

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.

ADB

Netherlands: Business Opportunities Seminar

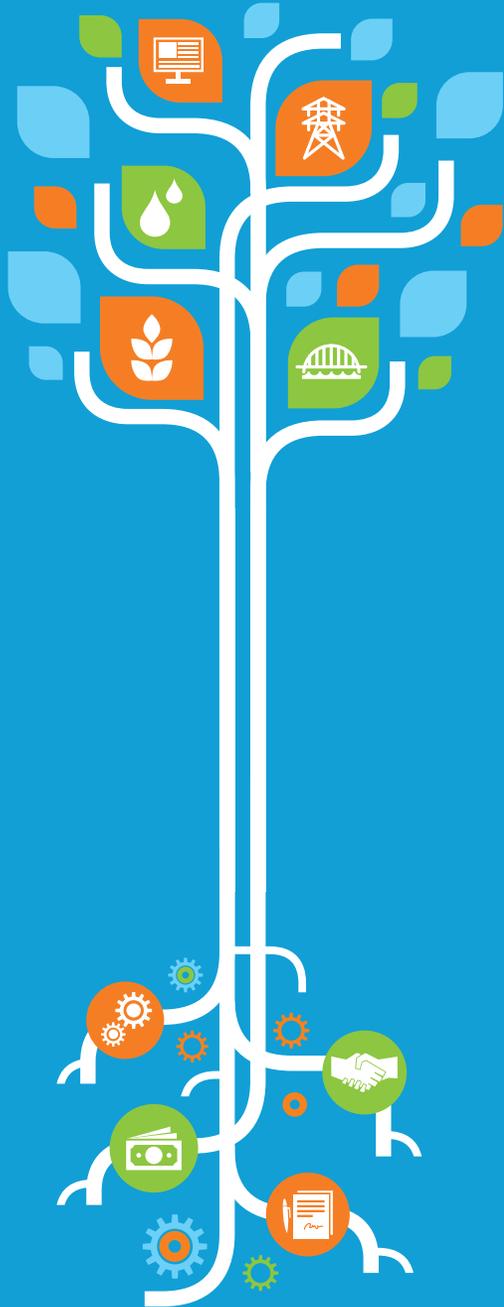
The ADB Procurement System and Business Opportunities

25 January 2023

Talat Nasirov
Procurement Specialist

Procurement, Portfolio and Financial
Management Department (PPFD)

BUSINESS
OPPORTUNITIES



Overview

1. About ADB and its Operations
2. Procurement Statistics
3. Facts about Netherlands and ADB
4. ADB Procurement Framework
5. Sustainable Procurement
6. Business opportunities for consultants, contractors and suppliers

About ADB

- Headquartered in Manila, Philippines
- Established in 1966
- Owned by **68 member countries**
 - - 49 Regional (Asia and the Pacific)
 - - 19 Non-regional
- 3,092 staff
- 29 resident missions in client countries
- Representative offices: Frankfurt, Tokyo, Washington

BANKING ON
THE FUTURE OF ASIA
AND THE PACIFIC

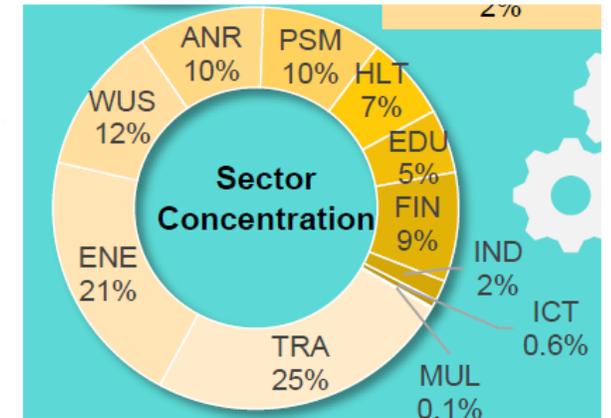
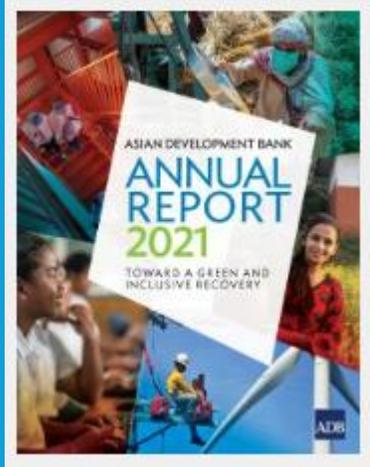
50 YEARS OF THE
ASIAN DEVELOPMENT BANK

Peter McCawley

<https://www.adb.org/publications/50-years-ADB>



ADB 2021 Sovereign Portfolio US\$ 104b



Private sector portfolio – \$14B

In 2022 ADB approved loans and grants for \$12.3 billion

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



Facts about Netherlands and ADB

NETHERLANDS

- Joined in 1966
- Provided \$1.52 billion in capital subscription to ADB.
- contributed \$822.60 million to Special Funds



The Netherlands's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of Total
2020	1.89	0.01
2021	1.73	0.01
Cumulative (as of 31 Dec 2021)	301.59	0.13

Item	Consulting Services	
	Amount (\$ million)	% of Total
2020	20.53	2.81
2021	9.13	1.31
Cumulative (as of 31 Dec 2021)	384.59	2.59

