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ADB

Austria

VIRTUAL BUSINESS OPPORTUNITIES SEMINAR

19 October 2022

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

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Procurement, Portfolio and Financial
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BUSINESS
OPPORTUNITIES

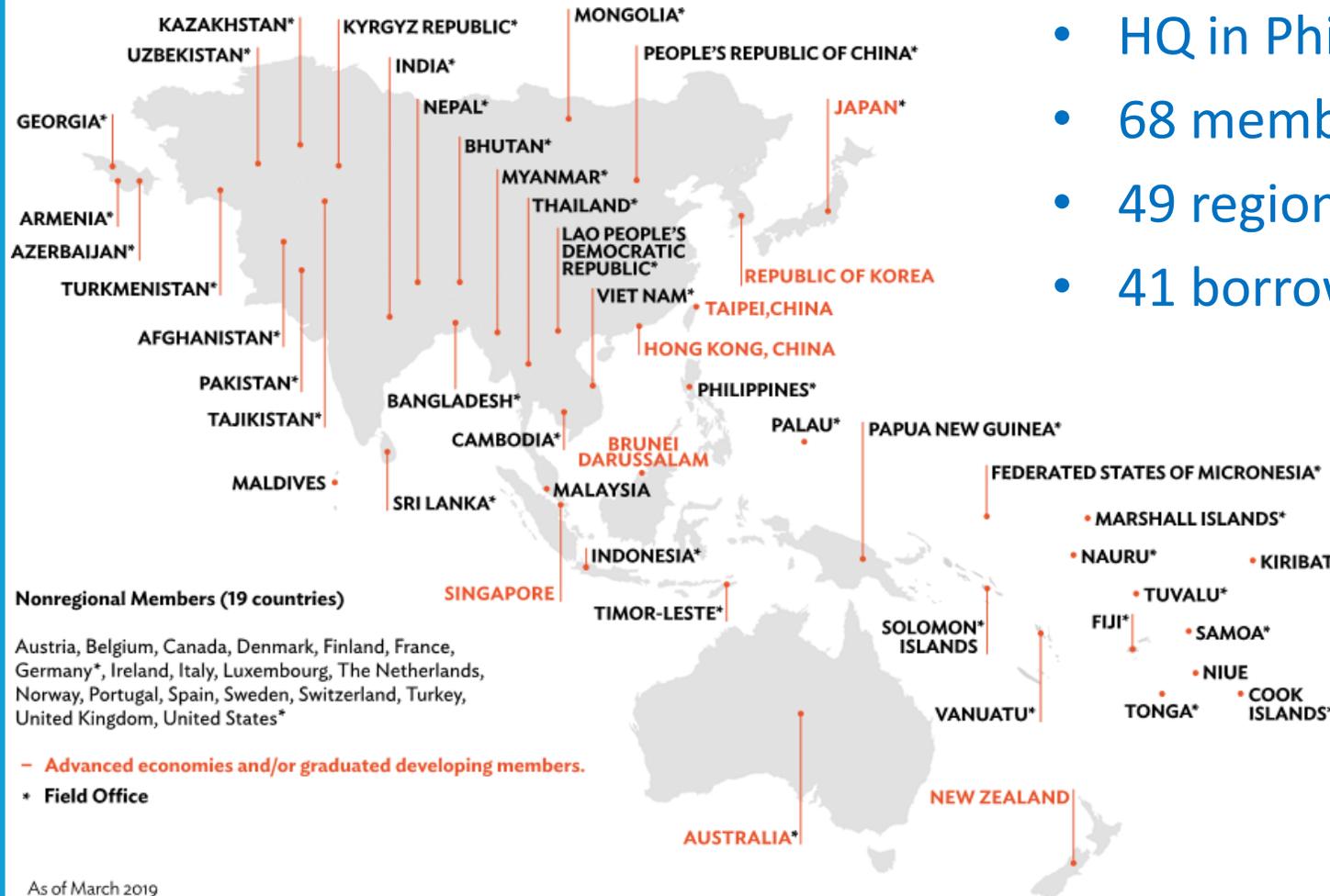
Overview

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:

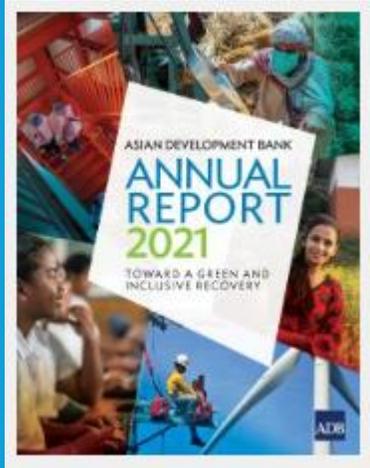
- Private sector
- NGOs and CBOs
- Foundations
- Academia & think tanks
- Donors
- Other Intl. Organizations

