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ADB

Cox's Bazar: Business Opportunities Seminar: Additional Financing of the Emergency Assistance Project

The ADB Procurement System and Business Opportunities

Cox's Bazar,
1 September 2022

Sharlene Shillingford
Senior Procurement Specialist

Procurement, Portfolio and Financial
Management Department

BUSINESS
OPPORTUNITIES

Overview

1. Snapshot of ADB and its Operations
2. Business Opportunities
3. ADB Procurement Framework
4. How to find information



A Brief about ADB

- Founded in 1966, HQ in Philippines
- 68 members
- 49 regional & 19 non-regional;
- 41 borrowing members
- To support its clients, ADB works with:



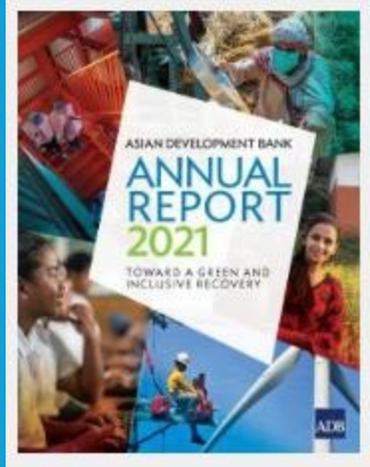
- Private sector
- NGOs and CBOs
- Foundations
- Academia /Think Tanks
- Donors
- Other Intl. Organizations

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

Largest Borrowers: India, China, Pakistan, Bangladesh, Indonesia

ADB 2021 Sovereign Portfolio by Region (\$ billion)

TOTAL US\$ 104b



Portfolio by Sector		2020	2021	
29%	TRANSPORT	27%		↓
20%	ENERGY	19%		↓
12%	WATER	13%		↑
11%	AGRICULTURE	11%		
12%	PUBLIC SECTOR MANAGEMENT	11%		↓
16%	OTHERS	20%		↑

<https://www.adb.org/documents/adb-annual-report-2021>



ADB 2021 Non-Sovereign Portfolio

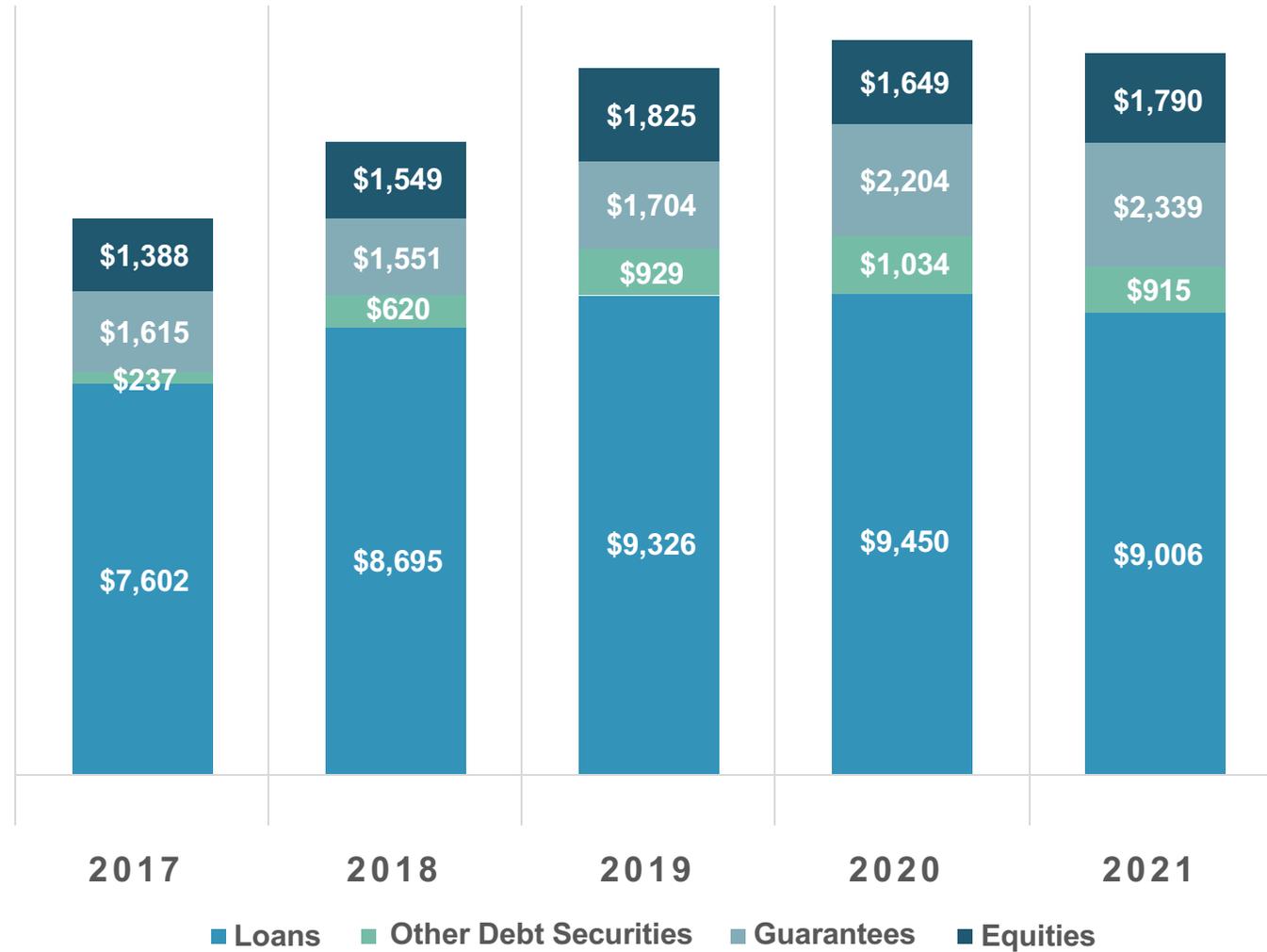
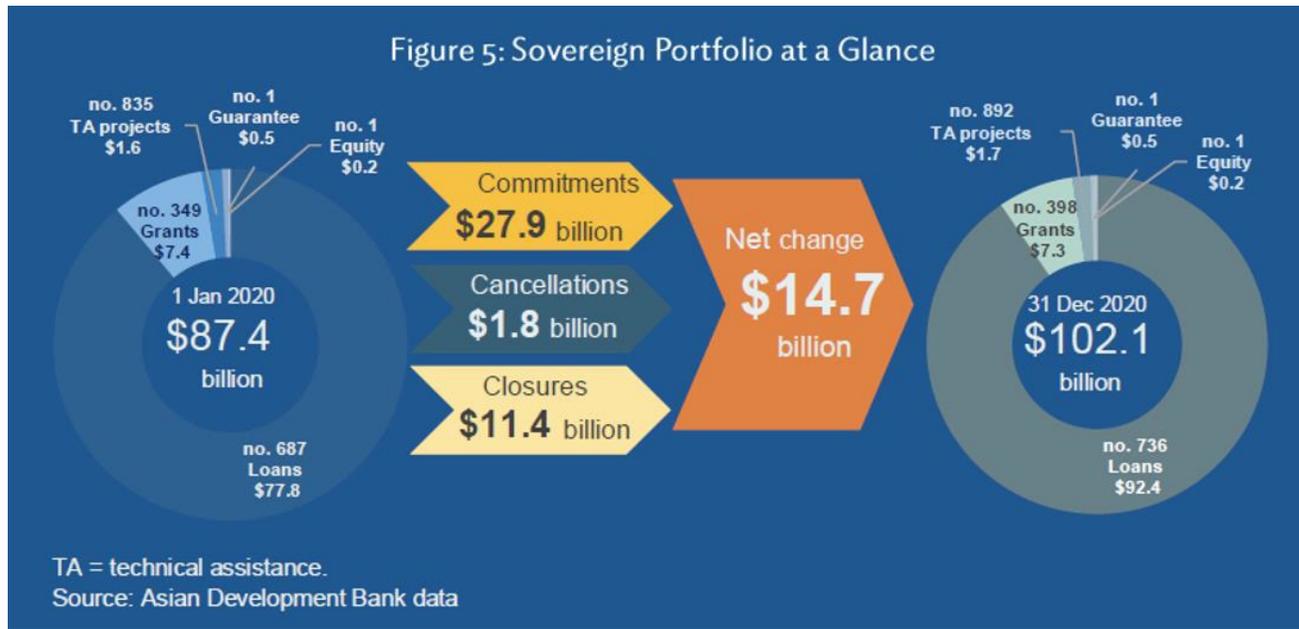


