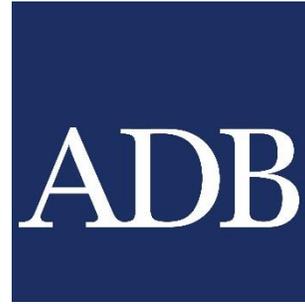


Business opportunities with the Asian Development Bank



Kevin Moore
Principal Procurement Specialist

The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.



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ADB



Asian Development Bank Business Opportunities Seminar

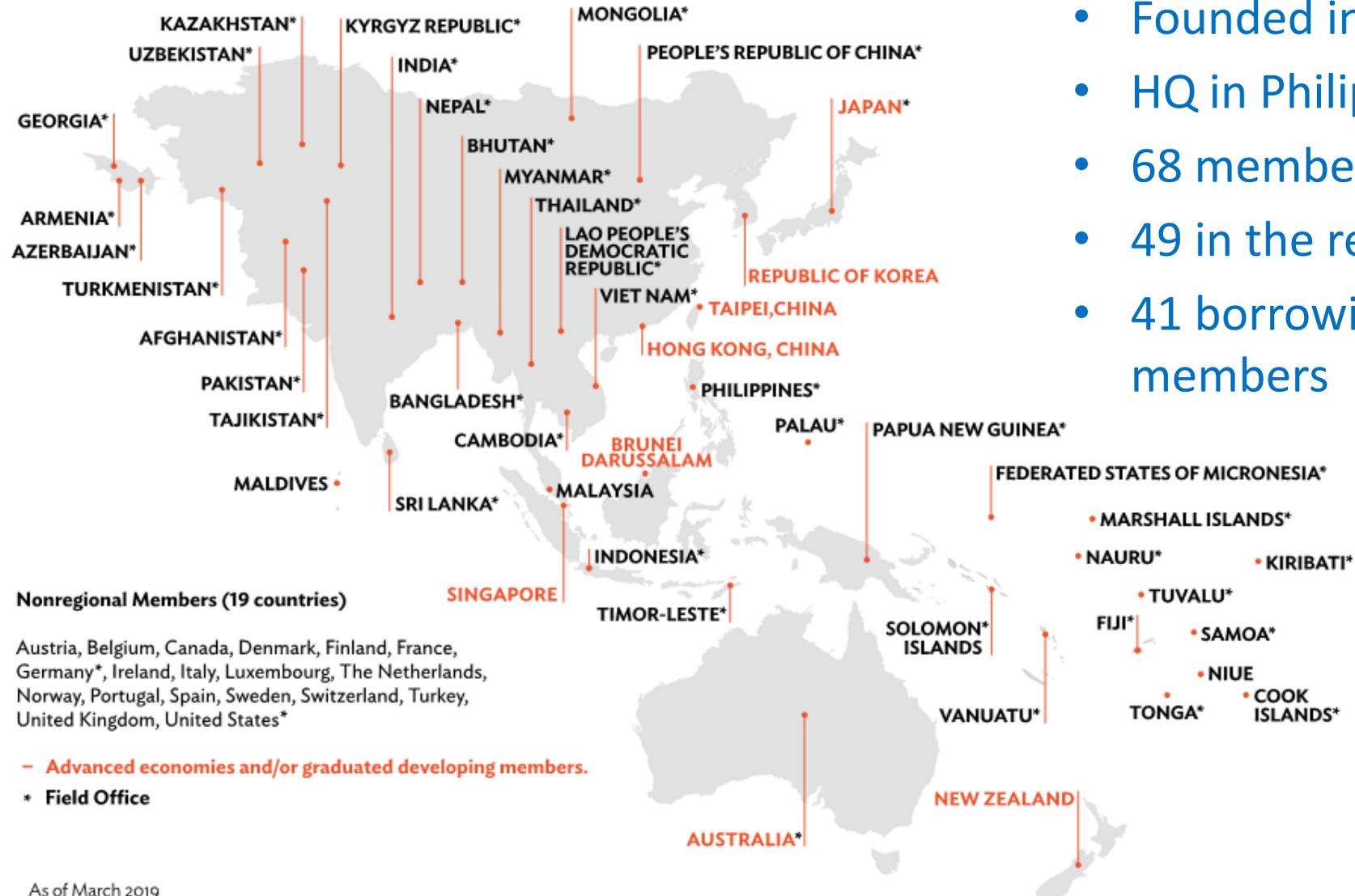
Doing Business with ADB

Australia
October 2022

BUSINESS
OPPORTUNITIES



About ADB?



- Founded in 1966
- HQ in Philippines
- 68 members;
- 49 in the region;
- 41 borrowing members



ADB Regions

Central and West Asia (CWRD)	East Asia (EARD)	South Asia (SARD)	Southeast Asia (SERD)	Pacific (PARD)
Afghanistan	People's Republic of China	Bangladesh	Cambodia	Cook Islands
Armenia	Mongolia	Bhutan	Indonesia	Fiji Islands
Azerbaijan		India	Lao People's Democratic Republic	Kiribati
Georgia		Maldives	Malaysia	Marshall Islands
Kazakhstan		Nepal	Myanmar	Federated States of Micronesia
Kyrgyz Republic		Sri Lanka	Philippines	Nauru
Pakistan			Thailand	Niue
Tajikistan			Timor-Leste	Palau
Turkmenistan			Viet Nam	Papua New Guinea
Uzbekistan				Samoa
				Solomon Islands
				Tonga
				Tuvalu
				Vanuatu

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

How do we support our Developing Members?



Financing: providing loans, technical assistance, grants, and equity investments while also mobilizing funds from other sources



Knowledge: Focusing on practical value that fits local conditions, identifying lessons, and replicating good practices



Partnerships: Promoting dialogue and collaboration among diverse partners and stakeholders

Why pursue ADB-Financed Contracts?



