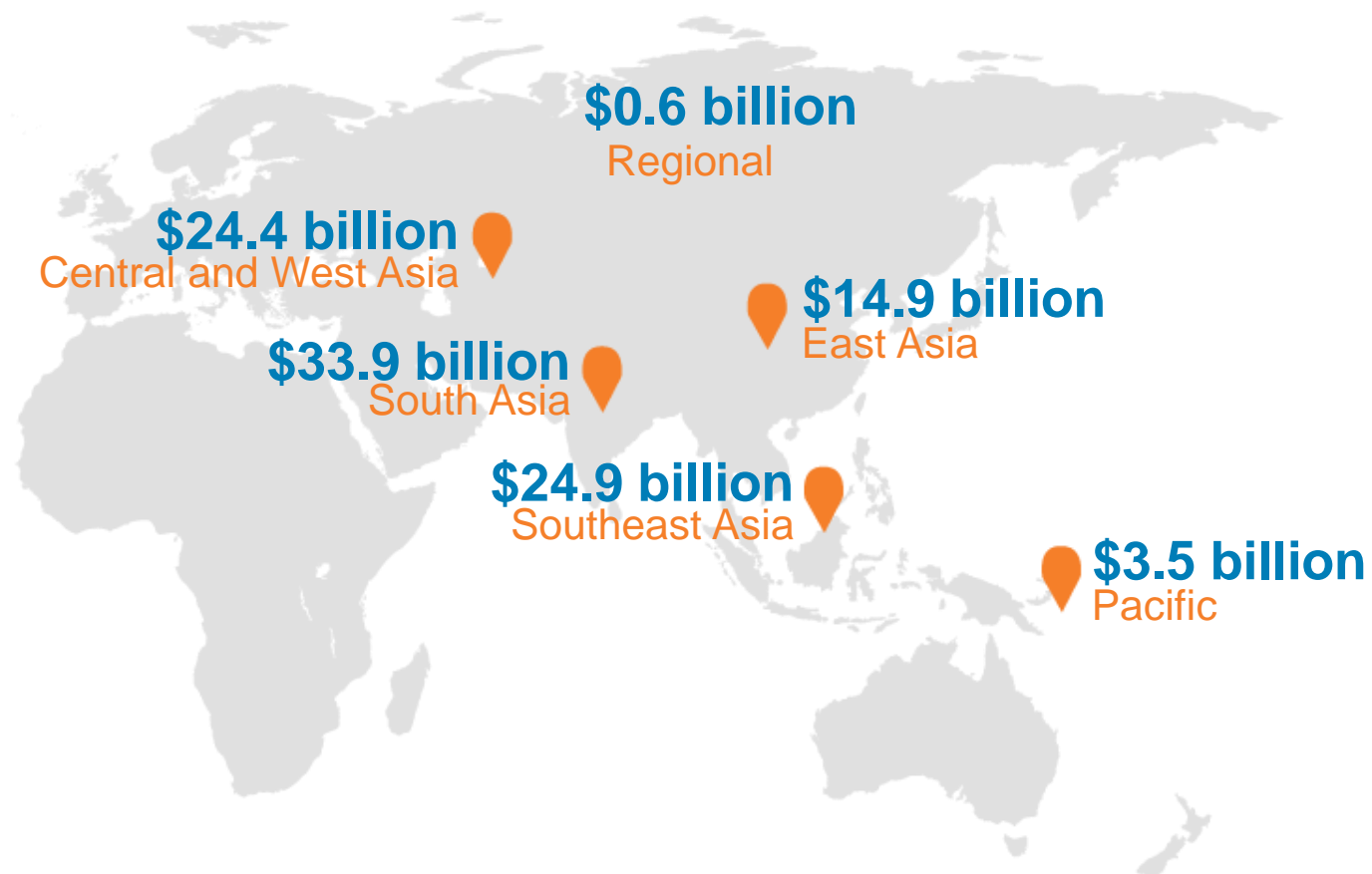
■ Sovereign Portfolio ■ Nonsovereign Portfolio

