



**NIRAS**

International Consulting

The **next generation** consultancy  
building future sustainable societies

**2022**

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**NIRAS**



# NIRAS Group in numbers



**53**  
**Offices**  
in **31** countries



**2400+**  
**Professionals**  
+**325** staff in International Consulting  
+**34,000** external experts in our network



**7000**  
**Projects**  
delivered across  
**120** countries

Headquarters in  
**Allerød,  
Denmark**

2021 Turnover  
**DKK  
2.5B**

Established  
**1956**





# Working with NIRAS

An integrated, holistic and cross-disciplinary approach is in our DNA



*"Cooperation across sectors and locations provides our partners and clients with access to the latest knowledge."*

# NIRAS in the Philippines

Registered  
**2018**



**Regional Head Office** to oversee and coordinate the operations in the region, serve as a knowledge hub for the ADB as well as maintain and further strengthen our links and networks of partners, national based clients and experts in the region

100 % owned by NIRAS A/S Denmark, NIRAS Manila secured **seven ADB contracts** since 2019 for a total value of some 5 MEUR

Almost **20 permanent staff** and growing, **100+ project staff** in Philippines + region

Water (ongoing in Philippines, Vietnam) and Energy (ongoing in Indonesia) in focus – no ADB contracts in Circular Economy yet

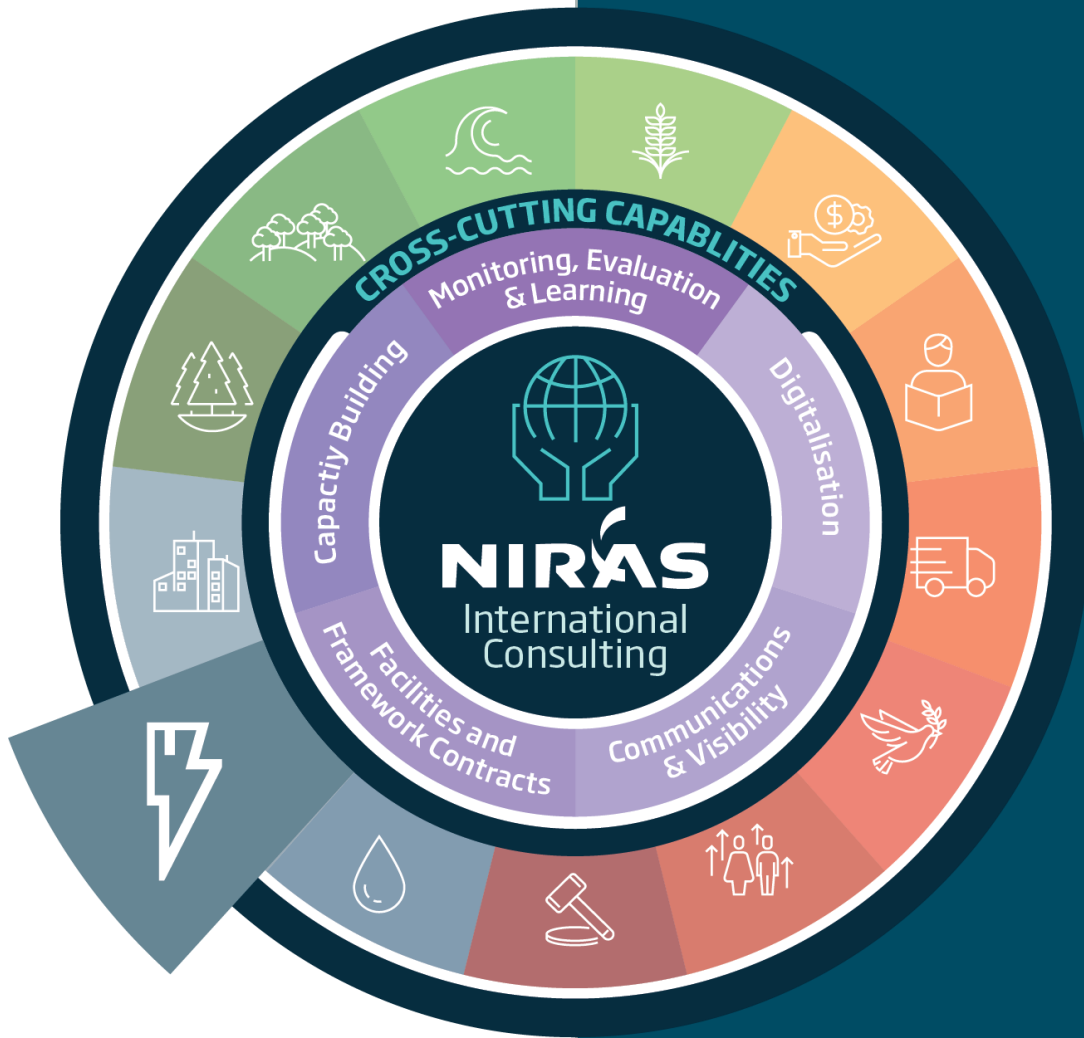


# Sustainable Energy

Our work on powering a sustainable future

NIRAS has been playing an increasingly important role in this transition story, providing advisory services for sustainable energy solutions since the 1980s. Our capacity- building expertise enhances the ability of local government institutions to keep up with new actors and developments in the energy sector while ensuring good governance. Governments in more than 20 countries have turned to NIRAS International Consulting for support in their pursuit of a cleaner, more efficient, and informed energy sector management.

