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ADB



Business Opportunities in ADB Administered and Financed Projects

What You Should Know as a Bidder

Ulaanbaatar, 20 May 2022

Hiet Thi Hong Tran
Senior Procurement Specialist
Asian Development Bank

BUSINESS
OPPORTUNITIES



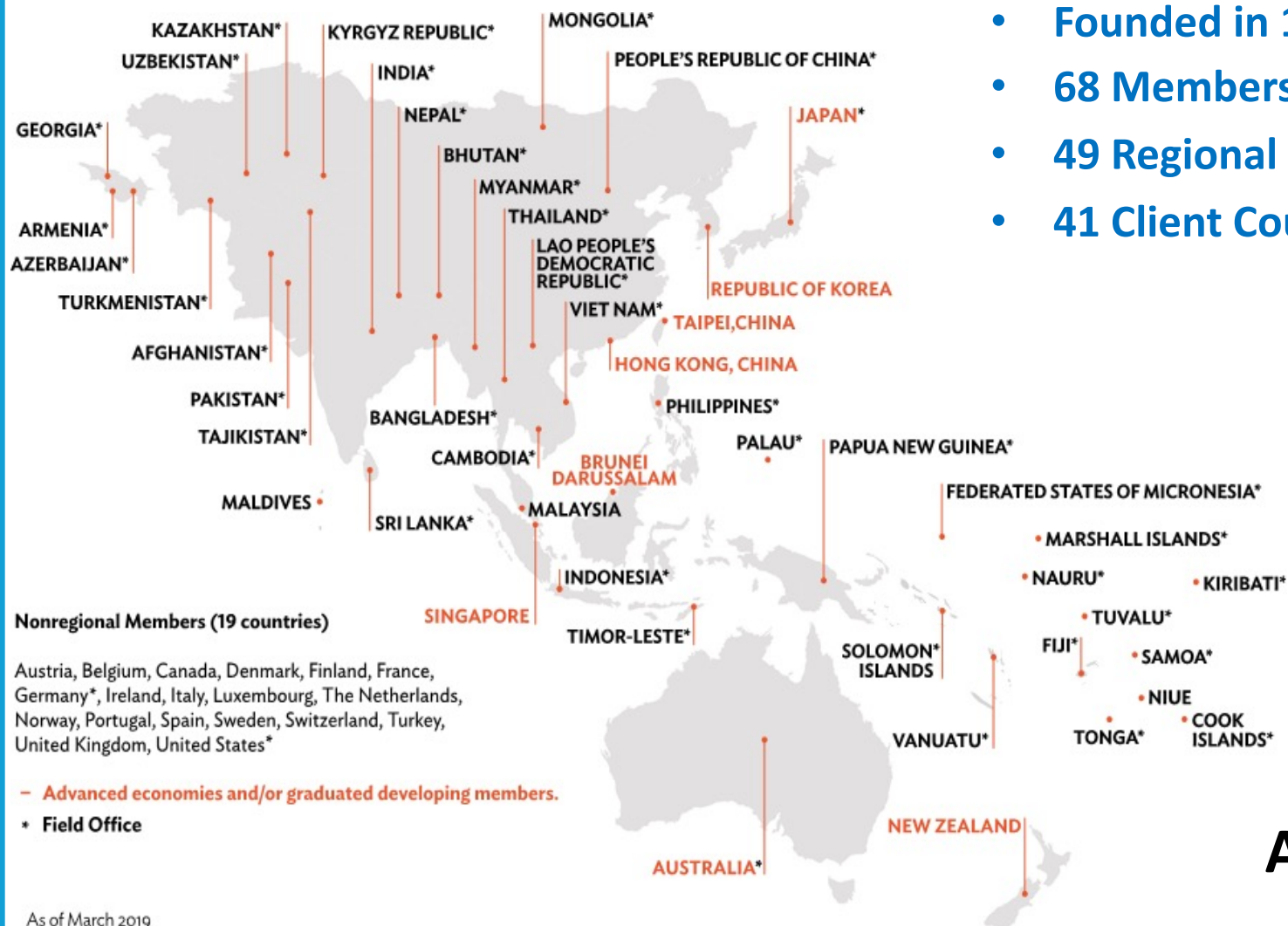
Overview

1. ADB and its Operations
2. Business Opportunities
3. ADB Procurement Framework
4. How to Access Business Opportunities
5. Key to Success

ADB and its Operations

A Brief about ADB

- Asian Development Bank
- Founded in 1966, HQ in Philippines
- 68 Members
- 49 Regional & 19 Non-Regional
- 41 Client Countries



ADB's Vision:
Prosperous
Inclusive
Resilient
Sustainable
Asia and the Pacific



ADB's Partners and Instruments

Partners:

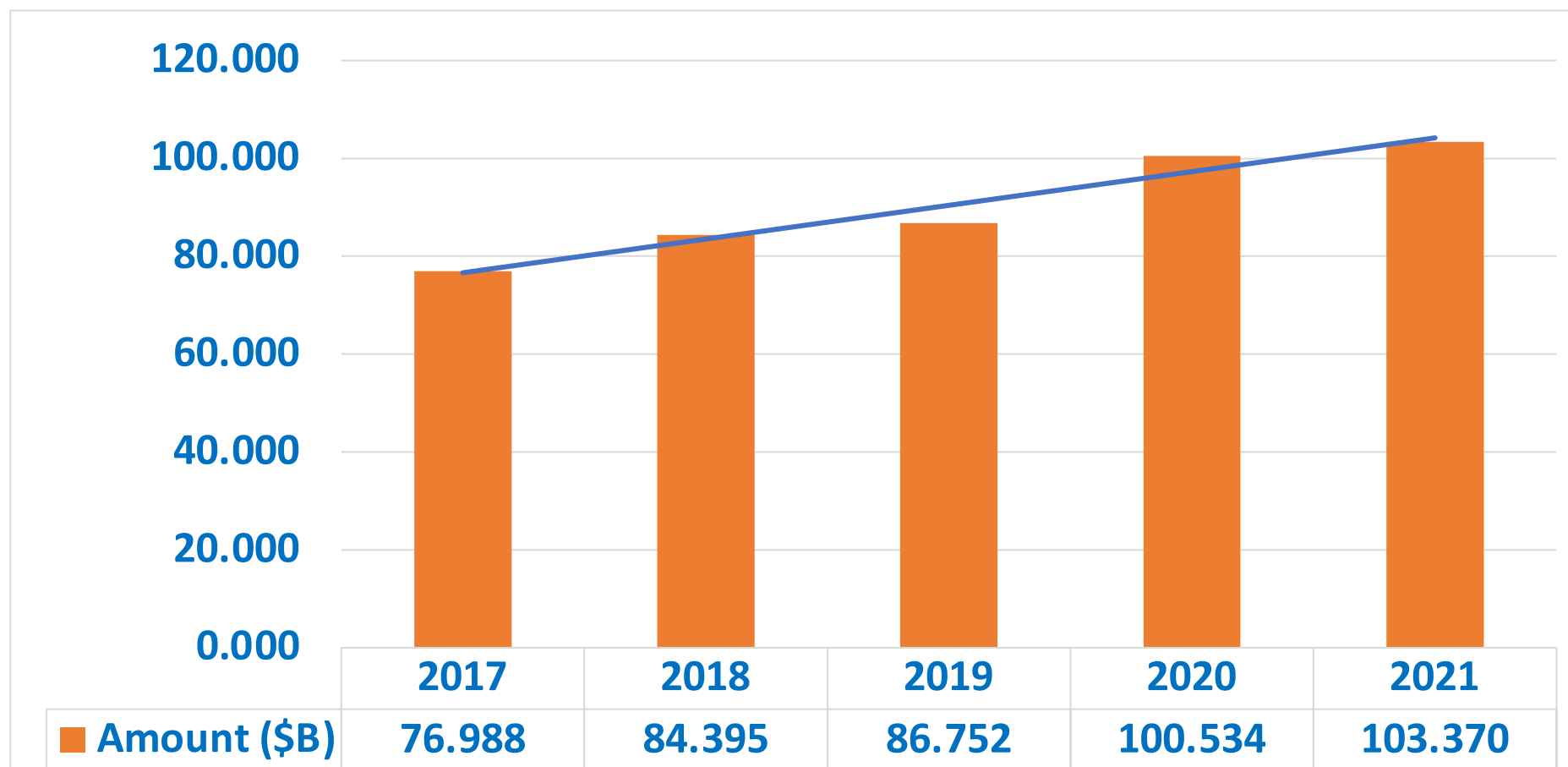
- ✓ Governments
- ✓ Private Sector
- ✓ Development Partners/Institutions
- ✓ NGOs and CSOs
- ✓ Academia/Think Tanks

Instruments:

- ✓ Loans
- ✓ Grants
- ✓ Technical Assistance (TA)
- ✓ ADB-Administered Fund



ADB Sovereign Portfolio (2017-2021)

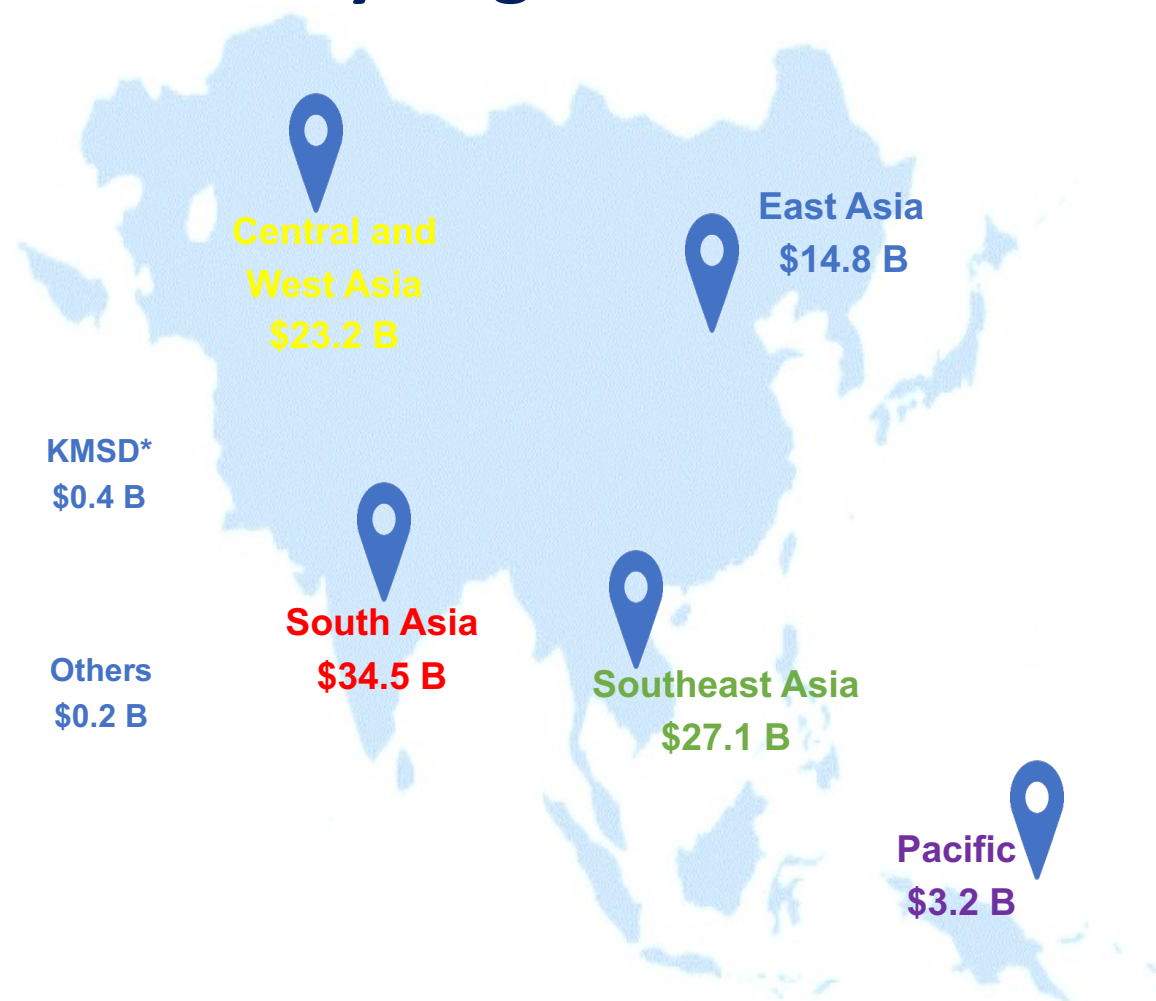


Notes: Includes Loans, Grants and TAs Financed by ADB and fully Administered Co-Financing

Source: ADB

2021 ADB Sovereign Portfolio – Total: \$ 103.37 B

By Region



Source: ADB

By Sector

Transport	27.719
Energy	18.904
Water and Urban	13.273
Agriculture	11.415
Public Sector	11.369
High Level Technology	7.857
Education	6.071
Finance	4.594
Industry	1.871
ICT	0.162
Multi Sectors	0.136
TOTAL	103.370