As of March 2019

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

Biggest ADB Borrowers : India, China, Pakistan, Bangladesh, Indonesia

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



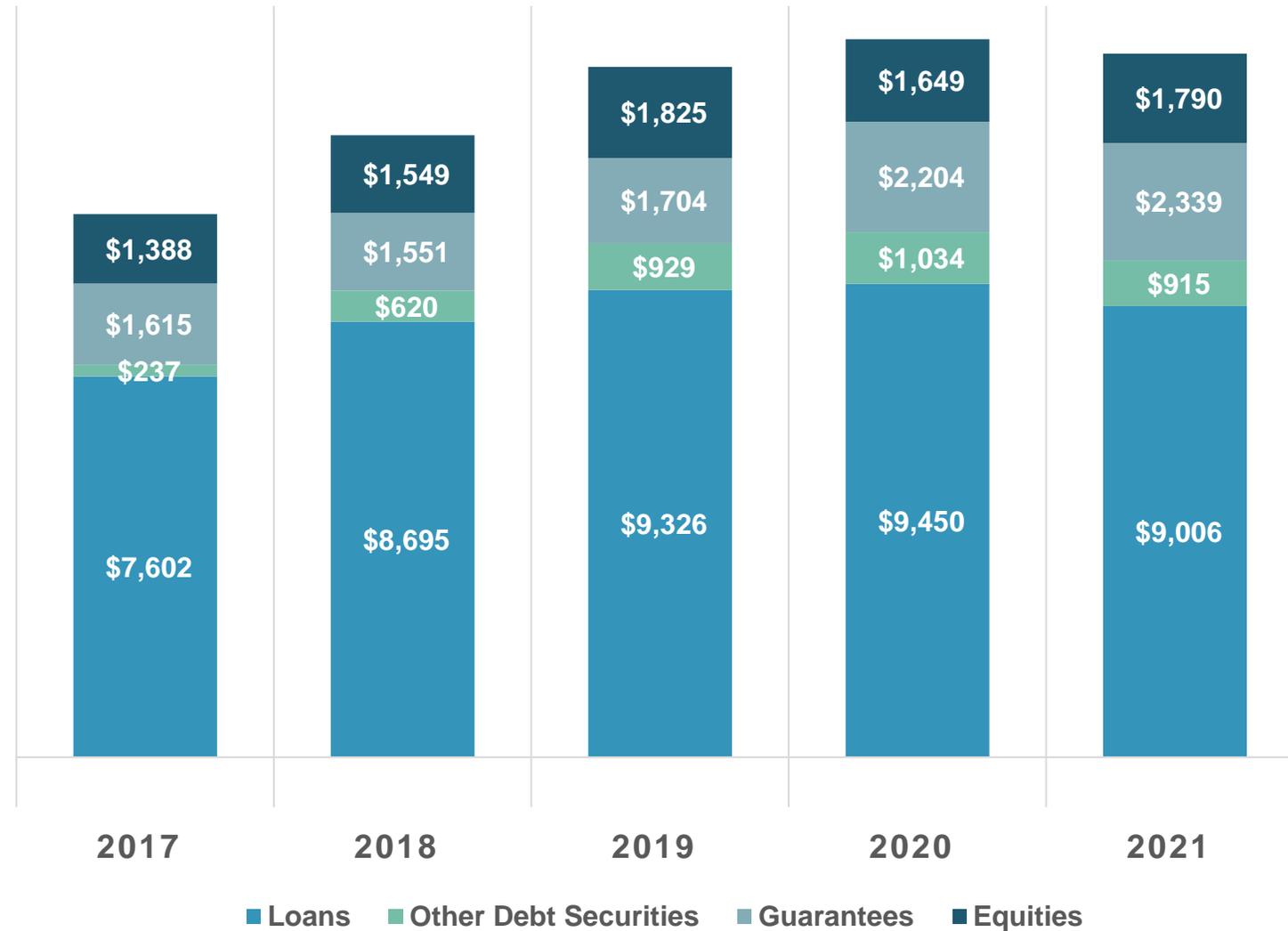
Portfolio by Sector

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

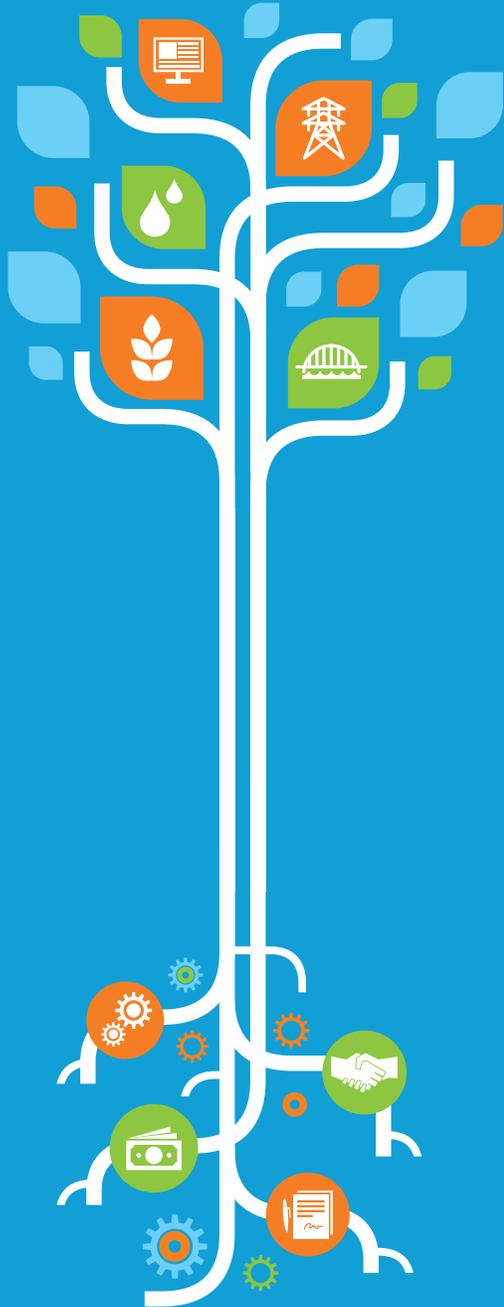
<https://www.adb.org/documents/adb-annual-report-2021>



