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ADB

VIRTUAL BUSINESS OPPORTUNITIES SEMINAR

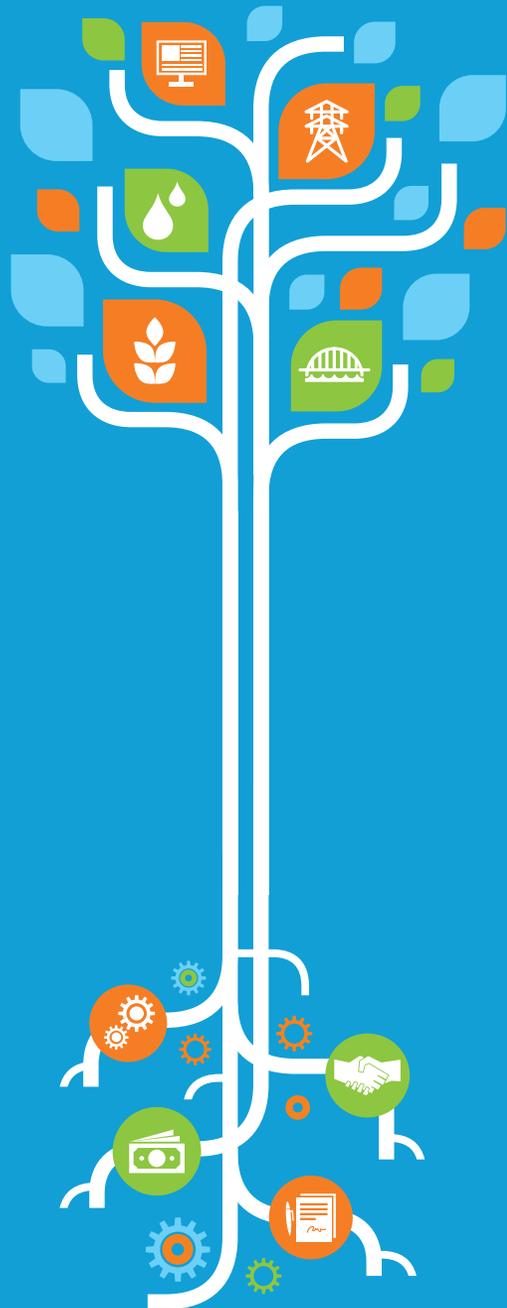
27 October 2022

ADB Procurement Framework

Rubina Shaheen
Principal Procurement Specialist

Procurement, Portfolio and Financial
Management Department (PPFD/PFP1)

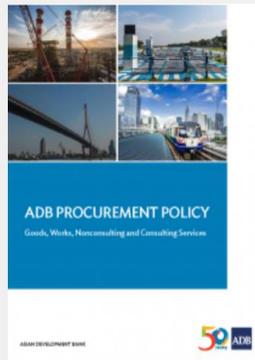
BUSINESS
OPPORTUNITIES



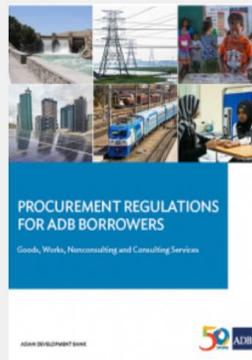
ADB's Procurement Frameworks

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



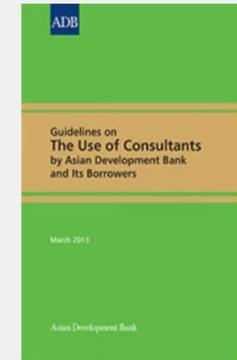
Procurement Regulations for ADB Borrowers