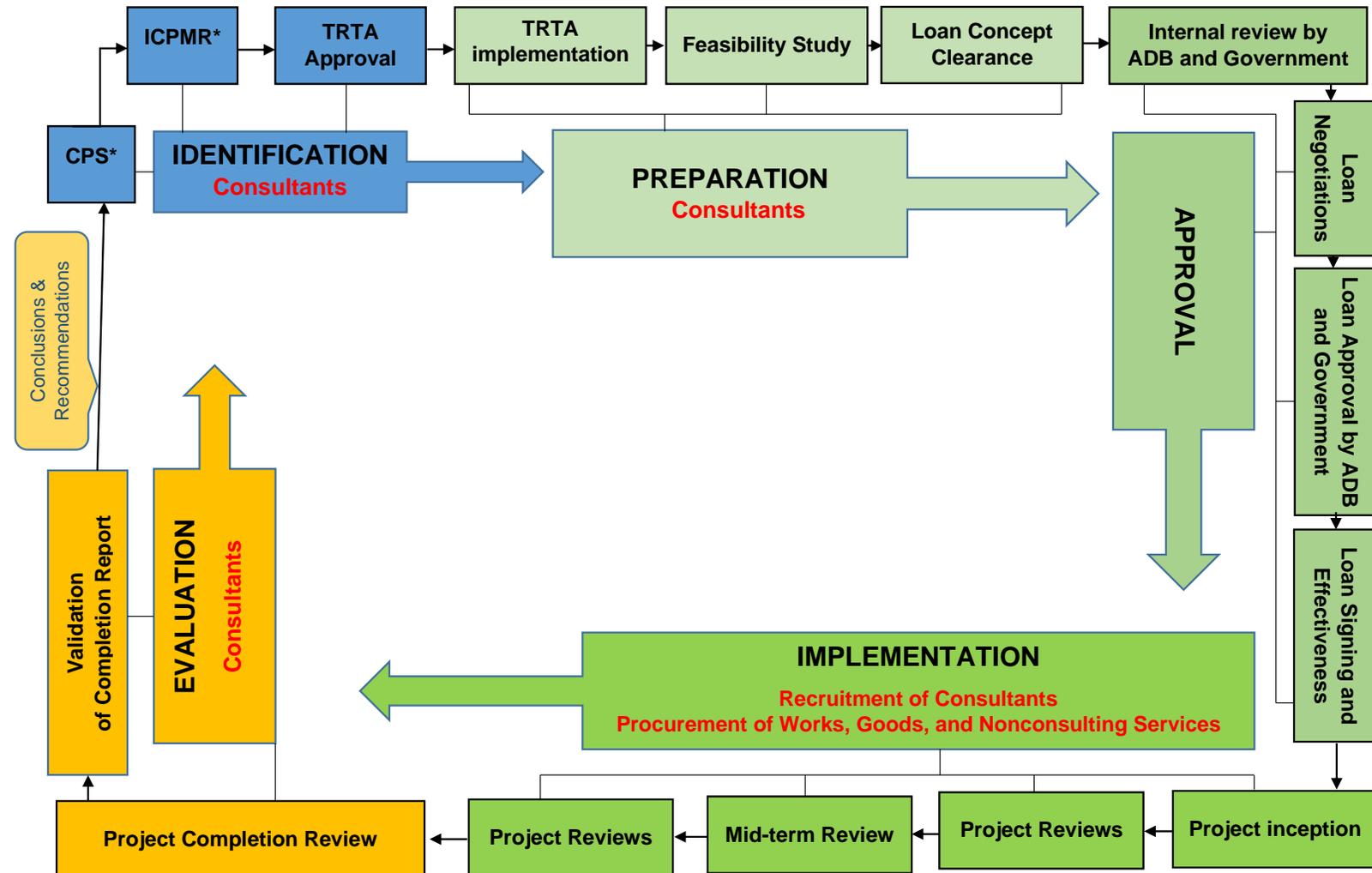
Item	Total Procurement	
	Amount (\$ million)	% of Total
2020	22.42	0.09
2021	10.87	0.07
Cumulative (as of 31 Dec 2021)	686.18	0.28

Facts about Netherlands and ADB

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

Consultant	Sector	Contract Amount (\$ million)
Royal HaskoningDHV	ANR, MUL, TRA, WUS	18.03
Euroconsult Mott Macdonald BV	ANR, WUS	13.48
Hill International N.V.	WUS	4.55
Deltares	ANR, ENE, HLT, PSM, WUS	3.91
Palladium Europe B.V.	FIN, PSM	3.32
Individual Consultants		12.61
Others		16.33
Total		72.23