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



ADB Business Opportunities

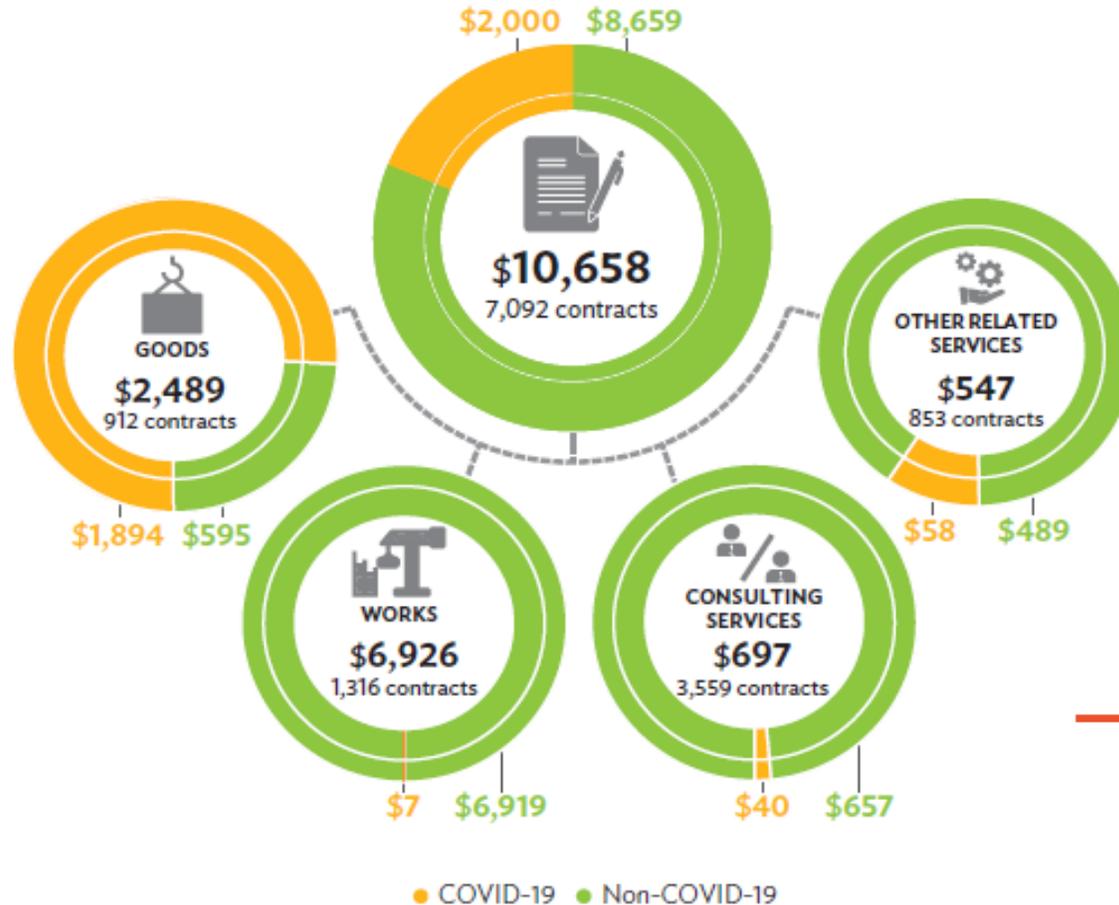


Procurement Volume 2021



Figure 14: Overall Procurement in 2021

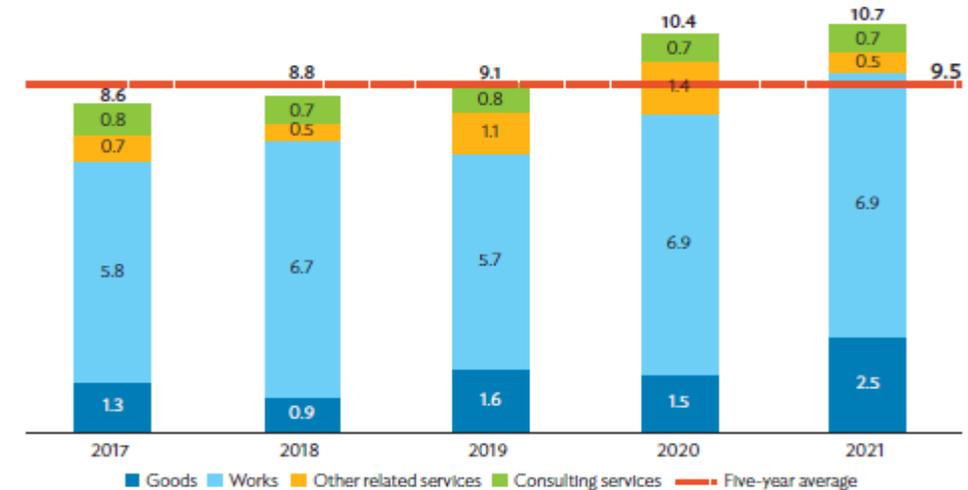
(\$ million)



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)

