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# ADB New Procurement Framework

## *Procurement Policy and Regulations*

**C. Janyana Rhor**

Principal Procurement Specialist  
Procurement, Portfolio and  
Financial Management Department (PPFD)

**Mohammed Zulyaminayn**

Senior Procurement Officer  
ADB Bangladesh Resident Mission

**Humayun Kabir**

Procurement Officer  
ADB Bangladesh Resident Mission



# Agreement Establishing the ADB

AGREEMENT ESTABLISHING  
THE ASIAN DEVELOPMENT BANK

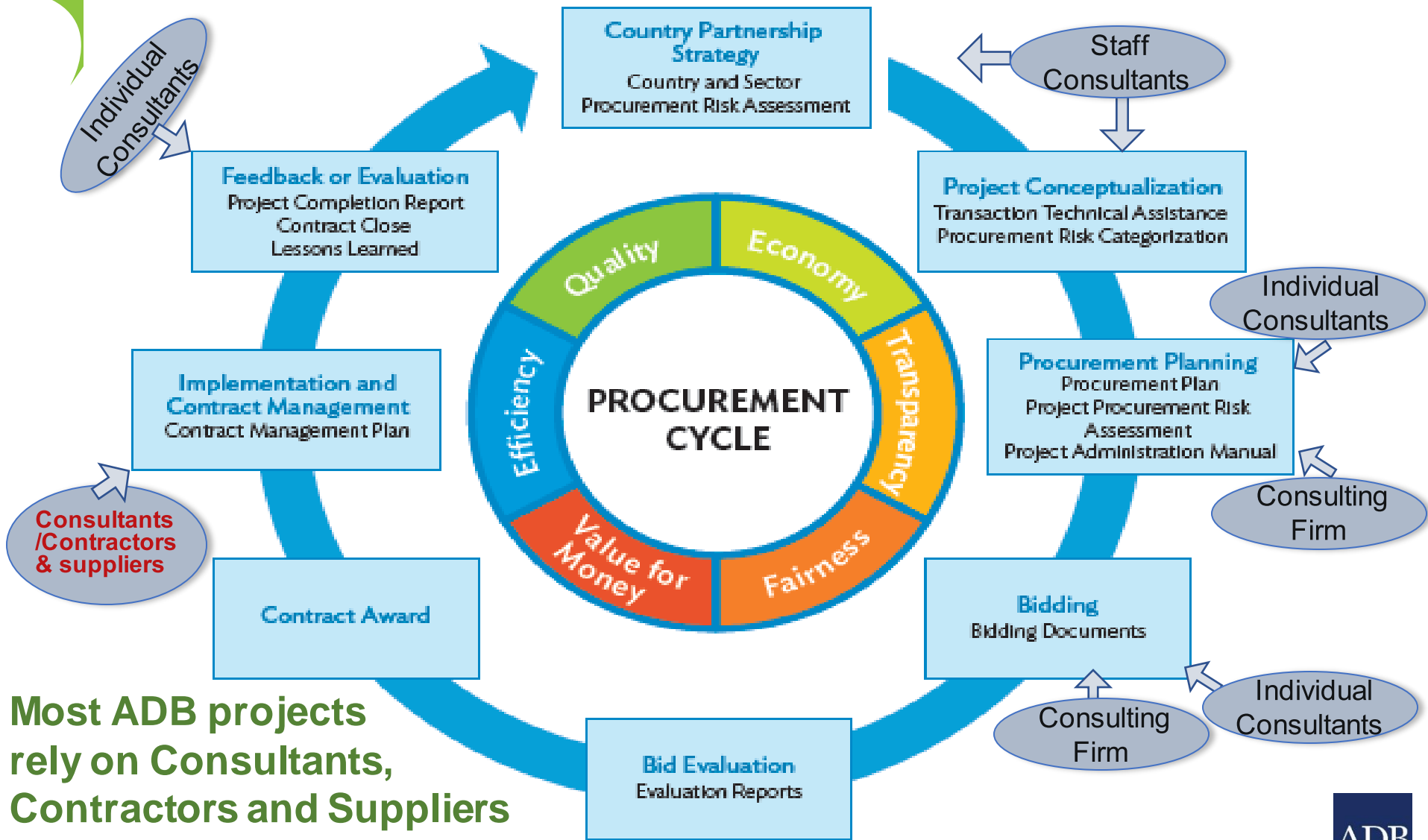
ADB shall take the necessary measures to ensure that the proceeds of any loan made, guaranteed or participated in by ADB are used only for the purposes for which the loan was granted and with due attention to considerations of economy and efficiency  
*(Chapter III, Article 14, Operating Principle xi)*



# Who is Engaged on ADB Financed Projects?

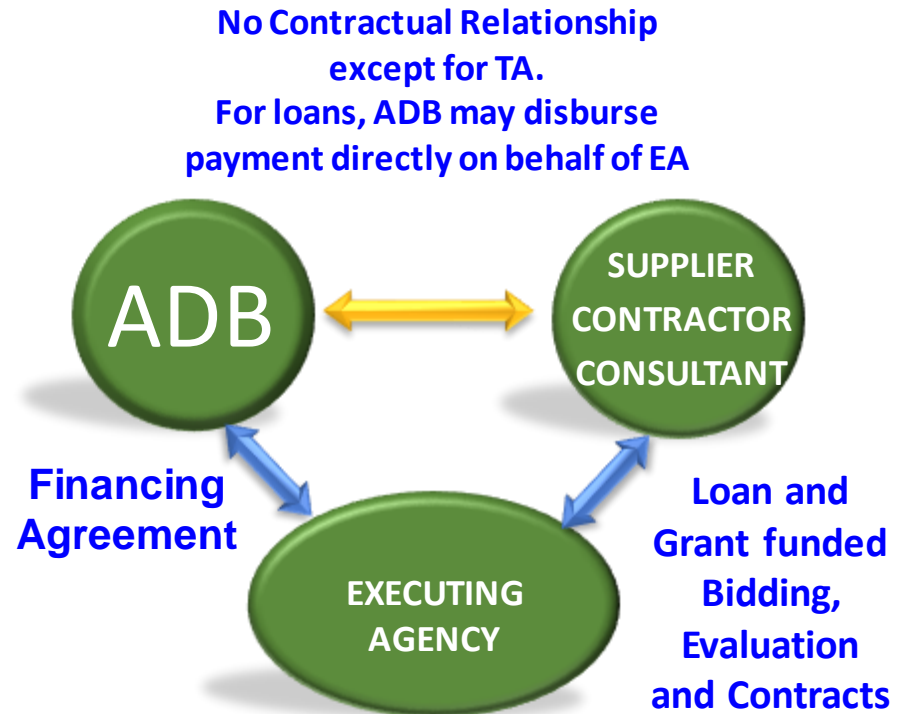
- Construction Companies
- General and Specialist Suppliers
- Consulting Firms
- Individual Consultants
- Non-Government Organizations / Civil Society Organizations
- Research Institutions
- Foundations, Centers of Excellence
- Professional Organizations

# When Consultants, Contractors & Suppliers needed? *Project and Procurement Cycle*



# Relationships

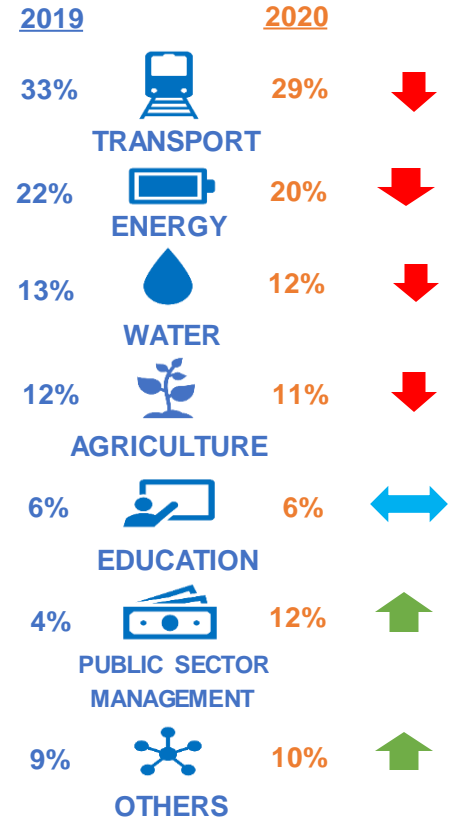
- In an ADB financed project, the Borrower (Executing Agency) is responsible for procurement of goods, works and services
- Project implementation follows terms and conditions in the Loan/Project Agreement, including the use of **ADB procurement policies and procedures**
- ADB provides capacity building supports to its bidding community by **organizing BOS in various countries**
- 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 2020 Sovereign Portfolio



## Portfolio by Sector



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

[www.adb.org/sites/default/files/institutional-document/697726/appr-](http://www.adb.org/sites/default/files/institutional-document/697726/appr-)



# ADB 2020 Non-Sovereign Portfolio

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



■ Loans 
 ■ Other debt securities 
 ■ Guarantees 
 ■ Equities

Source: Asian Development Bank data.



