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ADB

**Norway**

# **VIRTUAL BUSINESS OPPORTUNITIES SEMINAR**

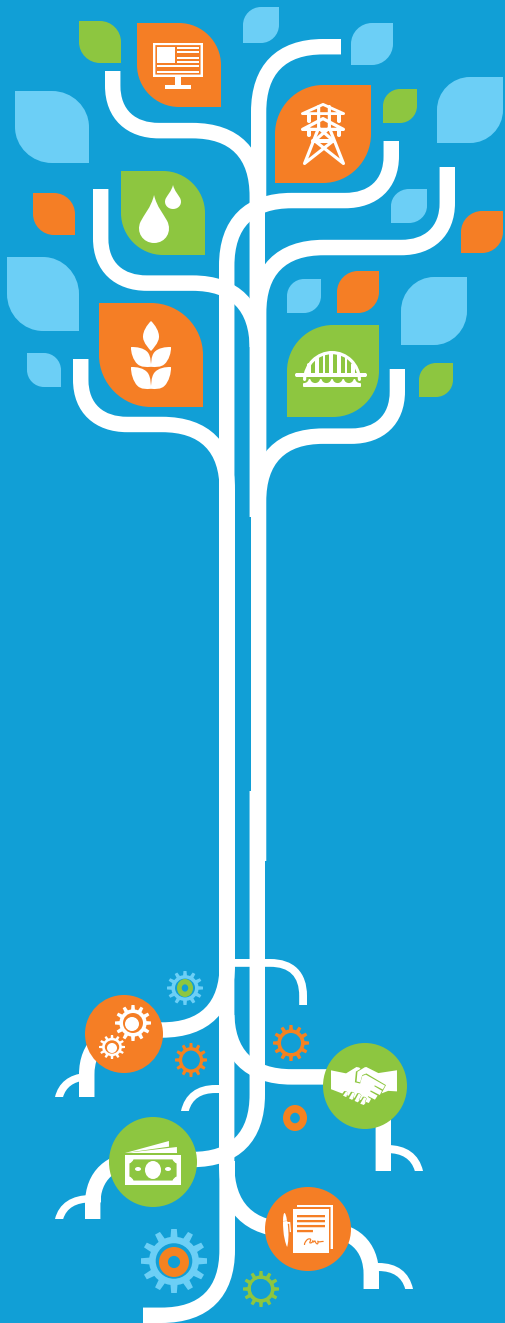
**2 September 2022**

**Doing Business with ADB and the ADB Procurement System  
And Update on Procurement Processes & Systems**

**Chandra Mohan Arora**  
Procurement Specialist

Procurement, Portfolio and Financial  
Management Department (PPFD/PFP2)

**BUSINESS**  
**OPPORTUNITIES**

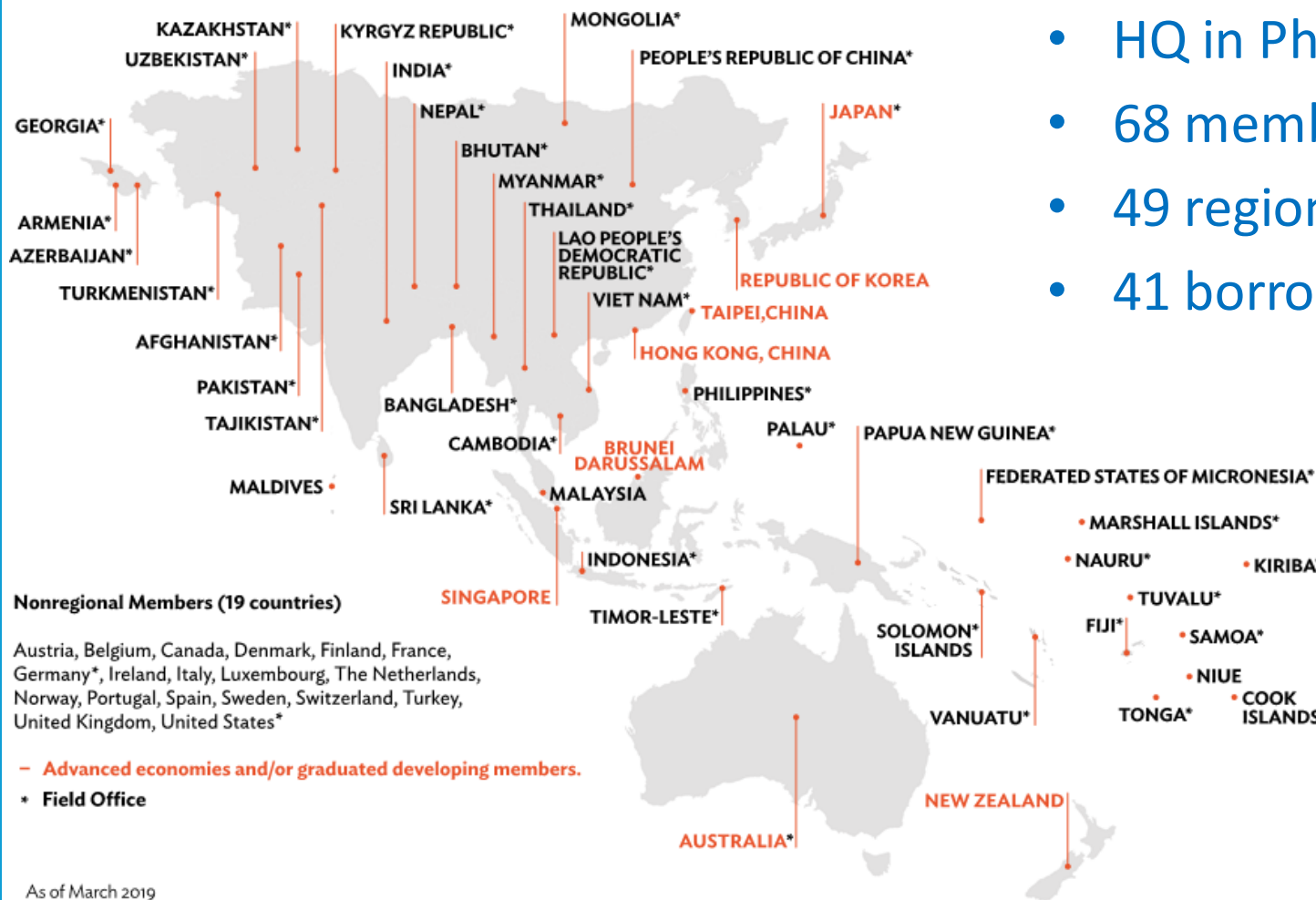


# Overview

1. Overview of ADB and its operations
2. Top Suppliers in ADB Projects
3. ADB Procurement Framework
4. ADB Procurement Procedures for Goods/Works/Services
5. Bidding Strategies
6. How to find info on business opportunities in ADB Projects

# A brief about ADB

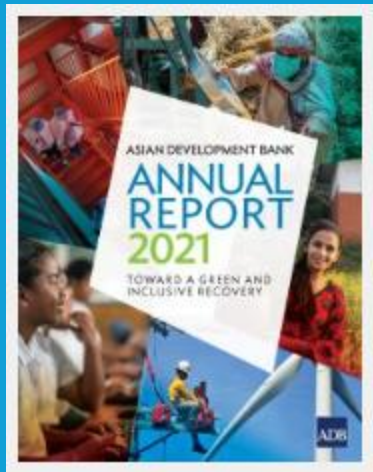
- Founded in 1966
- HQ in Philippines
- 68 members
- 49 regional & 19 non-regional;
- 41 borrowing members



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**  
**Biggest ADB Borrowers in 2019: India, China, Pakistan, Bangladesh, Indonesia**