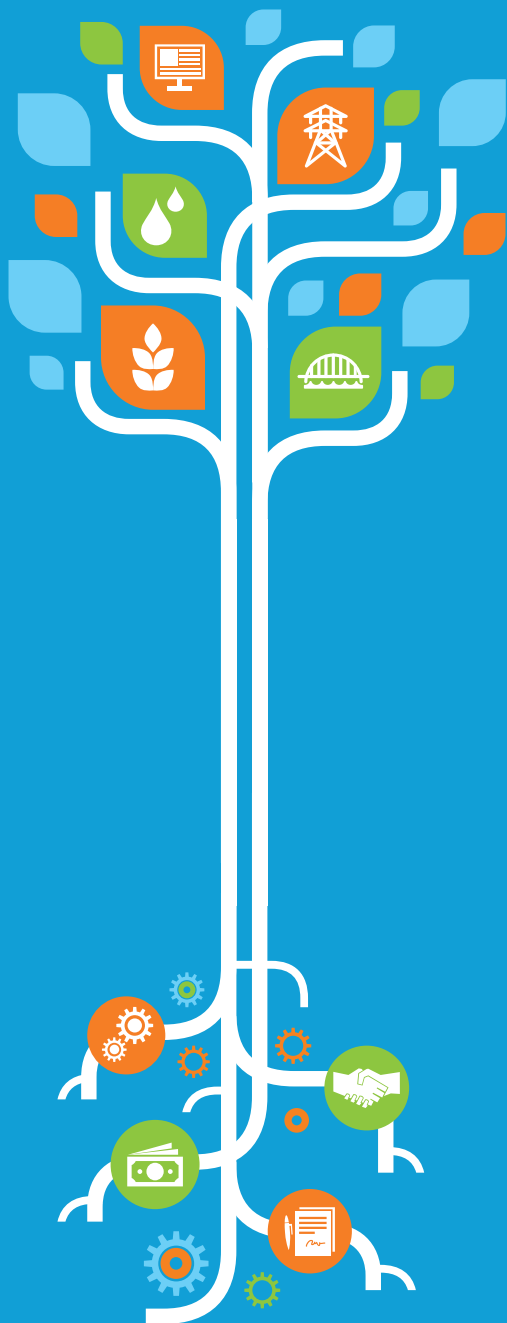
Overview of ADB Operations

What do we work on?
(Share of uncontracted 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, knowledge products, staff consultants
- Nonconsulting services
 - Surveys, training, translation, event management

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 Suppliers by Amount

Top 5 Suppliers of Goods (2017–July 2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	BEML LTD.	2	545.27
2	ABB GROUP	10	256.90
3	TBEA CO. LTD.	6	196.33
4	PROGRESS RAIL LOCOMOTIVE INC.	1	135.34
5	CHINA NATIONAL TECHNICAL IMPORT & EXPORT CORP.	1	134.63

Top Suppliers by Amount

Top 5 Suppliers of Works (2017–July 2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SIEMENS AG	20	833.94
2	LARSEN & TOUBRO LTD.	21	702.27
3	CHINA RAILWAY CONSTRUCTION CO. LTD.	27	494.56
4	CHINA RAILWAY ENGINEERING CORP.	16	479.37
5	POWER CONSTRUCTION CORP. OF CHINA	30	433.39

Top Suppliers by Amount

Top 5 Consulting Services Firms (2018 - 2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	NAREE INTERNATIONAL LTD.	22	10.31
2	PRICEWATERHOUSECOOPERS	18	8.51
3	LANDELL MILLS LTD.	10	13.28
4	NIPPON KOEI CO., LTD.	7	7.30
5	AARC LTD.	7	4.27

Germany's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects, by Origin

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	217.76	1.54	609.10	2.67	5,850.44	2.70
Consulting Services	44.08	5.82	23.49	3.21	582.60	4.12
Total Procurement	261.84	1.75	632.59	2.69	6,433.04	2.79

Source:

Asian Development Bank and Germany: Fact Sheet
(adb.org)