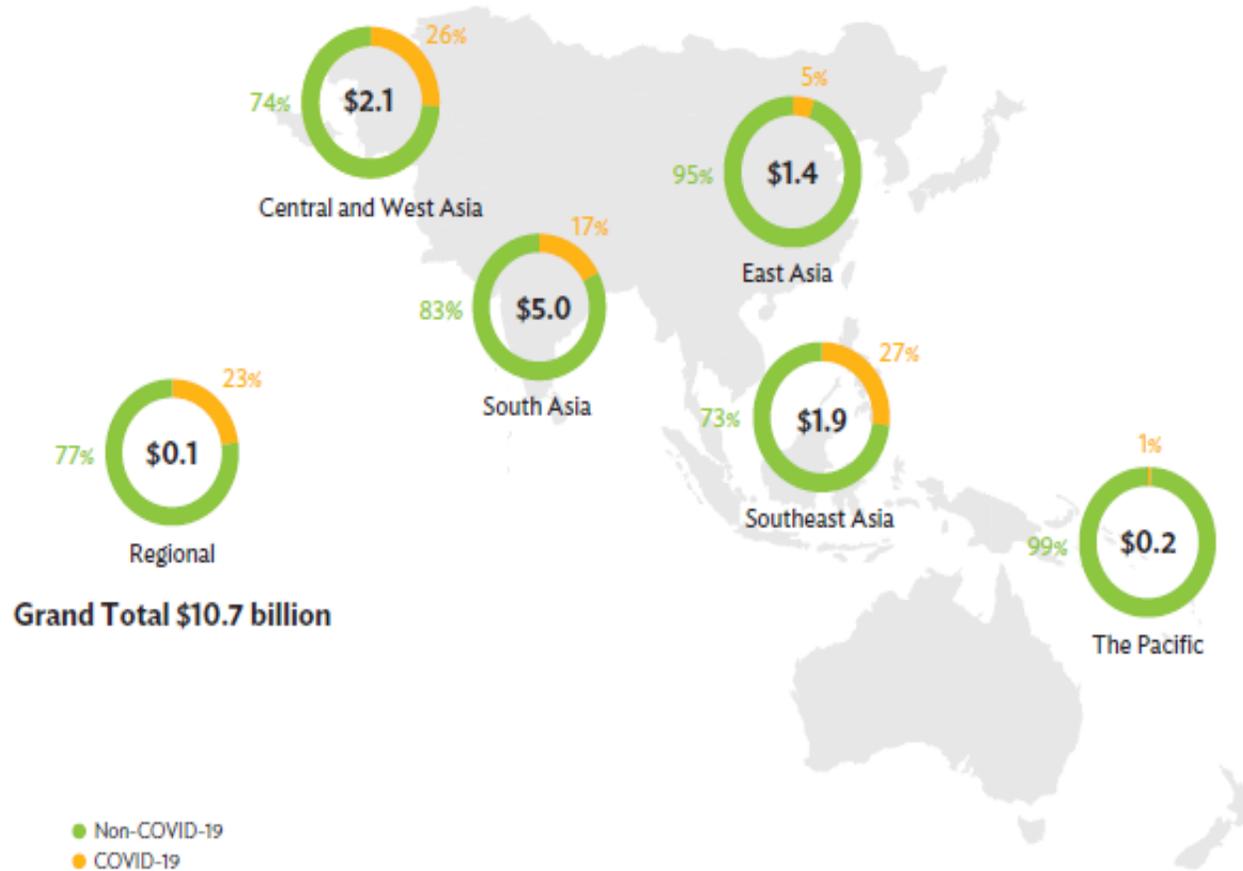
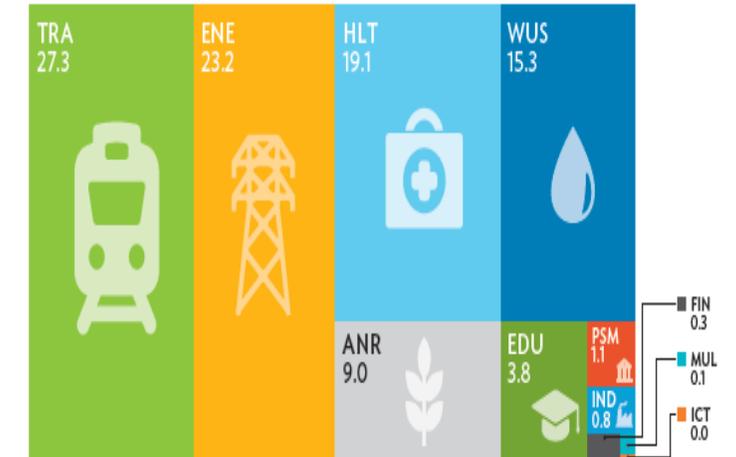


Figure 18: Procurement by Sector, 2021
(% of total procurement)



ANR - Agriculture, Natural Resources, and Rural Development; EDU - Education; ENE - Energy; FIN - Finance; HLT - Health; IND - Industry and Trade; ICT - Information and Communication Technology; MUL - Multisector; PSM - Public Sector Management; TRA - Transport; WUS - Water and Other Urban Infrastructure and Services. > 0.0 - less than 0.05.
Source: Asian Development Bank, PPFID.

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 Contractors 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 Consultants 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	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 Austria

ADB Loan and Grant Projects from 1 January 2017 to 31 December 2021

Contractor/Supplier	Sector	Contract Amount (\$ million)
VAMED Engineering GmbH	HLT	33.86
Plasser & Theurer Export	TRA	7.54
Total		41.39

[Asian Development Bank and Austria: Fact Sheet](#) | [Asian Development Bank \(adb.org\)](#)

Top Consultants from Austria

ADB Loans, Grants and Technical Assistance Projects from 1 January 2017 to 31 December 2021

Consultant	Sector	Contract Amount (\$ million)
VAMED Engineering GmbH	HLT	6.82
Posch & Partners Consulting Engineers	WUS	4.37
Bernard Ingenieure ZT GmbH	TRA	3.39
GWCC-Interival ZT GmbH	WUS	1.38
Setec Engineering GmbH & Co. KG	WUS	0.56
Individual Consultants		2.68
Others		0.65
Total		19.86

[Asian Development Bank and Austria: Fact Sheet](#) | [Asian Development Bank \(adb.org\)](#)

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



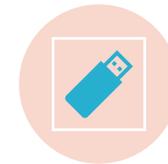
COVERAGE

past 5 years



INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options

Why pursue ADB-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?