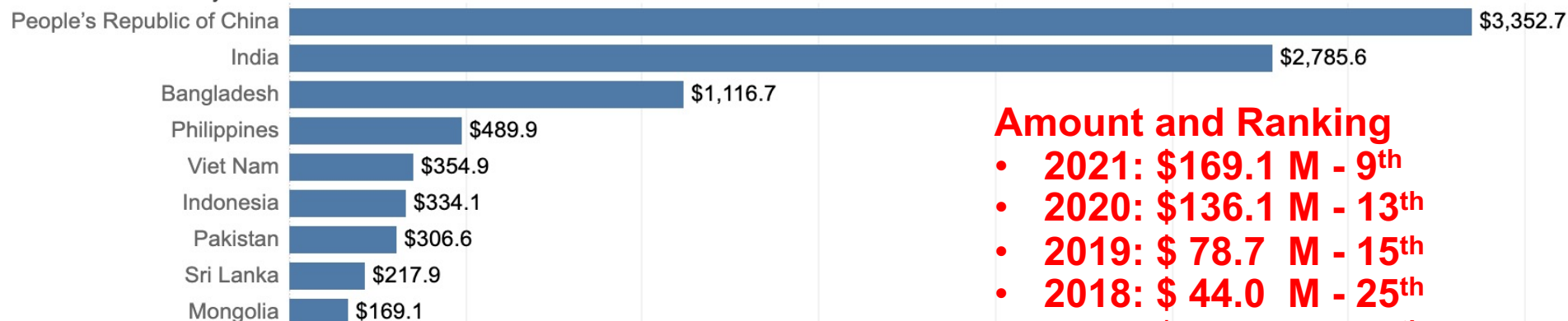


Business Opportunities

Participation of Mongolian Contractors Increasing

ADB Operational Procurement by Nationality of Contractor – \$ M

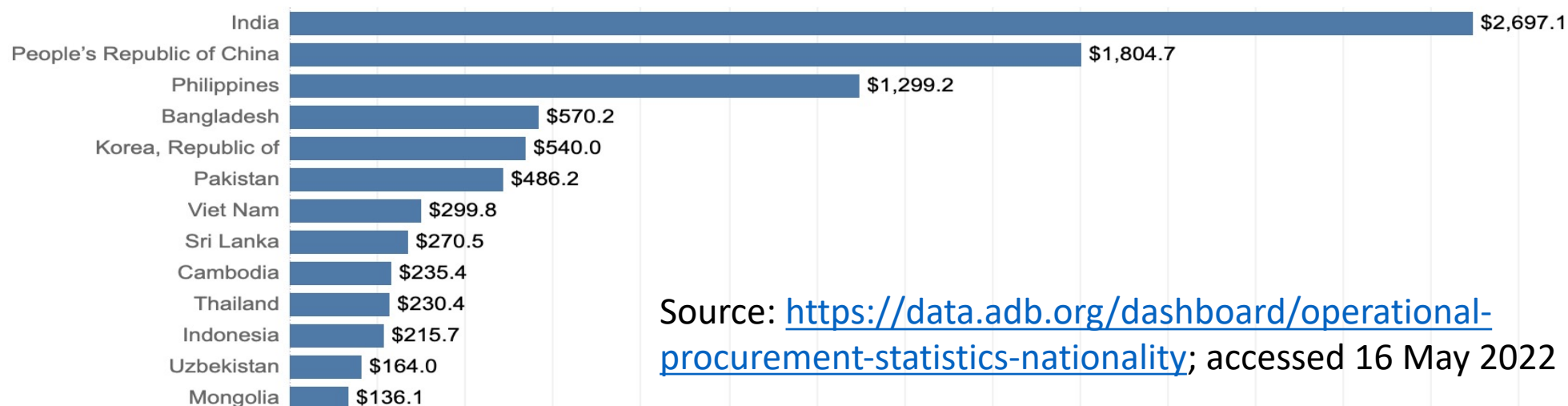
2021 – Total: \$10,607.3 M



Amount and Ranking

- 2021: \$169.1 M - 9th
- 2020: \$136.1 M - 13th
- 2019: \$ 78.7 M - 15th
- 2018: \$ 44.0 M - 25th
- 2017: \$ 30.5 M - 29th

2020 – Total: \$10,343.8 M



Source: <https://data.adb.org/dashboard/operational-procurement-statistics-nationality>; accessed 16 May 2022

Top Winners from Mongolia

Top 5 Consultants from Mongolia Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2017–31 December 2021

Consultant	Sector	Contract Amount (\$ million)
Monconsult LLC	ANR, HLT	4.08
International Medical Center LLC	HLT	1.79
IT Zone LLC	HLT	1.55
Tatakh Khuch LLC	EDU, IND	1.40
BDO Audit LLC	PSM	1.14