# Top Suppliers 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





# Top Suppliers by Member State

## 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



## Top Suppliers by Member State

### Procurement Ranking – Consulting Services

	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



# 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 Suppliers of 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

## Top 5 Contractors/Suppliers from Bangladesh 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)
Max Infrastructure Ltd.	TRA	631.72
Toma-CREC	TRA	228.32
Gandharbpur Water Treatment SNC	WUS	155.39
Abdul Monem Ltd.	TRA	115.97
Shanghai Electric and Reverie (JV)	ENE	81.28
Others		2,913.58
<b>Total</b>		<b>4,126.27</b>

CREC = China Railway Group Ltd.; ENE = energy; JV = joint venture; Toma = Toma Construction & Co. Ltd.; TRA = transport; WUS = water and other urban infrastructure and services.

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

Consultant	Sector	Contract Amount (\$ million)
E. Gen Consultants Ltd.	ANR, EDU, ENE, FIN, PSM, WUS	28.22
Mott MacDonald Ltd.	WUS	17.01
Development Design Consultants Ltd.	ANR, TRA, WUS	13.32
BETS Consulting Services Ltd.	ANR, TRA, WUS	6.84
Hifab International AB	WUS	4.22
Individual Consultants		12.74
Others		34.07
<b>Total</b>		<b>116.43</b>

ANR = agriculture, natural resources, and rural development; EDU = education;  
ENE = energy; FIN = finance; PSM = public sector management; TRA = transport;  
WUS = water and other urban infrastructure and services.



# Policies applicable to Procurement of Goods, Works and Services

## Pre- July 2017 processing



## Post –July 2017 processing



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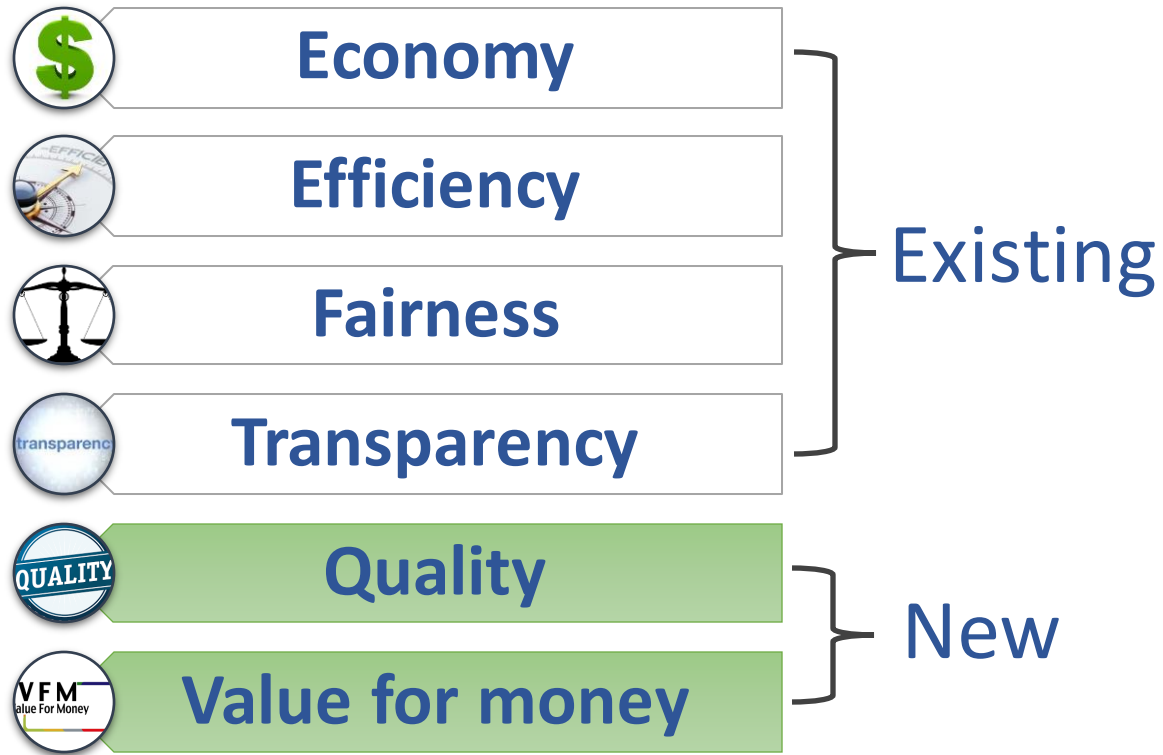
ASIAN DEVELOPMENT BANK







# Core Procurement Principles



# Procurement Framework



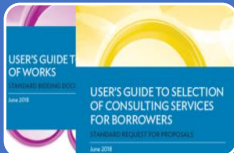
**ADB Procurement Policy** (Goods, Works, Nonconsulting and Consulting Services)



**Procurement Regulations for ADB Borrowers** (Goods, Works, Nonconsulting and Consulting Services)



**Staff Instructions: Procurement; ADB Administered Consulting Services; EA Administered Consulting Services**



**Standard Bidding Documents and User Guides: 8 SBD and 9 User Guides**



**Guidance Notes: 24 Guidance Notes**



# Increased Focus

## Procurement Planning and associated Risk Management

- Expanded Procurement Planning Component to permit additional flexibility in the design of packages

## Contract Management

- Contract Management Plan now a requirement for all projects

## Tracking and Monitoring of Procurement Complaints

- Centralized location for submitting complaints to ADB established

## Fragile and Conflict Affected Situations

- Additional flexibility to permit accelerated responses in difficult environments

## Framework Agreements

- Increased use of frameworks to reduce end-to-end process time for repeat orders



# Main Changes – Goods & Works

## Abnormally Low Bids (ALB)

- Allows for series of options where offer is proven to be abnormally low. (accept, increase performance security, reject)
- Borrower needs to undertake due diligence (Identify, clarify, decide)
- ADB no objection required before rejecting a bid as abnormally low (irrespective of review type)

## Standstill Period

- May be used to allow unsuccessful bidders to challenge the intended contract award.
- Use is optional (when mandated by national regulations or requested by the borrower)

## Procurement Method

- No longer tied to value threshold
- Nature and complexity of goods, works or services as sole determinant



# Main Changes – Goods & Works

## Historical Contract Nonperformance

- History of non-performing contracts
- Suspension based on execution of bid securing declaration

## Evaluation

- Flexible approach for alternative evaluation mechanism (e.g., weighted scoring)

## Bid Security

- Acceptance of SWIFT message in the form of MT760 as bid security
- Acceptance of bid security in the name of any joint venture partner, where JV has not been legally constituted



# Finding Information on ADB Funded Projects

**Guidance and Insights**

# Why pursue ADB-Financed Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds is assured



Internationally accepted procurement procedures

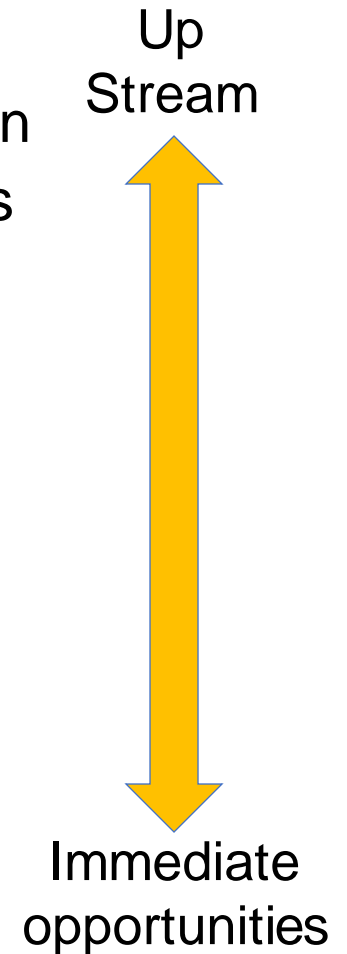


Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight



# Identifying Opportunities for Goods/Works and Consulting Services

- ADB and CMS Websites as a source of Information
- Country Partnership Strategy / Country Operations Business Plan
- Project Procurement Plans
- Advance and Specific Procurement notices
  - Invitation for Prequalification
  - Invitation for Bids
  - Consulting services recruitment notice (CSRN)
- Hop-on Opportunities
  - Prequalified Contractors
  - Contracts Awarded