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



Availability of funds

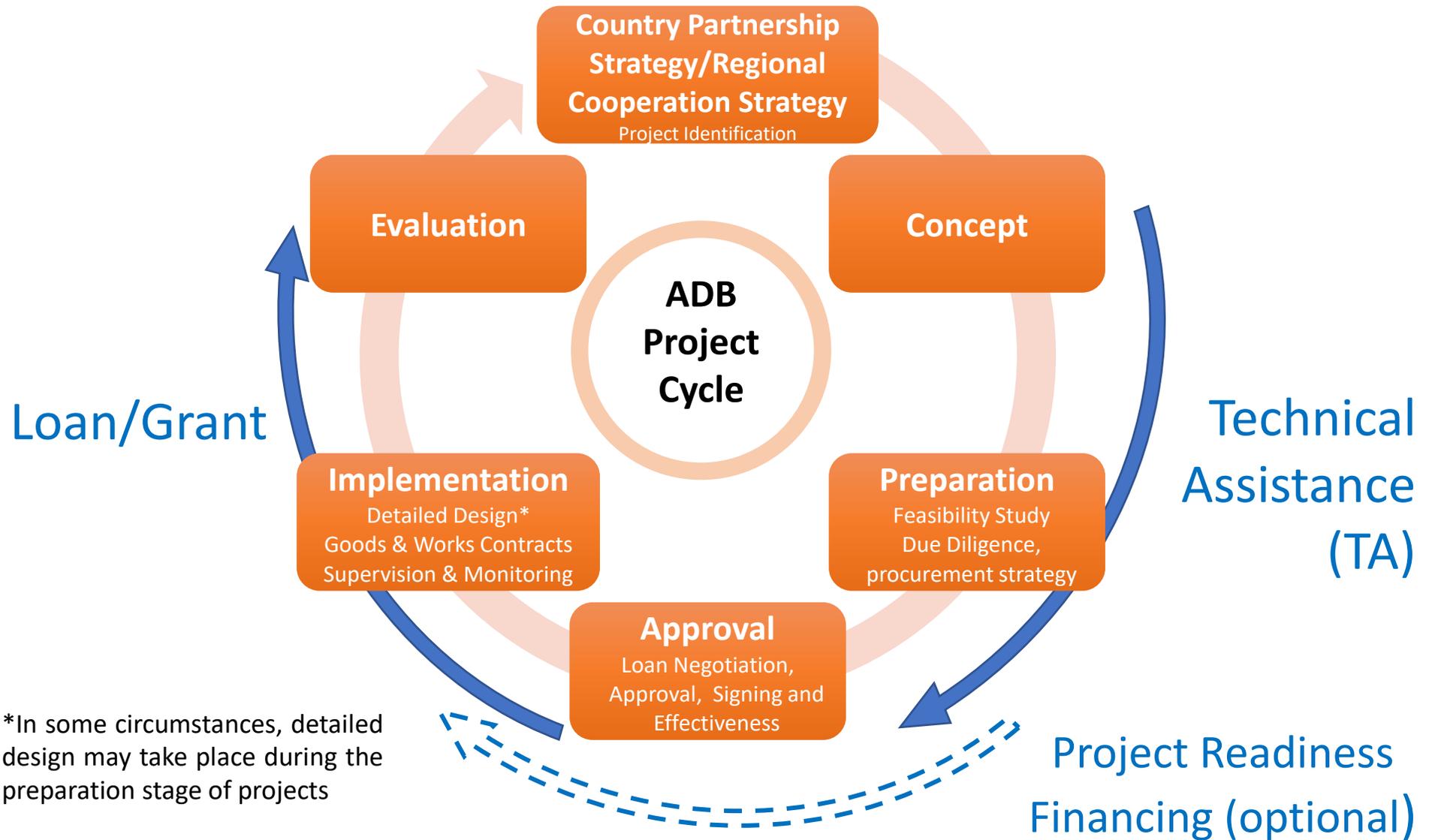


International best practice procurement procedures



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

Financing Modalities and the Project Cycle



Sovereign Lending - Financing Types

Loans and Grants

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

Technical Assistance

Provided to governments, but contracts managed by ADB

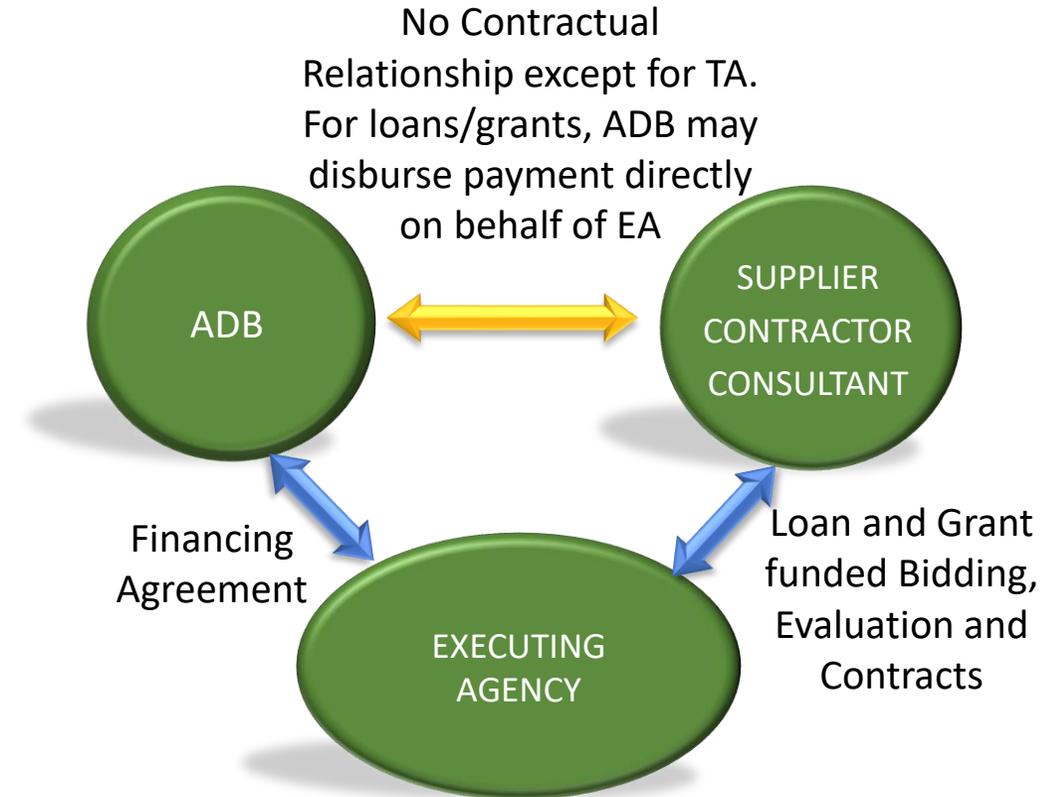
Mostly procurement of Consulting Services

ADB undertakes procurement

Contracts signed by ADB

Relationships under Loans/grants

- The Borrower (Executing Agency) is responsible for procurement of goods and works under Loans & Grants.
- Borrower normally selects 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



Consulting Services - Technical Assistance (TA)



Transactional Technical Assistance (TRTA)

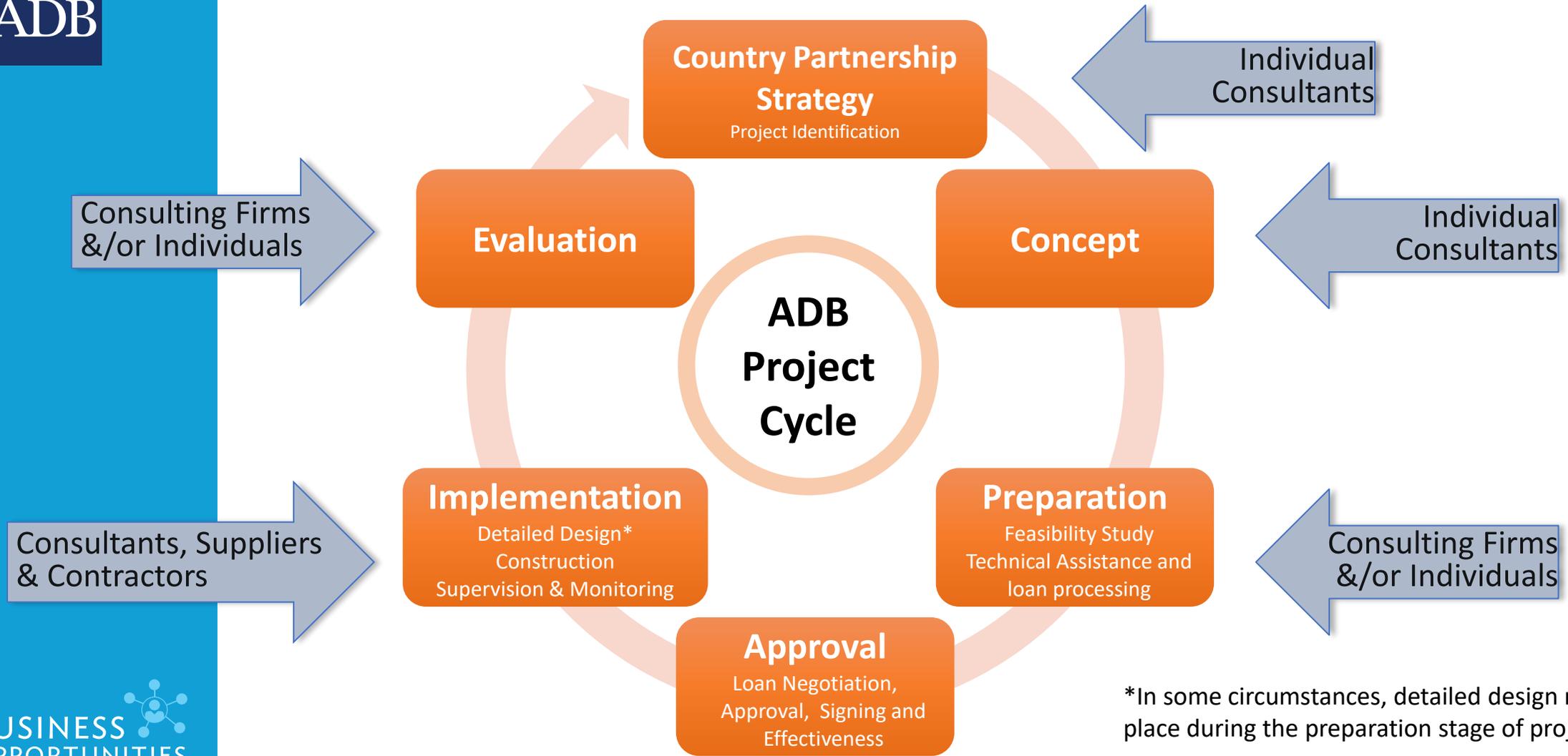
- Directly linked to projects/project cycle (e.g. feasibility studies, due diligence, capacity development etc.)
- Utilized by ADB operations departments