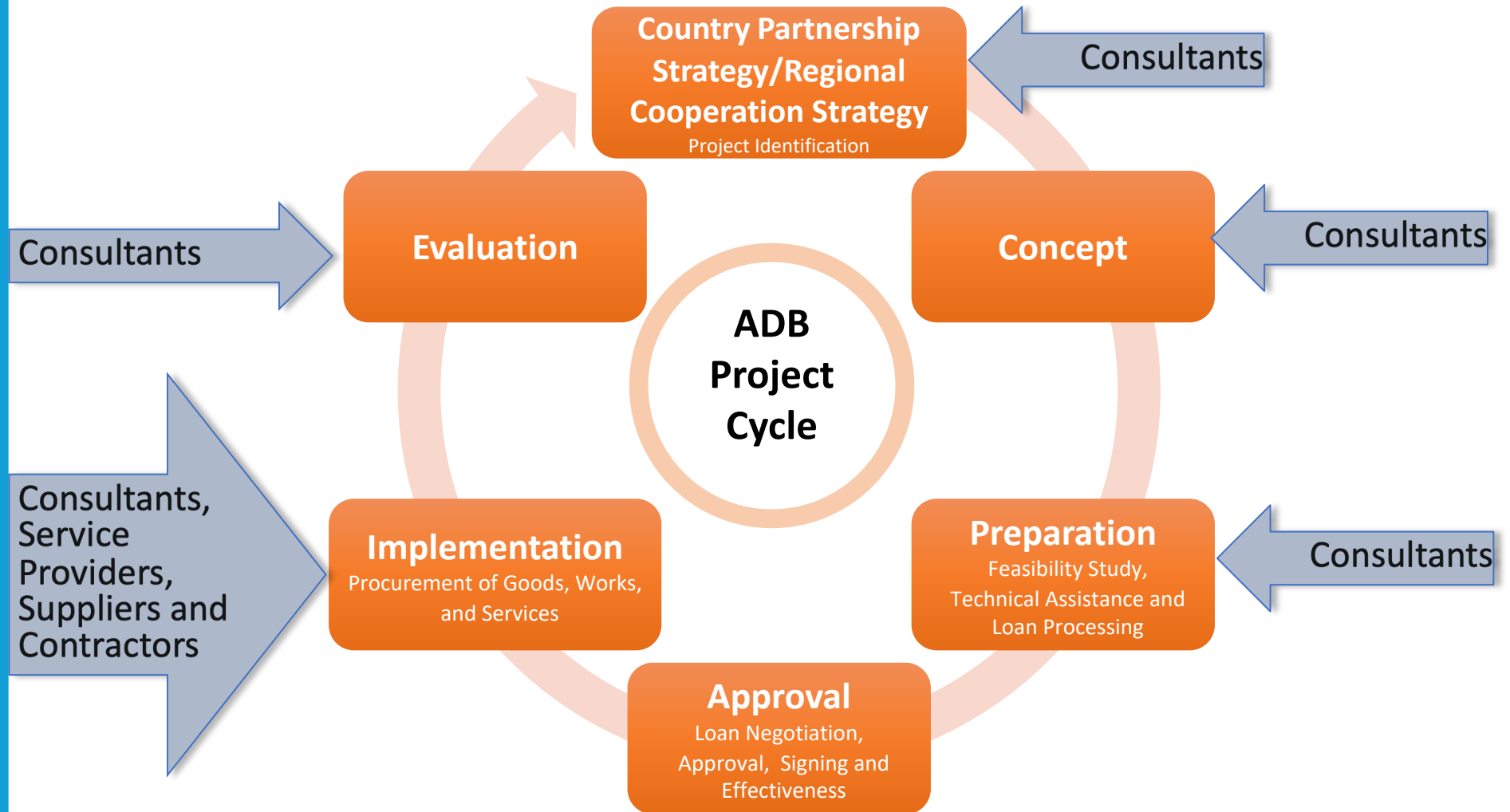
Top 5 Contractors/Suppliers from Mongolia Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2017–31 December 2021

Contractor/Supplier	Sector	Contract Amount (\$ million)
HKB International Holding LLC	IND, TRA	23.85
Arj Capital LLC	TRA	18.28
VAMED Engineering	HLT	13.30
Setunari LLC	HLT	11.74
Summit Computer Technology LLC	ANR, EDU, ENE, FIN, HLT, IND, PSM, WUS	10.76

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

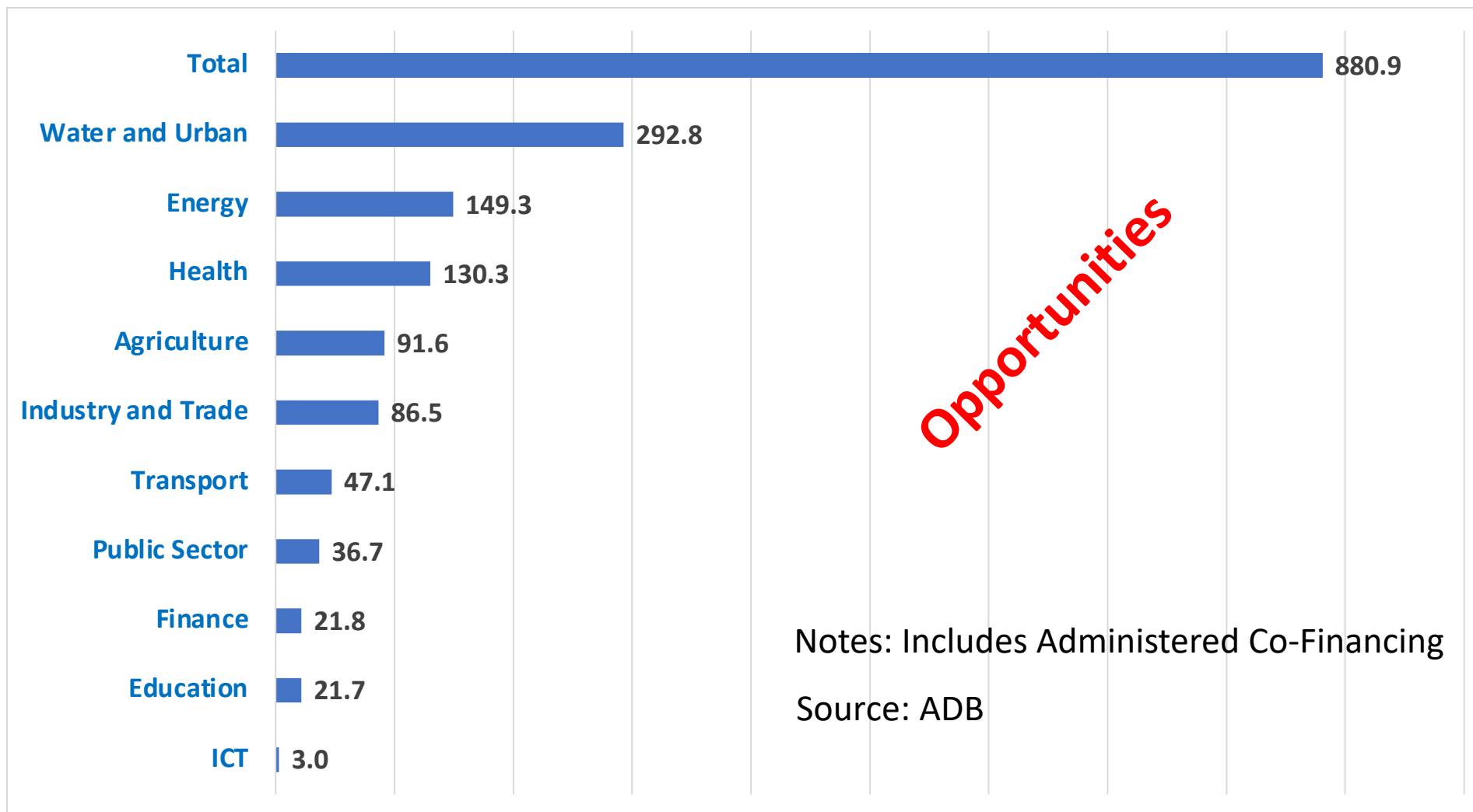
Source:
<https://www.adb.org/publications/mongolia-fact-sheet>