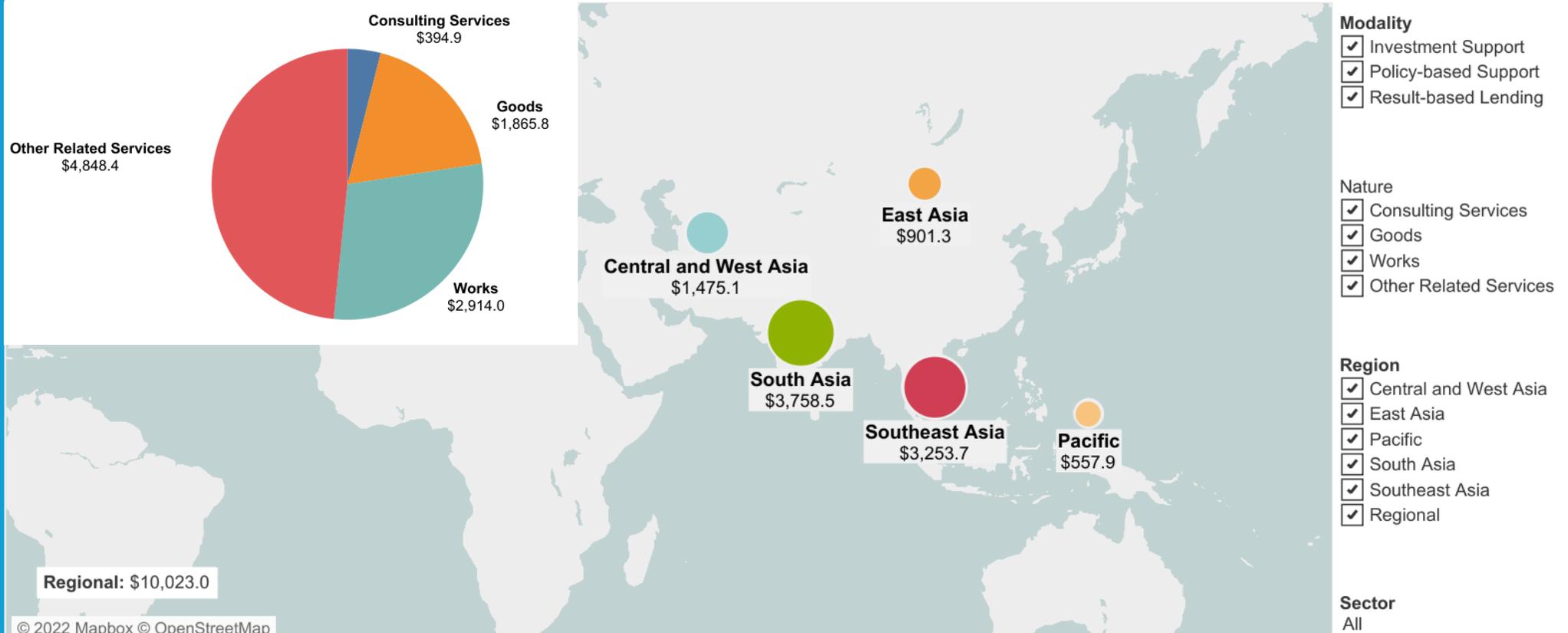
ADB Project Cycle (Sovereign)



CPS=Country Partnership Strategy; ICPMR=Indicative Country Pipeline and Monitoring Report; TRTA=Transaction Technical Assistance