Knowledge & Support Technical Assistance (KSTA)

- Delinked from projects/project cycle
- Used for capacity development, policy advice, R&D*
- Utilized by all ADB departments

* Sector, thematic, and economic work; search for potential transactions and inputs for project concept paper preparation; flagship knowledge and innovative solutions; and high-level technologies

When is private sector engaged?

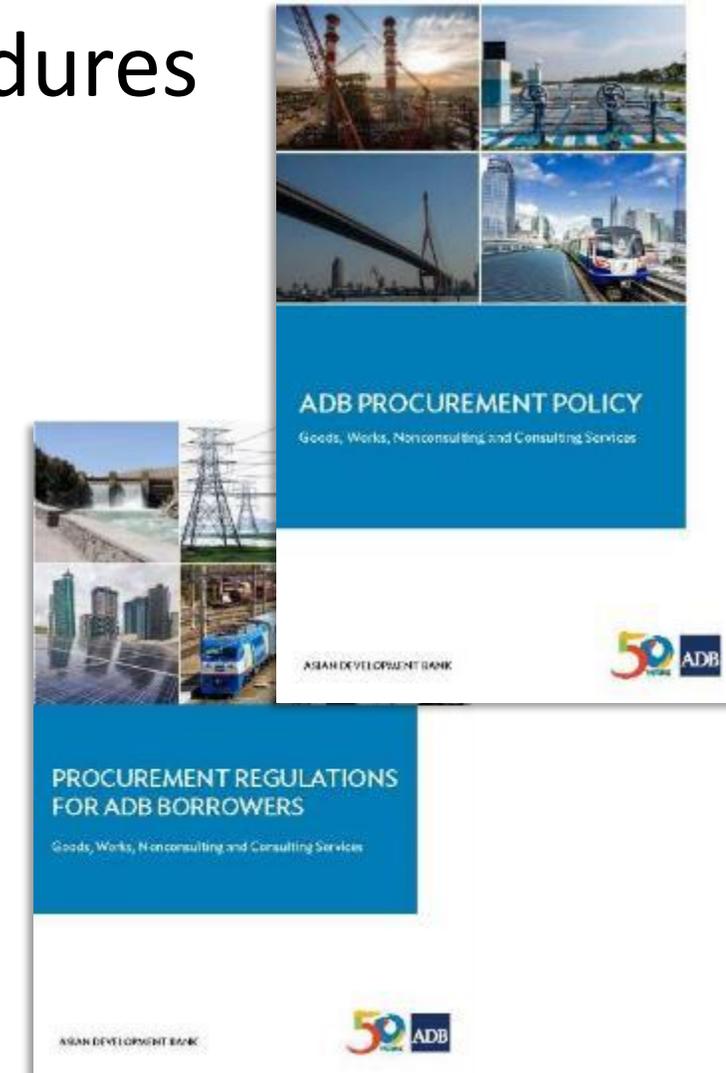


*In some circumstances, detailed design may take place during the preparation stage of projects

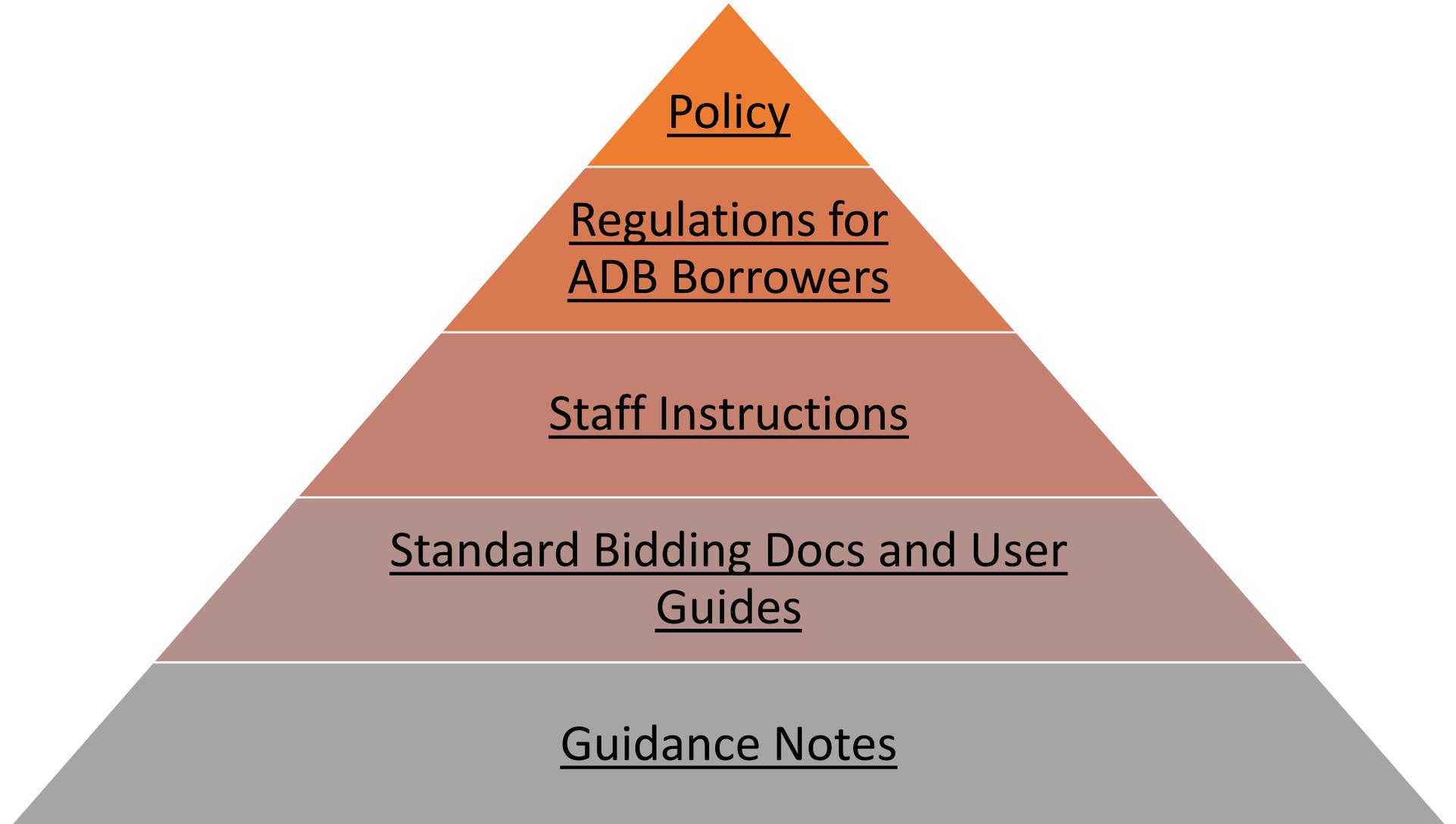
ADB Procurement Policy

International Best Practice Procedures

- Open Competitive Bidding
- Advertisement of Opportunities
- Public Bid Opening
- Robust Bid Evaluations Procedures
- Increased Focus on Quality of bids
- Publication of Results
- Process Oversight by ADB
- Debriefing and Complaints Mechanism
- Robust Fraud and Corruption Procedures