# Country Partnership Strategy (CPS) and Country Operations Business Plans (COBP)



## COUNTRIES AND REGIONS

Main  
Country Planning Documents

Search/Browse Documents

Country Partnership and Regional Cooperation Strategies Under Preparation

Simultaneous Disclosure

> Countries and Regions >

## Country Planning Documents



### Regional/Country Strategies and Operations Business Plans

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level. ADB works with each developing member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

The regional cooperation strategy (RCS) outlines how an ADB-defined region or subregion in Asia and the Pacific can work together to foster economic growth and cooperation. The strategy is implemented through a 3-year regional cooperation operations business plan (RCOBP).

- Country Partnership Strategies
- Country Operations Business Plans
- Regional Cooperation Strategy and Programs

Country Strategy Reviews and Assessments >

Browse by Country >

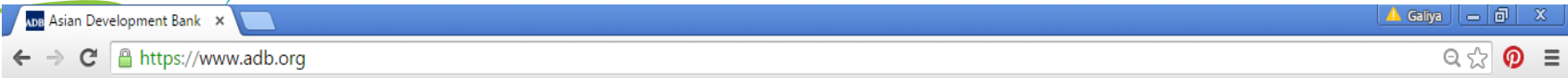
- [www.adb.org](http://www.adb.org)

The CPS normally covers a five-year period and details ADBs strategy for engagement with the Borrower.

The three-year COBP details the projects that are planned to be implemented to operationalize CPS.



# CPS and COBP



## A Prosperous, Inclusive Sustainable Asia and the Pacific

Our new long-term corporate strategy outlines ADB's efforts to respond effectively to the changing needs. Watch video »

### Editor's Choice

#### Countries with Operations

- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia
- China, People's Republic of
- [中文]
- Cook Islands
- Fiji
- Georgia
- India
- Indonesia
- [Bahasa Indonesia]
- Kazakhstan
- [Русский]
- Kiribati
- Kyrgyz Republic
- Lao People's Democratic Republic
- Maldives
- Marshall Islands
- Micronesia, Federated States of
- Mongolia
- Myanmar
- Nauru
- Nepal
- Pakistan
- Palau
- Papua New Guinea
- Philippines
- Samoa
- Solomon Islands
- Sri Lanka
- Tajikistan
- Thailand
- Timor-Leste
- Tonga
- Turkmenistan
- Tuvalu
- Uzbekistan
- Vanuatu
- Viet Nam
- [Tiếng Việt]

#### Subregional Programs

- Brunei Darussalam-Indonesia-Malaysia-Philippines East ASEAN Growth Area (BIMP-EAGA)
- Central Asia Regional Economic Cooperation (CAREC)
- Greater Mekong Subregion (GMS)
- Indonesia-Malaysia-Thailand Growth Triangle (IMT-GT)
- South Asia Subregional Economic Cooperation (SASEC)

#### Other Offices

- European Representative Office
- Japanese Representative Office
- [日本語]
- North American Representative Office
- Pacific Liaison and Coordination Office
- Pacific Subregional Office
- Country Planning Documents



#### Takehiko Nakao

News, Activities and Speeches of the ADB President »

#### Resources For

- » Bond Investors
- » Businesses
- » Civil Society
- » Job Seekers
- » Journalists
- » Private Sector Project Investors
- » Independent Evaluation



<https://www.adb.org/countries/documents/main>



# Projects and Tenders

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PROJECTS & TENDERS

Projects Documents Tenders

Refine by

**COUNTRY**

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam

**SECTOR**

- Agriculture, natural resou...
- Education
- Energy
- Finance
- Health
- Health and social protecti...
- Industry and trade

**THEME**

- Environmentally sustaina...
- Gender Equity and Mainst

Project data sheets for loans, grants, TAs

Search

Results 1-20 of 9826 [RSS](#) [Sort by](#)

<b>Ho Chi Minh City Wastewater and Drainage System Improvement Project</b> 50107-002; Viet Nam; Water and other urban infrastructure and services	Status: <b>Proposed</b>	Approval Date: 03 Aug 2020
<b>Third Rural Water Supply and Sanitation Services Sector Development Program</b> 50101-002; Cambodia; Agriculture, natural resources and rural development	Status: <b>Proposed</b>	Approval Date: 31 Mar 2020
<b>Greater Mekong Subregion East-West Economic Corridor Highway Development Project</b> 50381-006; Myanmar; Transport	Status: <b>Proposed</b>	Approval Date: 31 Mar 2020
<b>Northern to Central 500 kV Transmission Grid Reinforcement Project</b> 51093-002; Viet Nam; Energy	Status: <b>Proposed</b>	Approval Date: 26 Mar 2020
<b>Third Public-Private Infrastructure Development Facility-Tranche 2</b> 42180-019; Bangladesh; Finance	Status: <b>Proposed</b>	Approval Date: 24 Jan 2020

Learn More About ADB Projects

- Project Glossary
- Project Cycle
- Project Design and Management
- Access to Information
- Statement of ADB's Sovereign Loans, 1968-2017

Related Documents

- All sovereign projects from 2005 onwards (xls)
- Project Administration Instructions

EN 4:14 PM 04/09/2018

<https://www.adb.org/projects>



# Projects and Tenders

Browser address bar: <https://www.adb.org/projects/tenders>

Navigation: Home | adb.org | Projects and Tenders | Asian... | File | Edit | View | Favorites | Tools | Help

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PROJECTS & TENDERS

Projects Documents **Tenders**

Refine by

**COUNTRY**

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam

**SECTOR**

- Agriculture, natural resources an...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communication...

**TYPE**

- Advance Notice

Procurement of goods, works, and consulting services

Search

Results 1-20 of 13602 [RSS](#) [Sort by](#)

Title	Status	Deadline
<b>Rapid Response Support for Strategic Reforms</b> 51355-001; Azerbaijan; Public sector management; Date posted: 29 Oct 2019	Active	04 Nov 2019
Notice Type: Individual - Consulting		
<b>Installation of 10 km of 230 kV Underground Cable</b> 52096-001; Regional, Cambodia, Indonesia, Myanmar, Philippines, Viet Nam; Energy; Date posted: 29 Oct 2019	Active	04 Nov 2019
Notice Type: Individual - Consulting		
<b>Installation of 10 km of 230 kV Underground Cable</b> 52096-001; Regional, Cambodia, Indonesia, Myanmar, Philippines, Viet Nam; Energy; Date posted: 29 Oct 2019	Active	04 Nov 2019
Notice Type: Individual - Consulting		
<b>Rapid Response Support for Strategic Reforms</b> 51355-001; Azerbaijan; Public sector management; Date posted: 29 Oct 2019	Active	04 Nov 2019
Notice Type: Individual - Consulting		

**Key Documents**

- Procurement Plans
- Procurement Policy
- Procurement Regulations

**Business Center**  
All you need to work with us — in one place. »

**Advisory: Beware of business scams using ADB's name**  
Read more »

Windows taskbar: Type here to search | 11:17 AM 29/10/2019

<https://www.adb.org/projects/tenders>



# Type of Notice – Advance Procurement

The screenshot shows the ADB website's 'Tenders' section. The browser address bar displays 'https://www.adb.org/projects/tenders/type/advance-notice-1536'. The page has three tabs: 'Projects', 'Documents', and 'Tenders', with 'Tenders' being the active tab. On the left, there is a 'Refine by' sidebar with filters for 'COUNTRY' and 'SECTOR'. Under 'TYPE (1) [Clear]', the 'Advance Notice' option is selected, indicated by a blue arrow. The main content area shows a search bar and a list of results for 'Procurement of goods, works, and consulting services'. The results are filtered to show 'Advance Notice' types. Four tender entries are visible, each with a title, ID, location, date, status (Active), and deadline (Not available). The entries are: 52282-INO: Geothermal Power Generation Project; 50236-LAO: Sustainable Rural Infrastructure and Watershed Management Sector Project; 53326-IND: Bengaluru Metro Rail Project, Phase-2A & 2B; and 46362-PHI: Angat Water Transmission Improvement Project (Additional Financing). A fifth entry, 52195-NEP: Priority River Basins Flood Risk Management Project, is partially visible at the bottom. On the right side, there are sections for 'Key Documents' (Procurement Plans, Policy, Regulations), a 'Business Center' banner, and an advisory warning about business scams.