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

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



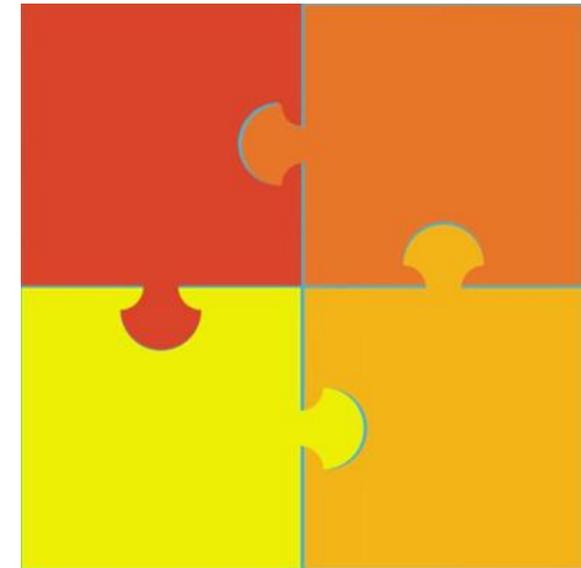
ADB's Procurement Principles

Principles		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

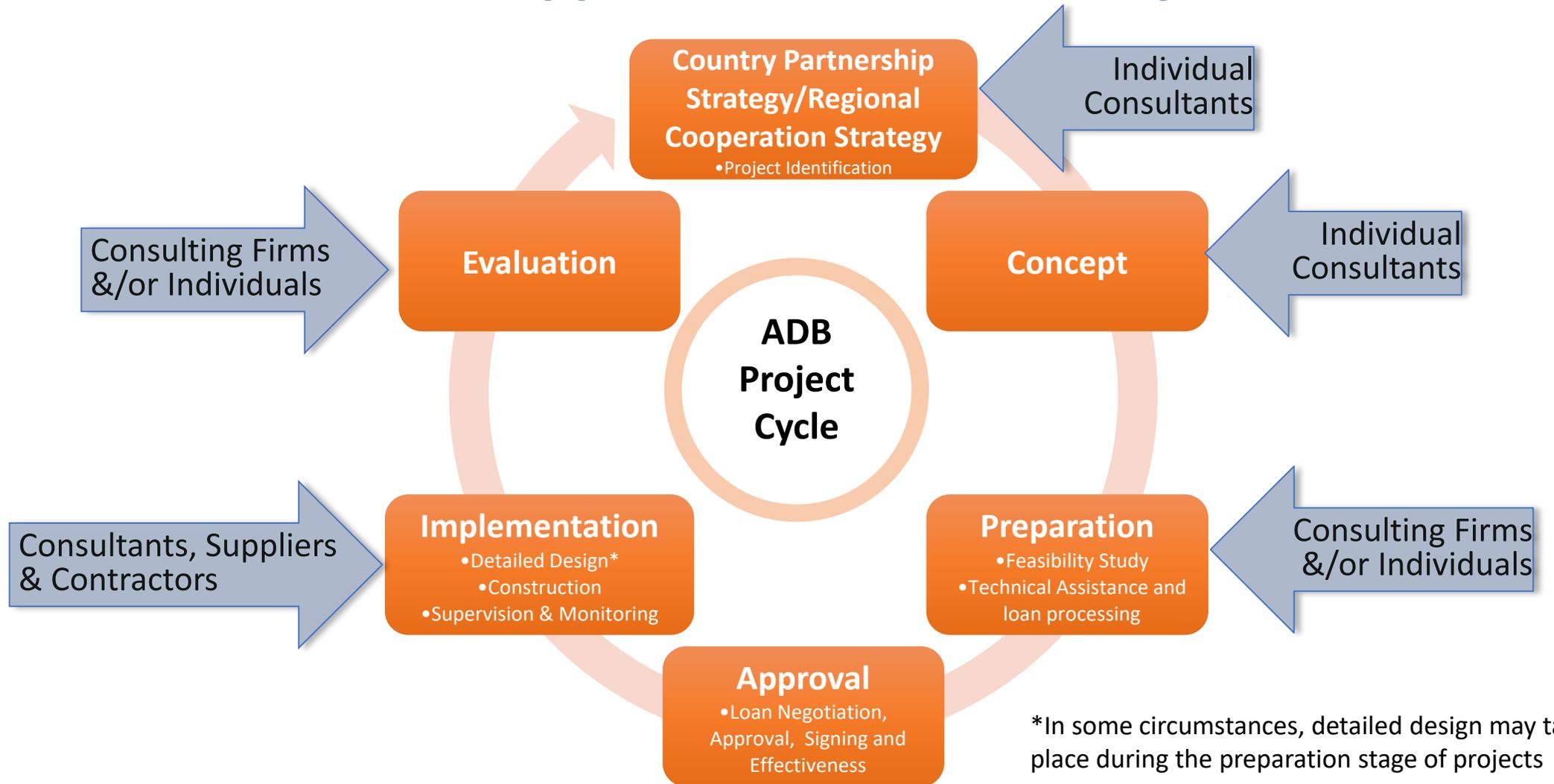
Fit-for-Purpose

- 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

Where are the opportunities in ADB Projects?