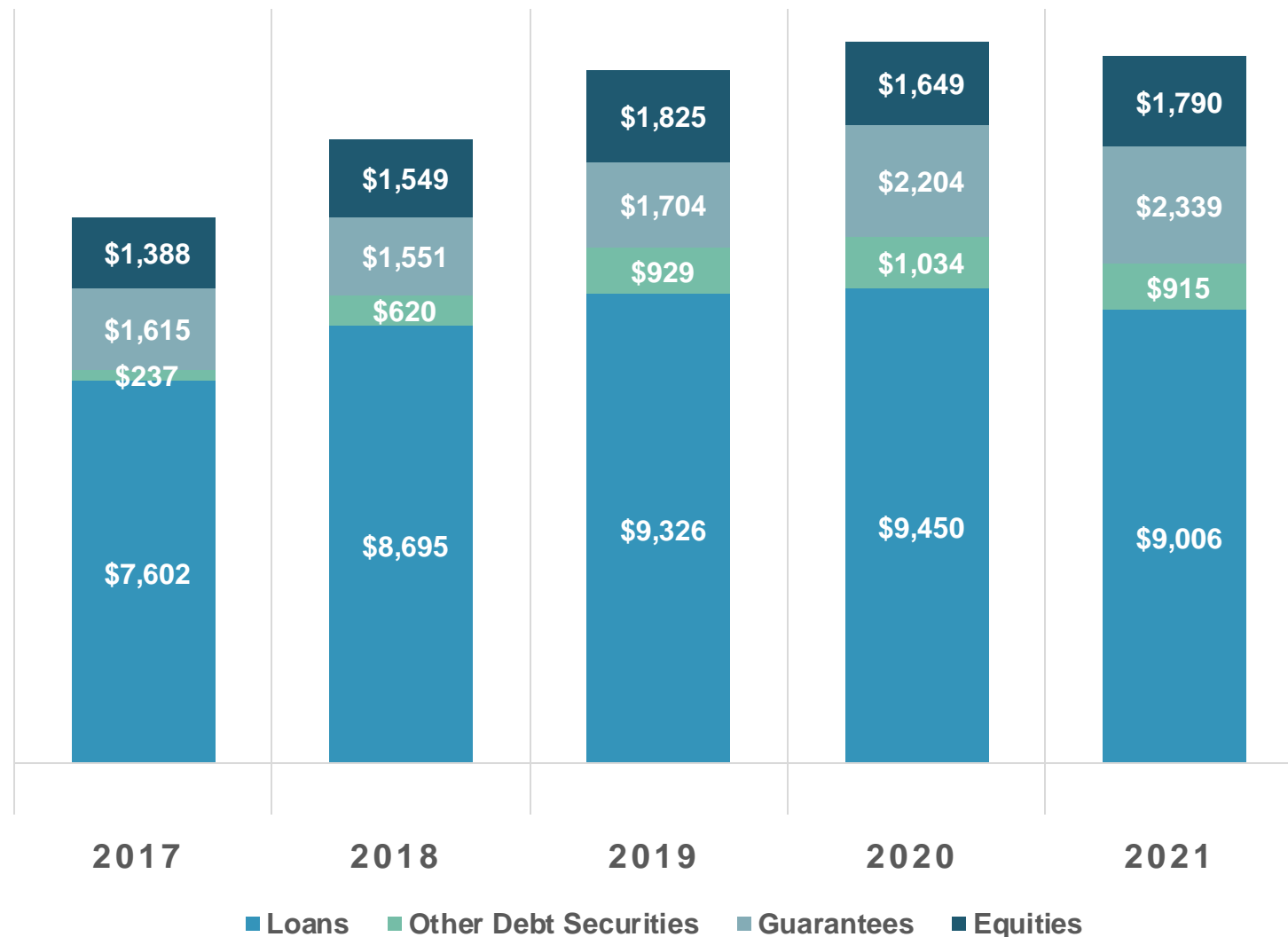
# ADB 2021 Sovereign Portfolio by Region (TOTAL US\$ 104 b)



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

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

# ADB 2021 Non-Sovereign Portfolio (US\$14 b)



# Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

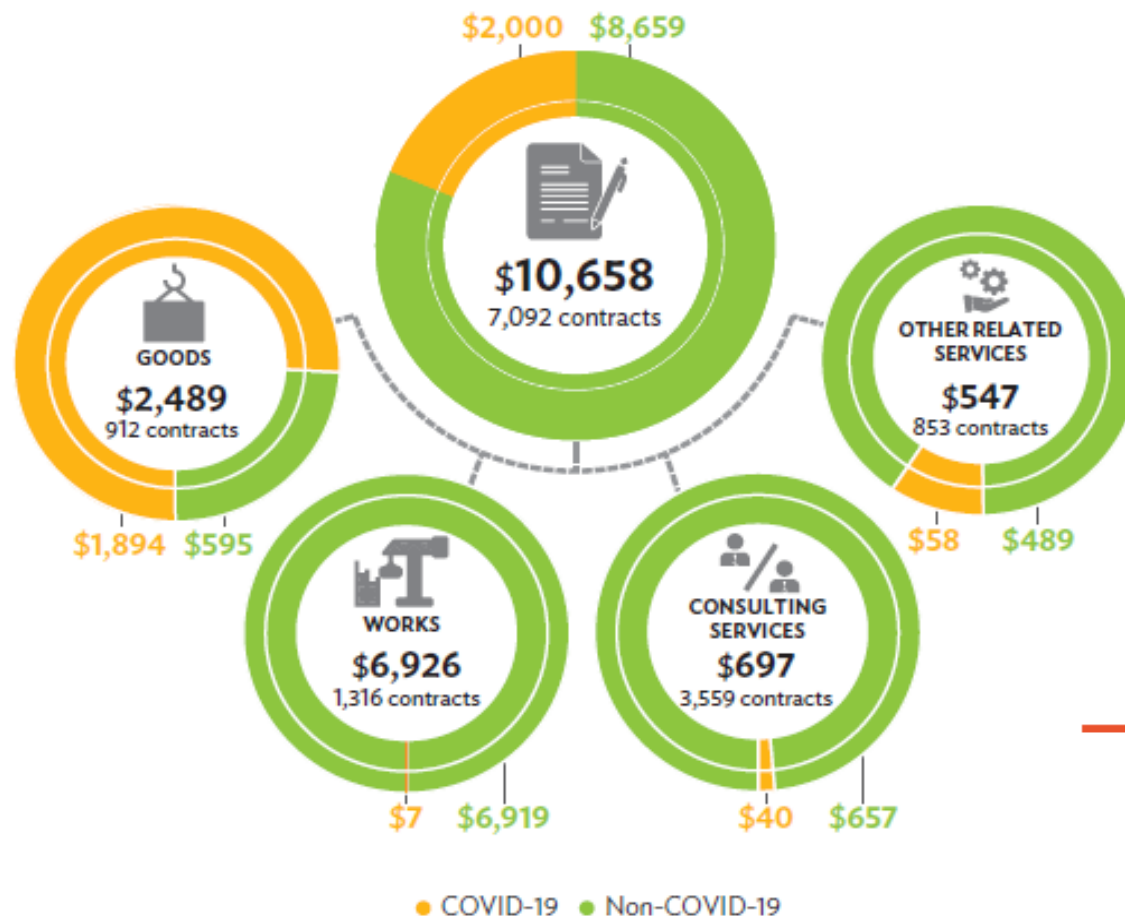
<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>

# ADB Business Opportunities



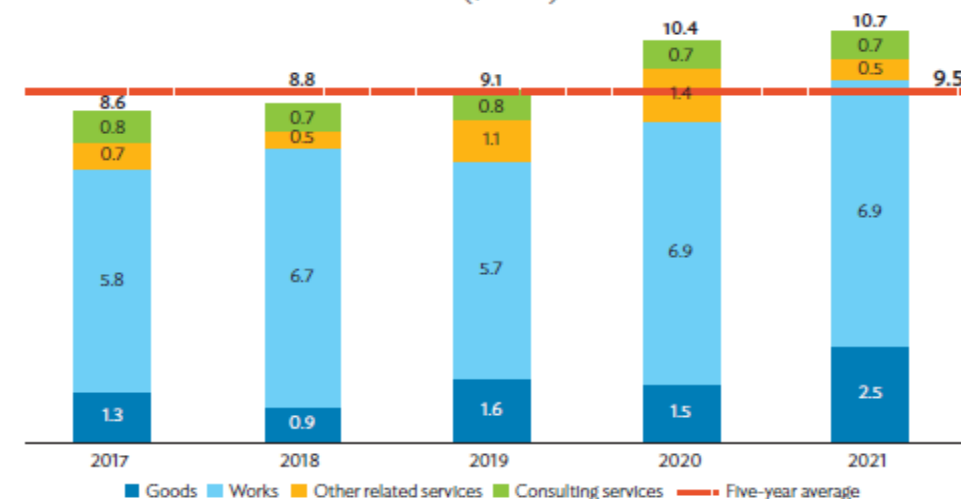
# Procurement Volume 2021

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)