When You May Participate



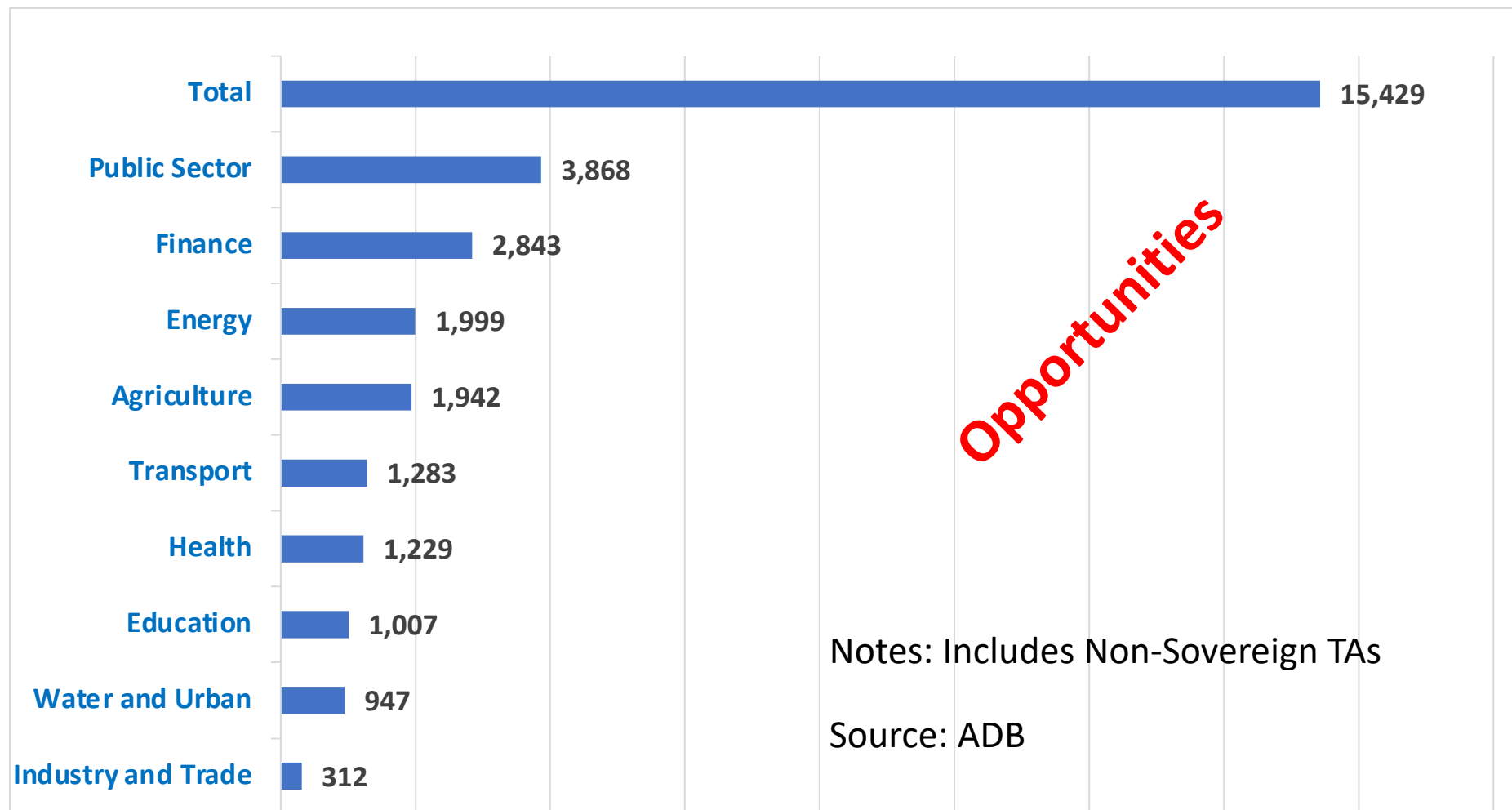
MON: Loans and Grants – Uncontracted Balance

(\$ Million, as of 6 May 2022)



MON: TAs – Uncontracted Balance

(\$ Thousand, as of 6 May 2022)





ADB Procurement Framework

Procurement Policy and Regulations

2013/2015			2017	
Consulting Guidelines		Mixture of Policy and Procedures		ADB Procurement Policy
Procurement Guidelines				Procurement Regulations for ADB Borrowers
Applicability	<ul style="list-style-type: none">• Projects with concept note prior to 1 July 2017• Phase-out		Projects with concept note on/after 1 July 2017	

Procurement Documents

Procurement Policy and Regulations

Staff Instructions

Standard Bidding Documents and User's Guides

Guidance Notes

Preparation and Planning	Procurement Methods	Bidding Procedures	New Principles and Practices	Complaints, Compliance, and Eligibility	Specialized Areas
<ul style="list-style-type: none"> • Procurement Risk Framework • Strategic Procurement Planning • Procurement Review • Alternative Procurement Arrangements 	<ul style="list-style-type: none"> • Open Competitive Bidding • Consulting Services Administered by ADB Borrowers • Nonconsulting Services Administered by ADB Borrowers • Framework Agreements 	<ul style="list-style-type: none"> • Price Adjustment • Prequalification • Subcontracting • Domestic Preference 	<ul style="list-style-type: none"> • Value for Money • Merit Point Criteria • Quality • Contract Management • Abnormally Low Bids • Sustainable Public Procurement 	<ul style="list-style-type: none"> • Bidding-Related Complaints • Noncompliance in Procurement • Standstill Period • State-Owned Enterprises 	<ul style="list-style-type: none"> • Fragile, Conflict-Affected, and Emergency Situations • E-Procurement • Public-Private Partnerships • High-Level Technology