Types of business opportunities

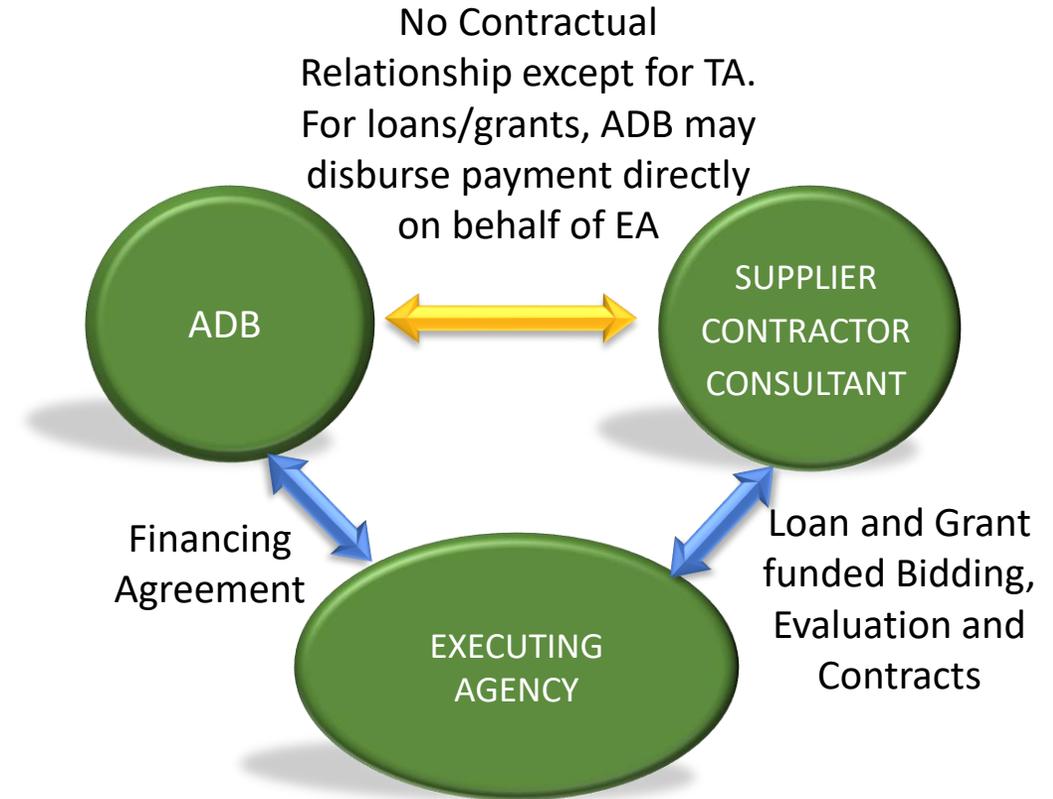
- **Supply of goods**
 - Machinery, equipment, ICT, furniture
- **Civil works**
 - Roads, railways, bridges, irrigation canals, schools, etc.
 - EPC - Power plants, pump stations, water treatment plants, heating plants, airports, (etc.
- **Consulting services**
 - Project preparation & implementation,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