ID	Title	Status	Deadline
52282-INO	Geothermal Power Generation Project	Active	Not available
50236-LAO	Sustainable Rural Infrastructure and Watershed Management Sector Project	Active	Not available
53326-IND	Bengaluru Metro Rail Project, Phase-2A & 2B	Active	Not available
46362-PHI	Angat Water Transmission Improvement Project (Additional Financing)	Active	Not available
52195-NEP	Priority River Basins Flood Risk Management Project	Active	Not available

Advance contracting is now default in general and included in a loan or grant (some initial procurement activities occur prior to the approval of a loan or grant)

# Type of Notice – Invitation for Bids



Browser address bar: <https://www.adb.org/projects/tenders/type/invitation-bids-1521>

Navigation: Home | adb.org | Projects and Tenders | Asian...

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### PROJECTS & TENDERS

Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search

Results 1-20 of 1360 **Invitation f...** RSS Sort by

<b>Loan No. 2750/2751-VIE: University of Science and Technology of Hanoi Development (New Model University) Project [PMU-CW-01]</b> 42079-013; Viet Nam; Education; Date posted: 28 Oct 2019	Status: <b>Active</b>	Deadline: 06 Dec 2019
Notice Type: Invitation for Bids	Approval Number: 2750; 2751	
<b>G0541-AFG (SF): Road Asset Management Project (RAMP) – Additional Financing [NPA/MOT/98/W-2689/NCB]</b> 50062-002; Afghanistan; Transport; Date posted: 25 Oct 2019	Status: <b>Active</b>	Deadline: 12 Dec 2019
Notice Type: Invitation for Bids	Approval Number: 0541	
<b>50393-002-PRC: Gansu Internet-Plus Agriculture Development Project [XQ-CW-01]</b> 50393-002; China, People's Republic of; Agriculture, natural resources and rural development; Date posted: 24 Oct 2019	Status: <b>Active</b>	Deadline: 25 Dec 2019
Notice Type: Invitation for Bids	Approval Number: 3820	
<b>3634/5-VIE: Basic Infrastructure for Inclusive Growth in the Northern Central Provinces Sector Project [NA01]</b>	Status: <b>Active</b>	Deadline: 27 Nov 2019

**Refine by** [CLEAR ALL](#)

**COUNTRY**

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia

**SECTOR**

- Agriculture, natural resources an...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communication...

**TYPE (1)** [Clear](#)

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification

**Key Documents**

- Procurement Plans
- Procurement Policy
- Procurement Regulations

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All you need to work with us – in one place. »

**Advisory: Beware of business scams using ADB's name**  
Read more »

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# Specific Procurement Notice (GOODS AND WORKS)

- Issued at the time of the release of an Invitation for Prequalification or an Invitation to Bid.
- Advertisement will depend on the type of procurement.
- Internationally advertised contracts with estimates >\$1m will be posted on [www.adb.org](http://www.adb.org)

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PROJECTS & TENDERS Projects Documents **Tenders**

Refine by [✕ CLEAR ALL](#)

**COUNTRY**  Regional  Afghanistan  Azerbaijan  Bangladesh  Bhutan  Cambodia  China, People's Republic of

**SECTOR**  Agriculture, natural resource...  Education  Energy  Finance  Health  Industry and trade  Information and communica...

**TYPE (2)** [Clear]  Advance Notice  Contracts Awarded  Firm - Consulting  Individual - Consulting  Invitation for Bids  Invitation for prequalification  Prequalified applicants

Procurement of goods, works, and consulting services

Search

Results 1-20 of 464    [CSV](#) [RSS](#) [Sort by ▾](#)

3277-PRC: Hubei Enshi Qing River Upstream Environmental Rehabilitation Project [EC01] Status: Active Deadline: 19 Dec 2018  
47048-002: China, People's Republic of; Agriculture, natural resources and rural development; Date posted: 20 Nov 2018  
Notice Type: Invitation for Bids  
Approval Number: 3277

Loan Nos. 3461/3462-BAN: Natural Gas Infrastructure and Efficiency Improvement Project [PKG-1] Status: Active Deadline: 23 Jan 2019  
45203-006: Bangladesh; Energy; Date posted: 20 Nov 2018  
Notice Type: Invitation for Bids  
Approval Number: 3461

Loan No. 3734-TKM: National Power Grid Strengthening Project [Package 1] Status: Active Deadline: 02 Jan 2019  
49370-002; Turkmenistan; Energy; Date posted: 20 Nov 2018  
Notice Type: Invitation for Bids  
Approval Number: 3734

Loan No. 3734-TKM: National Power Grid Strengthening Project [Package 3, Lot 8] Status: Active Deadline: 02 Jan 2019  
49370-002; Turkmenistan; Energy; Date posted: 20 Nov 2018

## 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

1. 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

## 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)

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

# Hop-on Opportunities – Contracts Awarded

PROJECTS & TENDERS

Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search

Results 1-20 of 3268 **Contracts ...** CSV RSS Sort by

Deadline  
✓ Contract Date  
Title  
Country  
Type  
Sector  
Status

Ascending  
✓ Descending

**CW-DG2**  
36330-043; India; Transport; Contract date: 30 Sep 2018

Notice Type:	Contracts Awarded
Approval Number:	Loan 3623
Executing Agency:	Ministry of Railways
Contractor Name:	M/S SMSIL-MBPL-BRAPL (JV)
Address:	TBD INDIA
Total Contract Amount (US\$):	32,766,067.00
Contract Amount	9,829,773.00
Financed by ADB (US\$):	

**DG1**  
36330-043; India; Transport; Contract date: 30 Sep 2018

Status:	Awarded	Deadline:	Not available
Notice Type:	Contracts Awarded		
Approval Number:	Loan 3623		
Executing Agency:	Ministry of Railways		
Contractor Name:	M/S IL&FS ENGG.-KALINDEE RAIL NIRMAN LIMITED		
Address:	TBD INDIA		
Total Contract Amount (US\$):	32,185,352.00		
Contract Amount	5,447,969.00		
Financed by ADB (US\$):			

**RT2**  
36330-043; India; Transport; Contract date: 30 Sep 2018

Status:	Awarded	Deadline:	Not available
Notice Type:	Contracts Awarded		
Approval Number:	Loan 3623		
Executing Agency:	Ministry of Railways		

**Refine by** ✕ CLEAR ALL

**COUNTRY**

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam

**SECTOR**

- Agriculture, natural reso...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and commu...