ADB Procurement Framework



User Guides & Standard Bidding Documents

- ADB uses a Standard Bidding Document for internationally advertised contracts.
- Bid instructions only incorporate minor adjustments for individual tenders.
- Documents have nine sections
- May use various conditions of contract
- Can be found at:

<https://www.adb.org/business/how-to/where-can-i-find-adbs-standard-bidding-documents>



Advice when approaching Supply/Construction Opportunities

Understand local context and background to project

Ensure compliance with qualification requirements

Request Clarification on any unclear elements

Understand any requirements related to importation of goods

Carefully read & understand submission requirements; no conditional bids

Be aware of borrower systems for advertising and submission of Bids

Understand legal and regulatory systems in country (business registration, taxation, etc.)

Common Mistakes

Bids not signed

No Bid Security or Bid Securing Declaration (if required)

Insufficient Amount of Bid Security, incorrect validity period

Failure to meet Qualification Criteria

Lack of Supporting Documents

Incomplete Bids / Partial Bids

Absence of test reports if required

Conflicts of interest not disclosed

Inclusion of financial offer with technical offer where bid conditions require them to be separated

General points on ADB Consulting Contracts

Consider individual consulting opportunities

Understand context and background to project

Identify partners or specialist experts who will add value

Consider audience at evaluation

Know your client and their expectations

Leverage experience with similar institutions

Understand costs of doing business (e.g. taxes)

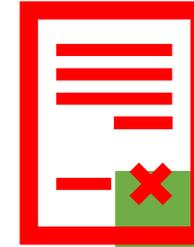
ASK QUESTIONS

Common Mistakes when approaching ADB Consulting opportunities



Shortlisting Phase

- Lack of knowledge of project context
- Incorrect Skills match
- Limited geographic experience
- Generic EOI
- Lack of local presence



RFP Stage

- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability
- Issues with CMS*

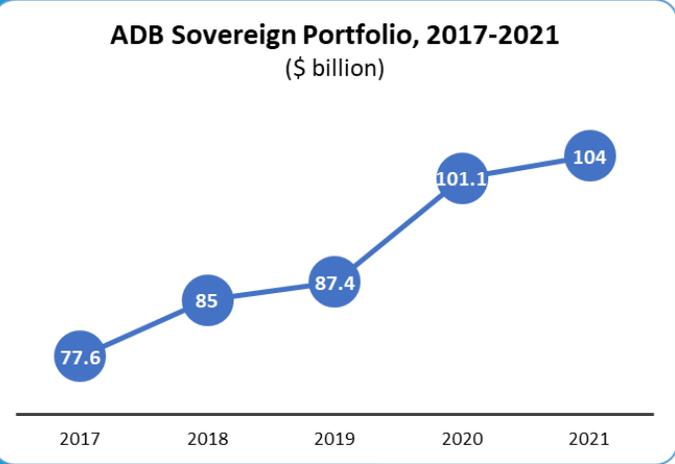
*CMS is ADB's Consultant Management System, an IT platform used to advertise and recruit consultants.

ADB Sovereign Portfolio (2021)

Portfolio by Region
(\$ billion)



ADB Sovereign Portfolio, 2017-2021
(\$ billion)



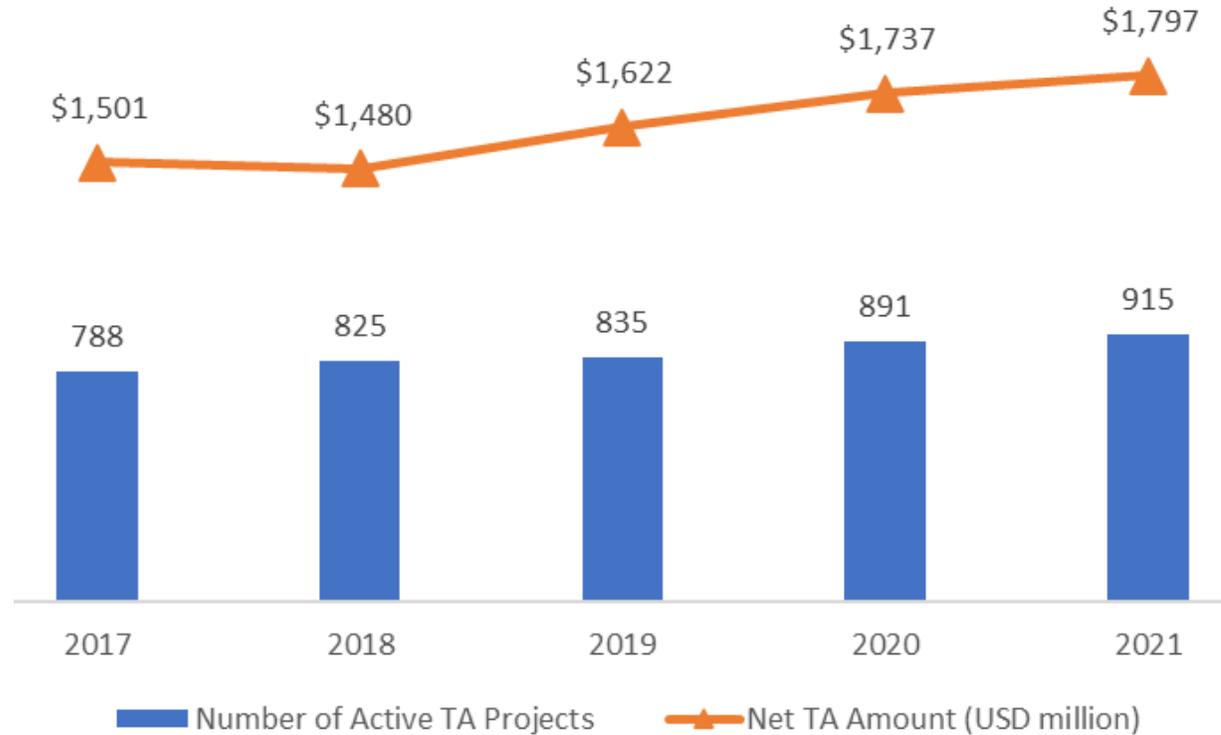
Sector	2020	2021	Change
TRANSPORT	29%	27%	↓
ENERGY	20%	19%	↓
WATER & URBAN	12%	13%	↑
PSM	12%	11%	↓
AGRICULTURE	11%	11%	↔
HEALTH	3%	8%	↑
EDUCATION	6%	6%	↔
OTHERS	7%	6%	↔