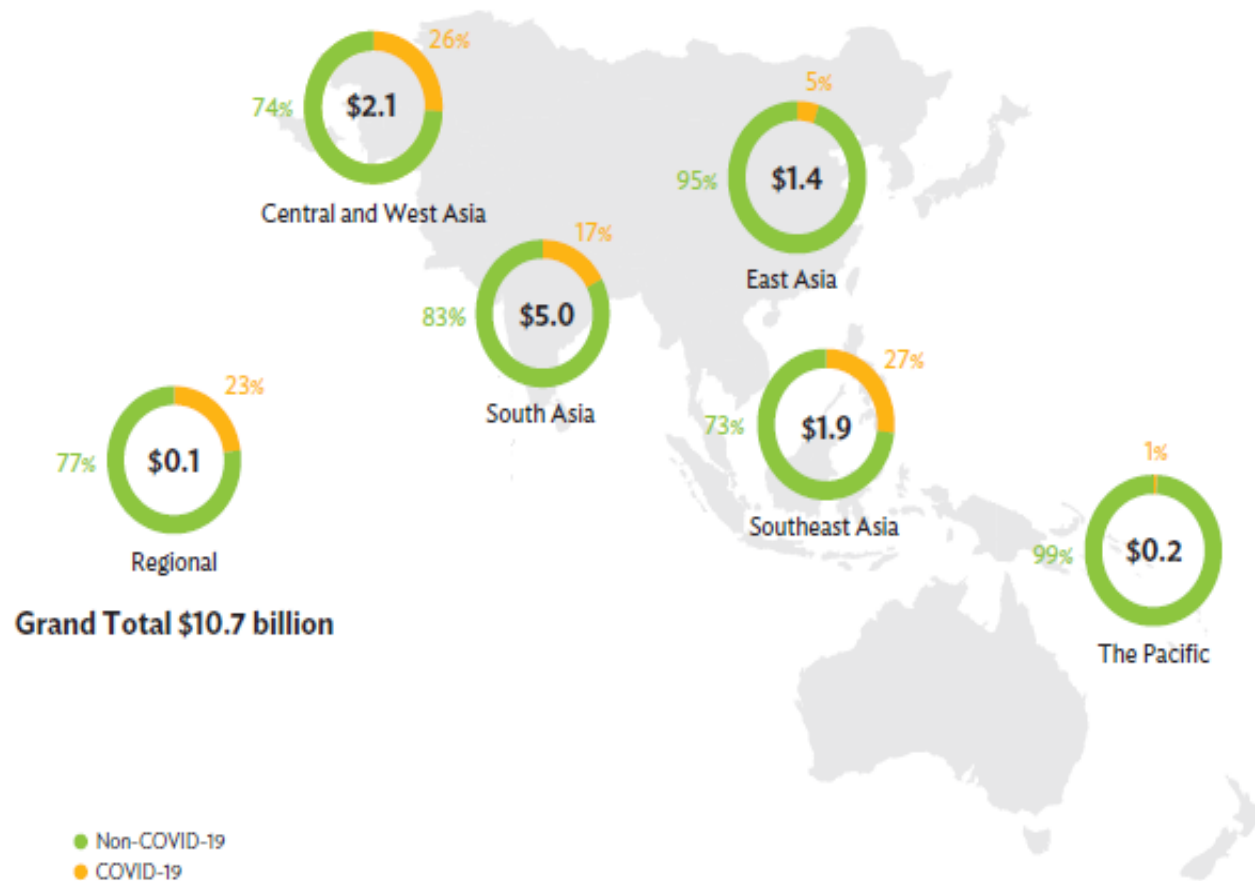
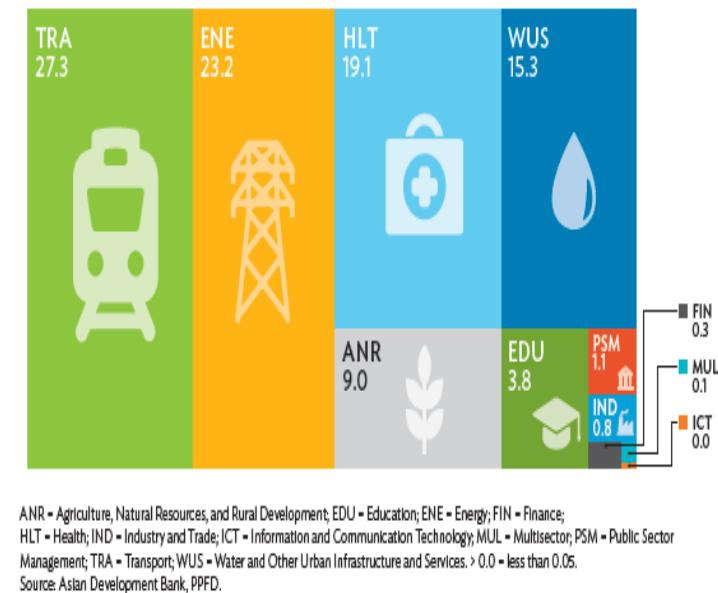


Figure 18: Procurement by Sector, 2021  
(% of total procurement)



# 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

# Top Suppliers/Contractors from Norway

## Top 5 Contractors/Suppliers from Norway 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)
Vissim AS Ltd.	TRA	7.70
Total		7.70

TRA = transport.

<https://www.adb.org/sites/default/files/publication/27785/nor-2021.pdf>

# Top Consultants from Norway

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

Consultant	Sector	Contract Amount (\$ million)
Multiconsult ASA	ENE	1.76
Norway Registers Development AS	FIN	1.64
Norconsult AS	WUS	0.58
Norwegian Refugee Council / Internal Displacement Monitoring Centre	PSM	0.54
Individual Consultants		0.90
<b>Total</b>		<b>5.42</b>

ENE = energy, FIN = finance, PSM = public sector management, WUS = water and other urban infrastructure and services.

<https://www.adb.org/sites/default/files/publication/27785/nor-2021.pdf>

# Why pursue ADB-Financed Contracts?



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



Availability of funds is assured



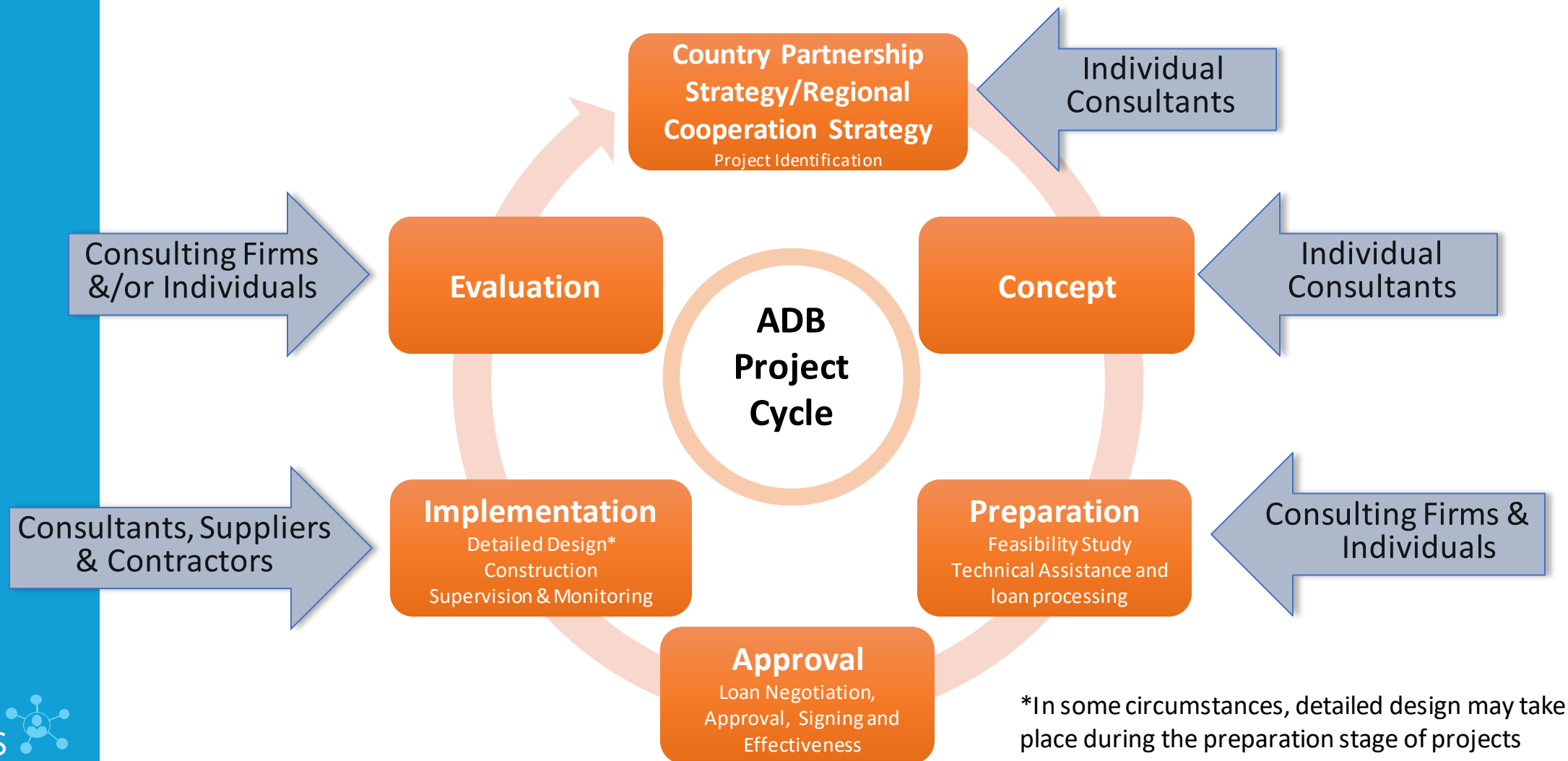
Internationally accepted procurement procedures



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



# When are contractors/consultants engaged?



# TYPES OF BUSINESS OPPORTUNITIES IN ADB PROJECTS

- **Supply of goods**

- Machinery, equipment, computers, furniture

- **Civil works**

- Roads, railways, bridges, irrigation canals, schools, power plants, pump stations, water treatment plants, heating plants, airports, etc.

- **Consulting services**

- Site supervision (PMC), Project preparation & implementation, knowledge products, staff consultants

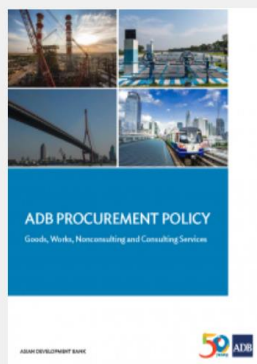
- **Non-consulting services**

- Surveys, training, translation, event management

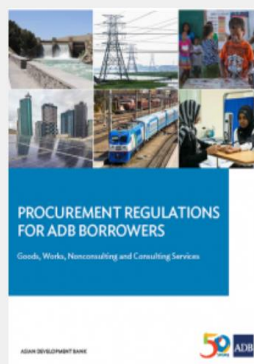
# ADB's Procurement Frameworks

For projects with concept papers approved **on or after 1 July 2017**

ADB's new procurement framework comprises a Procurement Policy and Procurement Regulations for ADB Borrowers. It modernizes project procurement processes through a principles-based approach, to meet the diverse needs of clients as ADB scales up its operations in line with Strategy 2030.



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

For projects with concept papers approved **before 1 July 2017**

ADB's Procurement Guidelines and Guidelines on the Use of Consultants defined the policies and procedures for selecting, contracting, and monitoring suppliers of goods, works, and services for ADB-financed projects.