**TYPE (1)** [Clear]

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification
- Prequalified applicants

**GROUP**

**STATUS**

**YEAR**





# Hop-on Opportunities – Prequalified Contractors

The screenshot shows the ADB website interface with the following details:

- Browser:** Chrome, URL: https://www.adb.org/projects/tenders
- Navigation:** Home, adb.org, Projects and Tenders | Asian... X
- Menu:** PROJECTS & TENDERS, Projects, Documents, Tenders
- Refine by:**
  - COUNTRY:** Brunei Darussalam, Cambodia, China, People's Republic of, Cook Islands, Fiji, Georgia, Hong Kong, China
  - SECTOR:** Finance, Health, Industry and trade, Information and communication..., Multisector, Public sector management, Transport, Water and other urban infrastruc...
  - TYPE:** Advance invoice, Contracts Awarded, Firm - Consulting, Individual - Consulting, Invitation for Bids, Invitation for prequalification, Other Notice, Prequalified applicants
- Search Results:**
  - Search: Procurement of goods, works, and consulting services
  - Results 1-20 of 13602
  - Rapid Response Support for Strategic Reforms** (51355-001; Azerbaijan; Public sector management; Date posted: 29 Oct 2019; Status: Active; Deadline: 04 Nov 2019)
  - Installation of 10 km of 230 kV Underground Cable** (S2096-001; Regional, Cambodia, Indonesia, Myanmar, Philippines, Viet Nam; Energy; Date posted: 29 Oct 2019)
  - Installation of 10 km of 230 kV Underground Cable** (S2096-001; Regional, Cambodia, Indonesia, Myanmar, Philippines, Viet Nam; Energy; Date posted: 29 Oct 2019)
  - Rapid Response Support for Strategic Reforms** (51355-001; Azerbaijan; Public sector management; Date posted: 29 Oct 2019)
  - Early Childhood Development Specialist** (51044-001; China, People's Republic of; Health; Date posted: 29 Oct 2019)
- Key Documents:** Procurement Plans, Procurement Policy, Procurement Regulations
- Business Center:** All you need to work with us – in one place.
- Advisory:** Beware of business scams using ADB's name. Read more.

## List of Prequalified Applicants

<b>Date:</b>	5 November 2018
<b>Loan No. and Title:</b>	51257-GEO: North-South Corridor (Kvesheti-Kobi) Road Project
<b>Contract:</b>	KKRP/CW/CP-02: Construction of the Kvesheti-Kobi Road (Road Section)

Applicant No.	Applicant Name	Nationality
Applicant 1	China Construction Third Engineering Bureau Corporation Limited	PRC
Applicant 3	China Railway No5 Engineering Group Co Ltd	PRC
Applicant 5	China Road and Bridge Corporation	PRC
Applicant 6	JV Astaldi SpA and IHI Infrastructure Systems Co, Ltd	ITA/JAP
Applicant 7	IC Ictas Insaat Sanayi ve Ticaret AS	TUR
Applicant 8	China State Construction Engineering Corporation Limited	PRC
Applicant 9	JV Sinohydro-Powerchina Road Bridge	PRC/PRC
Applicant 11	JV CJIC&JXTEG	PRC/PRC
Applicant 12	JV HNRB-CGC (Hunan Road & Bridge Construction Group Co, Ltd/China Geo-engineering Corporation)	PRC/PRC
Applicant 13	JV Gocay Insaat Taahut ve Ticaret AS/EN-EZ Insaat Sanayi ve Ticaret AS/Mega Yapi Insaat ve Ticaret Limited Sirketi	TUR/TUR/TUR
Applicant 15	Mapa Insaat ve Ticaret AS	TUR
Applicant 16	JV Nurol/Gulsan Nurol Insaat Ve Ticaret AS/Gulsan Insaat Sanayi, Turizm, Nakliyat ve Ticaret AS	TUR/TUR
Applicant 17	Kolin Insaat Turizm Sanayi ve Ticaret AS	TUR
Applicant 20	JV Yenigun Insaat Sanayi Ve Ticaret AS & Dogus Insaat Ve Ticaret AS	TUR/TUR
Applicant 23	China Railway 23rd Bureau Group Co, Ltd	PRC



# The Procurement Plan

PROJECTS & TENDERS

Projects Documents Tenders

Refine by

COUNTRY

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam

TYPE

- Loan Change in Scope, Amount, and Implementation Arrangements
- MFF Facility Completion Report
- Periodic Financing Request Reports
- Periodic Financing Requests for MFF Tranches
- Procurement Plans
- Program Safeguard Systems Assessments
- Progress Reports
- Progress Reports on Tranche Releases

LANGUAGE

- Armenian
- Azerbaijani
- Bangla
- Chinese
- Dari

Search

Results 1-20 of 44623

South Asia Subregional Economic Cooperation Dhaka-Northwest Corridor Road Project, Phase 2 - Tranche 1: Audited Project Financial Statements (1 July 2017 - 30 June 2018)

Document Date: 31 Dec 2019

40540-017; Bangladesh; Type: Audited Project Financial Statements

Productive Rural Infrastructure Sector Project in the Central Highlands: Water...  
...ne, Dak Lak Province Resettlement

Document Date: 28 Oct 2019

Selected Evaluation Studies for 2011: Technical Assistance Completion Report

Document Date: 25 Oct 2019

45154-001; Regional; Type: Completion Reports, TA Completion Reports

Supporting Kerala's Additional Skill Acquisition Program in Post-Basic Education: Construction of Community Skill Parks at Fifteen Locations in Kerala Initial Environmental Examination (Draft)

Document Date: 24 Oct 2019

47334-002; India; Type: Environmental Assessment and Measures, Initial Environmental Examination

Key Documents

- Reports and Recommendations of the President
- Procurement Plans
- Safeguard Policy Statement
- Access to Information Policy

Request for Information

ADB documents and information that you have not been able to find on our website. »

- Lists all foreseen procurement on a project - Goods, Works & Services
- Published once the project is approved
- Updated during project
- Includes salient points regarding tenders
- Included in Project/Program Administration Manual



# Example: Project Procurement Plan

## PROCUREMENT PLAN

### Basic Data

<b>Project Name:</b> Energy Supply Improvement Investment Program -Tranche 1	
<b>Project Number:</b> 47282-003	<b>Approval Number:</b> 0464/0465
<b>Country:</b> Afghanistan, Islamic Republic of	<b>Executing Agency:</b> Da Afghanistan Breshna Sherkat
<b>Project Procurement Classification:</b> Category A	<b>Implementing Agency:</b> N/A
<b>Project Procurement Risk:</b> High	
<b>Project Financing Amount:</b> US\$ 150,000,000 <b>ADB Financing:</b> US\$ 110,000,000 <b>Cofinancing (ADB Administered):</b> US\$ 35,000,000 <b>Non-ADB Financing:</b> US\$ 5,000,000	<b>Project Closing Date:</b> 31 December 2020
<b>Date of First Procurement Plan:</b> 8 December 2015	<b>Date of this Procurement Plan:</b> 23 October 2019, Version 10
<b>Advance Contracting:</b> Yes	<b>e-GP:</b> No

### A. Methods, Thresholds, Review and 18-Month Procurement Plan

#### 1. Procurement and Consulting Methods and Thresholds

Except as the Asian Development Bank (ADB) may otherwise agree, the following process thresholds shall apply to procurement of goods and works.

Procurement of Goods and Works		
Method	Threshold	Comments
International Competitive Bidding for Goods	US\$ 2,000,000 and Above	per OSFMD ICB threshold
National Competitive Bidding for Goods	Between US\$ 100,001 and US\$ 1,999,999	The first NCB-Goods is subject to prior review, thereafter, post review.
Shopping for Goods	Between US\$ 1 and US\$ 100,000	post review
International Competitive Bidding for	US\$ 5,000,000 and Above	per OSFMD ICB threshold

## 2. Goods and Works Contracts Estimated to Cost \$1 Million or More

The following table lists goods and works contracts for which the procurement activity is either ongoing or expected to commence within the next 18 months.

Package Number	General Description	Estimated Value	Procurement Method	Review (Prior/ Post)	Bidding Procedure	Advertisement Date (quarter/year)	Comments
CW-1	SECTION-1: 18km (Km32+000 - Km50+000) Ziarat Haji Nazar Baba to Sapary	17,500,000.00	OCB	Prior	1S1E	Q3 / 2019	Prequalification of Bidders: N  Domestic Preference Applicable: Y  Advance Contracting: Y  Bidding Document: Large Works
CW-2	SECTION-2: Sapary to LahoreKhel 23Km (Km 50+000 to 73+000)	24,000,000.00	OCB	Prior	1S1E	Q3 / 2019	Prequalification of Bidders: N  Domestic Preference Applicable: Y  Advance Contracting: N  Bidding Document: Large Works



Bidding Documents used for the tender

When ADB will review the Package

Package Structure (1S1E, 1S2E, 2S, 2S2E)

When it is expected the package will be advertised





# Subscribe to receive alerts\* - <https://alerts.adb.org>



## SUBSCRIBER SERVICES →

Subscribe to ADB's Newsletters, Alerts and RSS feeds.