Figure 5: Sovereign Portfolio at a Glance



ADB COMMITMENTS BY SECTOR, 2020 AND 2019

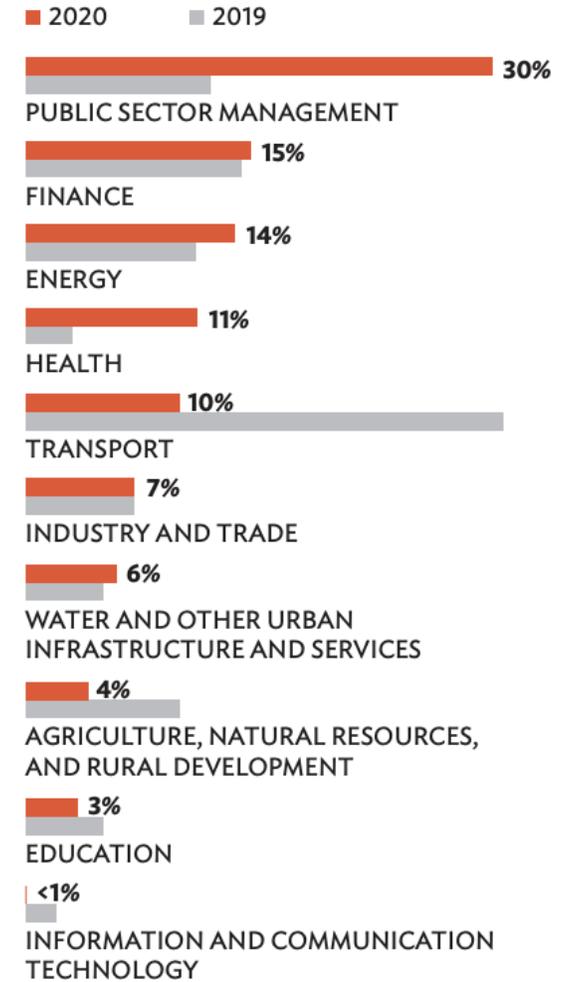
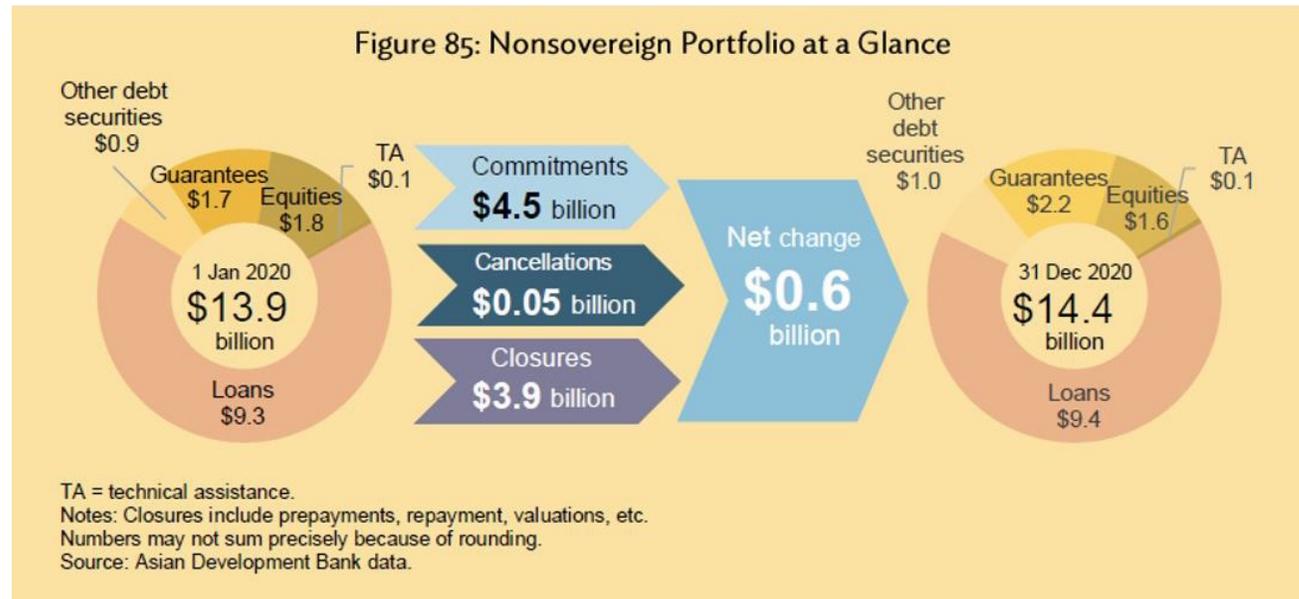