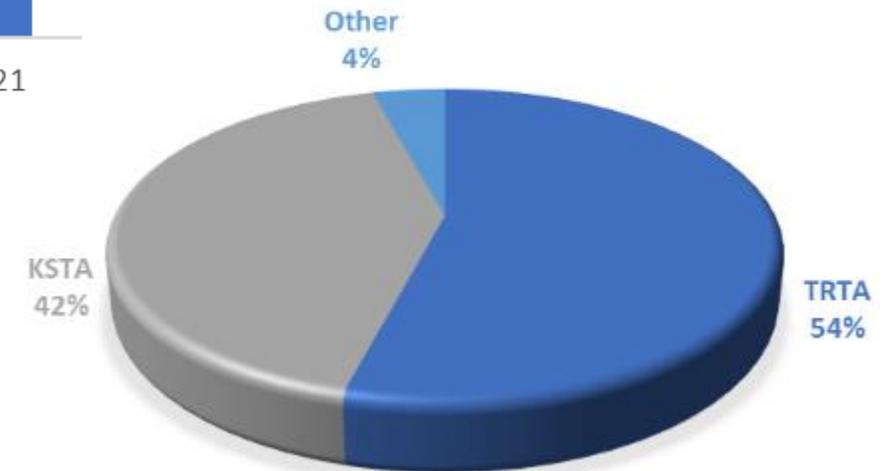
ADB = Asian Development Bank.
Source: Asian Development Bank data.

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

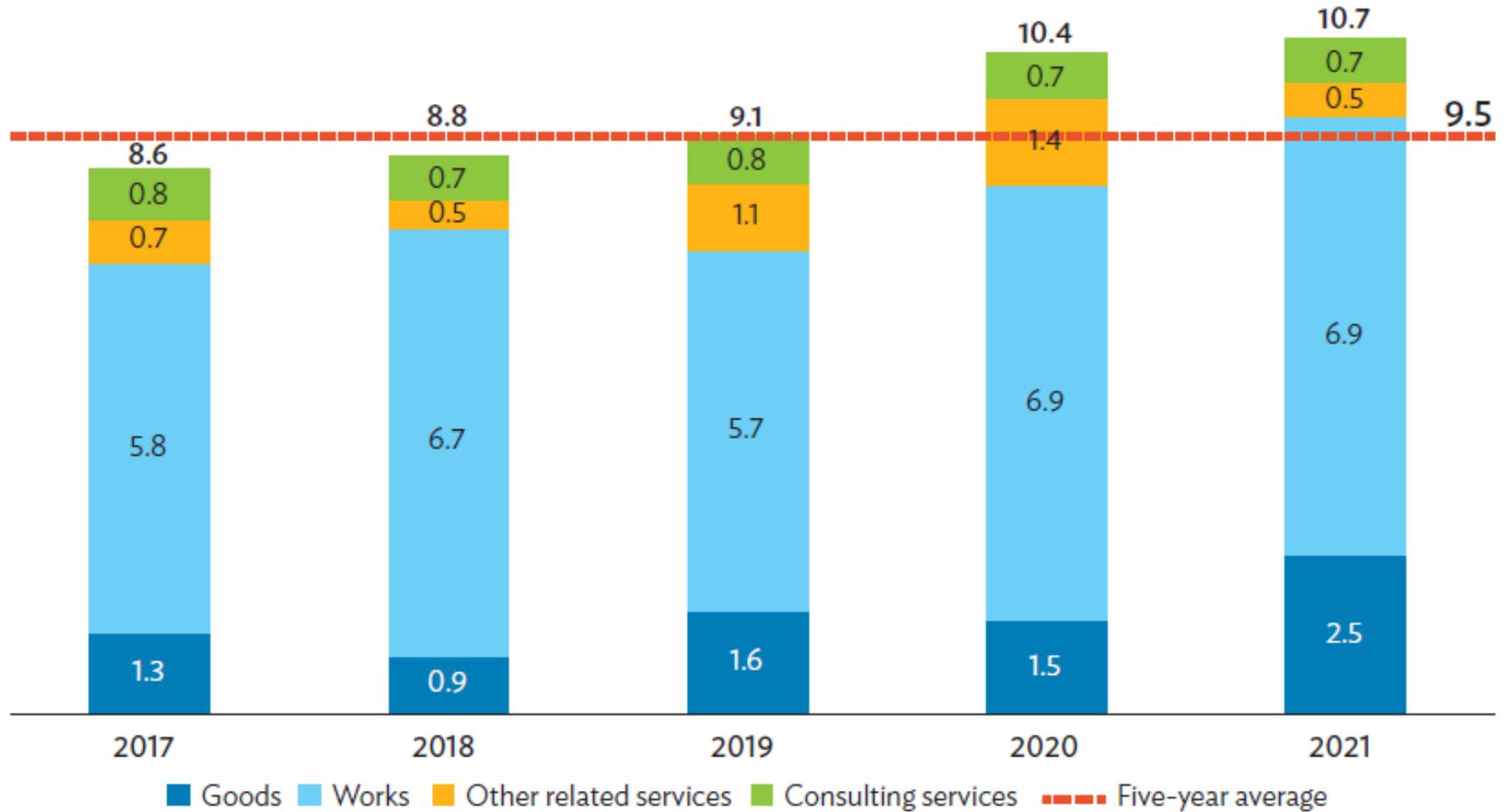
Technical Assistance Portfolio 2017-2021



2021 TA PORTFOLIO



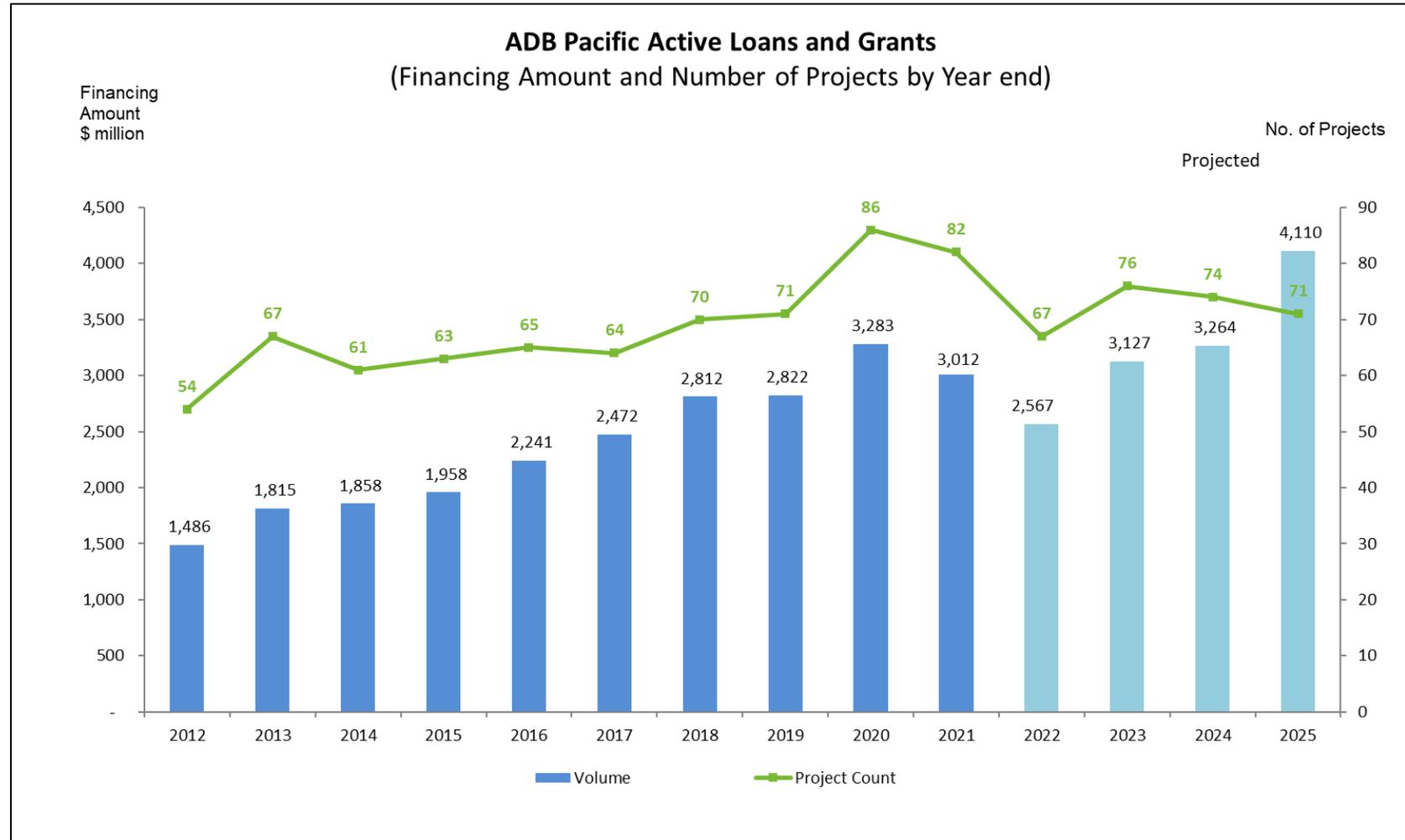
Annual Procurement Statistics - 2017-2021 (\$bn)