Follow ADB:



Articles and Videos

On  Off

Asian Development Blog

On  Off

Board Documents

On  Off

Business Center Materials

On  Off

Country Planning Documents

On  Off

Economic Data and Research

On  Off

Evaluation Reports

On  Off

Events

On  Off

News Releases and News from Country Offices

On  Off

Procurement Notices (Goods and Works)

Note: Weekly notifications on consulting opportunities available for registered users of the [Consultant Management System \(CMS\)](#).

On  Off

Project Information and Documents

On  Off

Publications

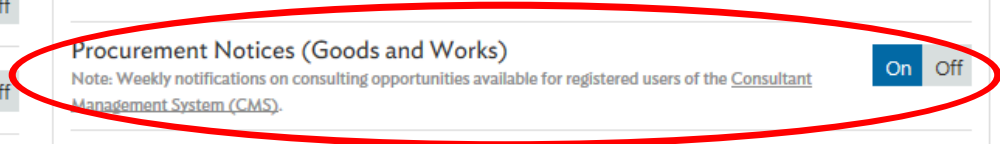
On  Off

Safeguard Documents

On  Off

Vacancies

On  Off



Does not include Consulting services Alerts which are received through <http://cms.adb.org>





# Useful Links

- ADB Procurement Policy: <https://www.adb.org/documents/adb-procurement-policy>
- ADB procurement Regulations: <https://www.adb.org/documents/procurement-regulations-adb-borrowers>
- Guidance Notes: <https://www.adb.org/documents/guidance-notes-on-procurement>
- Standard Bidding Documents and User Guides: <https://www.adb.org/business/main> (Scroll to Documents and Forms)
- ADB Consultant management system: <http://cms.adb.org>
- ADB Anticorruption and Integrity: [www.adb.org/site/integrity/main](http://www.adb.org/site/integrity/main)
- ADB BOF 2019: <https://www.adb.org/news/events/10th-adb-bu>



# Support Communications Activities - eLearning

- 10 eLearning Modules being developed (20 to 40min per module):
  - Module 1: Overview of the Procurement Framework
  - Module 2: Strategic Procurement Planning
  - Module 3: Risk Management
  - Module 4: Analysis
  - Module 5: Procurement Strategy Development
  - Module 6: Bidding Procedures
  - Module 7: Consulting Services
  - Module 8: Bid Evaluation
  - Module 9: Contract Management
  - Module 10: FCAES

**<https://elearn.adb.org/enrol/index.php?id=295>**



# Main Aspects of ADB Procurement Regulations



# Bidding

## International Best Practice Procedures

- Advertisement of Opportunities
- Public Bid Opening
- Robust Bid Evaluations Procedures
- Publication of Results
- Process Oversight by ADB
- Debriefing and Complaints Mechanism
- Robust Fraud and Corruption Procedures





# Procurement Methods – Goods & Works

OCB

- Open Competitive Bidding

LCB

- Limited Competitive Bidding

RFQ

- Request for Quotations

FA

- Framework Agreements

ERA

- Electronic Reverse Auction

BFA

- Borrower's Force Account

DC

- Direct Contracting

# Procurement Methods - OCB



## OPEN COMPETITIVE BIDDING

GUIDANCE NOTE ON PROCUREMENT

JUNE 2018

- Preferred method of procurement on projects financed by ADB
- Applies to Goods, Works, and Services
- Procedures depend on type of procurement being undertaken
- May involve national or international advertisement.



# Other Procurement Methods

## Goods, Works and Non-Consulting Services

- **Limited Competitive Bidding (LCB)**

- Direct Invitation without open advertisement
- May be appropriate where when there are limited number of bidders, low value does not attract bidders or other exceptional reasons that may justify a departure from OCB

- **Framework Agreements (FA)**

- Framework established with one or multiple bidders from which orders may be placed over time
- Framework establishes scope and rates that will apply to the call-offs, quantum of effort unknown

- **Request for Quotations (RFQ)**

- Simplified method used for low-value procurement
- Based on comparing quotations from several suppliers/service providers/contractors

- **Electronic Reverse Auction (ERA)**

- Online event where prequalified bidders compete with the aim of providing the lowest price at bid closure.

- **Direct Contracting (DC)**

- Contracting without competition; may be appropriate under special circumstances

- **Force Account (FA)**

- Borrower undertakes an activity using its own workforce and equipment

# Bidding Procedures

## Single-Stage

### One-Envelope

1. Borrower opens technical and financial proposals simultaneously
2. Borrower evaluates technical and financial proposals



Contract is awarded

### Two-Envelope

1. Borrower opens technical proposals first (financial proposals remain sealed)
2. Borrower evaluates technical proposals
3. Borrower opens financial proposals of bidders with responsive technical bids
4. Borrower evaluates financial proposals



Contract is awarded



# Procurement of works via OCB

## Standard Bidding Documents (SBD)\*

### Part I: Bidding Procedures

- Section 1: Instructions to Bidders (ITB)
- Section 2: Bid Data Sheet (BDS)
- Section 3: Evaluation & Qualification Criteria (EQC)
- Section 4: Bidding Forms (BDF)
- Section 5: Eligible Countries (ELC)

### Part II: Requirements

- Section 6: Employer's Requirements (ERQ)

### Part III: Conditions of Contract & Contract Forms

- Section 7: General Conditions of Contract (GCC)
- Section 8: Particular Conditions of Contract (PCC)
- Section 9: Contract Forms (COF)

**\*Invitation for Bids accompanies the package but does not form part of the bid documents**



# Advice on Preparation of Bids and Proposals

**Goods and Works**  
**Consulting Services**



# Collect relevant business intelligence?

- Identify Sectors of Interest and where maximum potential for success is likely
- Understand the operating context in various countries and regions
- Know your competition
- Look at past similar projects
- Study CPS and COBP to identify future opportunities
- Review procurement plans (and project documents)
- Check ADB website for opportunities. Register for alerts\*

\*Alerts for consulting opportunities are available only at <http://cms.adb.org>



# Build your brand name

- Visit ADB Headquarters/Resident missions
  - Visit departments responsible for projects
  - Business Opportunities Fairs
  - Business Opportunities Seminars
- Visit government executing agencies
- Register in ADB Consultant Management System (CMS)
- Build your portfolio of projects
- Target different opportunities (standalone, associate/JV or Individual Consultant).



**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

**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](mailto:cmshelp@adb.org).

**CMS SYSTEM UPDATE**

Dear CMS Users,

The changeover period from the Consulting Services



# Find Advertised Opportunities

## **Goods, Works and Non-consulting Services – EA Administered**

- International Advertisement
  - On [www.adb.org](http://www.adb.org) for contracts > \$1 m
  - On a freely and publicly accessible website in English; and in a newspaper of national circulation (in English if available) or website in borrower's country.
- National Advertisement: In a newspaper of national circulation or website

## **For Consulting Services – EA Administered**

- International must be advertising: on <http://cms.adb.org>
- Where national advertising: in national press, or free & publicly accessible website.

**All ADB administered contracts advertised on**  
<http://cms.adb.org>

# Identify Successful firms in Area of Interest

## Awarded Contracts - Consulting Services

This page lists consulting firm contracts awarded for consulting services. ADB makes this information available for public disclosure.

Basic Search **Advanced Search**

Filter to specific contracts by either clicking a numeric link or by ticking check boxes and clicking **Search**. By default, contracts awarded in the last 365 days are displayed. The search range can be further adjusted by clicking **Change Filter**.