Top 5 Contractors/Suppliers from Germany 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)
SIEMENS AG	ENE, HLT	792.91
Ludwig Pfeiffer Hoch- und Tiefbau GmbH & Co. KG	ANR, WUS	112.22
Kirow Ardelt GmbH	TRA	19.42
CANCOM GmbH	FIN	1.79
F. Unduetsch & Sterling (JV)	WUS	1.17
Others		0.51
Total		928.03

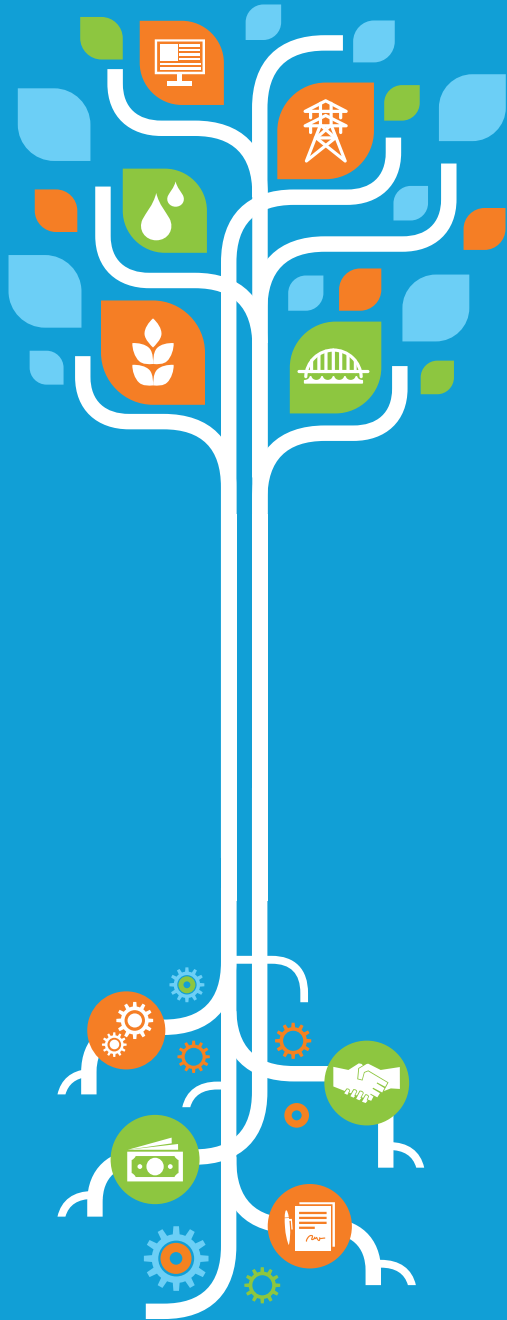
ANR = agriculture, natural resources, and rural development; ENE = energy; FIN = finance; HLT = health; TRA = transport; WUS = water and other urban infrastructure and services.

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

Consultant	Sector	Contract Amount (\$ million)
Kocks Consult GmbH	TRA, WUS	24.50
Lahmeyer International GmbH	ANR	13.02
Gopa Consultants	EDU, ENE, HLT	12.43
Tractebel Engineering GmbH	ENE, WUS	9.79
Fichtner GmbH & Co. KG	ENE, TRA, WUS	9.51
Individual Consultants		11.50
Others		47.17
Total		127.92

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

Source:
Asian Development Bank and Germany: Fact Sheet (adb.org)



ADB

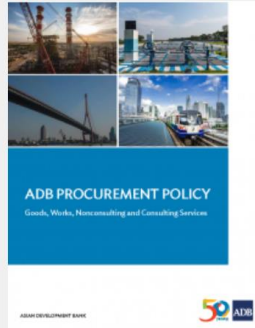
ADB Procurement Framework

BUSINESS
OPPORTUNITIES 

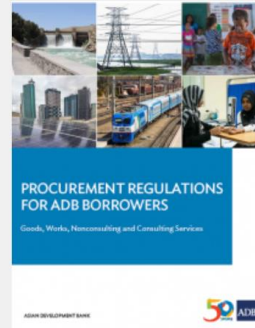
ADB's Procurement Frameworks

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 Procurement System

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**)