ADB Procurement Dashboard

2022 Operational Procurement by region and nature, US\$10.023 billion

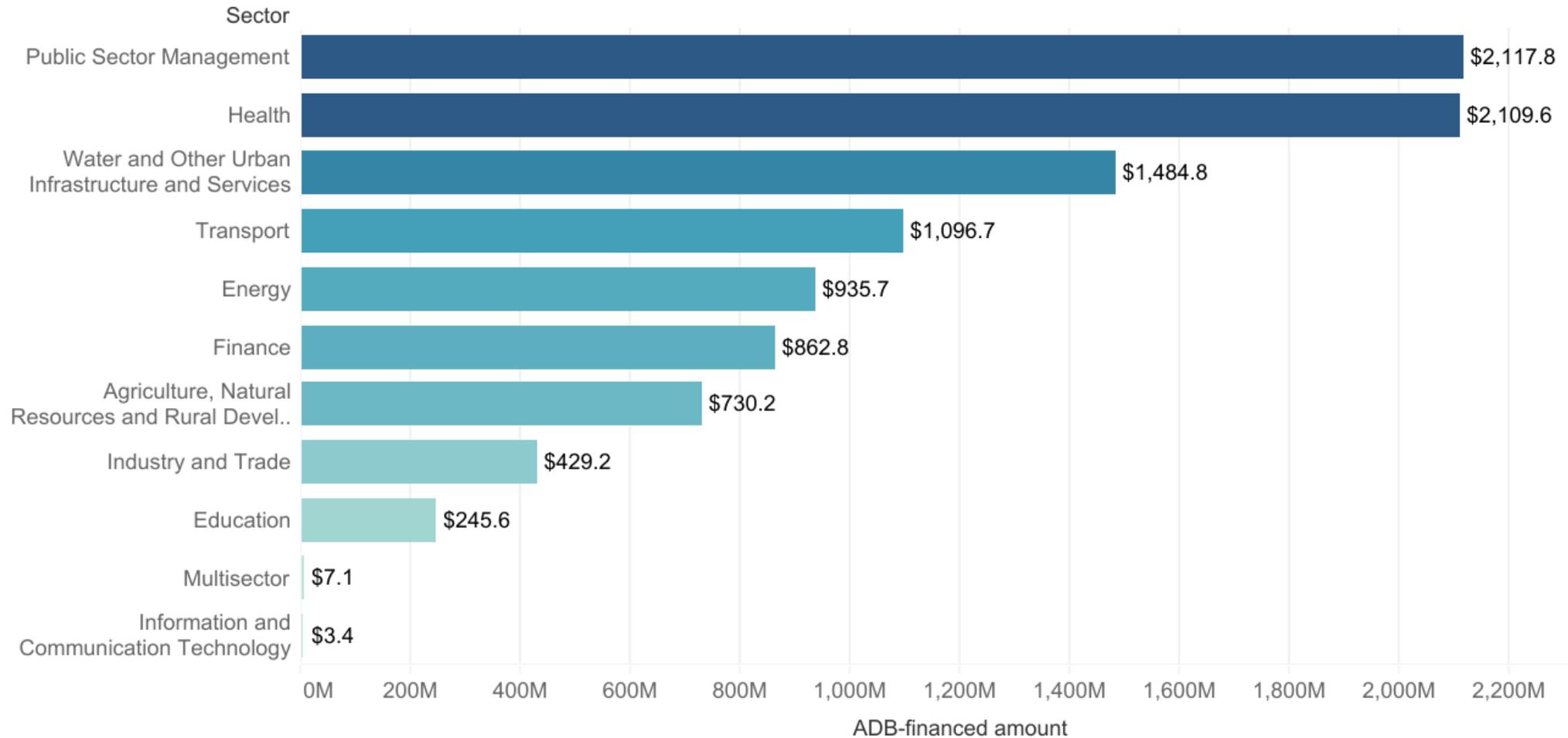


© 2022 Mapbox © OpenStreetMap

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



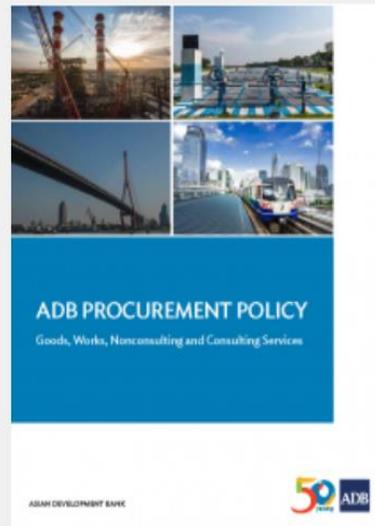
2022 Operational Procurement by Sector, US\$10.023 billion



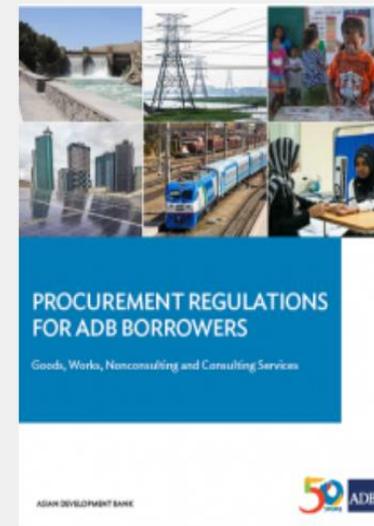
ADB Procurement Framework

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

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



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

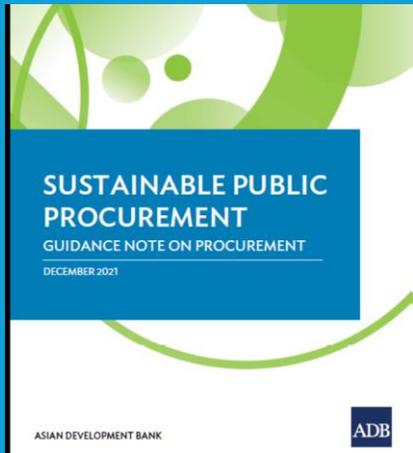
ADB Role in Sovereign Procurement

- ADB reviews the borrower’s procurement procedures, documents, bid evaluations, award recommendations, and contracts to ensure that the procurement process is consistent with ADB’s Procurement Policy and Procurement Regulations for Borrowers.
- Other than for some TA activities, ADB does not perform an evaluation function of bids or proposals submitted to borrowers to support ADB funded projects.

ADB	Executing Agency (EA)	Implementing Agency (IA)
<ul style="list-style-type: none"> • Ensures procurement is carried out per agreed procedures • Prior or post review of procurement transactions 	<ul style="list-style-type: none"> • Entity that signs ADB loan or grant for a project • Typically, MoF who may also perform implementation function 	<ul style="list-style-type: none"> • Sector or municipal agency responsible for project implementation • Invite and evaluate bids, sign and manage contracts, monitor and evaluate performance

Sustainable Procurement

- ADB Procurement Policy encourages borrowers to apply sustainable procurement (SP), to achieve value for money and support quality outcomes.
- SP is integration of economic development, social development, environmental protection, and quality institutional governance.
- We design sustainability targets in our project concept and appraisal documents
- In procurement, we start to consider sustainability principles as part of Strategic Procurement Planning process.
- We add SP targets in the bidding documents – specifications, evaluation criteria
- We evaluate SP targets when we receive bids
- We monitor achievement of SP targets during contract implementation