Search Reset Change Filter

Contract Date From **19-Nov-2017** To **18-Nov-2018**  
Contract Amount in USD From To  
Selection Method **All**

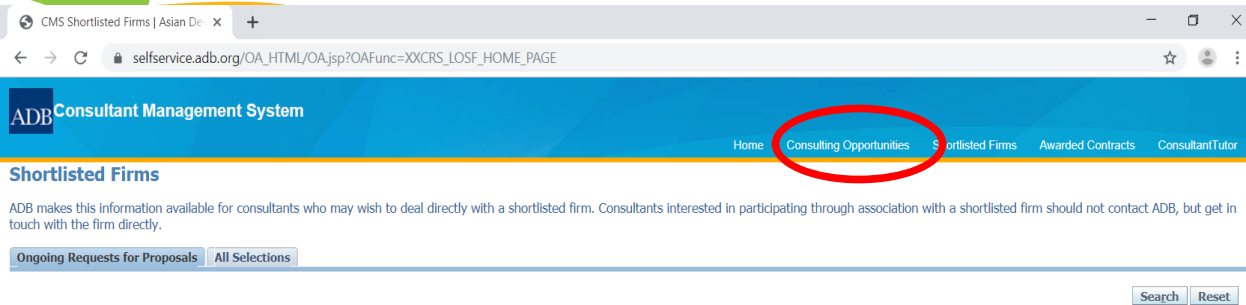
By Project Country	By Sector	By Firm Country Of Incorporation	By Project Type
<a href="#">Select All</a>   <a href="#">Select None</a>	<a href="#">Select All</a>   <a href="#">Select None</a>	<a href="#">Select All</a>   <a href="#">Select None</a>	<a href="#">Select All</a>   <a href="#">Select None</a>
<input type="checkbox"/> Regional (78) <input type="checkbox"/> Afghanistan (1) <input type="checkbox"/> Armenia (3) <input type="checkbox"/> Azerbaijan (2) <input type="checkbox"/> Bangladesh (4) <input type="checkbox"/> Bhutan (2) <input type="checkbox"/> Cambodia (3) <input type="checkbox"/> China (12) <input type="checkbox"/> Fiji (1) <input type="checkbox"/> Georgia (1) <input type="checkbox"/> India (14) <input type="checkbox"/> Indonesia (9) <input type="checkbox"/> Kazakhstan (1) <input type="checkbox"/> Kyrgyz Republic (3) <input type="checkbox"/> Lao People's Democratic Republic (5) <input type="checkbox"/> Mongolia (10) <input type="checkbox"/> Myanmar (9) <input type="checkbox"/> Nepal (5) <input type="checkbox"/> Pakistan (3) <input type="checkbox"/> Papua New Guinea (1) <input type="checkbox"/> Philippines (3) <input type="checkbox"/> Samoa (1) <input type="checkbox"/> Sri Lanka (6) <input type="checkbox"/> Tajikistan (3) <input type="checkbox"/> Timor-Leste (1) <input type="checkbox"/> Tonga (1) <input type="checkbox"/> Uzbekistan (9) <input type="checkbox"/> Viet Nam (6)	<input type="checkbox"/> Agriculture, natural resources and rural development (43) <input type="checkbox"/> Education (16) <input type="checkbox"/> Energy (34) <input type="checkbox"/> Finance (13) <input type="checkbox"/> Health (4) <input type="checkbox"/> Industry and trade (12) <input type="checkbox"/> Information and communication technology (3) <input type="checkbox"/> Multisector (17) <input type="checkbox"/> Public sector management (13) <input type="checkbox"/> Transport (22) <input type="checkbox"/> Water and other urban infrastructure and services (19) <input type="checkbox"/> Uncategorized (1)	<input type="checkbox"/> Armenia (1) <input type="checkbox"/> Australia (14) <input type="checkbox"/> Austria (1) <input type="checkbox"/> Azerbaijan (3) <input type="checkbox"/> Bangladesh (5) <input type="checkbox"/> Belgium (2) <input type="checkbox"/> Bhutan (2) <input type="checkbox"/> Canada (2) <input type="checkbox"/> China (11) <input type="checkbox"/> Fiji (1) <input type="checkbox"/> Finland (3) <input type="checkbox"/> France (16) <input type="checkbox"/> Georgia (1) <input type="checkbox"/> Germany (7) <input type="checkbox"/> Hong Kong, China (8) <input type="checkbox"/> India (19) <input type="checkbox"/> Indonesia (6) <input type="checkbox"/> Ireland (2) <input type="checkbox"/> Italy (1) <input type="checkbox"/> Japan (10) <input type="checkbox"/> Kazakhstan (3) <input type="checkbox"/> Lao People's Democratic Republic (1) <input type="checkbox"/> Malaysia (3) <input type="checkbox"/> Mongolia (4) <input type="checkbox"/> Nepal (3) <input type="checkbox"/> Netherlands (5) <input type="checkbox"/> New Zealand (5) <input type="checkbox"/> Norway (1)	<input type="checkbox"/> Technical Assistance (197) <input type="checkbox"/> Grant (0) <input type="checkbox"/> Loan (0)  <b>By Contract Amount</b> <a href="#">Select All</a>   <a href="#">Select None</a> <input type="checkbox"/> Less than \$100,000 (34) <input type="checkbox"/> \$100,000 to \$199,999 (27) <input type="checkbox"/> \$200,000 to \$299,999 (23) <input type="checkbox"/> \$300,000 to \$399,999 (11) <input type="checkbox"/> \$400,000 to \$499,999 (13) <input type="checkbox"/> \$500,000 to \$599,999 (15) <input type="checkbox"/> \$600,000 to \$699,999 (8) <input type="checkbox"/> \$700,000 to \$799,999 (19) <input type="checkbox"/> \$800,000 to \$899,999 (9) <input type="checkbox"/> \$900,000 to \$999,999 (9) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (21) <input type="checkbox"/> Greater than \$1,500,000 (8)  <b>By Selection Method</b> <a href="#">Select All</a>   <a href="#">Select None</a> <input type="checkbox"/> Quality and Cost-Based Selection (QCBS) (119) <input type="checkbox"/> Quality-Based Selection (QBS) (5) <input type="checkbox"/> Fixed-Budget Selection (FBS) (13) <input type="checkbox"/> Least-Cost Selection (LCS) (0) <input type="checkbox"/> Consultants' Qualifications Selection (CQS) (30) <input type="checkbox"/> Single-Source Selection (SSS) (30)

<http://cms.adb.org>

Identify Awarded Contracts by country, sector, value and selection method.  
Investigate possibility to partner either as part of JV or by association.

# Offer partnerships to shortlisted firms

- <http://cms.adb.org>
- It is possible to identify shortlisted firms and propose to associate with them.



CMS Shortlisted Firms | Asian De...  
selfservice.adb.org/OA\_HTML/OA.jsp?OAFunc=XXCRS\_LOSF\_HOME\_PAGE

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts ConsultantTutor

### Shortlisted Firms

ADB makes this information available for consultants who may wish to deal directly with a shortlisted firm. Consultants interested in participating through association with a shortlisted firm should not contact ADB, but get in touch with the firm directly.

Ongoing Requests for Proposals All Selections

Search Reset

Filter to specific projects by either ticking check boxes and clicking Search or by clicking a numeric link. Only projects for which the deadlines for submitting proposals have not yet expired will be shown.

By Project Country

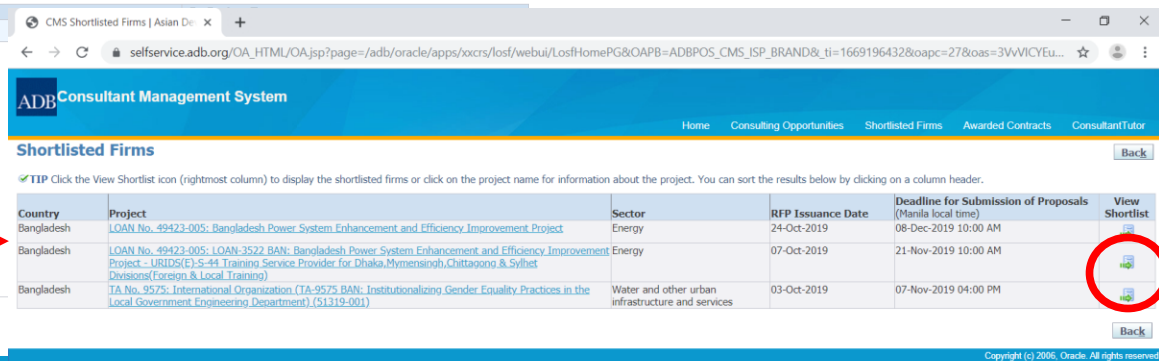
Select All Select None

- Regional (8)
- Bangladesh (3)
- China (2)
- Georgia (1)
- India (3)
- Indonesia (1)
- Mongolia (6)
- Pakistan (2)
- Philippines (2)
- Sri Lanka (1)
- Turkmenistan (1)
- Uzbekistan (1)
- Viet Nam (2)

By Sector

Select All Select None

- Agriculture, natural resources and rural development (3)
- Education (15)
- Energy (6)
- Finance (2)
- Health (1)
- Industry and trade (1)
- Information and communication technology (0)
- Multisector (0)
- Public sector management (1)
- Transport (2)
- Water and other urban infrastructure and services (2)
- Uncategorized (2)






CMS Shortlisted Firms | Asian De...  
selfservice.adb.org/OA\_HTML/OA.jsp?page=/adb/oracle/apps/xcrs/lof/webui/LostHomePG&OAPB=ADBPOS\_CMS\_ISP\_BRAND&ti=1669196432&oapc=27&oas=3VWICYEu...