Relationship, Roles and Responsibilities in Procurement

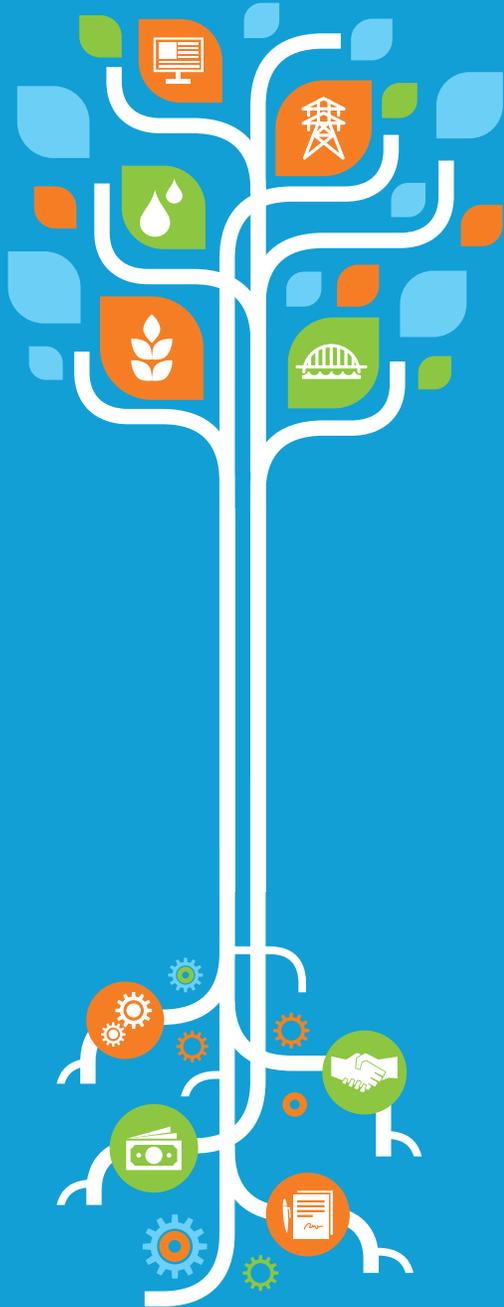
The **Borrower** (Executing Agency) is responsible for procurement of goods, works and services

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 of Goods, Works and Services