Figure 85: Nonsovereign Portfolio at a Glance



Strategy 2030: Seven Operational Priorities



Procurement Volume 2021

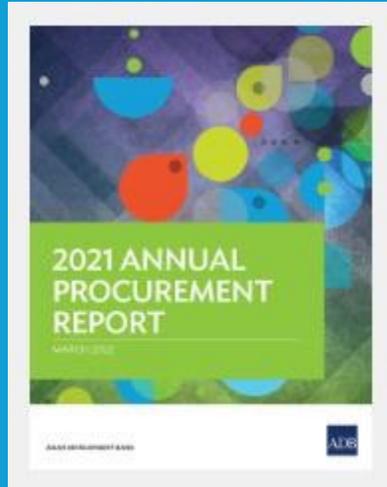
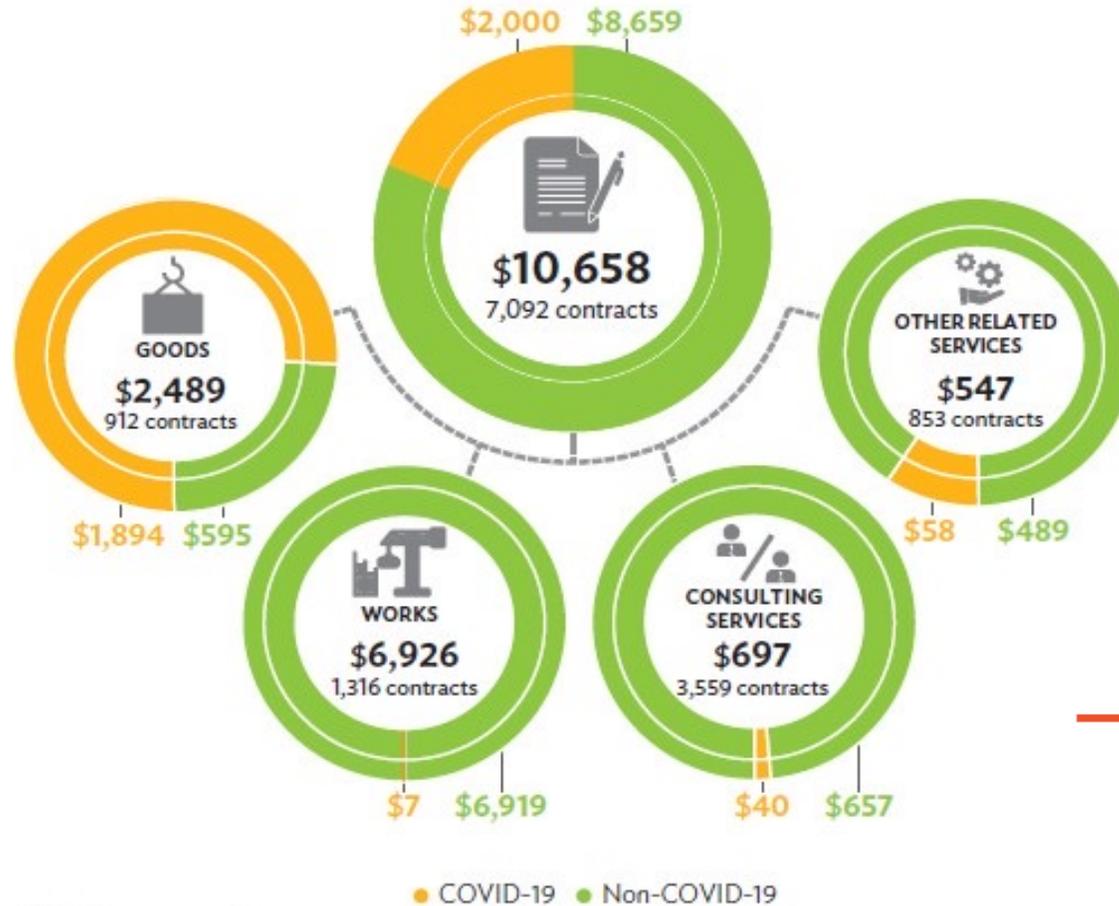


Figure 14: Overall Procurement in 2021

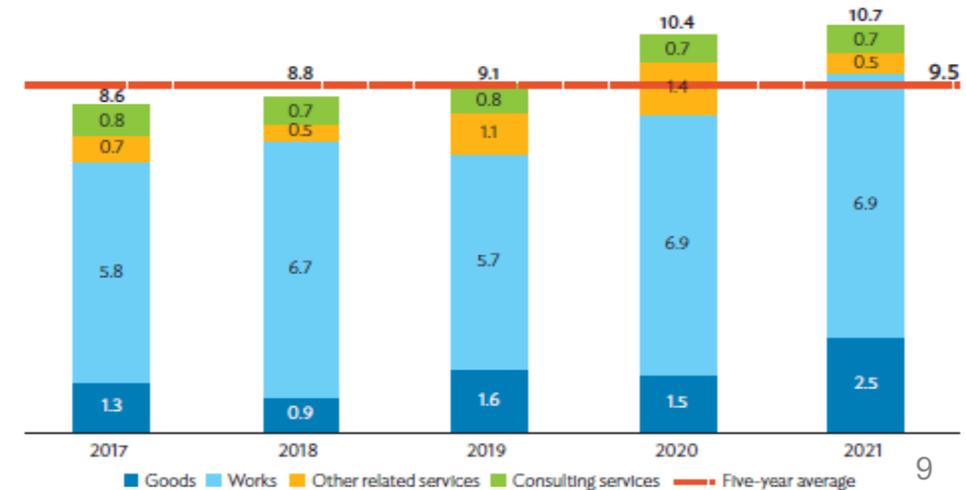
(\$ million)



COVID-19 – coronavirus disease.
Source: Asian Development Bank, PPFID.

Figure 15: Annual Procurement Statistics, 2017–2021

(\$ billion)



Source: Asian Development Bank, PPFID.

Procurement Volume 2021

Figure 17: Total Procurement by Region, 2021
(\$ billion)

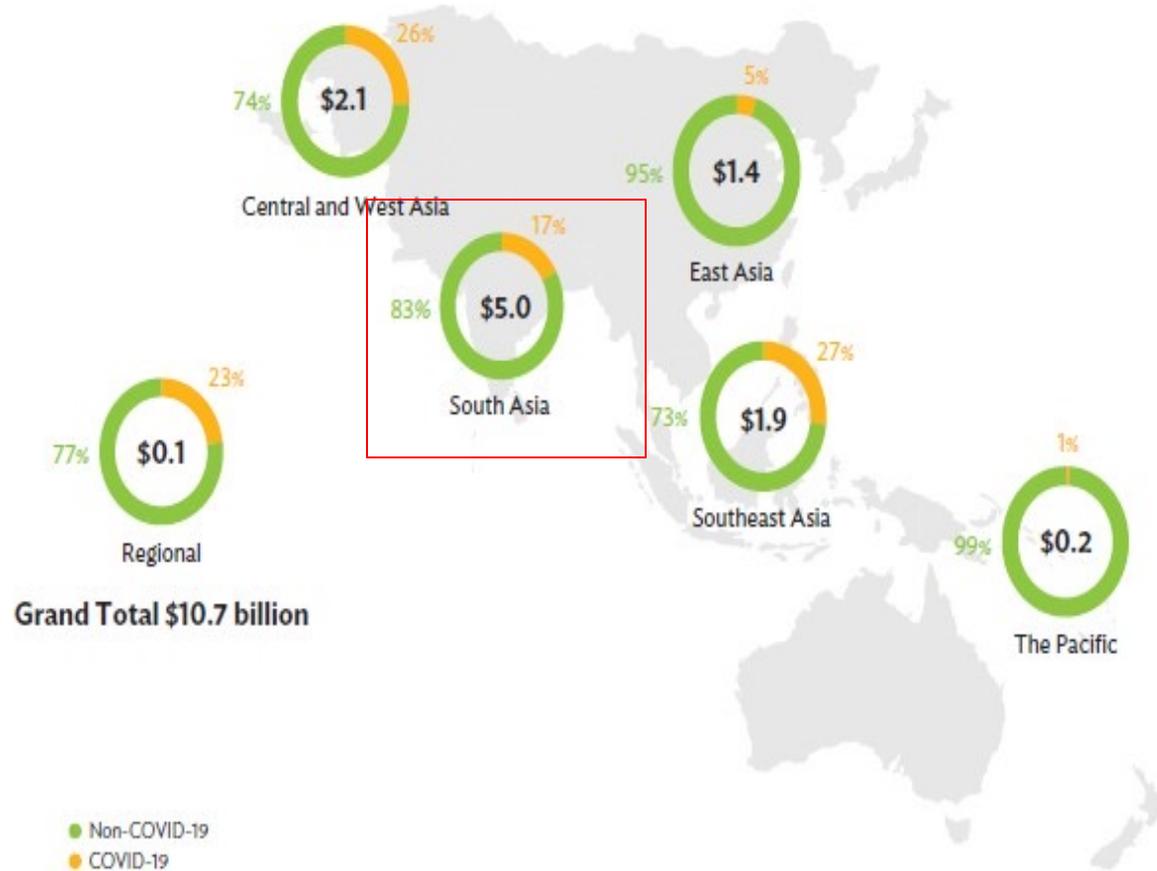
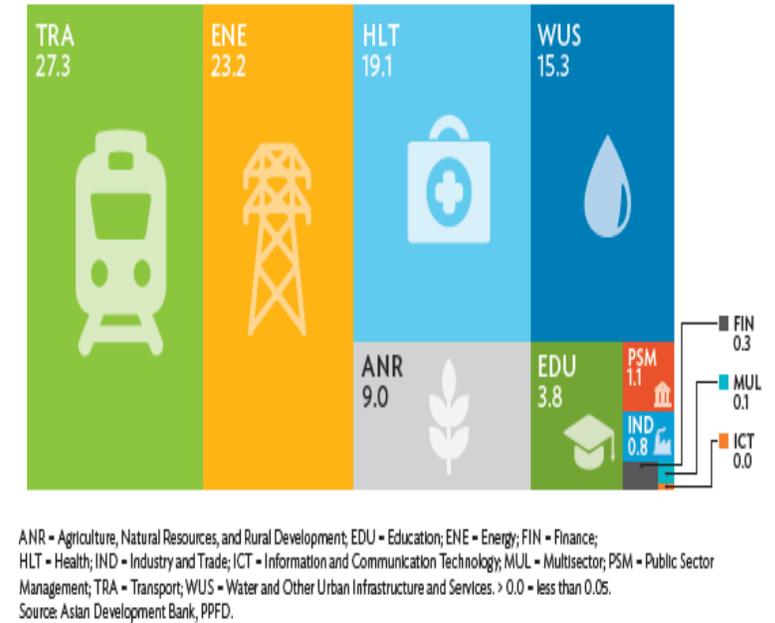