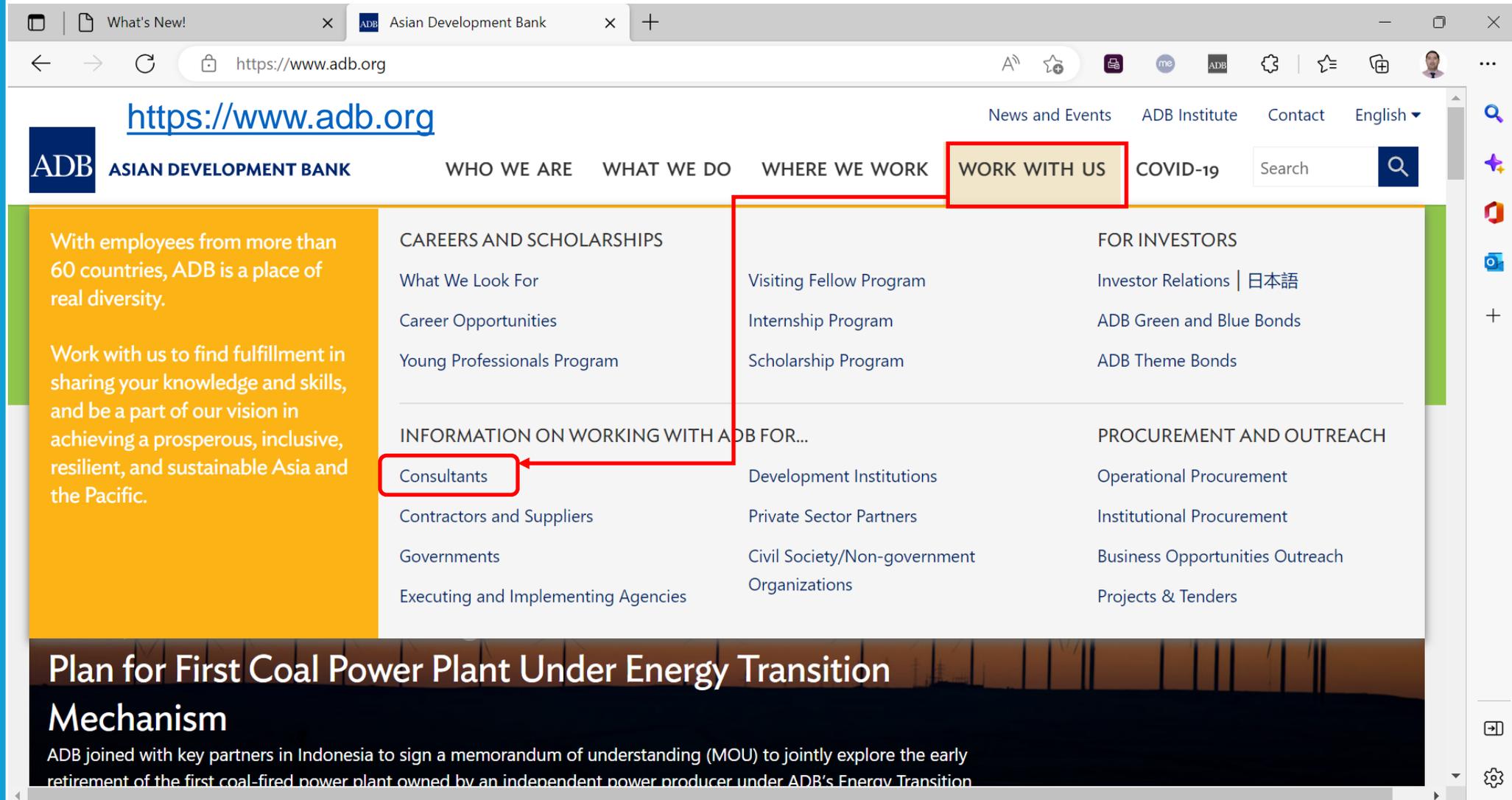
<https://www.adb.org/documents/sustainable-public-procurement>



Types of business opportunities

- **Consulting services**
 - Project preparation & implementation, detailed design, construction supervision (PMC), environmental & social safeguards, gender, knowledge products, policy/advisory,
- **Goods**
 - Machinery, equipment, ICT (hardware), furniture
- **Works**
 - Roads, railways, bridges, irrigation canals, schools, etc.
 - EPC - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- **Nonconsulting services**
 - Surveys, training, translation, ICT (software), event management

Consulting Services Opportunities



The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' menu is expanded, showing several options. A red box highlights the 'Consultants' option, and a red arrow points to it from the 'WORK WITH US' menu header.