Core Procurement Principles



Economy



Efficiency



Fairness



Transparency



Quality



Value for Money

Procurement Methods

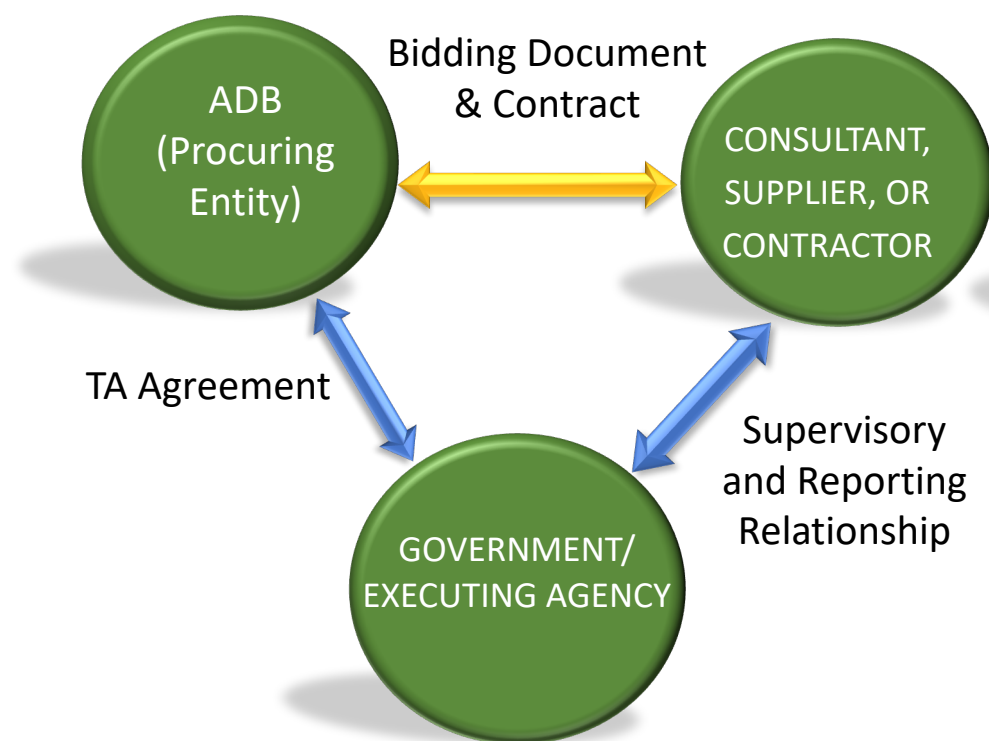
OCB		• Open Competitive Bidding
LCB		• Limited Competitive Bidding
RFQ		• Request for Quotations
FA		• Framework Agreements
ERA		• Electronic Reverse Auction
FA		• Force Account
DC		• Direct Contracting

Procedures to Select Consultants

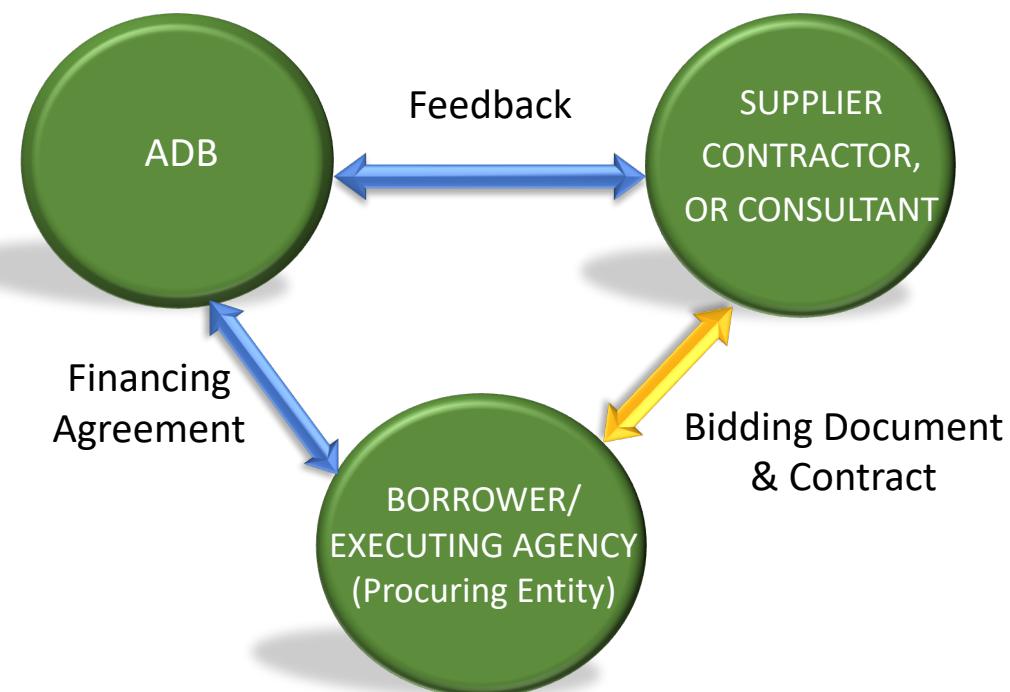
QCBS	• Quality - and Cost - Based Selection
QBS	• Quality - Based Selection
CQS	• Consultants' Qualifications Selection
FBS	• Fixed - Budget Selection
LCS	• Least - Cost Selection
DC	• Direct Contracting
ICS	• Selection of Individual Consultants

Relationship, Roles and Responsibilities

Technical Assistance (TA)



Loans and Grants



Eligibility

❖ General Requirements

- Bidders must be from eligible (ADB member) countries, unless otherwise agreed by ADB Board of Directors (depending on sources of fund)
- Conditions for participation shall be limited to bidders' capability to fulfill the contract

❖ Exceptions

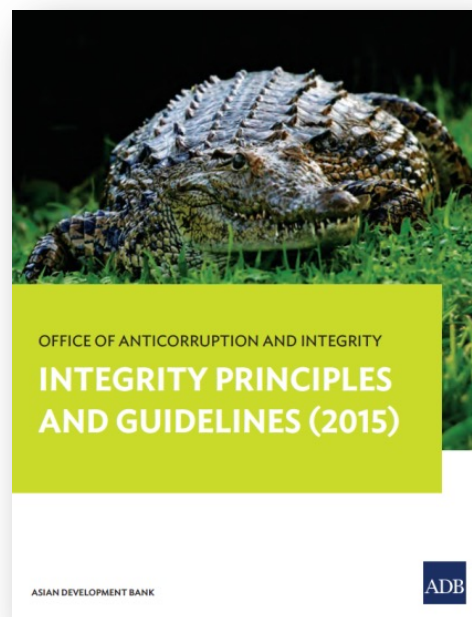
- Bidders may be excluded in compliance with a UN Security Council decision
- Bidders in Conflict of Interest situations are not eligible
- Bidders sanctioned or suspended by ADB or other MDBs due to having involved in Fraud & Corruption are not eligible. See the list at <https://lnadbg4.adb.org/oga0009p.nsf>
- Government entities and staff in the Borrower's country must meet certain conditions to participate
- Experts/team members in consulting firm contracts can be from any country