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts ConsultantTutor

### Shortlisted Firms

TIP Click the View Shortlist icon (rightmost column) to display the shortlisted firms or click on the project name for information about the project. You can sort the results below by clicking on a column header.

Country	Project	Sector	RFP Issuance Date	Deadline for Submission of Proposals (Manila local time)	View Shortlist
Bangladesh	LOAN No. 49423-005: Bangladesh Power System Enhancement and Efficiency Improvement Project	Energy	24-Oct-2019	08-Dec-2019 10:00 AM	
Bangladesh	LOAN No. 49423-005: LOAN-3522 BAN: Bangladesh Power System Enhancement and Efficiency Improvement Project - URIDS(E)-S-44 Training Service Provider for Dhaka, Mymensingh, Chittagong & Sylhet Divisions (Foreign & Local Training)	Energy	07-Oct-2019	21-Nov-2019 10:00 AM	
Bangladesh	TA No. 9575: International Organization (TA-9575 BAN: Institutionalizing Gender Equality Practices in the Local Government Engineering Department) (S1319-001)	Water and other urban infrastructure and services	03-Oct-2019	07-Nov-2019 04:00 PM	

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Type here to search



Type here to search



# Express Interest - Consulting

## Considerations:

- Eligibility
- Go it alone or associate/joint venture
- Capacity to compete
- Capacity to deliver
- Relevant Technical Experience
- Geographical Experience
- Value-add

**ADB Consultant Management System**  
 Consulting Services Recruitment Notice (CSRN)

TA 46263-001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan  
 Date Published: 04-Jul-2012 Deadline of Submitting EOI: 02-Aug-2012 11:59 PM GMT +08:00

[Back](#) [Express Interest](#)

**Selection Profile**

Consultant Type: **Firm**  
 Selection Method: **Quality and Cost-Based Selection (QCBS)**  
 Selection Title: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan  
 Package Number: [ ] Package Name: [ ]  
 Advance Action:  Yes  No  
 Duration of Assignment: **12 MONTH**  
 Consulting Services Budget: **USD 1,225,000**  
 Budget Type:  Estimated  Maximum

**Additional Information**

Possibility of contract extension:  Yes  No  Not known  
 Possibility of consideration for downstream assignment:  Yes  No  Not known  
 Country of assignment: **Afghanistan; Azerbaijan; Kazakhstan**  
 Country of eligibility for national consultants: **Same as country of assignment**

**Contact Information**

Project Officer: **Sunil Mitra**  
 Designation: **Principal Transport Specialist**  
**Asian Development Bank**  
 Email: [smitra@adb.org](mailto:smitra@adb.org)

**Agencies**

Primary	Agency	Country
<input checked="" type="checkbox"/>	Asian Development Bank	Regional

**Publishing History**

Type	Publication Date	Published By
Original	04-Jul-2012	Ana Maria Ignacio

**ADB Consultant Management System**  
 Consulting Services Recruitment Notice (CSRN)

TA 46263-001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan  
 Date Published: 04-Jul-2012 Deadline of Submitting EOI: 02-Aug-2012 11:59 PM GMT +08:00

[Back](#) [Express Interest](#)

**Terms of Reference (Consulting Firm)**

Primary Expertise: **Transport** TOR Keywords: CAREC Midterm Review

**Objective and Purpose of the Assignment**

Undertake a comprehensive stock take of the progress achieved and results realized during the first half implementation (2008-2012) of the CAREC Transport and Trade Facilitation Strategy (the Strategy) and Implementation Action Plan (the Action Plan) and develop an updated and refined Strategy and Action Plan.

**Experts Needed**

**International**

Team Leadership from International Experts

Expertise or Position	Inputs in PM/Primary Place of Assignment
1 Team leader/Transport Planner	10 Regional, Other
2 Macro and Trade Economist	4 Regional, Other
3 Transport Economist	4 Regional, Other
4 Freight Transport Specialist	5 Regional, Other
5 Passenger Transport Specialist	5 Regional, Other
6 Governance Specialist	2 Regional, Other
7 Cross-Border Facilitation/Logistics Specialist	3 Regional, Other
8 Regional Cooperation Specialist	2 Regional, Other
9 Gender Specialist	2 Regional, Other
10 Environment and Social Safeguard Specialist	4 Regional, Other

Team Leadership from International Experts

**National**

Team Leadership from National Experts





# Understanding the project

- Recognize the broader project objectives
- Establish the operating context and any constraints it presents
- Get to know the Executing Agency
- Obtain all available information on the services to be provided
- Field assessment
- Identify local partner(s), if required
- Estimate the local costs of doing business (e.g., local taxes for EA administered consulting services)





# Prepare a strong proposal

- Follow the instructions in the RFP/bidding documents
- Review the mandatory qualification criteria
- Understand the basis on which the bid will be evaluated
- Study the Terms of Reference (TOR)/Employer's requirements
- Associate or JV with other firms to meet requirements (**make sure they are not on ADB sanction list**)
- Provide tailored submission; avoid generic templates (quality, not quantity)
- Do not add conditions to your offer

**Ask Questions; contact ADB if not receiving a response**



# Common Mistakes – Goods and Works

- Late submission
- Letter of bid not signed
- No Bid Security or Bid Securing Declaration (if required)
- Insufficient Amount of Bid Security, incorrect validity period
- Lack of Supporting Documents (completion certificate, operational acceptance etc..)
- Translated documents in **English**
- Incomplete Bids / Partial Bids
- Absence of type test reports if required
- Conflicts of interest not disclosed
- Inclusion of financial offer with technical offer where bid conditions require them to be separated





# Post Award

## **Focus on delivery of strong performance through:**

- High Quality Team
- Building strong relationships with Client (ADB or Government)
- Focus on contract management plan to achieve timely delivery of outputs.

## **Performance Assessment - Consulting**

- ADB conducts Performance Evaluation Reviews (PER) for each consulting assignment. A poor performance record can impact future opportunities.

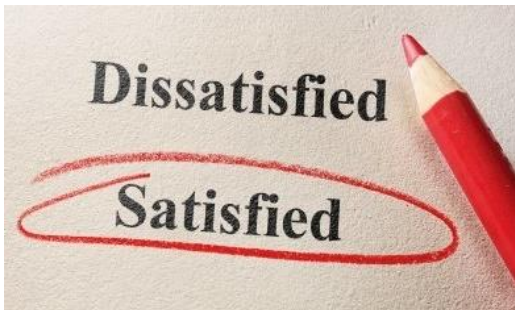
# Debriefing and Complaints



[https://www.debriefnow.com/images/DebriefNow\\_cg\\_men\\_intersection.jpg](https://www.debriefnow.com/images/DebriefNow_cg_men_intersection.jpg)

## Debriefing:

- Unsuccessful bidders may request debriefing from Executing Agency (EA). If they are not satisfied, they may contact ADB directly.

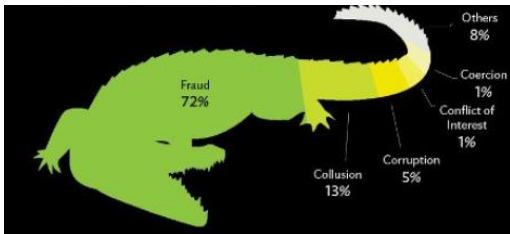


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## Complaints:

- Bidders may file complaint directly with ADB or may copy ADB on correspondence with Executing Agencies (EAs).

[www.adb.org/forms/complaints](http://www.adb.org/forms/complaints)



<https://www.adb.org/news/adb-steps-anticorruption-efforts-enhance-asias-development>

## Anticorruption and Integrity:

- [www.adb.org/site/integrity/main](http://www.adb.org/site/integrity/main)



# THANK YOU!



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