Procurement Guidelines



Guidelines on the Use of Consultants

# ADB's Procurement Principles

Principles		Outcomes
	<b>Fairness</b>	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	<b>Economy</b>	Using price, quality, and any nonprice attributes to deliver viable projects.
	<b>Efficiency</b>	Ensures procurement processes are proportional to value and risks.
	<b>Transparency</b>	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	<b>Quality</b>	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	<b>Value for Money</b>	Obtain optimal benefits through effective, efficient, and economic use of resources.

# How we procure

## Roles and Responsibilities

- The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services
- ADB also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open competitive bidding is the preferred option
- Technical and financial bid elements



# ADB Procurement System

## ADB Procurement Documents

Prequalification

Goods

Works (Large and Small Contracts)

Plant: Design, Supply, Install

Information Technology Products and Services (**New**)

Design-Build-Operate (**New**)

Request for Quotations (Goods and Works)

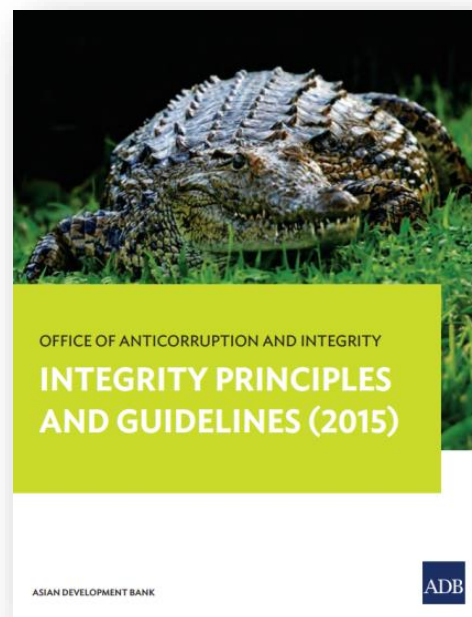
Consulting Services

Non-consulting Services (**New**)

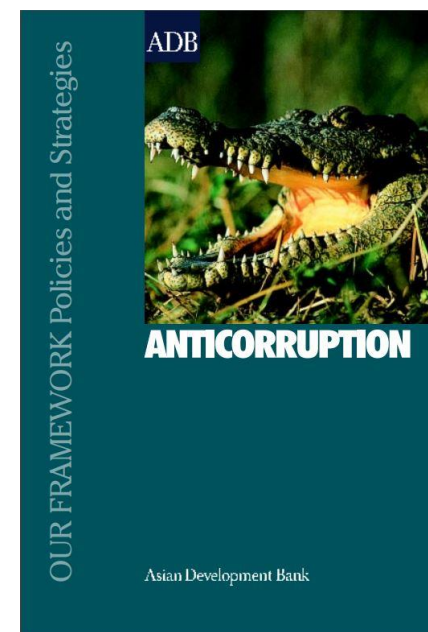


# ADB's Anticorruption Policy & Guidelines

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





# Consulting Services



# Types of Consultants



Consulting Firms



Individual Consultants

Technical Assistance, Loans and Grants



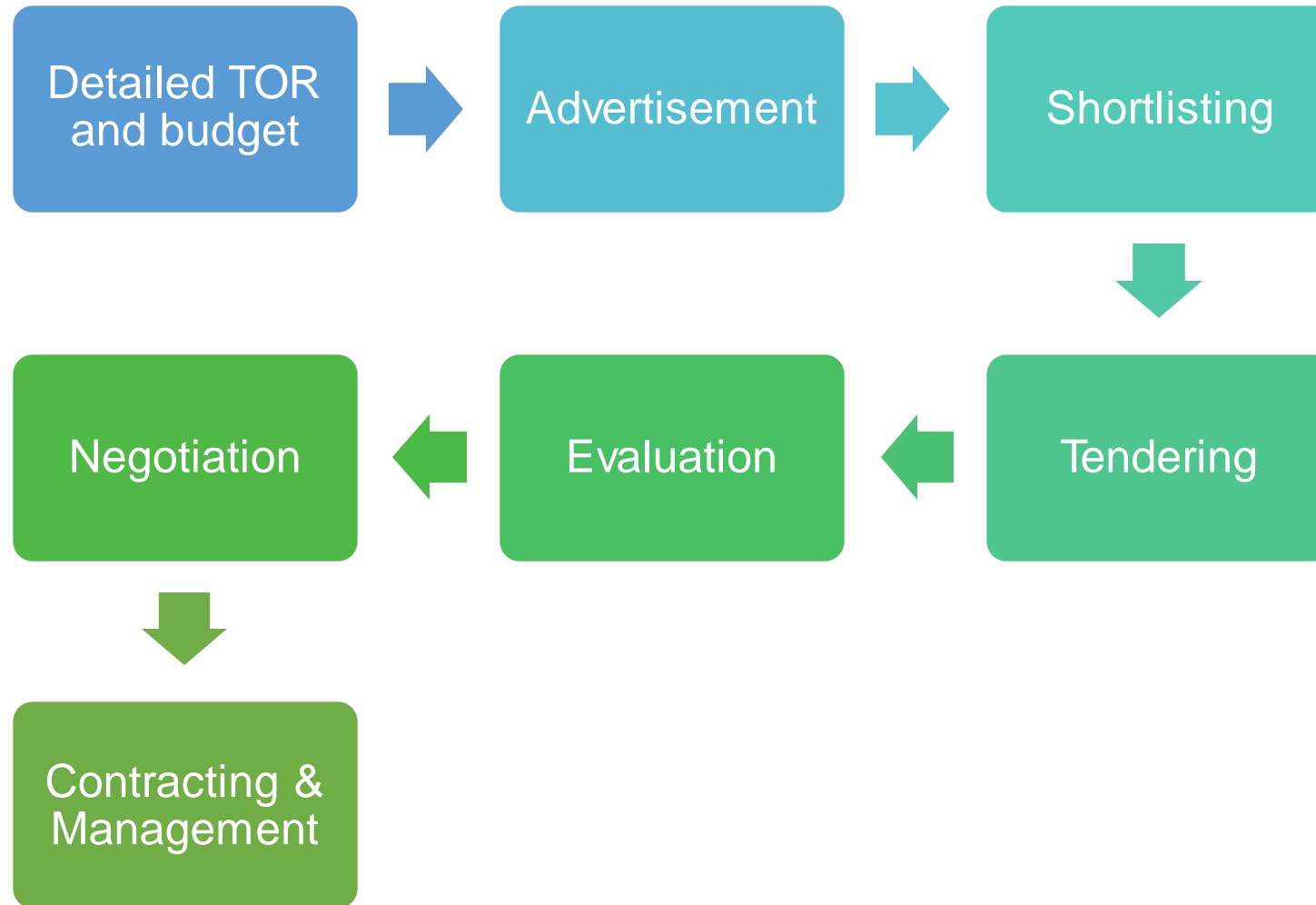
Staff Consultants

ADB staffing budget

## Recruitment may be national or international

- Internationals may be for any ADB member country (global if eligibility restriction waived)
- A firm is national if legally incorporated in the DMC
- An individual is national if a citizen of the DMC

# Consultant Recruitment Process for Firms



# Procurement Methods to Recruit Firms

QCBS

- Quality & Cost Based Selection

QBS

- Quality Based Selection

CQS

- Consultants Qualifications Selection

FBS

- Fixed Budget Selection

LCS

- Least Cost Selection

DC

- Direct Contracting

# Salient Points on Firm Recruitment Process

- All opportunities advertised on CMS, shortlist published
- A Full, Simplified or Bio-data proposal may be requested
- Use of Standard Request for Proposal, Focus on quality in evaluation
- ToR: Input (conformance) or Output (performance) based
- Contracts: Time-Based or Lump Sum (can be hybrid)
- Online CMS used for ADB TA Services; EA systems used for loans/grants
- Others: Member Country eligibility / debriefing / ADB review