WORK WITH US

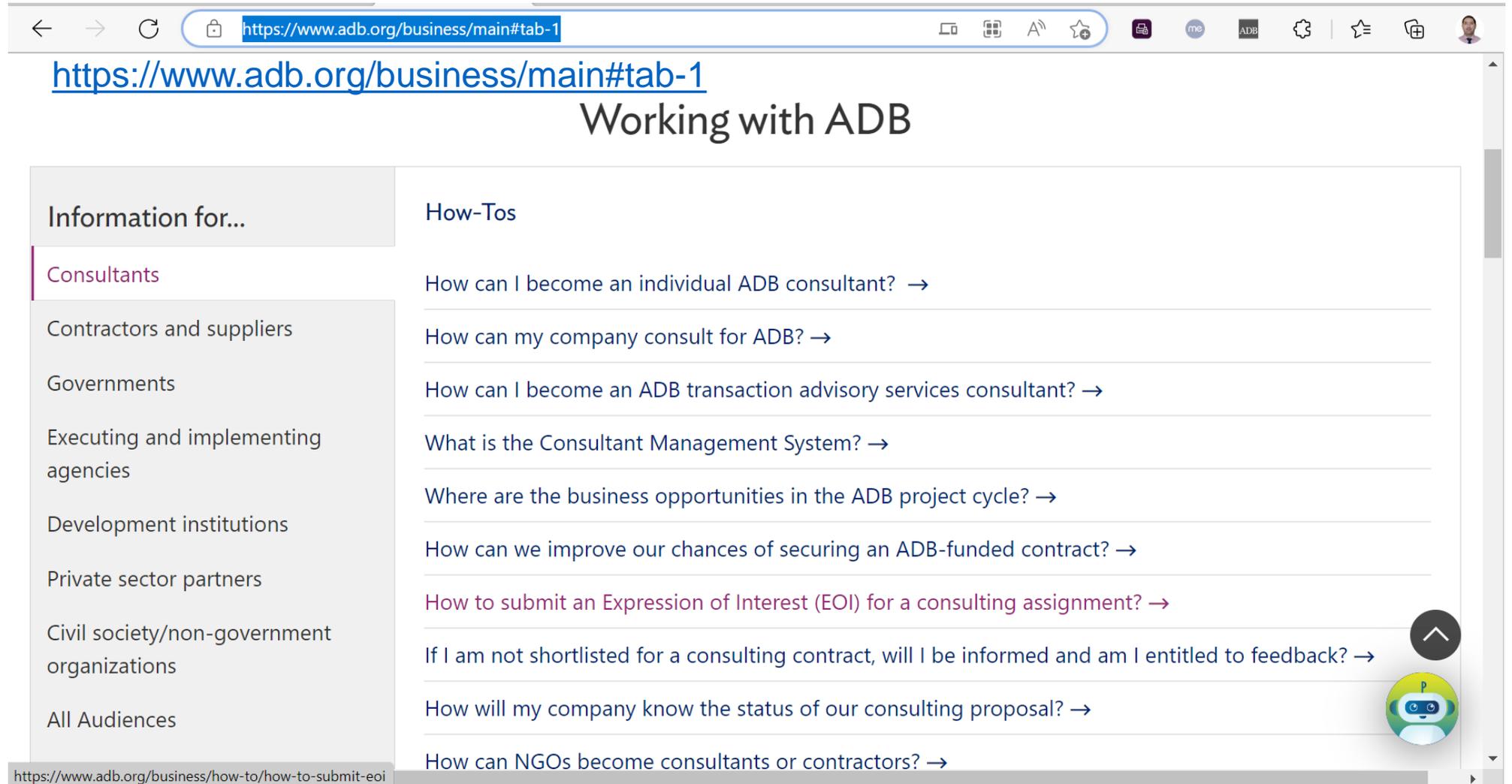
- CAREERS AND SCHOLARSHIPS
 - What We Look For
 - Career Opportunities
 - Young Professionals Program
- INFORMATION ON WORKING WITH ADB FOR...
 - Consultants**
 - Contractors and Suppliers
 - Governments
 - Executing and Implementing Agencies
- FOR INVESTORS
 - Investor Relations | 日本語
 - ADB Green and Blue Bonds
 - ADB Theme Bonds
- PROCUREMENT AND OUTREACH
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders

Plan for First Coal Power Plant Under Energy Transition Mechanism

ADB joined with key partners in Indonesia to sign a memorandum of understanding (MOU) to jointly explore the early retirement of the first coal-fired power plant owned by an independent power producer under ADB's Energy Transition



Consulting Services Opportunities



The screenshot shows a web browser window with the URL <https://www.adb.org/business/main#tab-1>. The page title is "Working with ADB". On the left, there is a navigation menu under "Information for..." with the following categories: Consultants (highlighted), Contractors and suppliers, Governments, Executing and implementing agencies, Development institutions, Private sector partners, Civil society/non-government organizations, and All Audiences. The main content area is titled "How-Tos" and lists several links with right-pointing arrows:

- How can I become an individual ADB consultant? →
- How can my company consult for ADB? →
- How can I become an ADB transaction advisory services consultant? →
- What is the Consultant Management System? →
- Where are the business opportunities in the ADB project cycle? →
- How can we improve our chances of securing an ADB-funded contract? →
- How to submit an Expression of Interest (EOI) for a consulting assignment? →
- If I am not shortlisted for a consulting contract, will I be informed and am I entitled to feedback? →
- How will my company know the status of our consulting proposal? →
- How can NGOs become consultants or contractors? →

The URL at the bottom of the browser window is <https://www.adb.org/business/how-to/how-to-submit-eoi>.