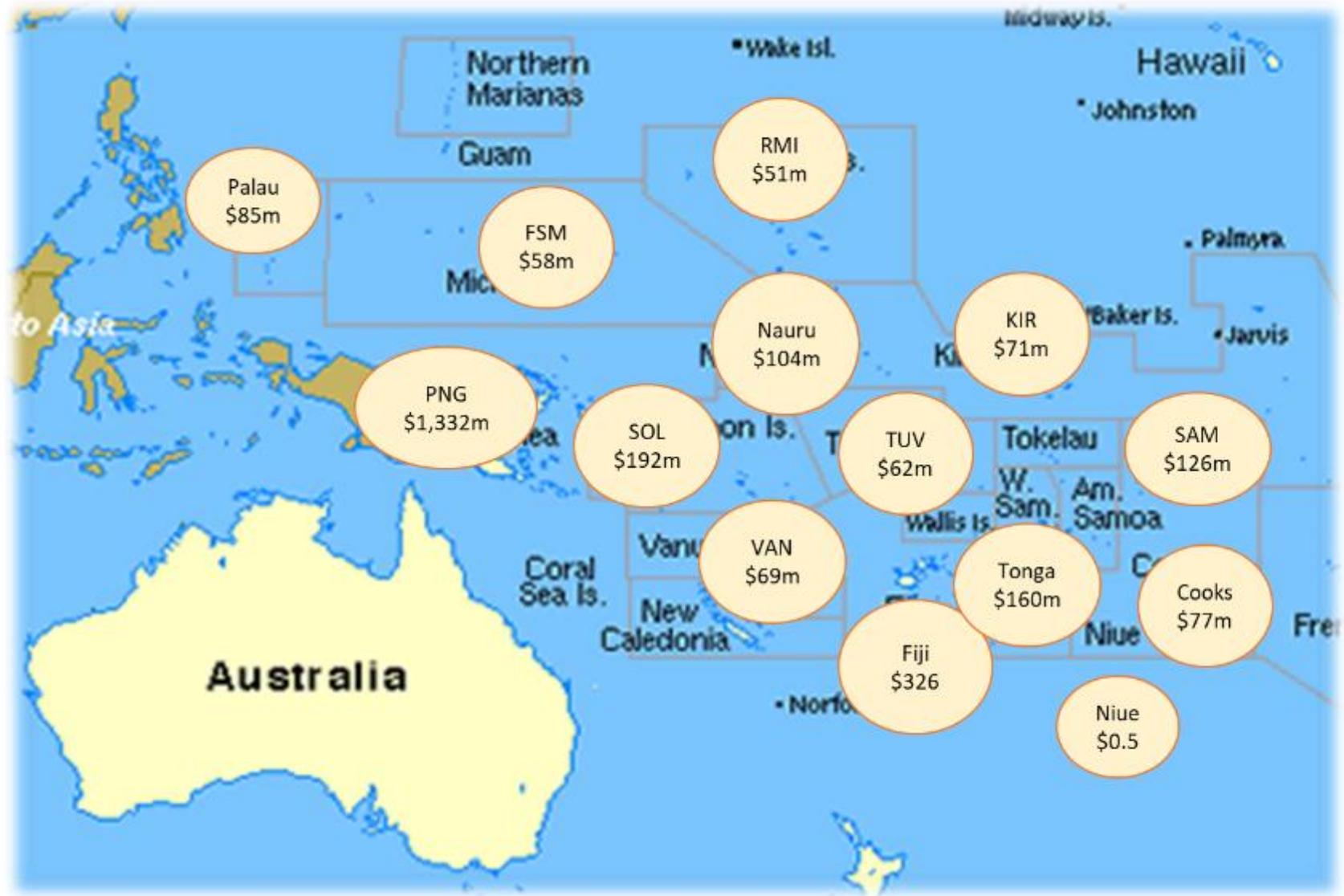
Source: Asian Development Bank, PPFID.