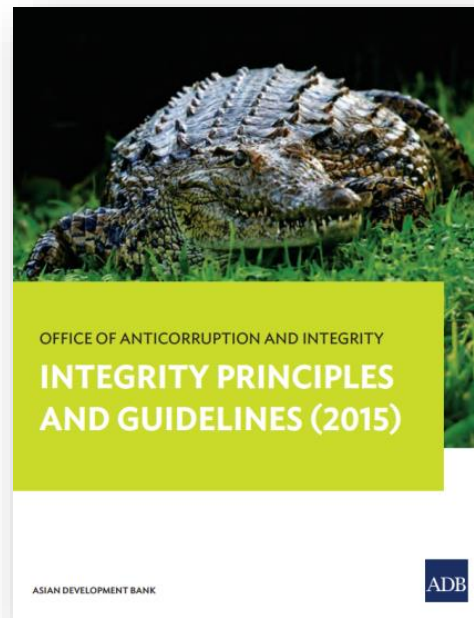
ADB Procurement System

ADB Procurement Methods

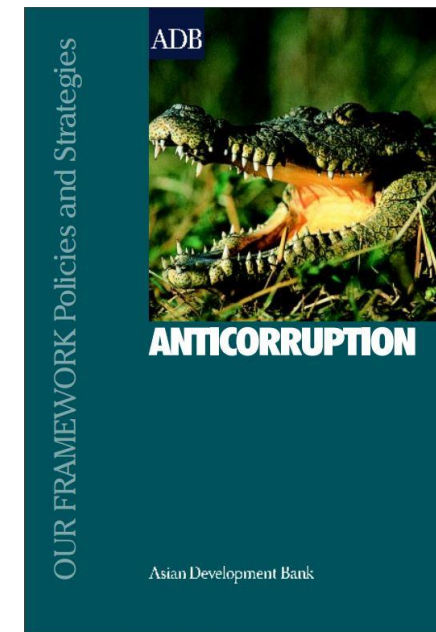
- Open Competitive Bidding
- Limited Competitive Bidding
- Request for Quotations
- Framework Agreement (consulting) **New**
- Electronic Reverse Auction **New**
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement in Fragile Conflict-Affected and Emergency Situations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

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.