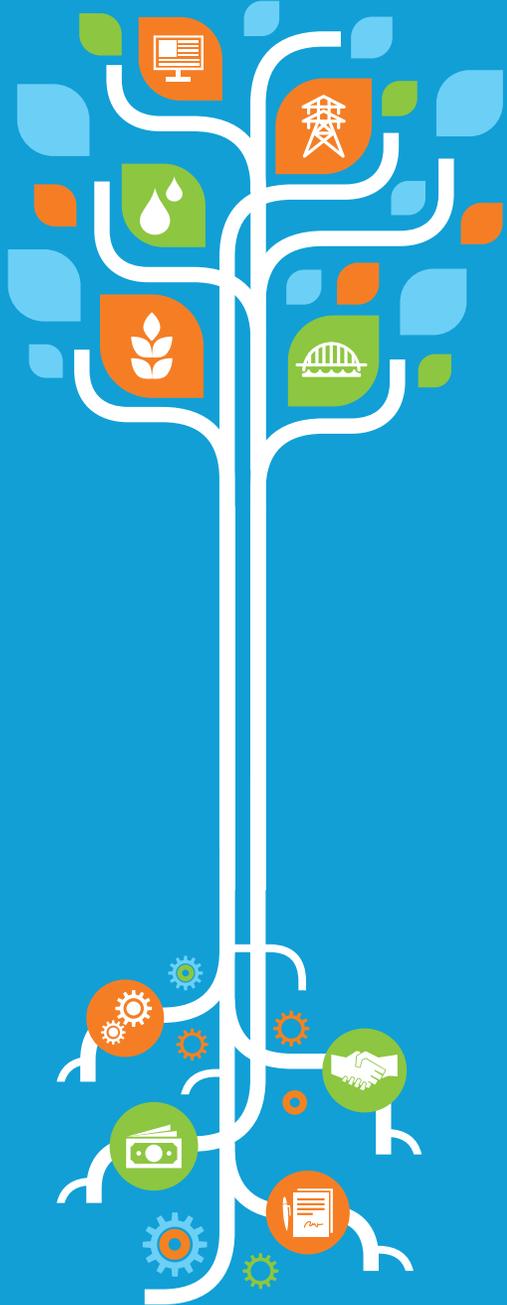


TYPES OF BUSINESS OPPORTUNITIES IN ADB PROJECTS

- **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



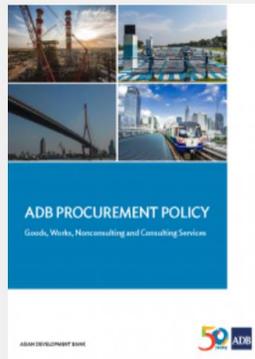
ADB Procurement Framework



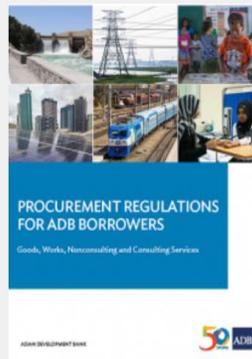
ADB's Procurement Frameworks

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



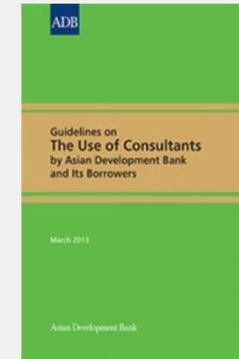
Procurement Regulations for ADB Borrowers

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

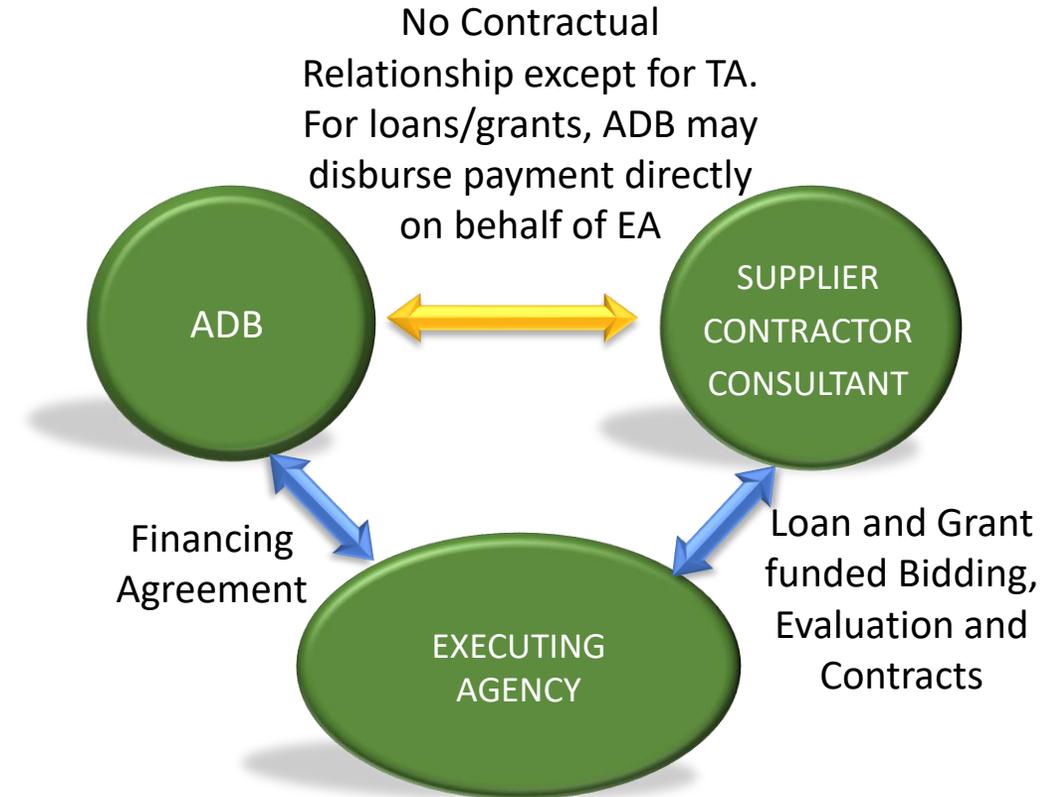
Principles		Outcomes
	Fairness	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	Economy	Using price, quality, and any nonprice attributes to deliver viable projects.
	Efficiency	Ensures procurement processes are proportional to value and 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.