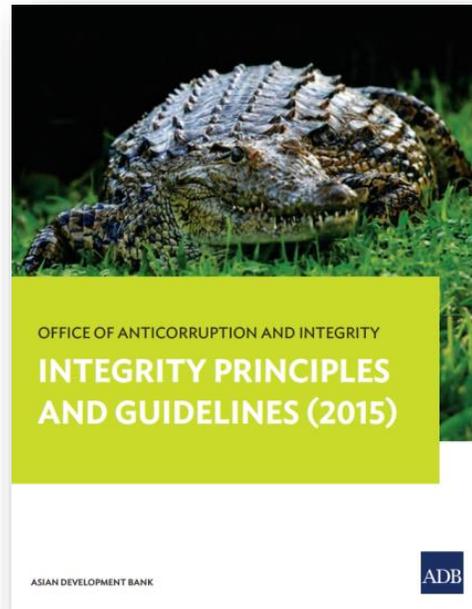


Procurement Methods – Goods & Works

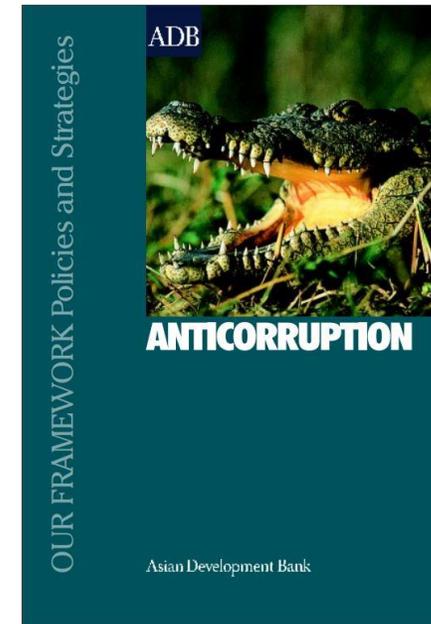
OCB	• Open Competitive Bidding
LCB	• Limited Competitive Bidding
RFQ	• Request for Quotations
FA	• Framework Agreements
ERA	• Electronic Reverse Auction
BFA	• Borrower's Force Account
DC	• Direct Contracting

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

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

Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



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

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

New selection method: SCQS

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

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!

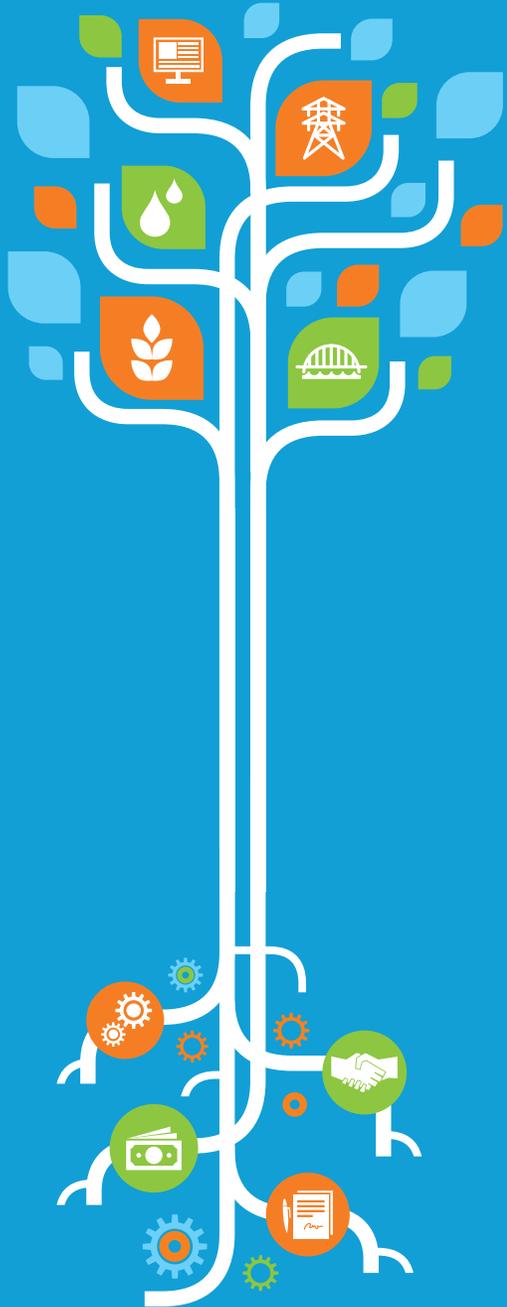
Complaints:

- 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:

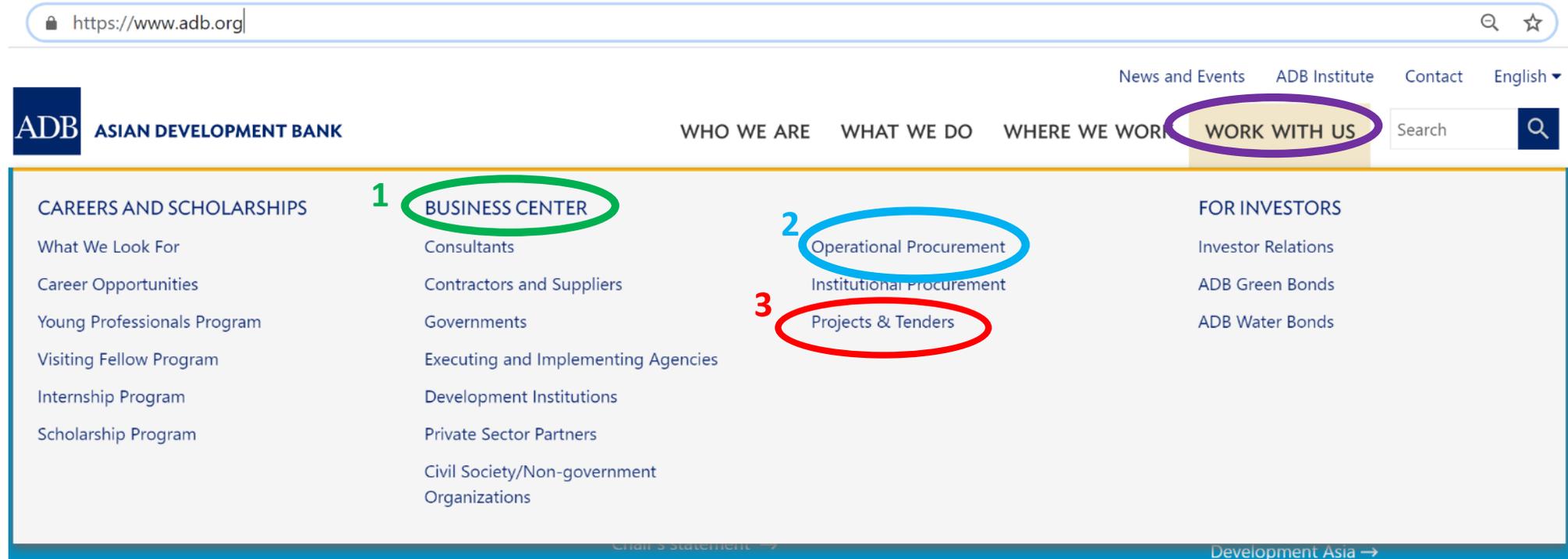
- www.adb.org/site/integrity/how-to-report-fraud





Finding Information

How to find Information on our Website



The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' menu item is circled in purple. Underneath it, three sub-items are highlighted with numbered circles: 'BUSINESS CENTER' (green circle with '1'), 'Operational Procurement' (blue circle with '2'), and 'Projects & Tenders' (red circle with '3').

Navigation menu items: WHO WE ARE, WHAT WE DO, WHERE WE WORK, **WORK WITH US**, Search

Work with Us sub-menu items:

- 1 BUSINESS CENTER**
 - Consultants
 - Contractors and Suppliers
 - Governments
 - Executing and Implementing Agencies
 - Development Institutions
 - Private Sector Partners
 - Civil Society/Non-government Organizations
- 2 Operational Procurement**
 - Institutional Procurement
- 3 Projects & Tenders**