Eligibility – Government Entities and Staff

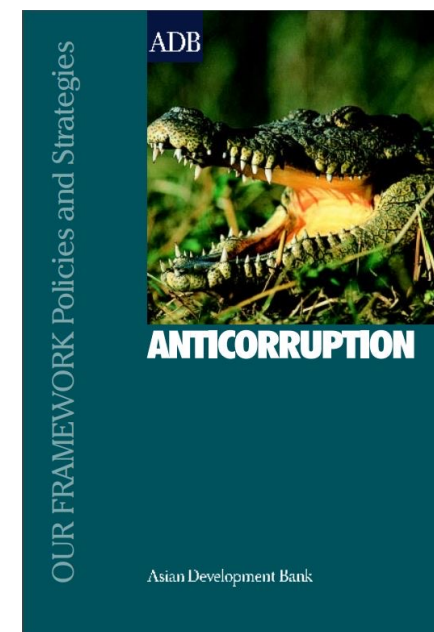
- Government/State- Owned Enterprises (SOEs) in the Borrower's country: may participate only if specifically agreed by ADB. Generally, 3 conditions must be met: they (i) are legally and financially autonomous, (ii) operate under commercial law, and (iii) are not dependent agencies of the Employer/Client.
- Government-Owned Universities or Research Centers in the Borrower's country and their staff: may be hired when the services are of unique and exceptional nature, and their participation is critical to project implementation.
- Government Officials and Civil Servants in the Borrower's country: may be hired when (i) not being hired by the agency they were working for immediately before going on leave, and (ii) not creating a Conflict of Interest.

ADB's Integrity and Anticorruption Guidelines

Apply 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



How to Access Business Opportunities

How to Access

- ❖ Be conversant with ADB Website and Business Center
- ❖ Be familiar with MON: e-GP system (tender.gov.mn) and EAs' Websites
- ❖ Register in ADB Consultant Management System (CMS), in case of consultants
- ❖ Look for Immediate Opportunities:
 - Consulting Services Recruitment Notice (CSRN)
 - Invitations for Bids (IFB) or Invitation for Prequalification (IFPQ)
 - Hop-on opportunities (with prequalified contractors/consultants, or contract winners)
- ❖ Look for Future Opportunities (Medium-Term):
 - Project Documents and Procurement Plans
- ❖ Look for Future Opportunities (Longer-Term):
 - Country Partnership Strategy (CPS)
 - Indicative Country Pipeline



How to Find Information on ADB Website

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

The website URL is <https://www.adb.org>. The navigation menu includes: News and Events, ADB Institute, Contact, English, WHO WE ARE, WHAT WE DO, WHERE WE WORK, and **WORK WITH US** (highlighted with a purple circle).

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

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

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

With employees from more than 60 countries, ADB is a place of real diversity.

Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

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

Business Center - www.adb.org/business

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





Business Center - www.adb.org/business



ASIAN DEVELOPMENT BANK

WHO WE ARE

WHAT WE DO

WHERE WE WORK

WORK WITH US

ADB Business Center

All you need to work with us—in one place.

Guides and Documents

Business Opportunities Outreach ▾

Procurement Statistics Dashboard (ProcDash)

More ▾

🏠 > Work with Us > Business Center > Working with ADB

Working with ADB

Information for...

Consultants

Contractors and suppliers

Governments

How-Tos

How can I become an individual ADB consultant? →

How can my company consult for ADB? →

How can I become an ADB transaction advisory services consultant? →

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



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

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 csrns@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.

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

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
LOAN 51132-002 GEO: Sustainable Water Supply and Sanitation Sector Development Program - CS-1 Construction Supervision Consultant - Telavi Water Supply Project	Supervision Consultant	Firm	17	27-Aug-2020	25-Sep-2020 11:59 PM	
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	supervision of civil works	Firm	24	18-Aug-2020	16-Sep-2020 11:59 PM	
LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-03 Health, Safety, Environment and Social Advisor (International Position) (51257-001)	Health, Safety, Environment and Social Advisor	Individual	18	03-Sep-2020	09-Sep-2020 11:59 PM	
LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-02 National Health and Safety Specialist (51257-001)	Health and Safety Specialist	Individual	12	03-Sep-2020	09-Sep-2020 11:59 PM	
TA-9624 REG: FCAS Specialist (52050-001)	FCAS Specialist	Individual	2.7	01-Sep-2020	07-Sep-2020 11:59 PM	

Goods & Works – Specific Procurement Notice

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO

PROJECTS & TENDERS

Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search

Results 1-20 of 21 ☒ Invitation f... ☒ Viet Nam ☒ Invitation f... ☒ Energy

46391-VIE: Ha Noi and Ho Chi Minh City Power Grid [ADB-HNPC-THD-G02] Status: Closed
46391-001; Viet Nam; Energy; Date posted: 05 Nov 2018
Notice Type: Invitation for Bids

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G01] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 27 Sep 2018
Notice Type: Invitation for Bids
Approval Number: 3374

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G02] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 27 Sep 2018
Notice Type: Invitation for Bids
Approval Number: 3374

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-W01] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 23 Aug 2018
Notice Type: Invitation for Bids
Approval Number: 3374

Refine by ☒ CLEAR ALL

COUNTRY (1) [Clear]

☐ Solomon Islands

☐ Sri Lanka

☐ Tonga

☐ Turkmenistan

☐ Tuvalu

☐ Uzbekistan

☐ Vanuatu

☒ Viet Nam

SECTOR (1) [Clear]

☐ Agriculture, natural resources ...

☐ Education

☒ Energy

☐ Finance

☐ Health

☐ Industry and trade

☐ Transport

TYPE (2) [Clear]

☐ Advance Notice

☐ Contracts Awarded

☐ Firm - Consulting

☐ Individual - Consulting

☒ Invitation for Bids

☒ Invitation for prequalification

☐ Prequalified applicants

Invitation for Prequalification

Date:	14 March 2018
Loan No. and Title:	Loan 3630/8335 Grant 0561--CAM: Provincial Water Supply and Sanitation Project
Contract No. and Title:	MIH/PWSSP/01-- Plant Design, Supply, Installation, Commissioning and O&M Support for Battambang Water Supply
Deadline for Submission of Applications:	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**.

Invitation for Bids

Date:	5 November 2018
Loan No. and Title:	46391-VIE: Ha Noi and Ho Chi Minh City Power Grid Development Sector Project
Contract No. and Title:	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
Deadline for Submission of Bids:	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

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.