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

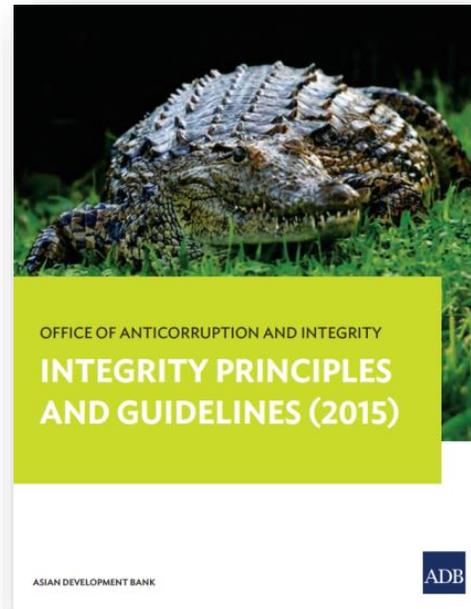
- Borrower's Force Account

DC

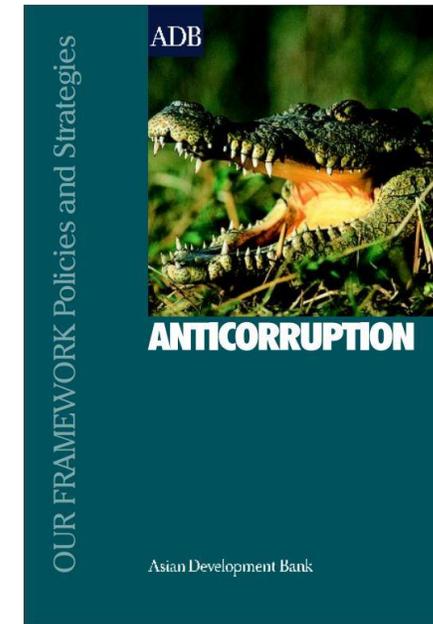
- Direct Contracting

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

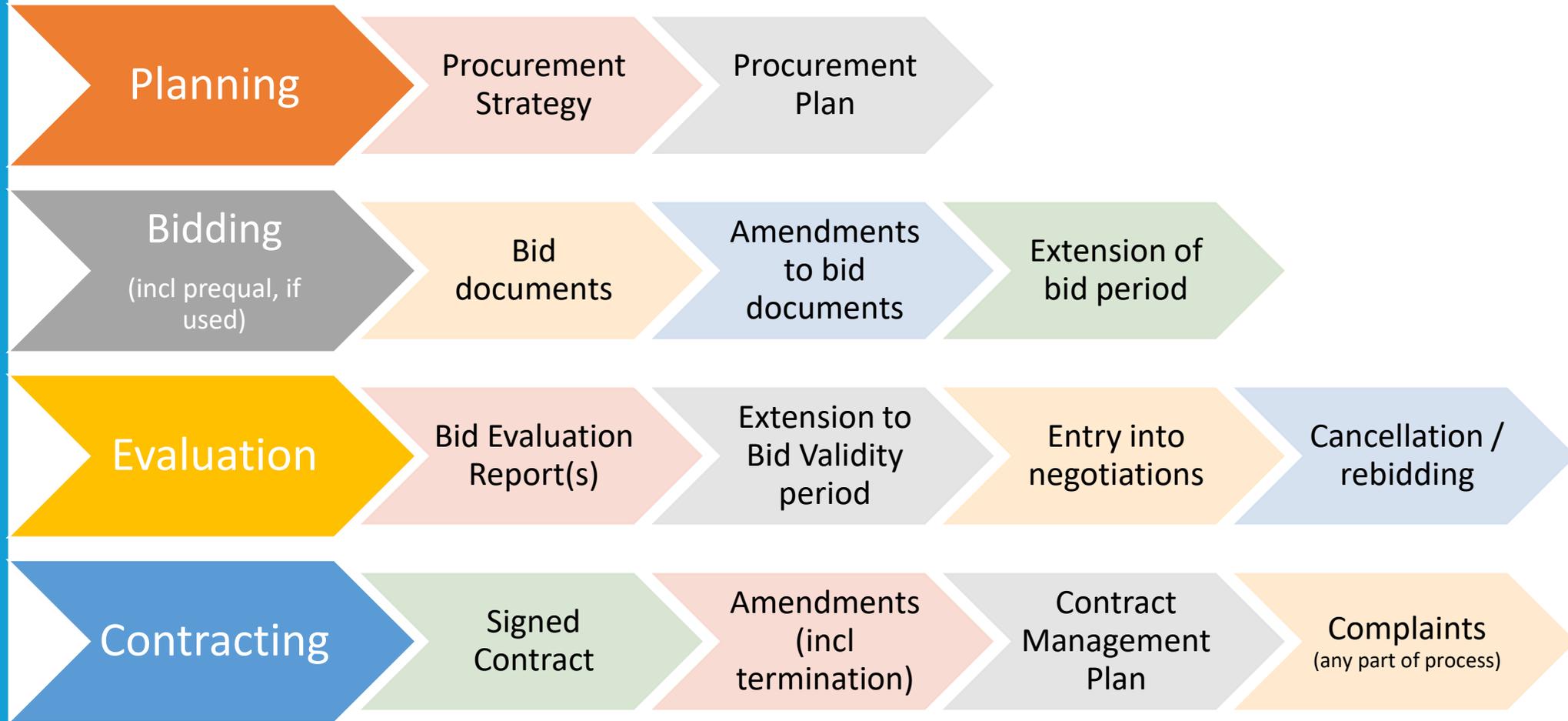


Zero Tolerance



Goods & Works

Procurement Process & ADB Oversight



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



Consulting Services

Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



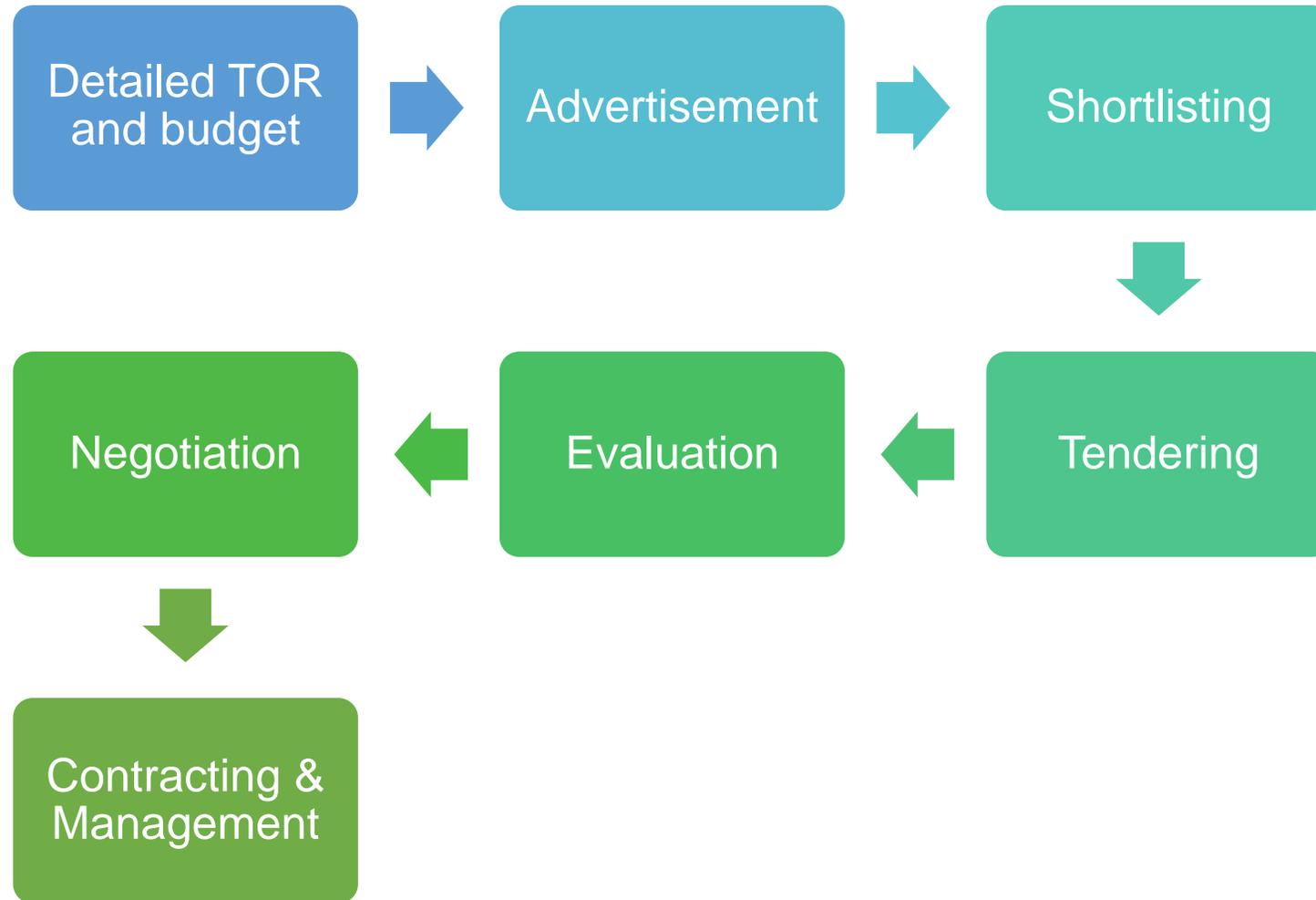