Figure 18: Procurement by Sector, 2021
(% of total procurement)



Top Suppliers by Member State

Procurement Ranking – Goods

	2018	2019	2020	2021
1	PRC	IND	IND	PRC
2	BAN	PRC	PRC	BAN
3	IND	USA	INO	PHI
4	SWE	BAN	TUR	IND
5	VIE	VIE	HKG	DEN

Procurement Ranking – Consulting Services

	2018	2019	2020	2021
1	KOR	IND	USA	IND
2	IND	AUS	KOR	INO
3	FRA	USA	IND	JPN
4	UKG	GER	INO	FRA
5	AUS	FRA	AUS	AUS

Procurement Ranking – Works

	2018	2019	2020	2021
1	PRC	PRC	IND	IND
2	IND	IND	PRC	PRC
3	BAN	BAN	PHI	VIE
4	GER	INO	BAN	PAK
5	PAK	PAK	PAK	INO

Tables indicate country of origin for supplier, contractor, or consultant across the time period; ranked by total aggregate contract value per type.

Top Suppliers by Amount

Top 5 Suppliers of **Goods** (2018–2021)



	Name	No. of Contracts	ADB Amount (\$ million)
1	United Nations Children’s Fund (UNICEF)	10	836.21
2	Sinovac Life Sciences Co. Ltd.	9	685.55
3	BEML Ltd.	3	678.72
4	TBEA CO. LTD.	6	258.01
5	China National Technical Import & Export Corp.	3	212.74

Top Suppliers by Amount

Top 5 Suppliers of **Works** (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	Larsen & Toubro Ltd.	41	1,492.19
2	Siemens	13	663.89
3	China Railway Group Limited	20	595.19
4	NCC Limited	30	594.25
5	Acciona Construction Philippines Inc.	2	538.12

Top Suppliers by Amount

Top 5 Consulting Services Firms (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	EGIS International	34	109.09
2	T.Y. Lin International SMEC	4	62.97
3	Ove Arup & Partners	9	58.39
4	Korea Consultants International Co. Ltd.	3	53.22
5	CTI Engineering International Co., Ltd.	3	45.39

Bangladesh Share of Contracts

Bangladesh: Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of Total
2020	1,247.14	5.44
2021	1,615.90	10.36
Cumulative (as of 31 Dec 2021)	12,556.08	5.41



Item	Consulting Services	
	Amount (\$ million)	% of Total
2020	17.59	2.41
2021	8.63	1.24
Cumulative (as of 31 Dec 2021)	320.92	2.16



Item	Total Procurement	
	Amount (\$ million)	% of Total
2020	1,264.73	5.34
2021	1,624.53	9.97
Cumulative (as of 31 Dec 2021)	12,877.00	5.21

Bangladesh Top 5 Contractors/Suppliers

Top 5 Contractors/Suppliers from Bangladesh 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)
United Nations Children's Fund (UNICEF)	HLT	747.27
Max Infrastructure Ltd.	TRA	337.43
Toma Construction	ANR, TRA, WUS	245.20
Abdul Monem Ltd.	TRA	165.07
Gandharbpur Water Treatment SNC	WUS	137.05
Others		3,468.65
Total		5,100.67

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

Bangladesh Top 5 Consultants

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

Consultant	Sector	Contract Amount (\$ million)
E. Gen Consultants Ltd.	ANR, EDU, ENE, FIN, WUS	19.87
Development Design Consultants Ltd.	ANR, TRA	12.55
BETS Consulting Services Ltd.	ANR, TRA, WUS	8.82
Hifab International AB	WUS	5.56
Resource Planning and Management Consultants Pvt. Ltd.	WUS	4.67
Individual Consultants		14.75
Others		23.56
Total		89.77

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

Note: Numbers may not sum precisely because of rounding.

ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year

2020

Modality

- (All)
- Investment Support
- Policy-based Support
- Result-based Lending

Nature of Procurement

- (All)
- Consulting Services
- Goods
- Works
- Other Related Services

Region

- (All)
- Central and West Asia
- East Asia
- Pacific
- South Asia
- Southeast Asia

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



USERS

external and internal



COVERAGE

past 5 years



INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options

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

When is Private Sector engaged in ADB Projects?



Types of business opportunities

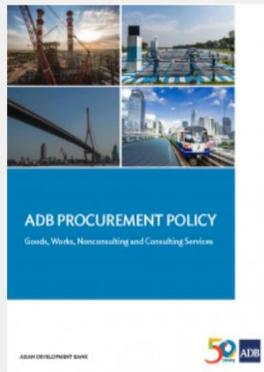
- **Supply of goods**
 - Machinery, equipment, ICT, furniture
- **Civil works**
 - Roads, railways, bridges, irrigation canals, schools, etc.
 - EPC - Power plants, pump stations, water treatment plants, heating plants, airports, (etc.
- **Consulting services**
 - Project preparation & implementation, site supervision (PMC), detailed design, knowledge products, policy/advisory, staff consultants
- **Nonconsulting services**
 - Surveys, training, translation, event management



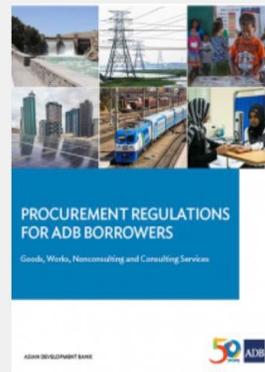
ADB Procurement Framework

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



Expected Impacts

- Improved **quality** and greater value-for-money
- **Reduced time** to deliver procurement outcomes
- **Higher quality suppliers** bidding for projects
- **Lowered costs** for each transaction
- **Strengthened capacity** of DMC procurement
- **Improved relationship** between borrowers and suppliers



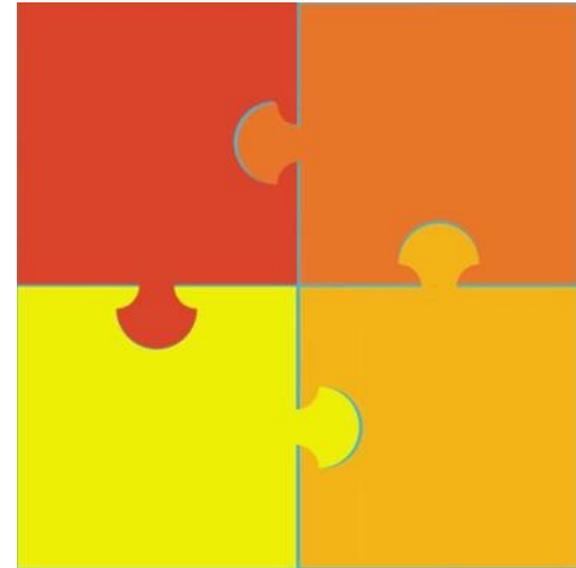
Procurement Principles with Expected Outcomes

Principle		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.