Quick Reference Guides for Individual Consultants and Consulting Firms

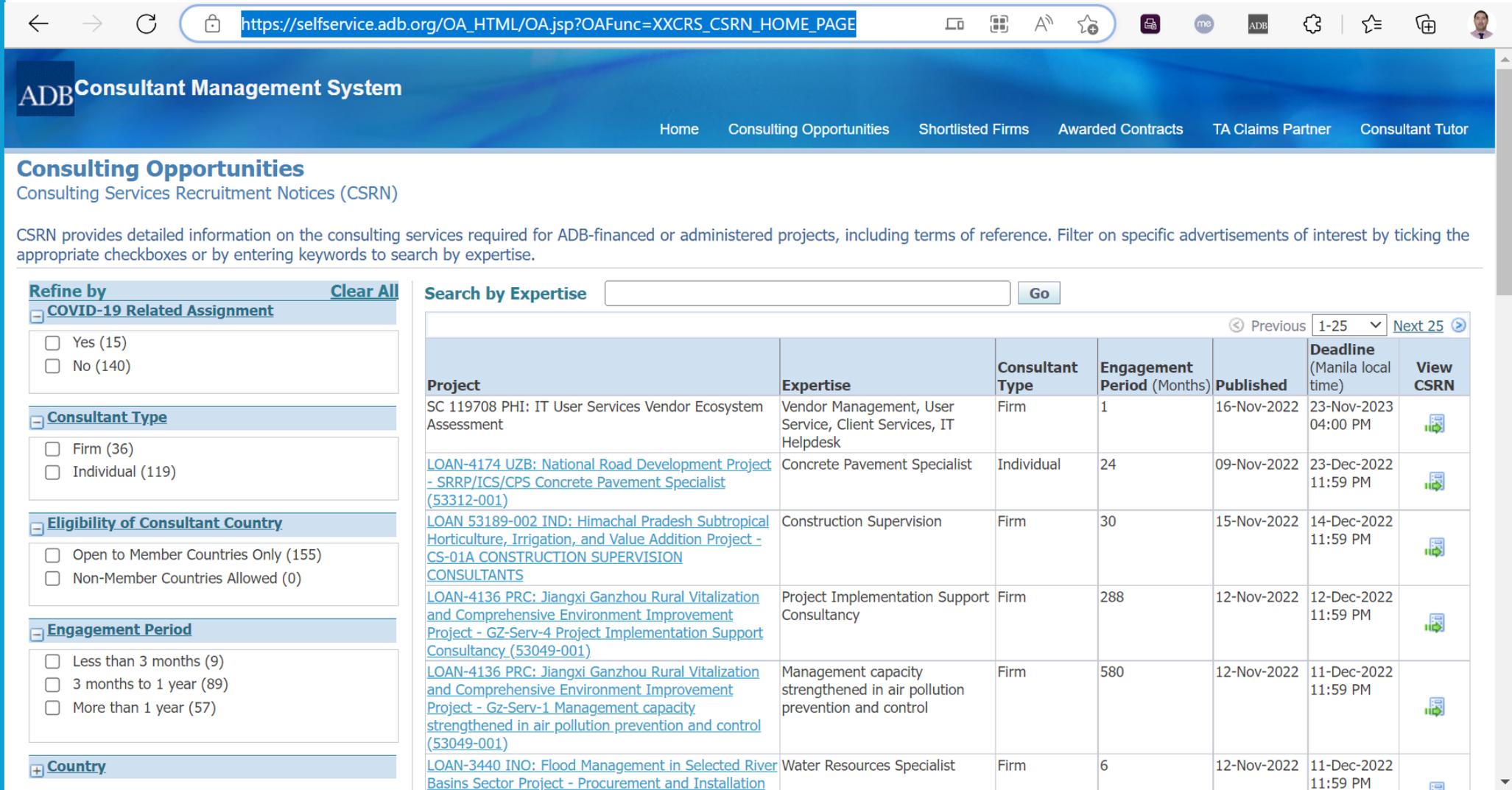
<https://www.adb.org/documents/using-consultant-management-system-cms-quick-reference-guides-individuals-firms>

The screenshot shows a web browser window with the URL <https://www.adb.org/documents/using-consultant-management-system-cms-quick-reference-guides-individuals-firms>. The page content includes:

- Breadcrumbs: You are here: Home > Business Center > Guides
- Section: Guides
- Title: Using the Consultant Management System (CMS): Quick Reference Guides for Individual Consultants and Consulting Firms
- Subtitle: Business Guide | August 2022
- Social sharing icons: Twitter, Facebook, LinkedIn, and Print.
- Text: Downloadable quick reference guides and videos to help individual consultants and consulting firms navigate ADB's Consultant Management System (CMS)
- Section: Description
- Related links: What is the Consultant Management System? and How Do I Use the Consultant Management System (CMS)?

Consulting Services Recruitment Notices

https://selfservice.adb.org/OA_HTML/OA.jsp?OAFunc=XXCRS_CSRN_HOME_PAGE



ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts TA Claims Partner Consultant Tutor

Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkboxes or by entering keywords to search by expertise.

Refine by [Clear All](#)

- COVID-19 Related Assignment
 - Yes (15)
 - No (140)
- Consultant Type
 - Firm (36)
 - Individual (119)
- Eligibility of Consultant Country
 - Open to Member Countries Only (155)
 - Non-Member Countries Allowed (0)
- Engagement Period
 - Less than 3 months (9)
 - 3 months to 1 year (89)
 - More than 1 year (57)
- Country

Search by Expertise [Go](#)