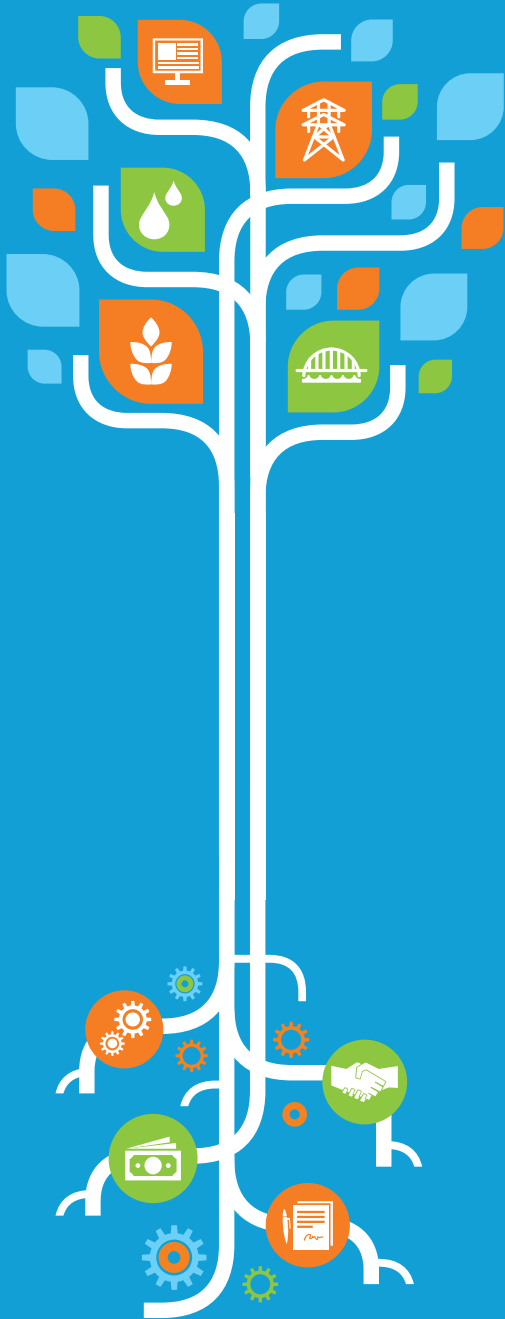


Highest Ethical
Standards



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



ADB

Identifying opportunities for contracts with project executing agencies and ADB: start at adb.org

adb.org

ADB

ASIAN DEVELOPMENT BANK

News and Events

ADB Institute

WHO WE ARE

WHAT WE DO

WHERE WE WORK

WORK WITH US

CAREERS AND SCHOLARSHIPS

What We Look For

Career Opportunities

Young Professionals Program

Visiting Fellow Program

Internship Program

Scholarship Program

BUSINESS CENTER

Consultants

Contractors and Suppliers

Governments

Executing and Implementing Agencies

Development Institutions

Private Sector Partners

Civil Society/Non-government
Organizations

Operational Procurement

Institutional Procurement

Projects & Tenders

FOR INVESTORS

Investor Relations

ADB Green Bonds

ADB Water Bonds


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...](#)



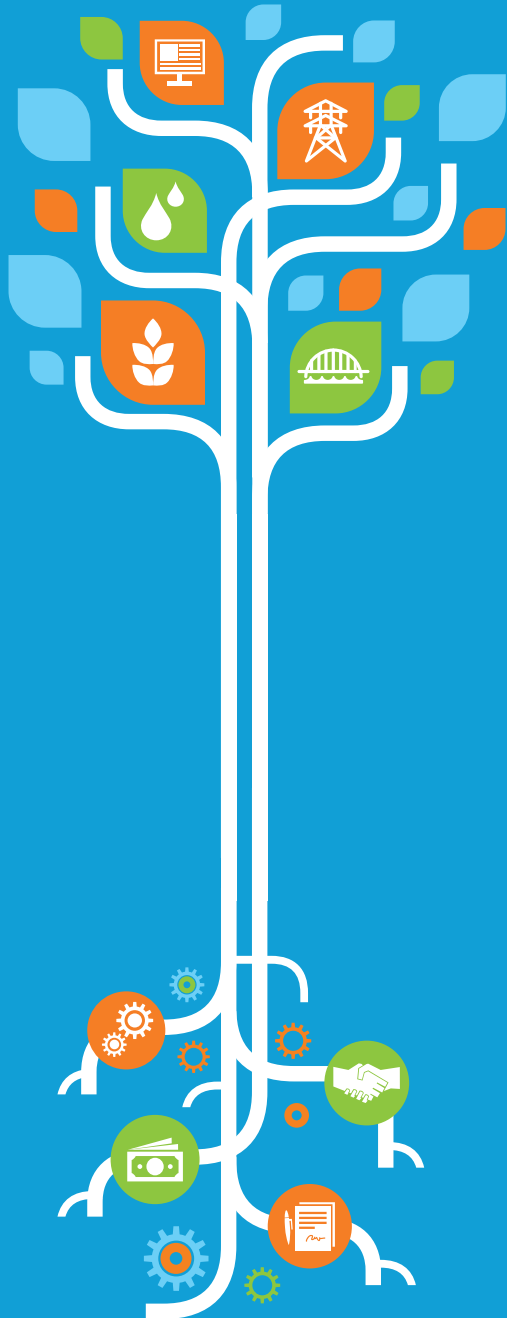
ADB Business Outreach Activities for COVID-19 Pandemic Response

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/>

Keep in touch: Mel Altoveros, maltoveros@adb.org