# General Points to approach ADB Consulting Contracts

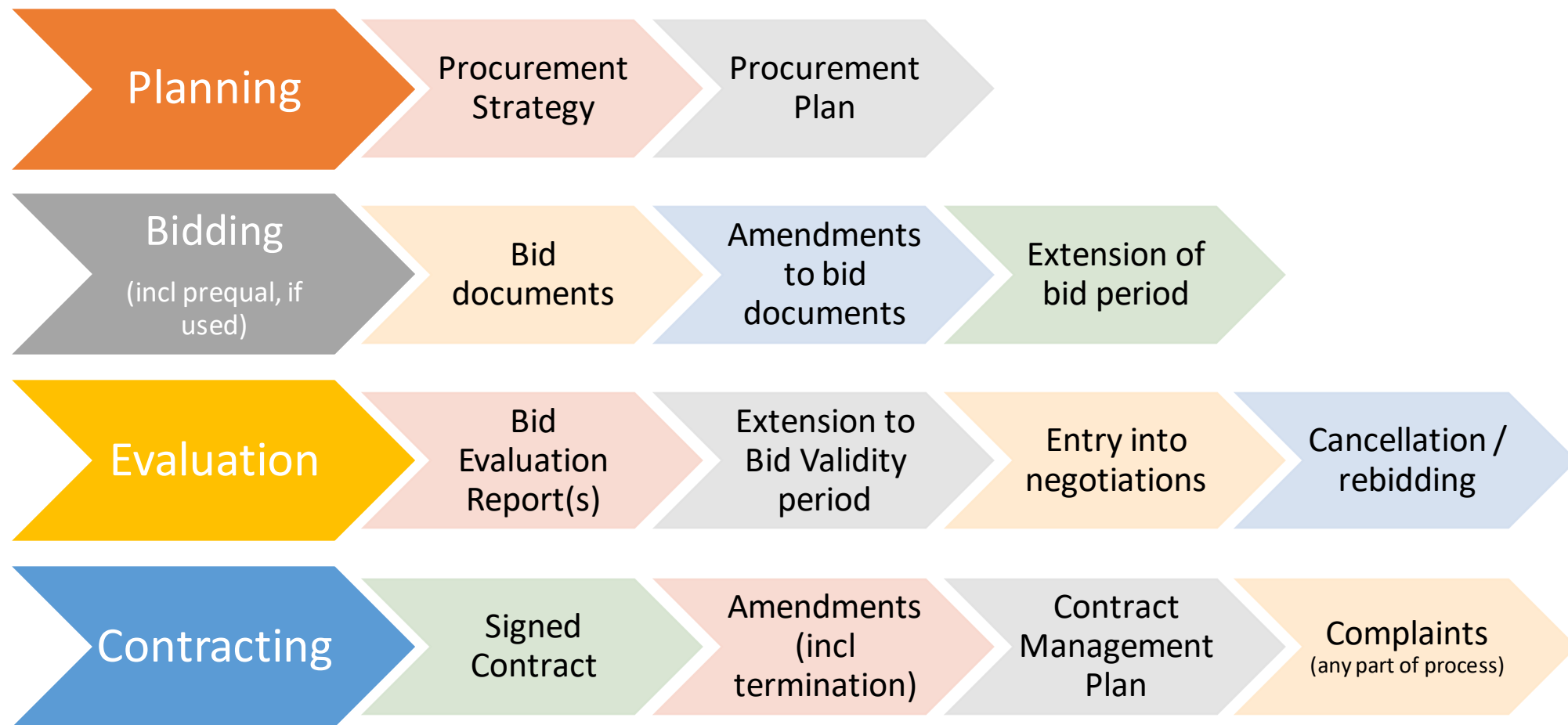
- Identify suitable entry points and look to build expertise.
- Consider individual consulting opportunities
- Know your client and their expectations
- Understand context and background to project
- Leverage experience with similar institutions
- Identify JV partners/associates who may add value
- Understand costs of doing business (e.g. taxes)
- Consider if external specialists will strengthen your team
- **ASK QUESTIONS IN CASE OF ANY DOUBT**





# Goods & Works

# Procurement Process & ADB Oversight





# ADB Procurement Methods – Goods & Works

## ADB Procurement Methods

- Open Competitive Bidding
- Limited Competitive Bidding
- Request for Quotations
- Framework Agreement (consulting) **New**
- Electronic Reverse Auction **New**
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement in Fragile Conflict-Affected and Emergency Situations **New**
- Procurement Agents
- Support to Government for Public-Private Partnerships
- Procurement of High-Level Technology **New**
- Community Participation in Procurement
- Procurement under Loans Guaranteed by ADB
- Procurement in Loans to Financial Intermediaries





# Salient Points in Goods & Works Procurement

- Use of user guides and standard bidding documents – ability to adapt to market
- International and national advertisement depending on complexity and market
- Various Procedural Options for Bidding Process (1S1E, 1S2E, 2S, 2S2E)
- Evaluation can be pass/fail, merit point-based scoring system, hybrid
- ADB Review System – Prior and Post Review (sampling)
- Others: Advance Contracting; Abnormally Low Bids; Debriefing & Complaints

# Common Mistakes

- Bids not signed or Bids signed by a person who is not authorized signatory
- Bid validity lower than the required period specified in the bid documents
- No Bid Security or Bid Securing Declaration (if required)
- Failure to submit the signed Letter of Bid
- Insufficient Amount of Bid Security, Incorrect Validity Period
- Lack of Supporting Documents in Bid Submissions (e.g. JV Agreements, Audited Financial Statements, Past Performance Certificates), though minor omissions to the documents required by the Bidding Documents may be clarified
- Incomplete Bids / Partial Bids
- Absence of test reports if required as per bidding documents
- Conflicts of interest not disclosed
- Inclusion of financial proposals with technical proposals where bid conditions require them to be separated

# Debriefing and Complaints

## Debriefing:

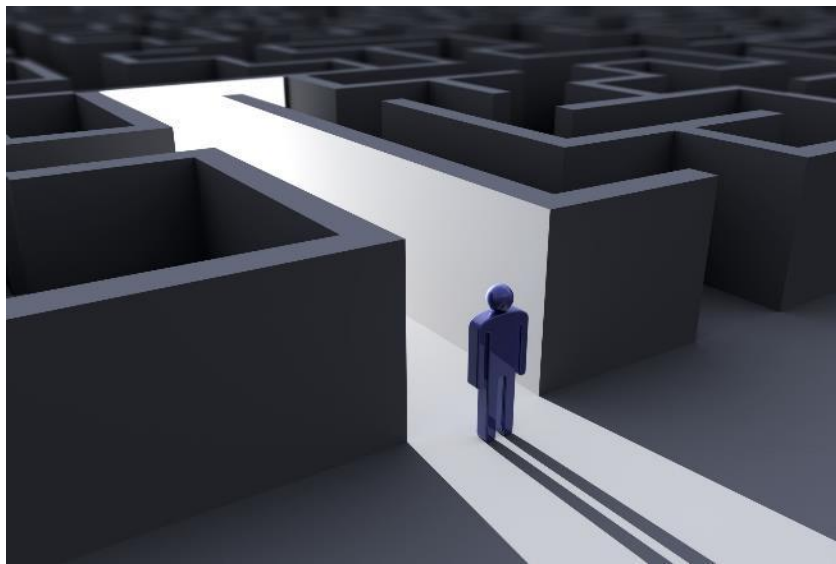
- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

## 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>

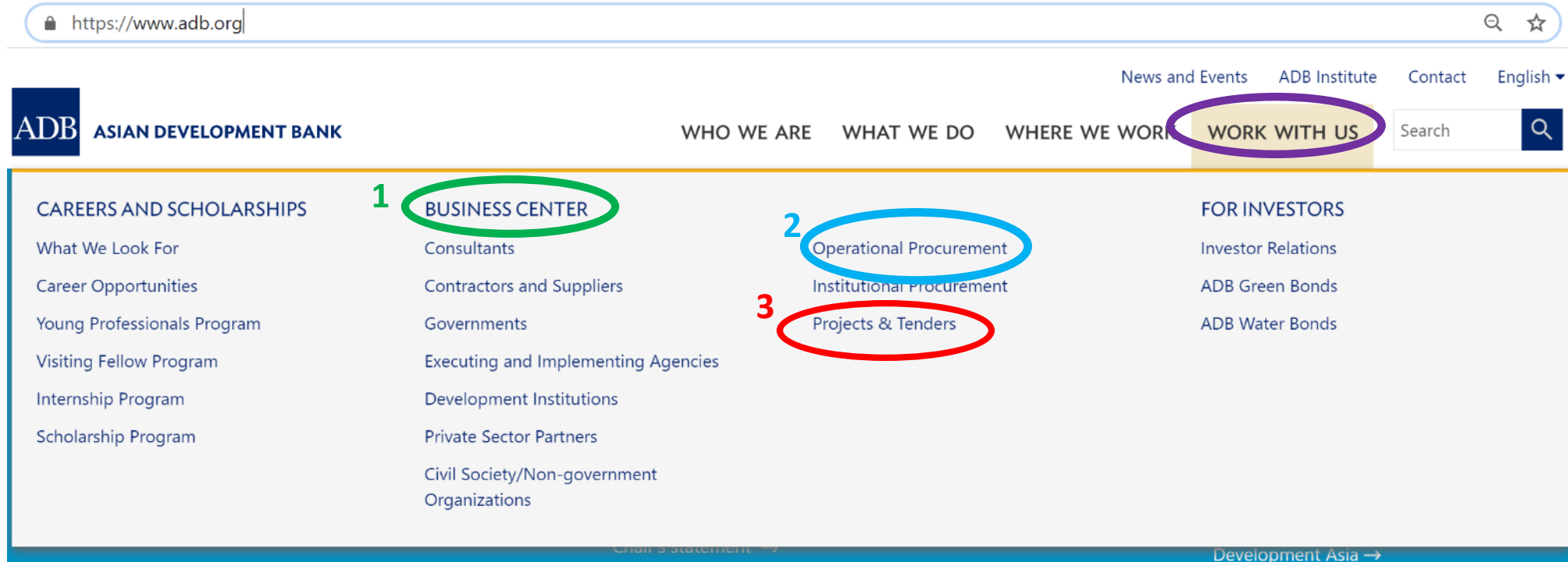
## How to report fraud:

- [www.adb.org/site/integrity/how-to-report-fraud](http://www.adb.org/site/integrity/how-to-report-fraud)