Implications of the Procurement Framework

Fit-for-Purpose

- Major shift from one-size-fits-all to a fit-for-purpose approach
- If standardized approach doesn't effectively and efficiently deliver on project outcome, a customized approach may be adopted, with contract-specific methods



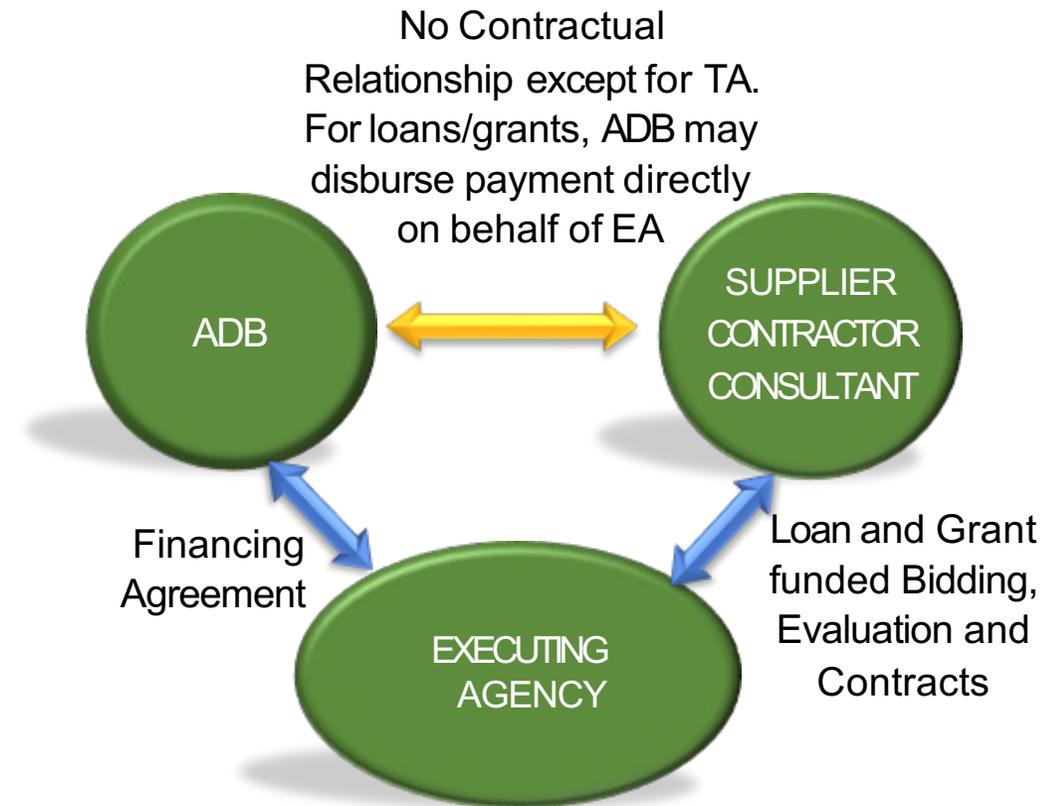
Fit-for-Purpose

Relationship, Roles and Responsibilities in Procurement

The **Borrower** (Executing Agency) is responsible for procurement of goods, works and services

ADB (under TAs) or **Borrower** select and recruit Consultants

ADB reviews the procurement activities of EAs to ensure that proceeds of its financing are used in accordance with the bank's rules



Procurement Methods – Goods & Works

OCB

- Open Competitive Bidding

LCB

- Limited Competitive Bidding

RFQ

- Request for Quotations

FA

- Framework Agreements

ERA

- Electronic Reverse Auction

BFA

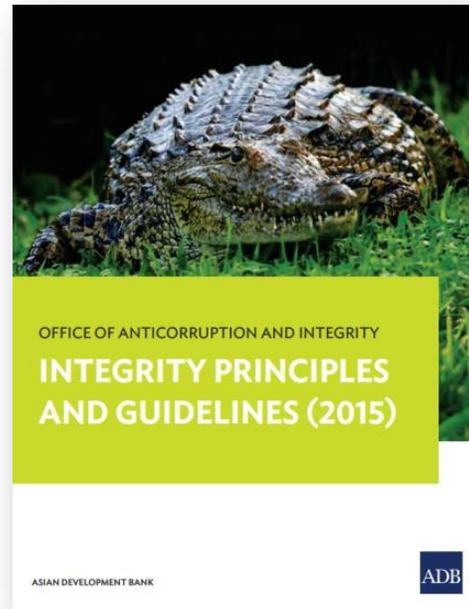
- Borrower's Force Account

DC

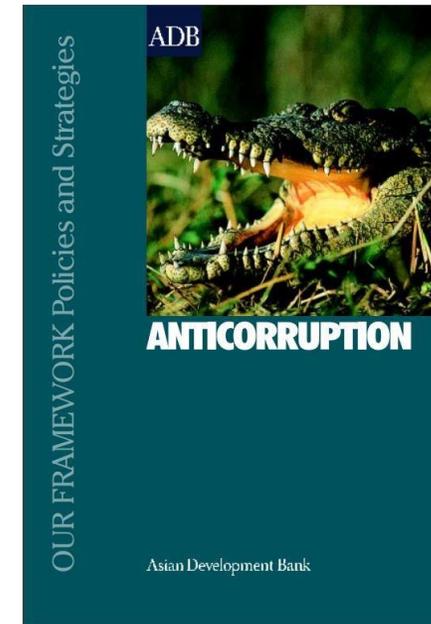
- Direct Contracting

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.

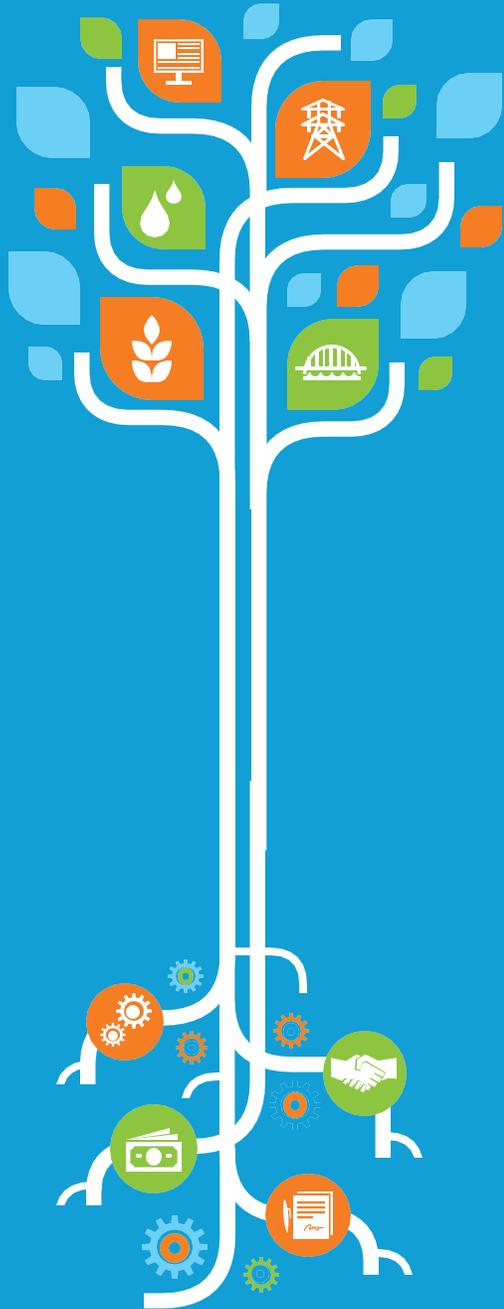


Highest Ethical Standards



Zero Tolerance

Bidding Strategies



Tips when considering ADB-financed assignments

- **Understand** the country, project, and client requirements
- Collect relevant business intelligence – **network!**
- Engage partnership with firms likely to be shortlisted
- Position yourself to your competitive advantage
- **Study the bidding documents** and understand the procurement method and evaluation criteria
- Focus on **performance and reputation** for successful work
- Express interest
- Prepare a responsive and **strong technical proposal**
- Seek clarifications in writing
- Be ready for possible bid **extensions** or amendments