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

Growing pacific portfolio increases opportunities

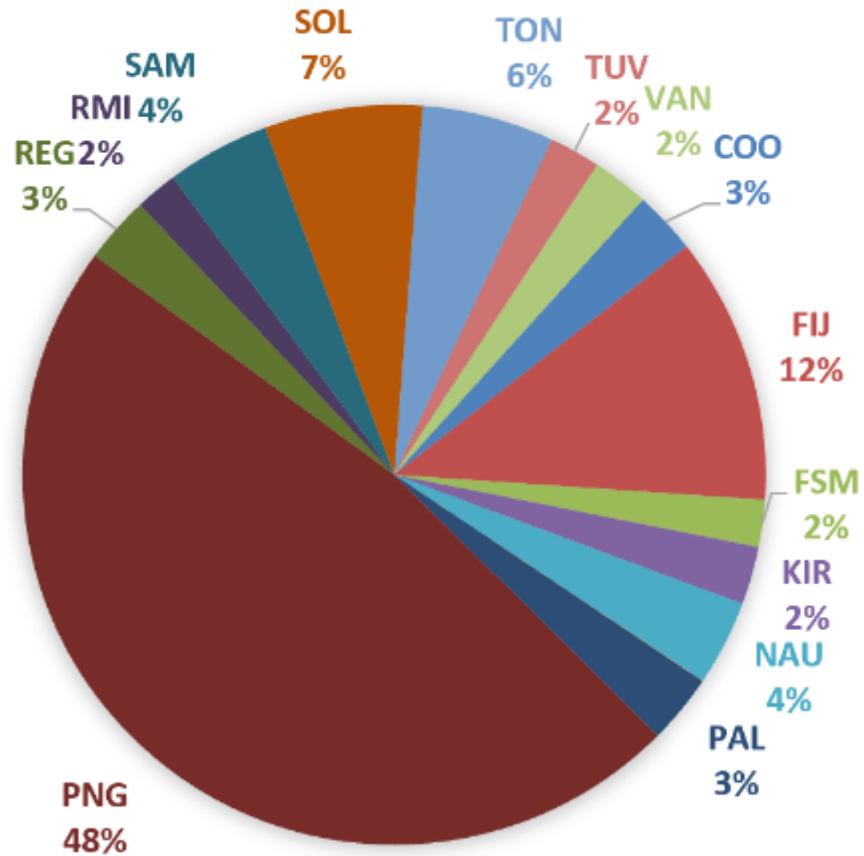


2022 ADB Pacific Active Sovereign Portfolio

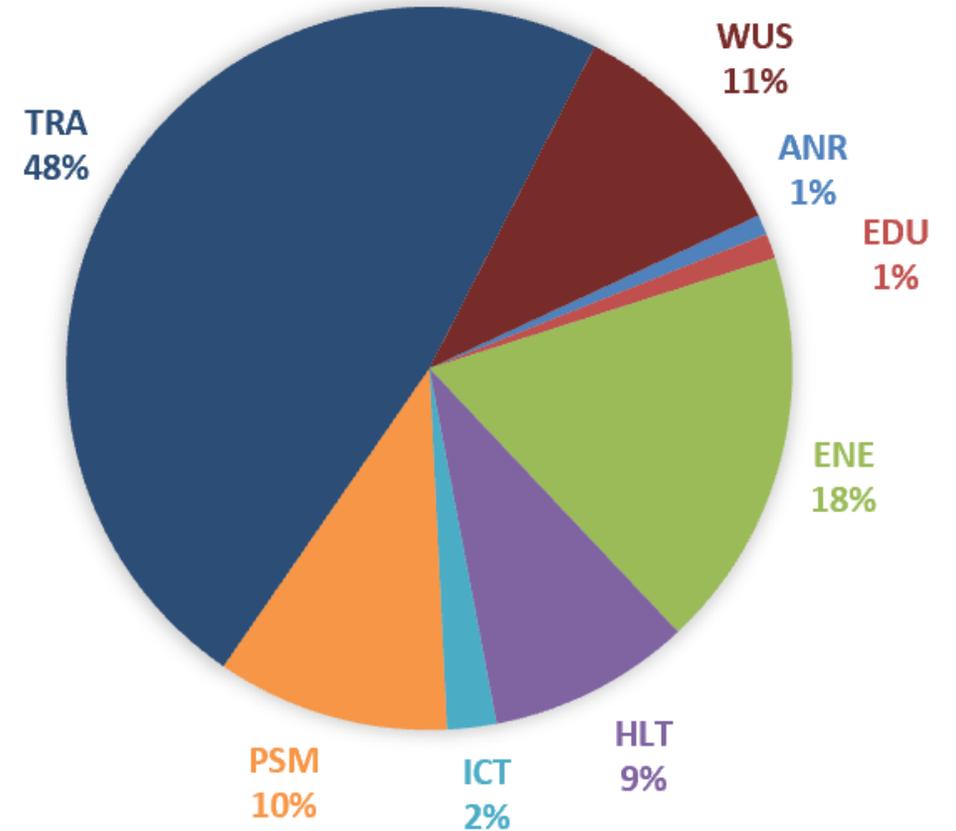


2022 ADB Pacific Active Sovereign Portfolio

PARD Active Loan and Grant Portfolio by Country
Volume as of 31 August 2022



PARD Active Loan and Grant Portfolio
by Sector Volume as of 31 August 2022

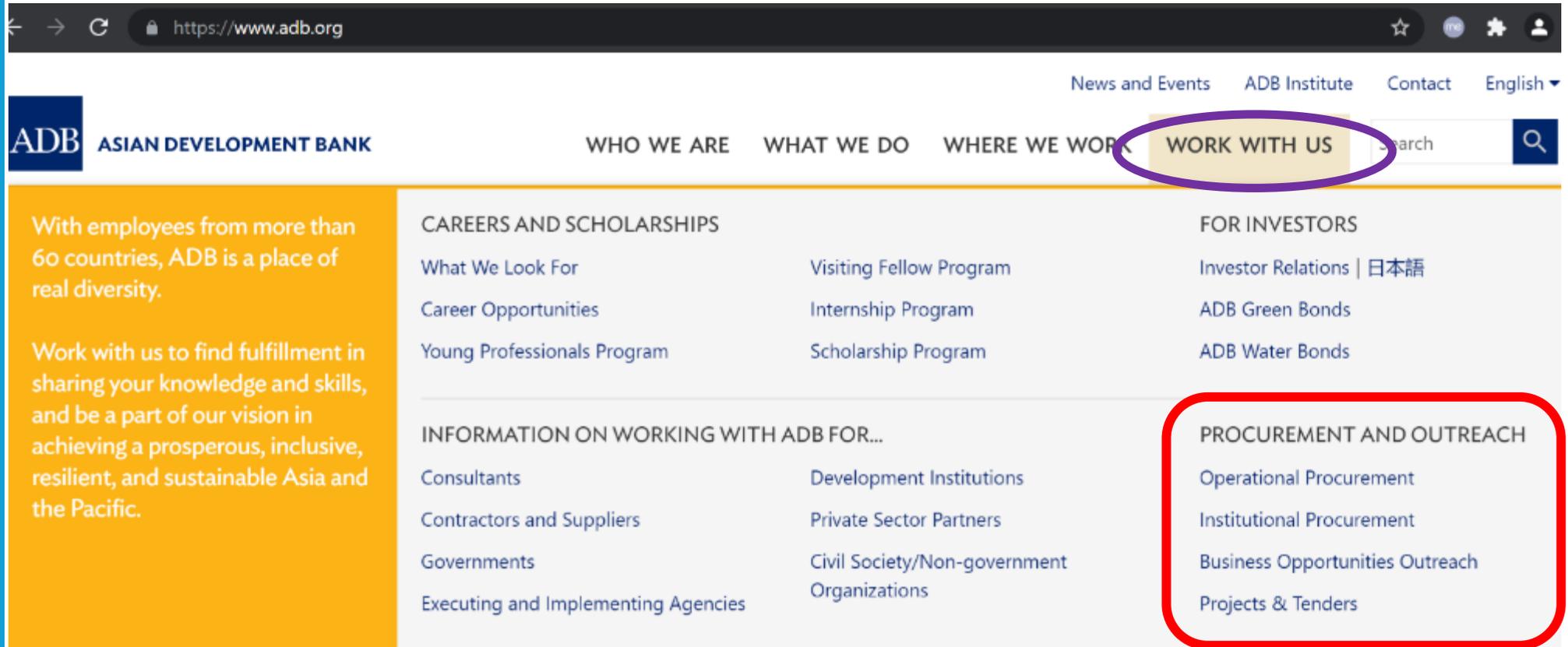


- FIJ = Fiji
- FSM = Federated States of Micronesia
- KIR = Kiribati
- NAU = Nauru
- PAL = Palau
- PNG = Papua New Guinea
- RMI = Marshall Islands
- SAM = Samoa
- SOL = Solomon Islands
- TON = Tonga
- TUV = Tuvalu
- VAN = Vanuatu

ANR = Agriculture, natural resources, and rural development, EDU = Education, ENE = Energy, HLT = Health, ICT = Information and Communication Technology, PSM = Public Sector Management, TRA = Transport, WUS = Water and other Urban Infrastructure & Services