Staff Consultants

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

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

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

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

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!

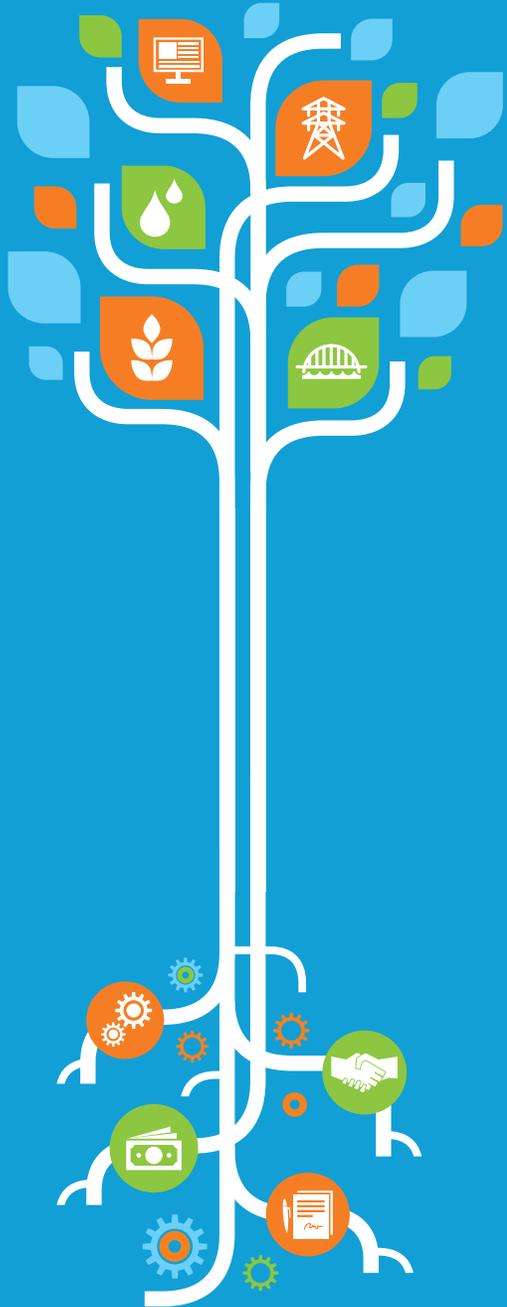
Complaints:

- 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:

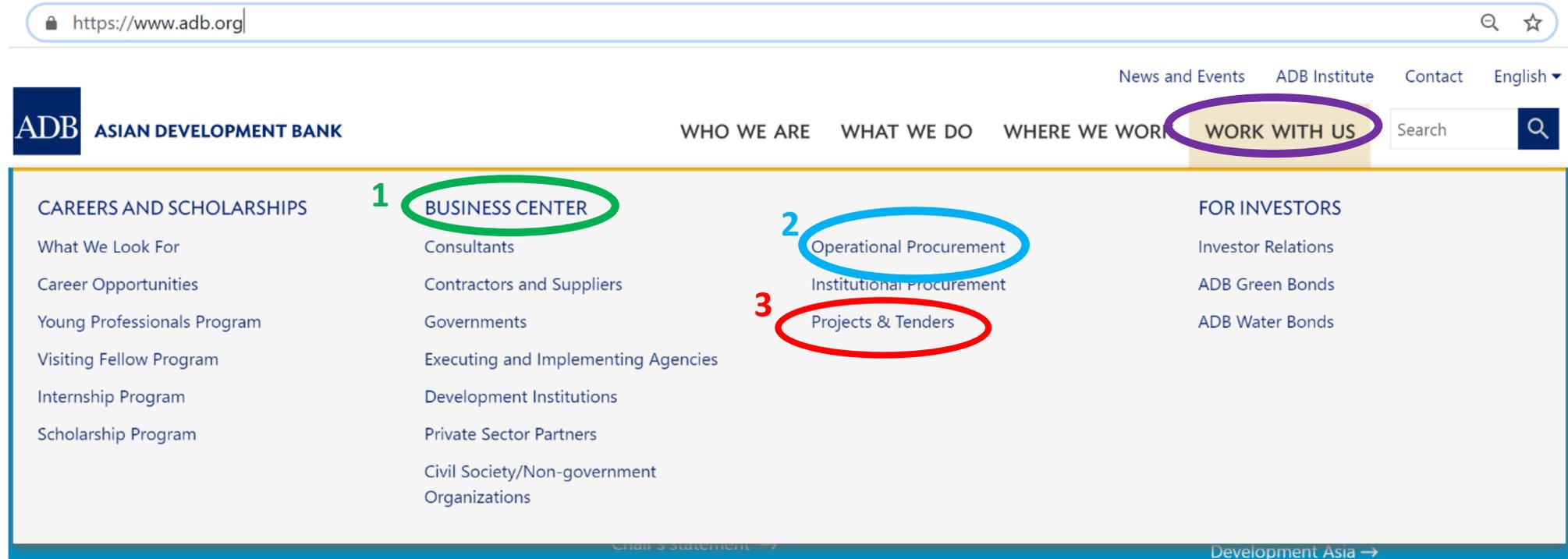
- www.adb.org/site/integrity/how-to-report-fraud