ASK QUESTIONS

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:

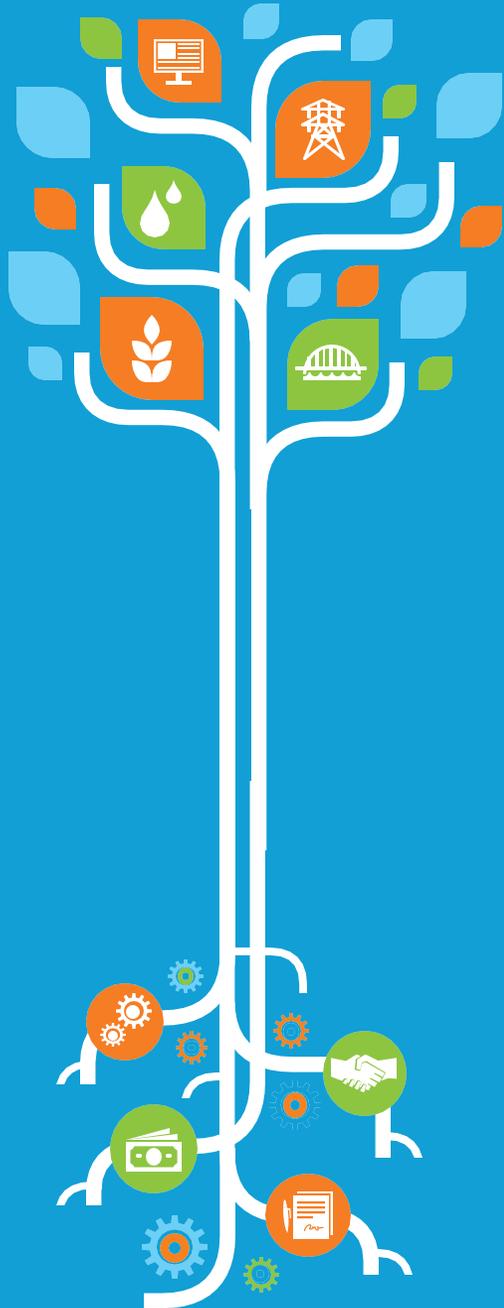
- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

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

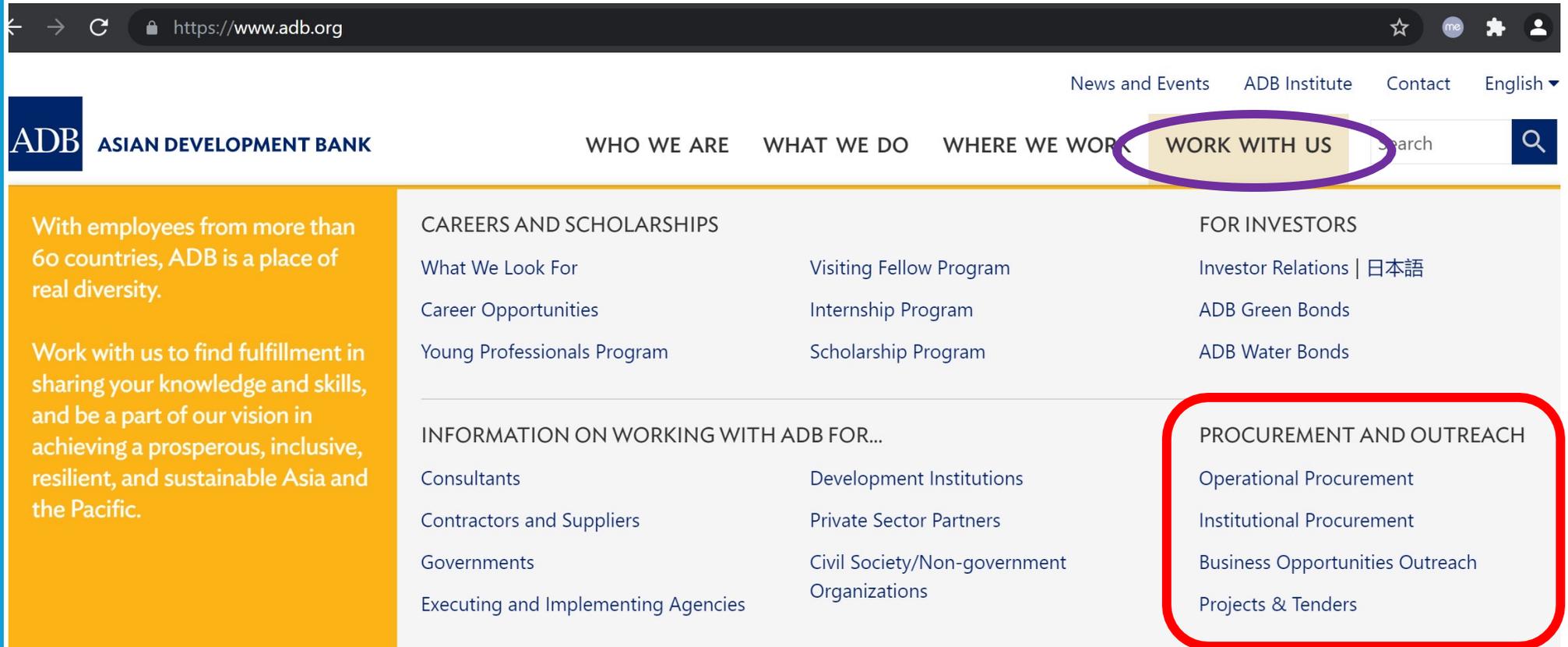


Finding Information

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

How to find Information on our Website



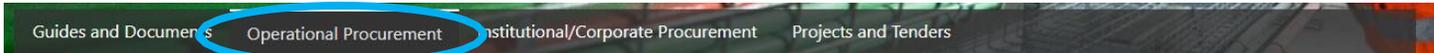
The screenshot shows the ADB website navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'PROCUREMENT AND OUTREACH' sub-menu is circled in red. The sub-menu items are: Operational Procurement, Institutional Procurement, Business Opportunities Outreach, and Projects & Tenders.

Business Center - www.adb.org/business

www.adb.org/business/operational-procurement



Operational Procurement



Work with Us > Business Center > Operational Procurement

Operations Procurement

The Procurement, Portfolio and Financial Management Department (PPFD) provides fiduciary oversight of procurement of goods, works, non-consulting and consulting services. PPFD supports ADB staff and borrowers on procurement planning and implementation, contract management, and related risk assessment and mitigation throughout the project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.



Goods, Works, and Non-Consulting Services →

ADB extends loans and provides technical assistance to its developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.