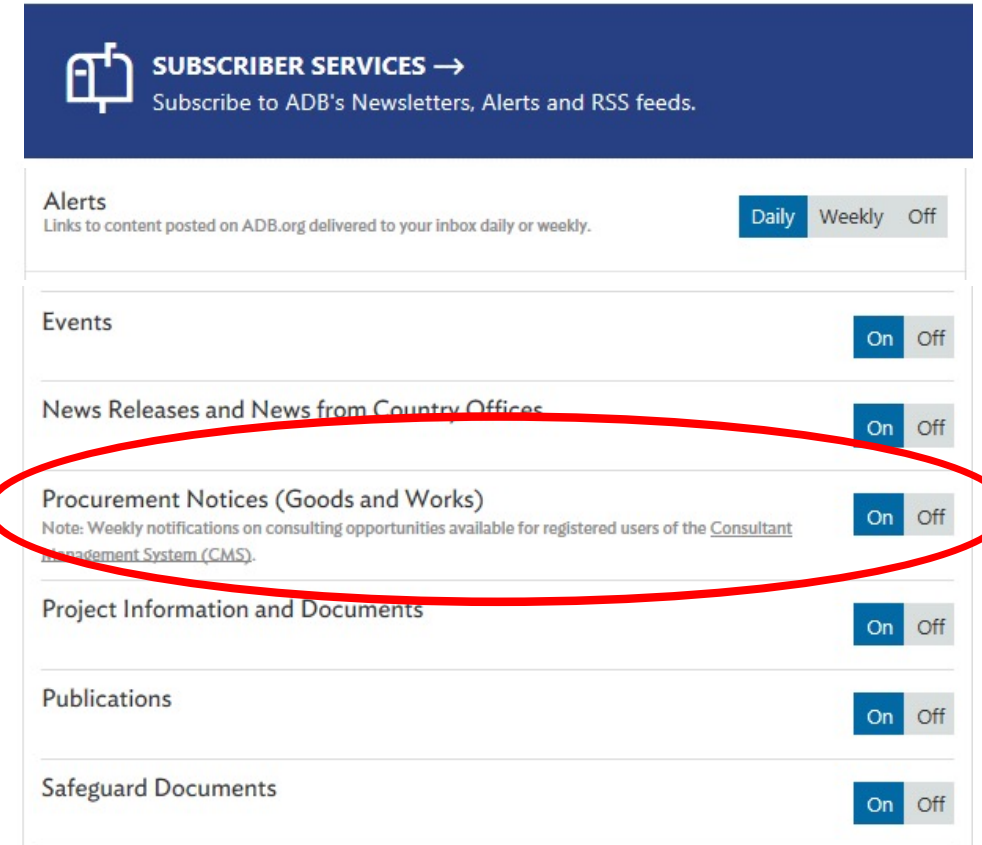
View Shortlisted Firms

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.



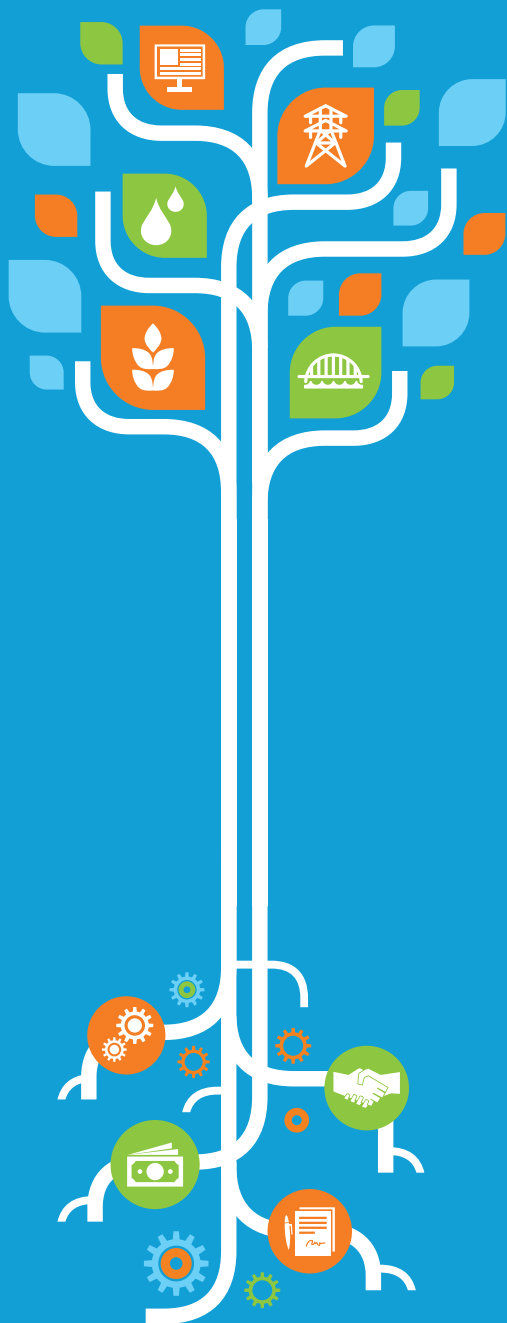
View Awarded Contracts

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>



Key to Success

What to Do

- ❖ Monitor opportunities regularly
- ❖ Understand the country, project, client requirements and costs of doing business
- ❖ Collect relevant business intelligence – Network!
- ❖ Join ADB Consultants Network
 - ❖ <https://www.linkedin.com/groups/3796524/>
- ❖ Join ADB Suppliers Network
 - ❖ <https://www.linkedin.com/groups/3796532/>
- ❖ Follow ADB Business Center
 - ❖ <https://www.linkedin.com/showcase/adb-business-center/>
- ❖ Be self-aware - Understand your strengths and weaknesses!
- ❖ Associate with others, if needed

What to Do (cont.)

- ❖ Express interest – Try!
- ❖ Know “the rules of the game” – Study the issued Bidding Document!
- ❖ When in doubt, seek written clarifications
- ❖ Prepare a complete, responsive and competitive bid
- ❖ Monitor bid validity
- ❖ Seek debriefing, if unsuccessful
- ❖ Focus on performance and reputation, if successful

What to Avoid

- ❖ Fail to disclose Conflict of Interest
- ❖ Associate with ineligible firms or individuals
- ❖ Submit a late bid or miss the deadline
- ❖ Fail to respond to the client's requirements
- ❖ Submit conditional bids
- ❖ Submit incomplete or noncompliant bids
- ❖ Involve in prohibited practices (Integrity Violations or Fraud & Corruption)
- ❖ Submit ungrounded or frivolous complaints

Request for Debriefing, Complain, and Report Prohibited Practices

❖ Debriefing

- If unsuccessful, request for debriefing from the Procuring Entity
- If not satisfied, may write to ADB or submit a complaint
- Comply with the timeframe in case a Standstill Period is used

❖ Bidding-Related Complaints

- Bidders may file complaints at any stage of the bidding process, directly to the Procuring Entity or through other channels
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

❖ Integrity Violations or Fraud & Corruption

- Report to ADB through online form: www.adb.org/site/integrity/how-to-report-fraud



For more information about Business Opportunities in ADB Administered and Financed Projects:

- Visit ADB Website
- Contact the persons in charge specified for each project or bidding process
- Contact htthtran@adb.org

Thank you!