# Finding Info and Opportunities

# How to find Information on our Website

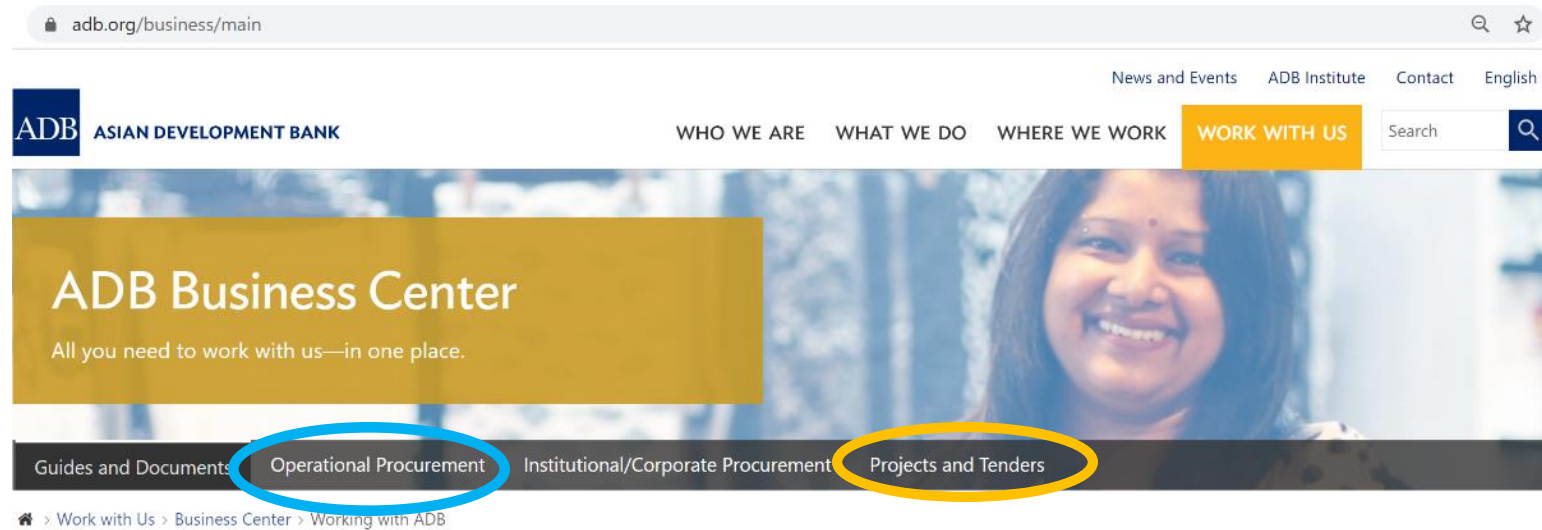


The screenshot shows the ADB website homepage. The URL bar at the top displays <https://www.adb.org>. The navigation bar includes links for News and Events, ADB Institute, Contact, and English. The main navigation menu features WHO WE ARE, WHAT WE DO, WHERE WE WORK, and WORK WITH US. The WORK WITH US menu is highlighted with a purple oval. Below this menu, three categories are listed: CAREERS AND SCHOLARSHIPS, BUSINESS CENTER, and FOR INVESTORS. The BUSINESS CENTER category is highlighted with a green oval and labeled with a green '1'. It includes links for Consultants, Contractors and Suppliers, Governments, Executing and Implementing Agencies, Development Institutions, Private Sector Partners, Civil Society/Non-government Organizations, and a link to the Chair's Statement. The FOR INVESTORS category is highlighted with a blue oval and labeled with a blue '2'. It includes links for Investor Relations, ADB Green Bonds, and ADB Water Bonds. The CAREERS AND SCHOLARSHIPS category is highlighted with a red oval and labeled with a red '3'. It includes links for What We Look For, Career Opportunities, Young Professionals Program, Visiting Fellow Program, Internship Program, and Scholarship Program. The Development Asia link is highlighted with a red oval and labeled with a red '3'.

[www.adb.org/business](https://www.adb.org/business)

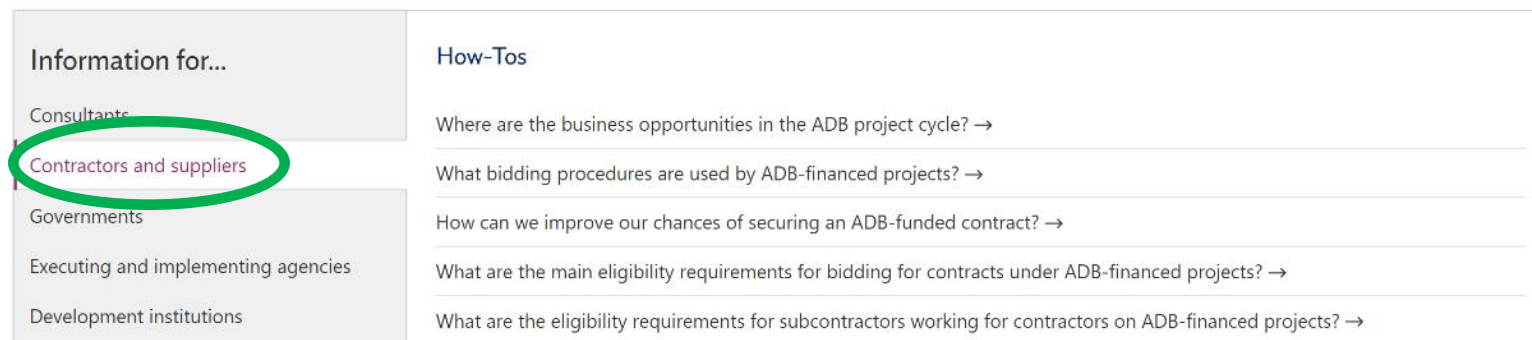


# 1. ADB Business Center – [www.adb.org/business](http://www.adb.org/business)



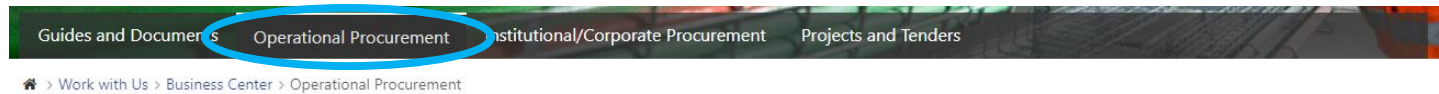
- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

## Working with ADB



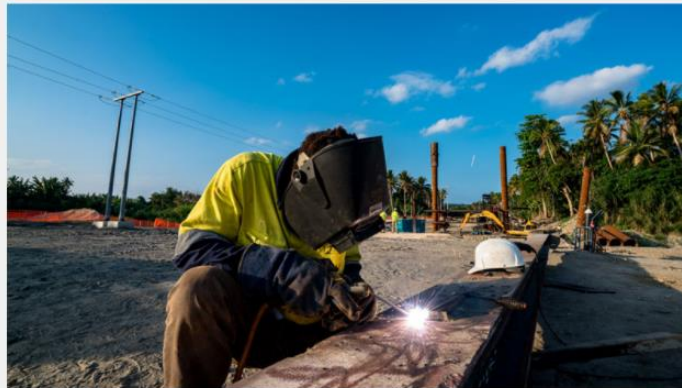


## 2. Operational Procurement



### 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  
conti  
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

# 3. Projects & Tenders

## PROJECTS &amp; TENDERS

**Projects**

## Documents

## Tenders

## Refine by

**COUNTRY**

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

**SECTOR**

- ☐ Agriculture, natural resources ...
- ☐ Education
- ☐ Energy
- ☐ Finance
- ☐ Health
- ☐ Health and social protection
- ☐ Industry and trade

Project data sheets for loans, grants, TAs

Search 

Results 1-20 of 10694

[RSS](#)[Sort by](#) 

## Challenges and Opportunities of Population Aging in Asia: Improving Data and Analysis for Healthy and Productive Aging

54116-001; Regional, Bangladesh, Indonesia, Malaysia, Sri Lanka, Thailand, Viet Nam; Health

Status:

Active

Approval Date:

02 Sep 2020

## Central Asia Regional Economic Cooperation Corridor 2 Karakalpakstan Road (A380 Kungrad to Daut-Ata Section) Project

48414-006; Uzbekistan; Transport

Status:

Approved

Approval Date:

01 Sep 2020

## Preparing the Green Investments Finance Project

52312-003; Kazakhstan; Finance

Status:

Active

Approval Date:

27 Aug 2020

## Delhi-Meerut Regional Rapid Transit System Investment Project - Tranche 1

51073-003; India; Transport

Status:

Approved

Approval Date:

26 Aug 2020

- Projects
- Documents
- Tenders

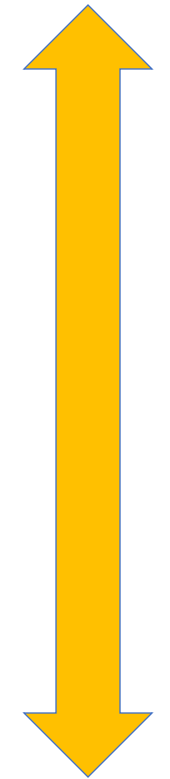
Multiple Search tools  
available to refine  
search



# Identifying Opportunities

- Country Partnership Strategy (CPS) / Country Operations Business Plan (COBP)
- Project Procurement Plans
- Advance Notices
- Specific Notices
- ADB and CMS Websites as a source of Information

Up Stream



Immediate opportunities

# CPS and COBP



ASIAN DEVELOPMENT BANK

WHO WE ARE

WHAT WE DO

WHERE WE WORK

WORK WITH US

Search



country  
planning  
documents

## Where We Work

Learn about ADB activities in member countries and regional offices.  
Get information on country economic data and analysis, development assistance, and regional initiatives.

Main

Country Planning Documents

[Home](#) > [Where We Work](#) > [Country Planning Documents](#)

## Country Planning Documents

[All Country Planning Documents →](#)

### Strategic and Operations Business Plans

#### Country Partnership Strategies (CPS) →

ADB's primary platform for designing operations to deliver development results at the country level.