<https://www.adb.org/business/operational-procurement/goods-services>



Advance Action

If requested by the borrower, ADB is prepared, in urgent cases, to authorize procurement prior to loan approval. This is particularly when early contracting of goods or works would be crucial for timely completion of the project or when substantial financial benefits would accrue.

Cor
ADB
cont
and

In such cases, ADB will approve the draft prequalification or bidding documents before they are issued and ensure that requirements for public advertising and notification of bid invitation be followed.

ADB's approval of such advance procurement is with the explicit understanding that it does not commit ADB to approve the project and loan, and that future ADB financing depends on compliance with ADB's procedural requirements.

[All Advance Notices](#) [Archive](#)

Prequalified Contractors

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

[Current Prequalified Applicants](#) [Archive](#)

Contracts Awarded

Contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

[Current Awarded Contracts](#) [Archive](#)

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



Goods & Works – Specific Procurement Notice

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO

PROJECTS & TENDERS

Projects Documents **Tenders**

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

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

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.



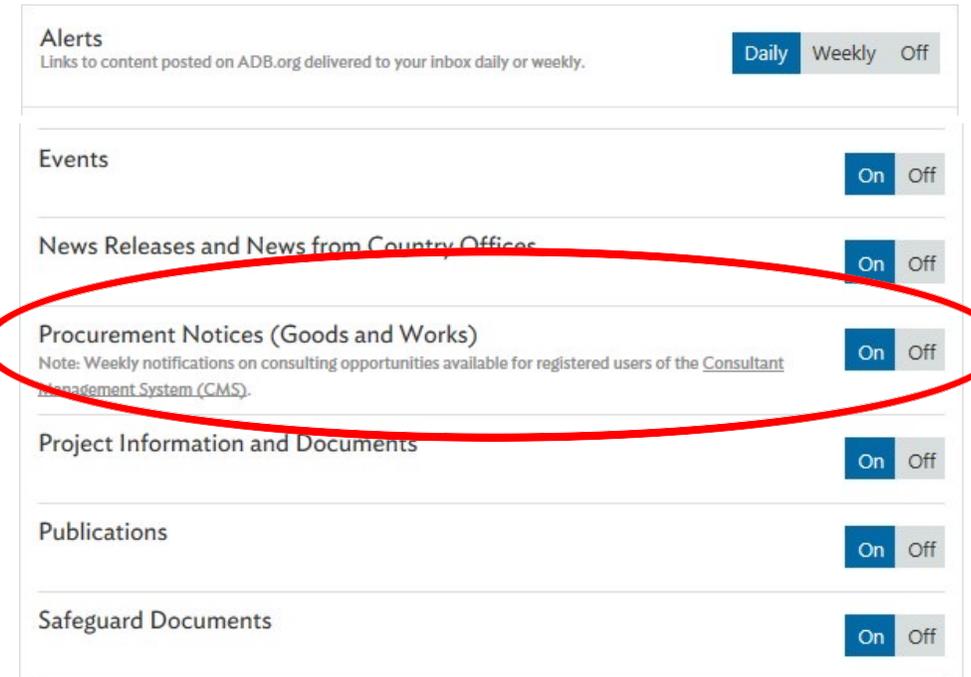
View Shortlisted Firms

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.

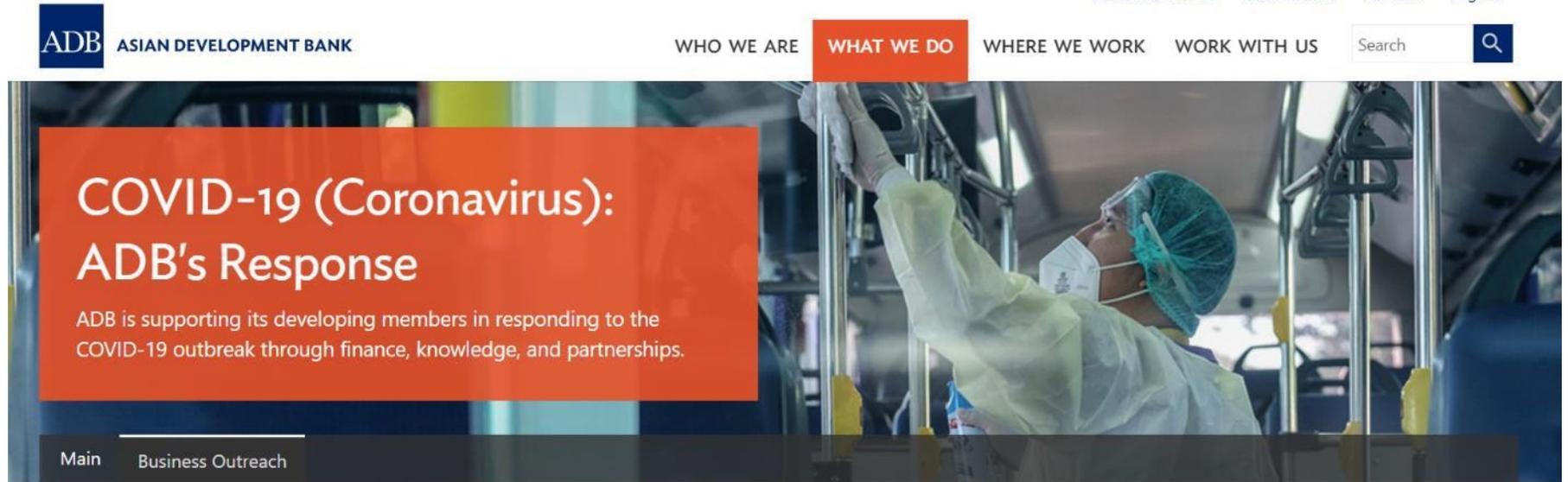


ADB's CMS System: <http://cms.adb.org>

Goods & Works Notices: <https://alerts.adb.org>



COVID-19 Opportunities



ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US

Search

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

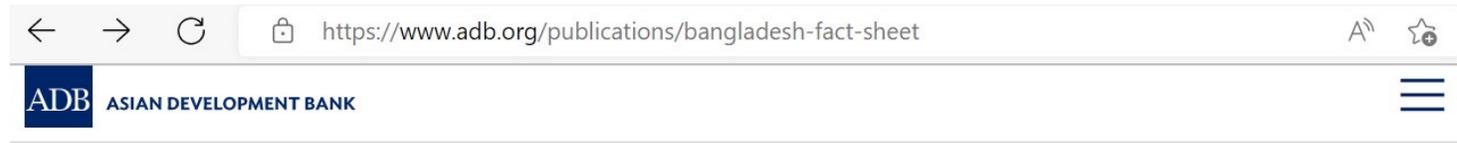
Recognizing the urgency of the global coronavirus pandemic, ADB announced a \$20 billion package to address the immediate needs of its DMCs as they respond to COVID-19.

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>

More information on Bangladesh



Home > What We Do > Publications > Asian Development Bank and Banglades...