Other menu items: CAREERS AND SCHOLARSHIPS, FOR INVESTORS

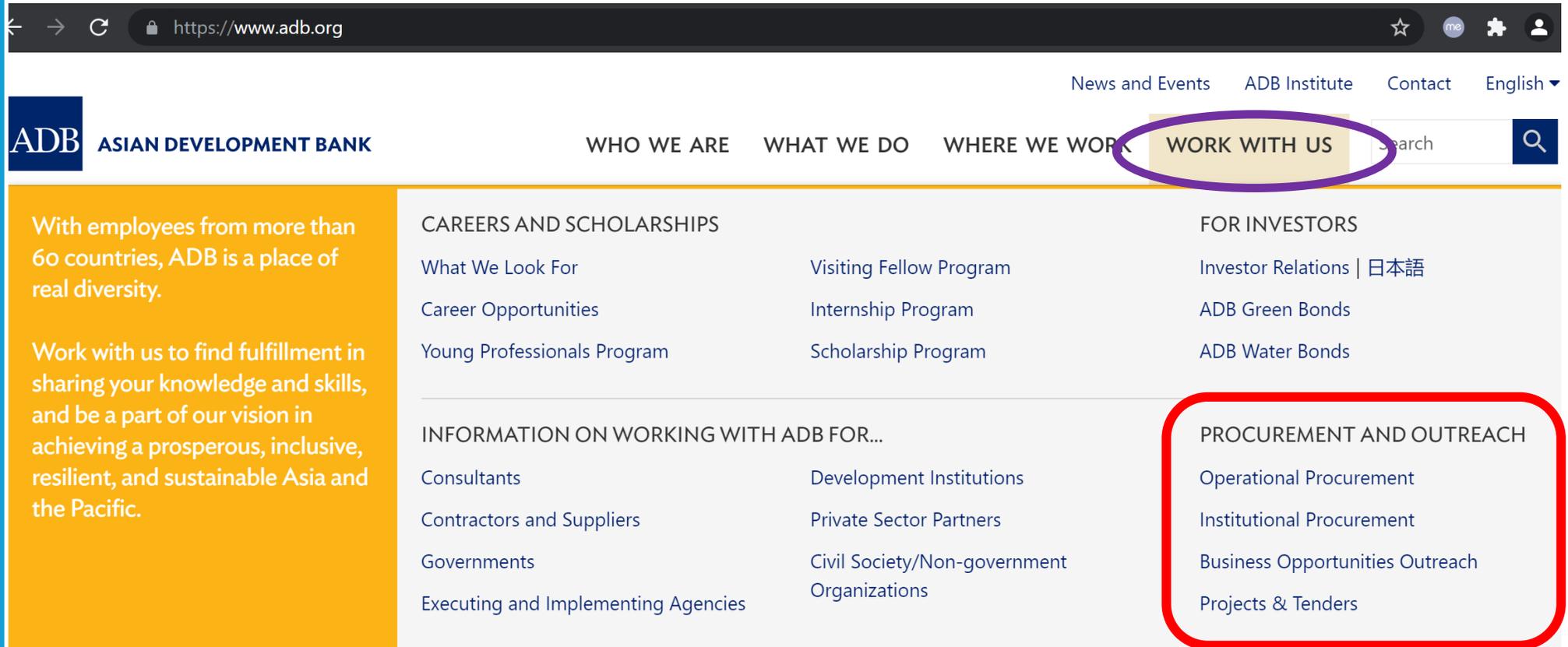


www.adb.org/business

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

How to find Information on our Website



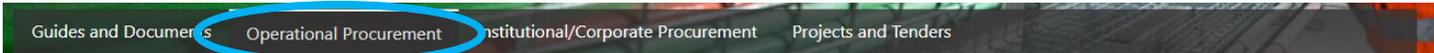
The screenshot shows the ADB website navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'PROCUREMENT AND OUTREACH' sub-menu is circled in red. The sub-menu items are: Operational Procurement, Institutional Procurement, Business Opportunities Outreach, and Projects & Tenders.

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.

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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

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

COUNTRY (1) [Clear]

- 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.



Alerts
Links to content posted on ADB.org delivered to your inbox daily or weekly. Daily Weekly Off

Events On Off

News Releases and News from Country Offices On Off

Procurement Notices (Goods and Works)
Note: Weekly notifications on consulting opportunities available for registered users of the [Consultant Management System \(CMS\)](#). On Off

Project Information and Documents On Off

Publications On Off

Safeguard Documents On Off

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

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



COVID-19 Opportunities

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

🏠 > 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>

For more information

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/>

<https://www.adb.org/what-we-do/covid19-coronavirus/procurement>



THANK YOU

Rubina Shaheen

Principal Procurement Specialist

Procurement, Portfolio and Financial Management Department
(PPFD/PFP1)

rshaheen@adb.org

ADB