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

Sub-menu items under 'WORK WITH US':

- 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

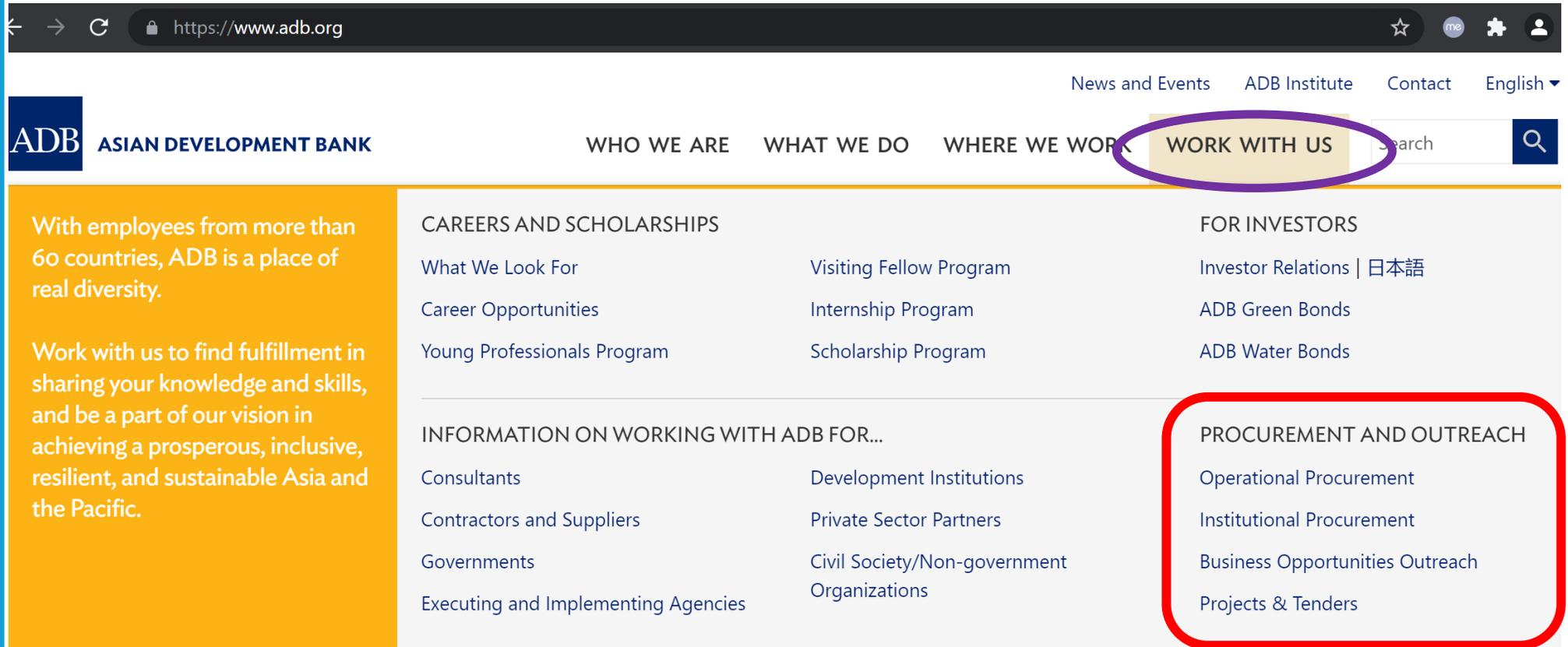


www.adb.org/business

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.

With employees from more than 60 countries, ADB is a place of real diversity.

Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

CAREERS AND SCHOLARSHIPS

What We Look For

Career Opportunities

Young Professionals Program

Visiting Fellow Program

Internship Program

Scholarship Program

FOR INVESTORS

Investor Relations | 日本語

ADB Green Bonds

ADB Water Bonds

INFORMATION ON WORKING WITH ADB FOR...

Consultants

Contractors and Suppliers

Governments

Executing and Implementing Agencies

Development Institutions

Private Sector Partners

Civil Society/Non-government Organizations

PROCUREMENT AND OUTREACH

Operational Procurement

Institutional Procurement

Business Opportunities Outreach

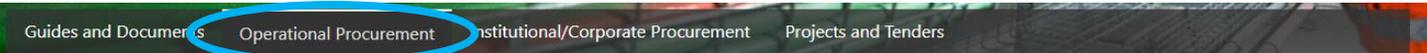
Projects & Tenders

Business Center - www.adb.org/business

Procurement - 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
cont
and

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

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

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)

- This Invitation for Prequalification follows the Procurement Plan for this project that appeared on the Asian Development Bank (ADB) website on 8 December 2017.
- 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

- 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.



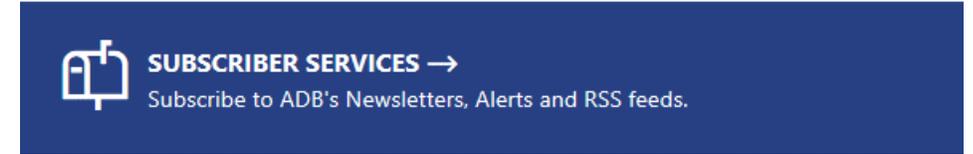
View Shortlisted Firms

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

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>

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/>

Contact: Rubina Shaheen rshaheen@adb.org

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

THANK YOU!

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