Translate: Bangla

Asian Development Bank and Bangladesh: Fact Sheet

Publication | July 2022



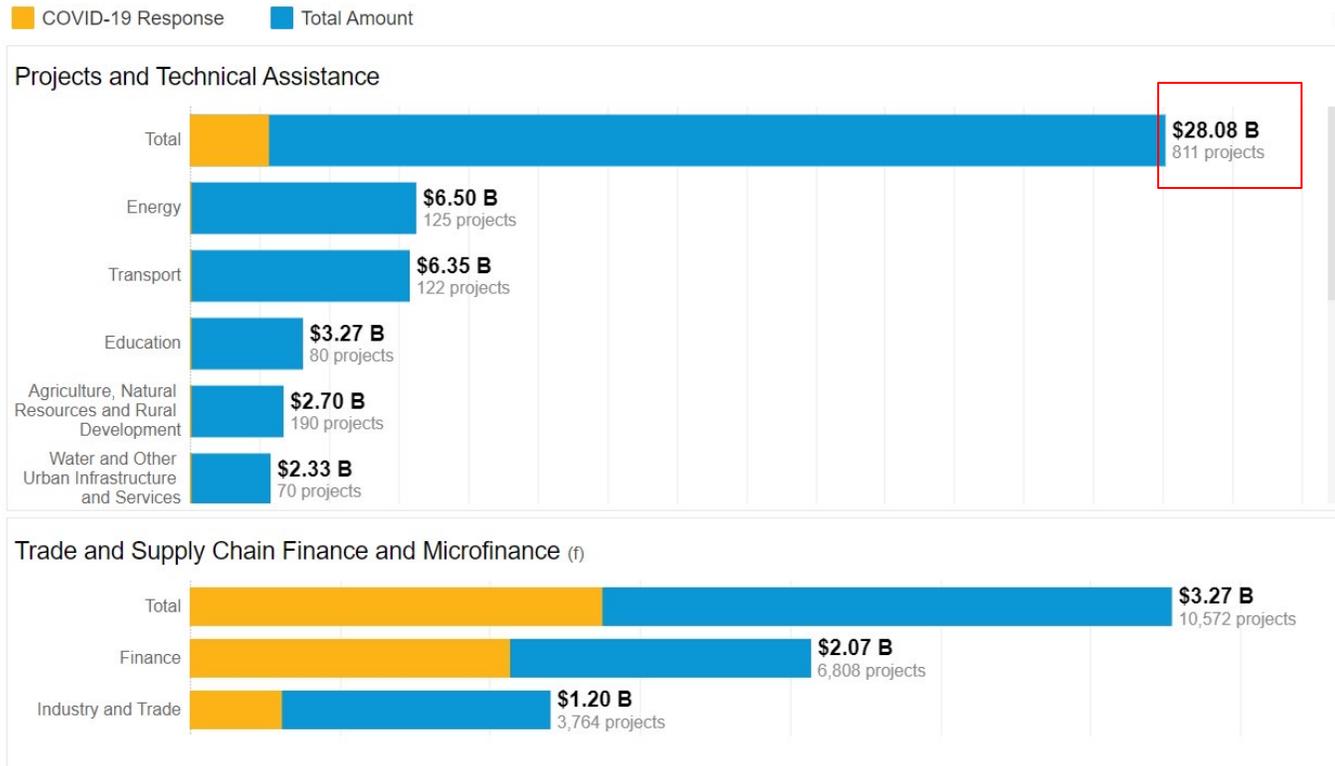
ADB is a key source of external assistance for Bangladesh, providing \$2 billion on average annually during 2016–2021.

 [Download \(Free: 383.86 KB\)](#)

The ADB Country Partnership Strategy 2021–2025 for Bangladesh supports the country in achieving its vision of promoting prosperity and fostering inclusiveness through three strategic objectives—boosting competitiveness, employment, and private sector development; promoting green growth and climate resilience; and strengthening human capital and social protection.

ADB Assistance and Projects in Bangladesh

Bangladesh: Cumulative Commitments (a,b,c,d,e)
as of April 2022



Hover to view footnotes or click to read the member Fact Sheet.

Source: Asian Development Bank. ADB and Bangladesh: Fact Sheet (April 2022)

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Download dataset



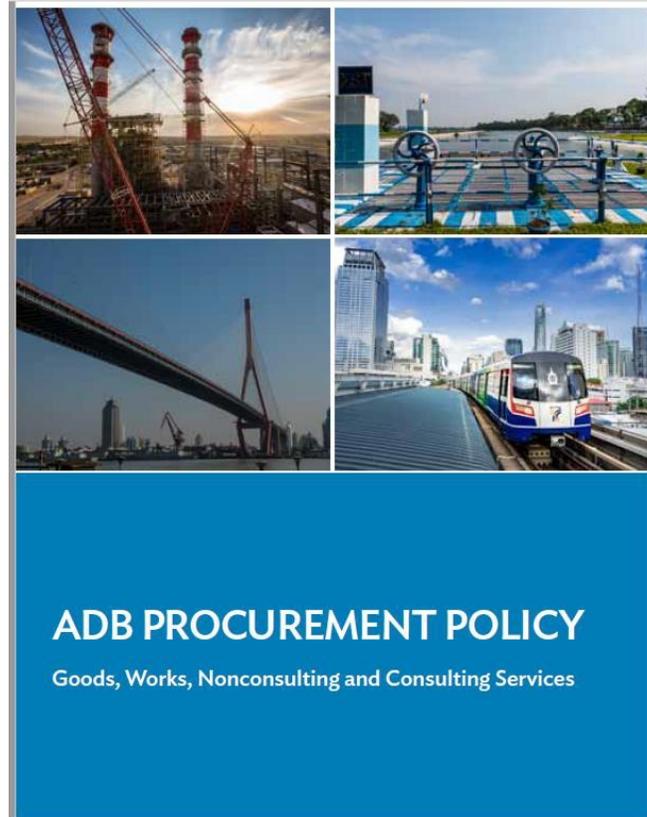
ADB Regulations for Borrowers

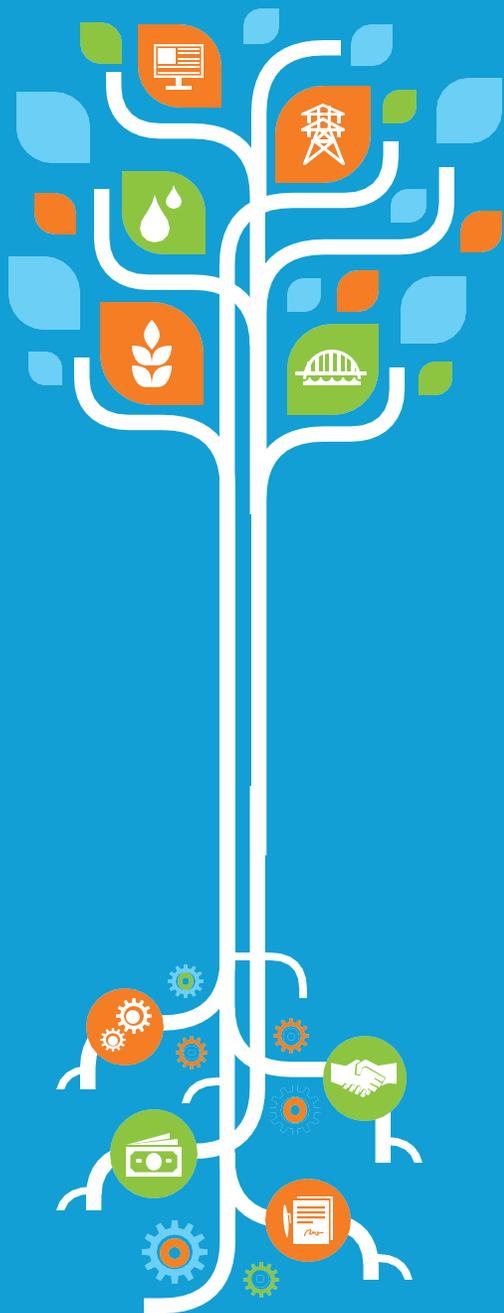


PROCUREMENT REGULATIONS FOR ADB BORROWERS

Goods, Works, Nonconsulting and Consulting Services

ADB Procurement Policy





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To join the community of ADB Consultants and Suppliers:

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