**More than 400 NIRAS staff with an energy and environment background are working across the entire group**



# Indonesia: Supporting Sustainable and Efficient Energy Policies and Investments (2020-2023)

A Technical Assistance subproject supporting Indonesian government agencies involved in the power sector and the national energy company PLN in transitioning to an economically sustainable and environmentally clean energy generation and distribution network. The project supports policy measures, capacity and awareness for sustainable and efficient energy policies, investments in on- and off-grid renewable energy generation, and municipal energy efficiency.



**#7**

Affordable and  
clean energy

**#11**

Sustainable cities  
and communities

**#13**

Climate  
action





# Water

## Our work in sustaining life

At NIRAS, we take an integrated and holistic approach to water management, access, and final domestic consumption or income-generating use. Our expertise covers all aspects of planning, design and implementation of water-related projects in a variety of fields and our team of specialists comprises engineers, biologists, environmentalists, geologists, socio-economists and financial and institutional professionals.

**Today, NIRAS has more than 250 in-house water professionals who collaborate with over 500 external water-sector specialists, implementing projects across the globe**



# Philippines: Mindanao Irrigation Development Project

(ADB, 2020-2022)

Increasing productivity of agriculture in Mindanao by strengthening irrigation planning, design, and management capacities and developing and adopting efficient, climate resilient irrigation systems and farming practices.



**#2**  
Zero  
hunger

**#13**  
Climate  
action

**#15**  
Life  
on land





# Viet Nam: Climate Adaptive Integrated Flood Risk Management Project

Identifying opportunities to improve the living conditions of residents in 16 climate-induced flood-prone provinces across Viet Nam with risk management of floods from the Re-Thai Binh and Ma rivers. The project is also focused on improving the sanitation of the areas, developing flood forecasting and maps to prepare against flood event much in advance saving lives and properties.



**#6**

Clean water  
and sanitation

**#11**

Sustainable cities  
and communities

**#13**

Climate  
action





**NIRAS**

International Consulting

**An established service  
provider to the ADB**



# NIRAS & ADB

At a glance



**THE LAST 10 YEARS-** NIRAS has won a total of 34 projects with the ADB, for a total value of **EUR 25.8 million** in fees, of which **EUR 20.1 MEUR as a lead firm in 25 projects**. Hit ratio has been **38%** (55 losses).

**9 ongoing projects/assignments:** Philippines, Vietnam, Indonesia, Cambodia, Bangladesh, Fiji

**MAIN SECTORS:** Water, NRM, Energy, Environment, Agriculture, Climate Resilience, Education, Socio-Economic Development, GESI

**NIRAS Offices involved:** Traditionally the Nordic offices: Denmark Finland and Sweden. Manila was established in 2018 to become a regional hub and ADB centre of excellence. This is a new way of working which is currently showing promising results.

**NIRAS Manila # 3 service provider** in the Philippines to the ADB 2017-21

# Why work with the ADB



## **We have good experiences with the ADB**

**Reliable, long-term partner to member countries** – development investments consistent and less affected by political changes

## **Transparent in its procurement planning;**

- Information (even if not always updated) is available online in a clearly structured manner. (Strategies, COBPs , procurement plans)
- Current quality-focused procurement is a great improvement

## **Consistent and standardised procurement process for TA services**

- EOI - Shortlist & RFP - Contract Negotiation – Implementation
- Timelines are predictable and generally consistent, which makes business decisions viable

## **There are differences between loan and ADB**

**administered TA projects** – the ADB rules apply, but there is greater variability when procurement is done by governments

# Winning projects with the ADB

What you need in order to win:



- **Understanding the assignment:** even in the EOI stage it is important to demonstrate that the ToR are well understood and how the team and/or approach will add value
- **References are key** – the firm/consortium needs to show relevant experience from previous projects / assignments.
- **Technical Capacities** – the technical competences of the team members and the consortium is fundamental. Interviews are rare, everything is assessed on how well CVs match the selection criteria and the approach meets the ToR requirements.
- **Management Capacities** - important to demonstrate the operational/logistical, administrative and financial capability to manage the assignment and contract.
- **Competitive pricing** - budgets are often a challenge
- **Understanding the procurement procedure (and CMS)** - and the type of contract to be awarded



# BE READY.

## Implementing ADB assignments



- **Projects take time and attention** – adequate PM capacity required with understanding of the ADB contracts and administrative procedures. Type of contract important.
- **Need a good backstopping structure and plan** - ADB is an expert organisation and places much expectation on technical quality
- **Need financial preparedness** - depending on the size and type of contract, cash flow may be a challenge especially for smaller firms. Relatively tight budgets require solid systems for efficiency
- **Readiness for internal and external communications** – ADB contracts are typically done with intense and regular communication with the officer & team in charge. Also, depending on the assignment, being able to create positive communications content helps.

# Looking ahead.

Joining forces



- **Need to understand own capabilities to assess gaps in requirements** – the market is very competitive, and the ADB typically expects expertise in broad competence areas often not available in one company/organisation. Hence a big part of the equation is **forming partnerships** that meet the selection criteria.
- Partnerships are formed on the basis of adding value to the project and thus to the ADB and the counterpart agencies. Complementarities, synergies, shared management principles and similar mindset are the basis.
- **NIRAS offers technical expertise**, presence, a good track record and size to our partners.
- **Our aim is to continue to add increasing value to the ADB and the countries in the Asia & Pacific**
- **We are happy to discuss with potential partners!**
- Antti Inkinen - [ain@niras.com](mailto:ain@niras.com)