#### Country Operations Business Plans →

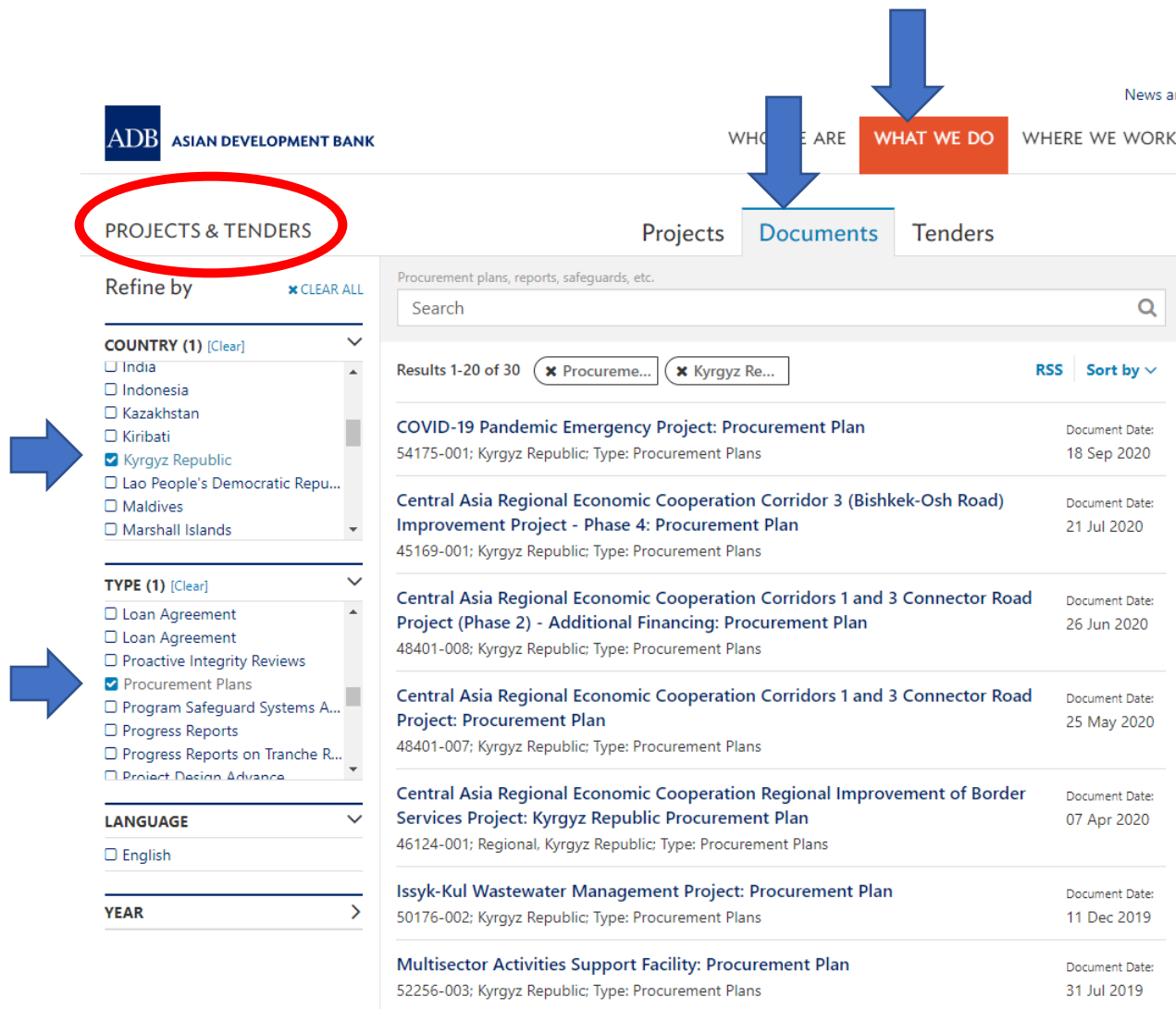
ADB works with each developing member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

#### Regional Cooperation Strategy and Programs (RCS) →

Strategies that outline how an ADB-defined region or subregion in Asia and the Pacific can work together to foster economic growth and cooperation.

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

# The Procurement Plan



ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK

PROJECTS & TENDERS

Projects Documents Tenders

Procurement plans, reports, safeguards, etc.

Search

Results 1-20 of 30

Document Title	Document ID	Document Date
COVID-19 Pandemic Emergency Project: Procurement Plan	54175-001; Kyrgyz Republic; Type: Procurement Plans	18 Sep 2020
Central Asia Regional Economic Cooperation Corridor 3 (Bishkek-Osh Road) Improvement Project - Phase 4: Procurement Plan	45169-001; Kyrgyz Republic; Type: Procurement Plans	21 Jul 2020
Central Asia Regional Economic Cooperation Corridors 1 and 3 Connector Road Project (Phase 2) - Additional Financing: Procurement Plan	48401-008; Kyrgyz Republic; Type: Procurement Plans	26 Jun 2020
Central Asia Regional Economic Cooperation Corridors 1 and 3 Connector Road Project: Procurement Plan	48401-007; Kyrgyz Republic; Type: Procurement Plans	25 May 2020
Central Asia Regional Economic Cooperation Regional Improvement of Border Services Project: Kyrgyz Republic Procurement Plan	46124-001; Regional, Kyrgyz Republic; Type: Procurement Plans	07 Apr 2020
Issyk-Kul Wastewater Management Project: Procurement Plan	50176-002; Kyrgyz Republic; Type: Procurement Plans	11 Dec 2019
Multisector Activities Support Facility: Procurement Plan	52256-003; Kyrgyz Republic; Type: Procurement Plans	31 Jul 2019

- Lists all foreseen procurement on a project.
- Published once the project is approved
- Updated periodically
- Goods, Works and Services
- Includes salient points regarding tenders

# Goods & Works – Specific Procurement Notice

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO

PROJECTS & TENDERS

Projects Documents **Tenders**

Refine by [x 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 [x Invitation f...](#) [x Viet Nam](#) [x Invitation f...](#) [x 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

<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**.

## 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

ADB

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


**Consultant Management System**

[Overview](#)
[FAQ](#)

**Welcome to the Asian Development Bank's Consultant Management System**

**Consultant Management System (CMS)** is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



**Consultants** create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)  
By using this service, you are accepting the [CMS Terms and Conditions](#).



**ADB Project Team Members** can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



**Executing Agencies (EAs)** can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy [csrn@adb.org](mailto:csrn@adb.org) with the following details:

1. Email address of the agency representative	3. Name and address of the agency
2. Full name of the agency representative	4. Duration of the recruitment for the project

**Consulting Services Recruitment Notice (CSRN)**

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

**Login**

Login using your registered username and password.

Username

Password

[Login](#) [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](mailto: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](mailto:cmshelp@adb.org).

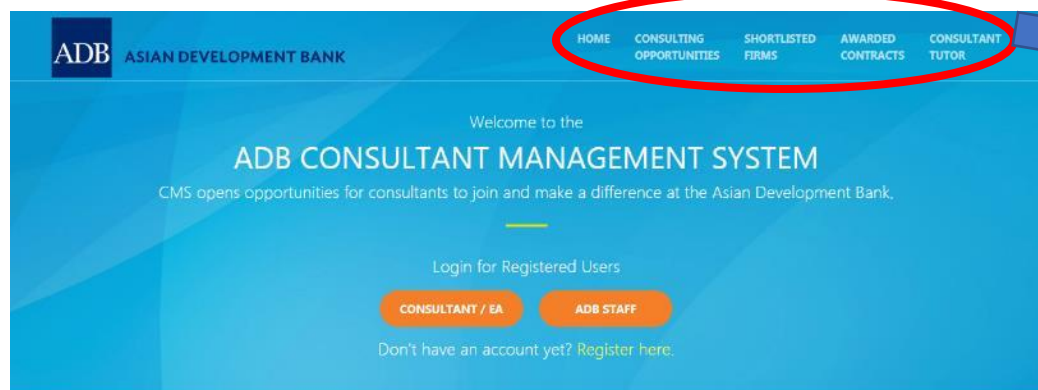
CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from





# Consulting – Finding Opportunities on <http://cms.adb.org>



CONSULTING OPPORTUNITIES   SHORTLISTED FIRMS   AWARDED CONTRACTS   CONSULTANT TUTOR



## 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.

- Consulting opportunities are visible through ADB's CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS

# 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](#)

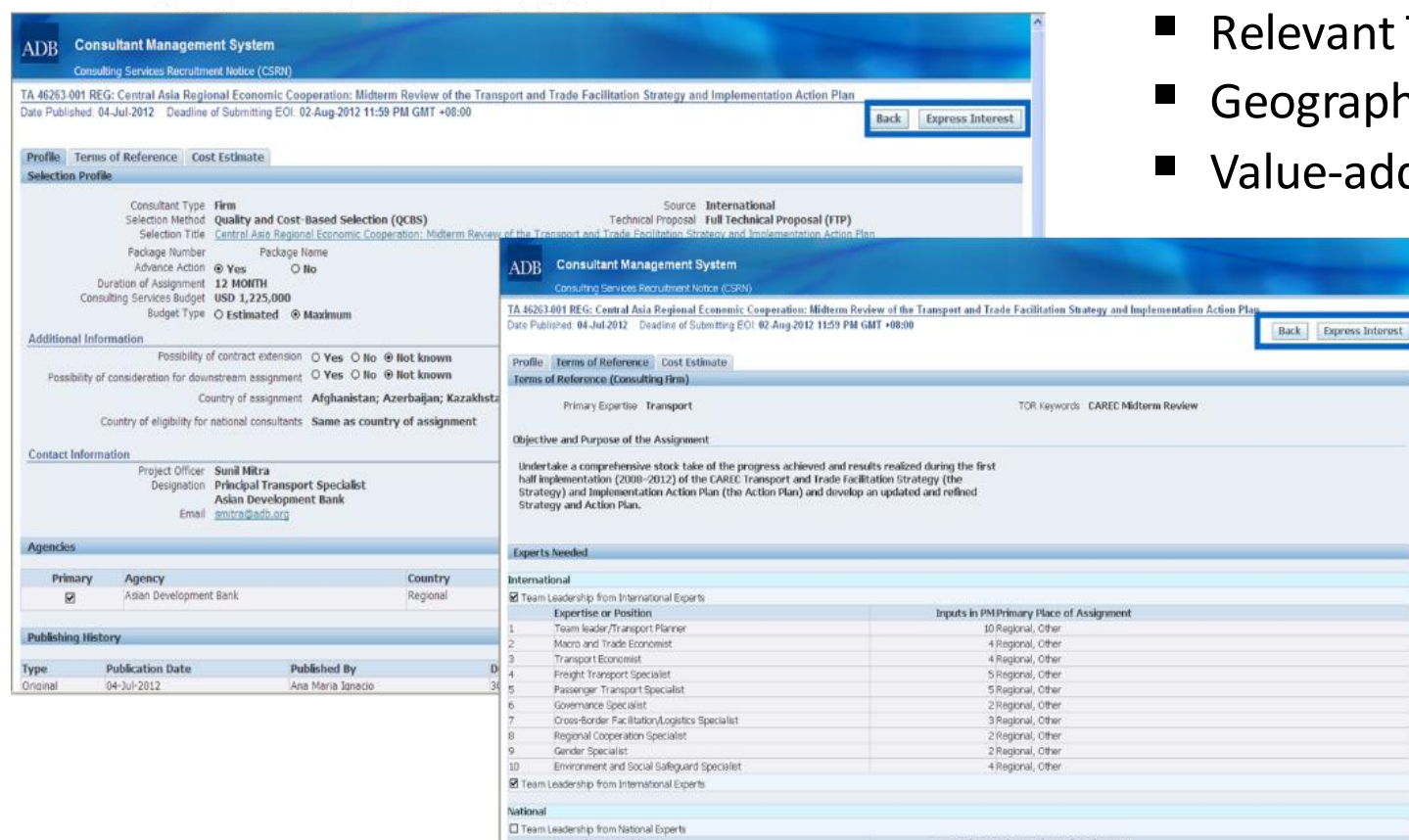
Search by Expertise

[Go](#)

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
<a href="#">LOAN 51132-002 GEO: Sustainable Water Supply and Sanitation Sector Development Program - CS-1 Construction Supervision Consultant - Telavi Water Supply Project</a>	Supervision Consultant	Firm	17	27-Aug-2020	25-Sep-2020 11:59 PM	
<a href="#">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</a>	supervision of civil works	Firm	24	18-Aug-2020	16-Sep-2020 11:59 PM	
<a href="#">LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-03 Health, Safety, Environment and Social Advisor (International Position) (51257-001)</a>	Health, Safety, Environment and Social Advisor	Individual	18	03-Sep-2020	09-Sep-2020 11:59 PM	
<a href="#">LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-02 National Health and Safety Specialist (51257-001)</a>	Health and Safety Specialist	Individual	12	03-Sep-2020	09-Sep-2020 11:59 PM	
<a href="#">TA-9624 REG: FCAS Specialist (52050-001)</a>	FCAS Specialist	Individual	2.7	01-Sep-2020	07-Sep-2020 11:59 PM	

# Consulting - Express Interest

- Considerations
  - Eligibility
  - Go it alone or associate/joint venture
  - Capacity to compete and 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](#)

**Profile** **Terms of Reference** **Cost Estimate**

**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: **12 MONTH**  
Advance Action: ☒ Yes ☐ No  
Duration of Assignment: **12 MONTH**  
Consulting Services Budget: **USD 1,225,000**  
Budget Type: ☐ Estimated ☒ Maximum

Source: **International**  
Technical Proposal: **Full Technical Proposal (FTP)**

**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 Iancu

**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





# Register for alerts



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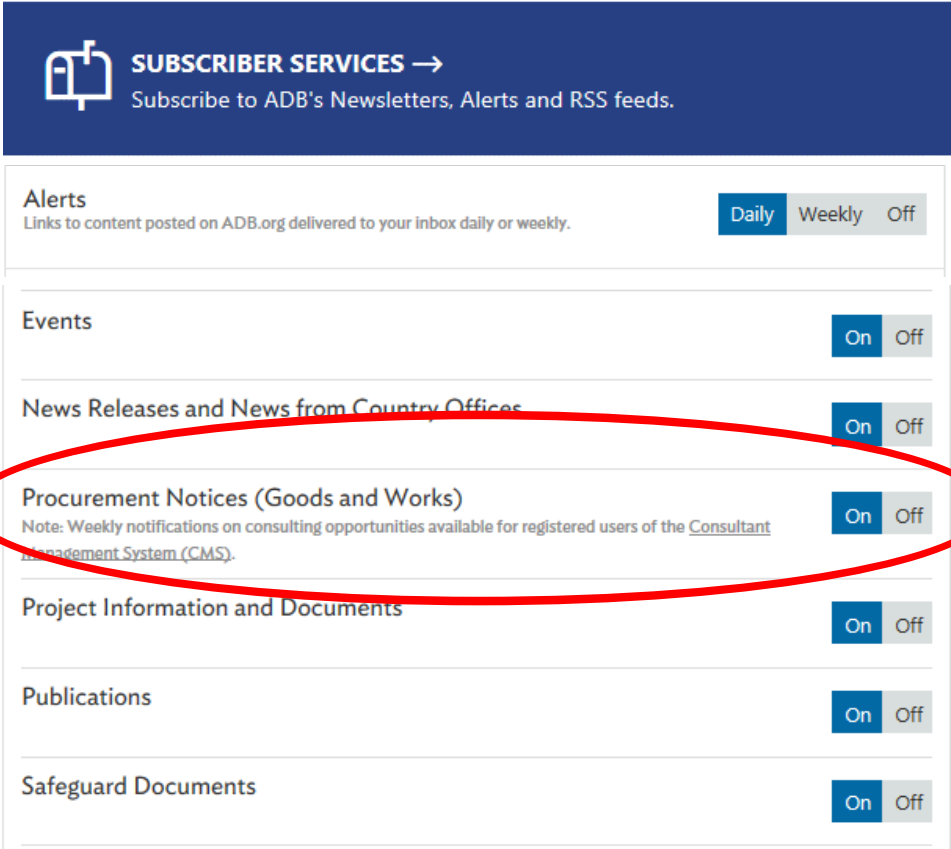
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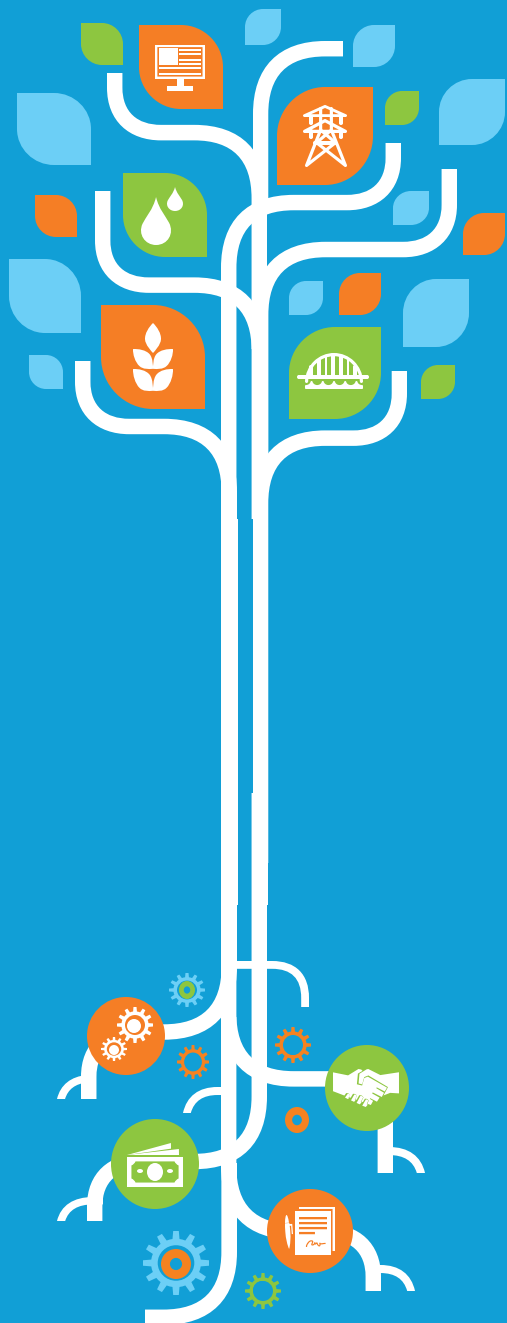
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Goods & Works Notices: <https://alerts.adb.org>





**For more information: [adb.org](http://adb.org)**

**To join the community of ADB Consultants and Suppliers:**

**1) ADB Consultants Network:**

**<https://www.linkedin.com/groups/3796524/>**

**2) ADB Suppliers Network:**

**<https://www.linkedin.com/groups/3796532/>**

**Also follow “ADB Business Center”:**

**<https://www.linkedin.com/showcase/adb-business-center/>**

**Contact: Chandra Arora, [carora@adb.org](mailto:carora@adb.org)**