How to find Information on our Website

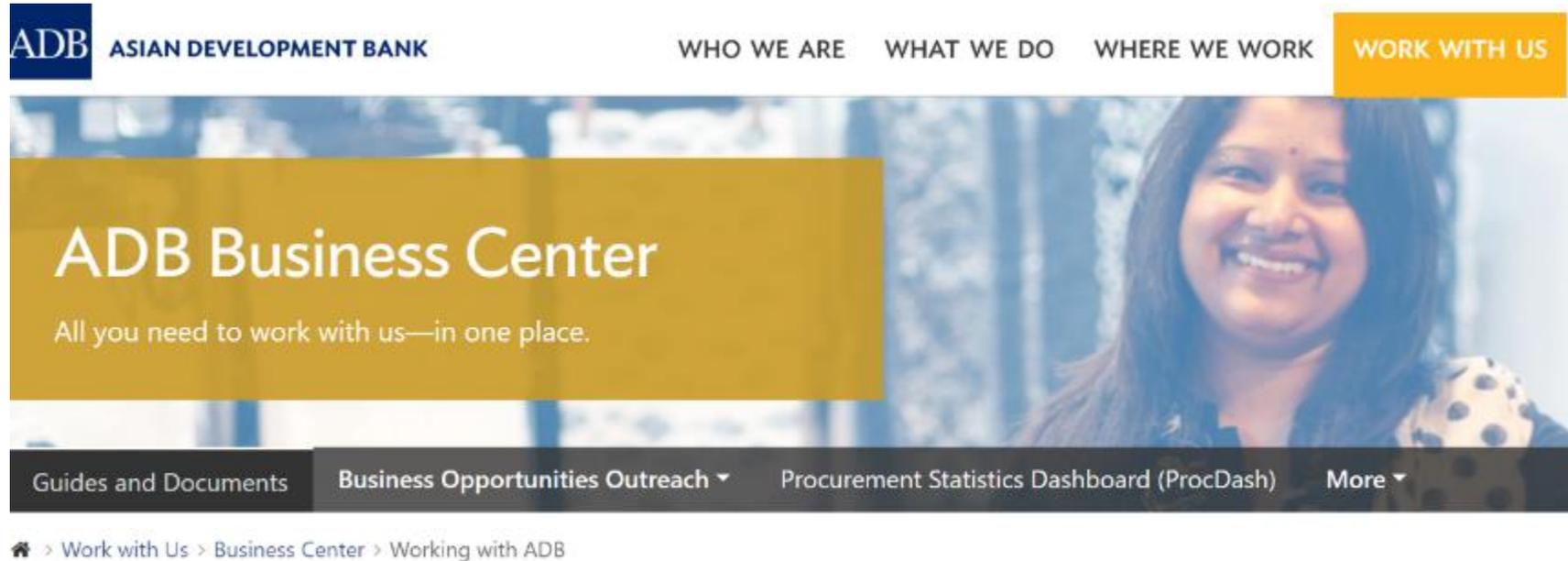


The screenshot shows the ADB website navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'PROCUREMENT AND OUTREACH' sub-menu is circled in red. The sub-menu items are: Operational Procurement, Institutional Procurement, Business Opportunities Outreach, and Projects & Tenders.

Business Center - www.adb.org/business

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





ADB ASIAN DEVELOPMENT BANK

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

ADB Business Center

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

Guides and Documents Business Opportunities Outreach Procurement Statistics Dashboard (ProcDash) More

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

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

Working with ADB

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing agencies

Development institutions

How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →



Projects & Tenders - www.adb.org/projects

Projects & Tenders

Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy ▼

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia
- China, People's Republic

Sector (1) [CLEAR] ▼

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Theme >

Type (1) [CLEAR] ▼

- Nonsovereign
- Sovereign

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 809 RSS Sort by ▼

Energy X Sovereign X

Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project) 49177-002; Timor-Leste; Energy	Status: Approved	Approval Date: 26 Oct 2021
Development of the Pacific Energy Regulators Alliance 49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy	Status: Active	Approval Date: 25 Oct 2021
Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience 55079-002; Sri Lanka; Energy	Status: Approved	Approval Date: 14 Oct 2021
Power Sector Reform Support Program 54269-003; Uzbekistan; Energy	Status: Approved	Approval Date: 02 Oct 2021
Research on Addressing Climate Change in Ningxia through the Use of Science and Technology 55033-001; China, People's Republic of; Energy	Status: Approved	Approval Date: 28 Sep 2021

Projects & Tenders

Projects Documents **Tenders**

Filter results CLEAR ALL

Country/Economy >

Sector (1) [CLEAR] ▼

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Type ▼

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Other Notice
- Prequalified applicants

Group ▼

- Consulting Services
- Goods, Works, and Nonconsulting Services

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 3032 RSS Sort by ▼

Energy X

51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B] 51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021 Notice Type: Invitation for Bids	Status: Active	Deadline: 05 Jan 2022
National Senior Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
National Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
Project Coordination Expert 54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021



Goods and Works - Subscribe to receive alerts* - <https://alerts.adb.org>



SUBSCRIBER SERVICES →

Subscribe to ADB's Newsletters, Alerts and RSS feeds.

Follow ADB:

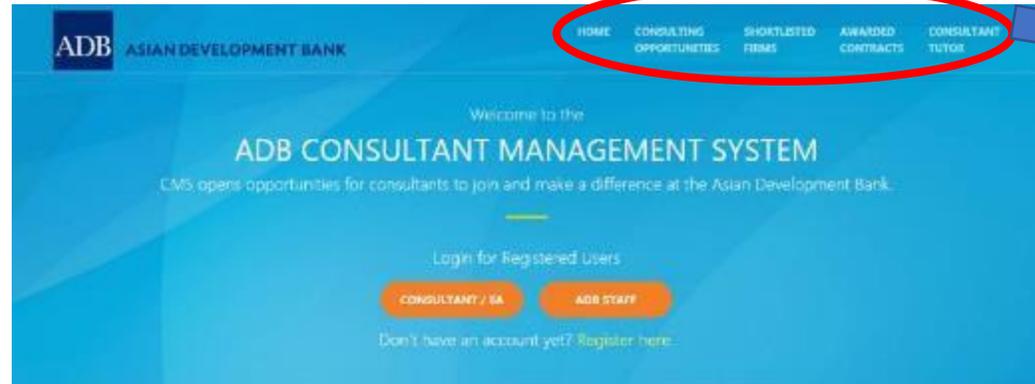


<p>Alerts Links to content posted on ADB.org delivered to your inbox daily or weekly.</p> <p><input checked="" type="radio"/> Daily <input type="radio"/> Weekly <input type="radio"/> Off</p>	<p>Events</p> <p><input type="radio"/> On <input type="radio"/> Off</p>
<p>Articles and Videos</p> <p><input type="radio"/> On <input type="radio"/> Off</p>	<p>News Releases and News from Country Offices</p> <p><input type="radio"/> On <input type="radio"/> Off</p>
<p>Asian Development Blog</p> <p><input type="radio"/> On <input type="radio"/> Off</p>	<p>Procurement Notices (Goods and Works) Note: Weekly notifications on consulting opportunities available for registered users of the Consultant Management System (CMS).</p> <p><input type="radio"/> On <input type="radio"/> Off</p>
<p>Board Documents</p> <p><input type="radio"/> On <input type="radio"/> Off</p>	<p>Project Information and Documents</p> <p><input type="radio"/> On <input type="radio"/> Off</p>
<p>Business Center Materials</p> <p><input type="radio"/> On <input type="radio"/> Off</p>	<p>Publications</p> <p><input type="radio"/> On <input type="radio"/> Off</p>
<p>Country Planning Documents</p> <p><input type="radio"/> On <input type="radio"/> Off</p>	<p>Safeguard Documents</p> <p><input type="radio"/> On <input type="radio"/> Off</p>
<p>Economic Data and Research</p> <p><input type="radio"/> On <input type="radio"/> Off</p>	<p>Vacancies</p> <p><input type="radio"/> On <input type="radio"/> Off</p>
<p>Evaluation Reports</p> <p><input type="radio"/> On <input type="radio"/> Off</p>	

Does not include Consulting services Alerts which are received through <http://cms.adb.org>



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



CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

- 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
- Step-by-step guides available at <http://consultanttutor.adb.org>



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 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





THANK YOU!

Kevin Moore

Procurement, Portfolio and Financial Management Department

kmoore@adb.org