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
SC 119708 PHI: IT User Services Vendor Ecosystem Assessment	Vendor Management, User Service, Client Services, IT Helpdesk	Firm	1	16-Nov-2022	23-Nov-2023 04:00 PM	
LOAN-4174 UZB: National Road Development Project - SRRP/ICS/CPS Concrete Pavement Specialist (53312-001)	Concrete Pavement Specialist	Individual	24	09-Nov-2022	23-Dec-2022 11:59 PM	
LOAN 53189-002 IND: Himachal Pradesh Subtropical Horticulture, Irrigation, and Value Addition Project - CS-01A CONSTRUCTION SUPERVISION CONSULTANTS	Construction Supervision	Firm	30	15-Nov-2022	14-Dec-2022 11:59 PM	
LOAN-4136 PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Improvement Project - GZ-Serv-4 Project Implementation Support Consultancy (53049-001)	Project Implementation Support Consultancy	Firm	288	12-Nov-2022	12-Dec-2022 11:59 PM	
LOAN-4136 PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Improvement Project - Gz-Serv-1 Management capacity strengthened in air pollution prevention and control (53049-001)	Management capacity strengthened in air pollution prevention and control	Firm	580	12-Nov-2022	11-Dec-2022 11:59 PM	
LOAN-3440 INO: Flood Management in Selected River Basins Sector Project - Procurement and Installation	Water Resources Specialist	Firm	6	12-Nov-2022	11-Dec-2022 11:59 PM	



Selection Methods to Recruit Consulting Firms

QCBS

• Quality & Cost Based Selection

QBS

• Quality Based Selection

CQS

• Consultants Qualifications Selection

FBS

• Fixed Budget Selection

LCS

• Least Cost Selection

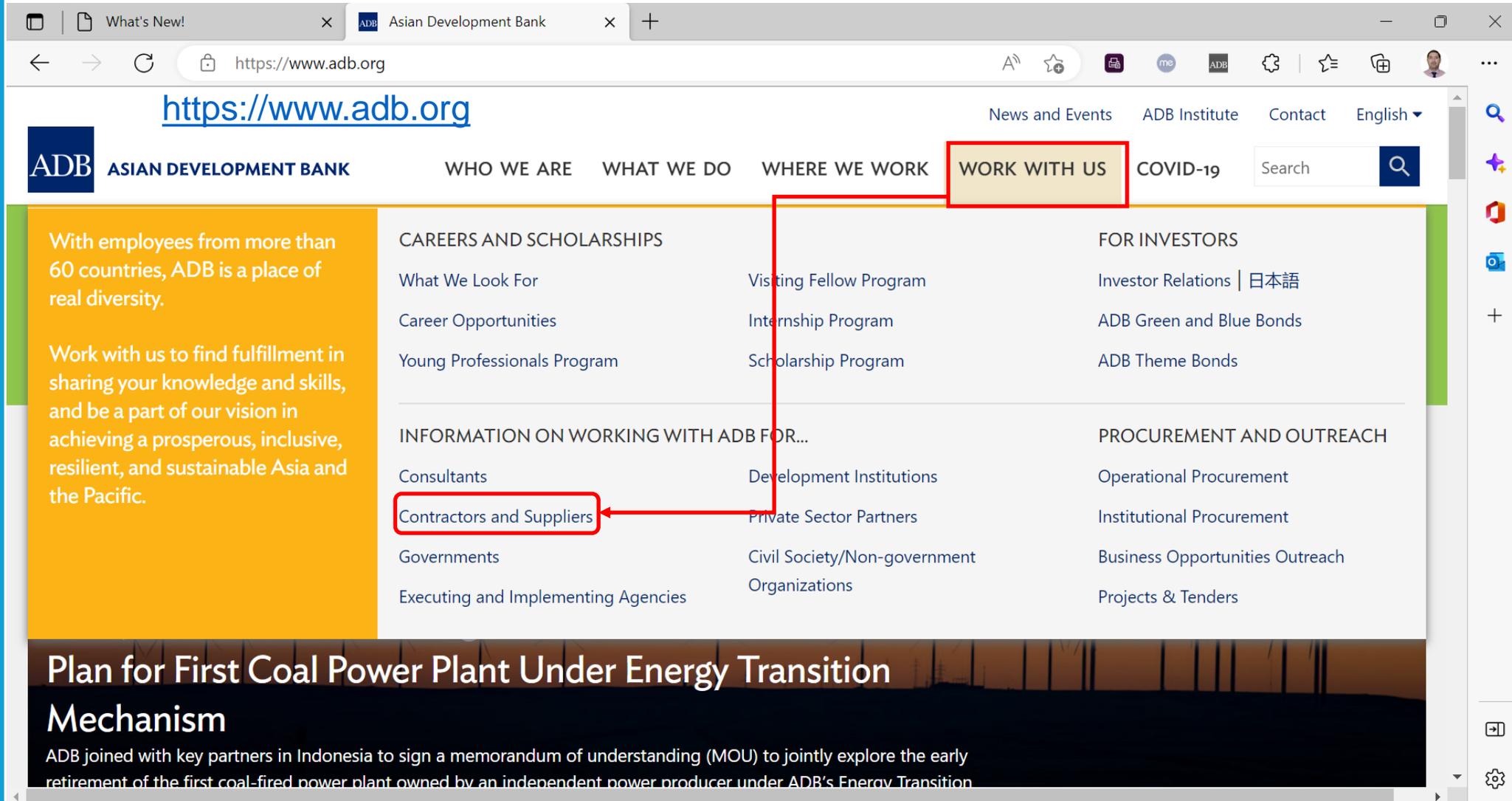
DC

• Direct Contracting

Tips for consulting firms

- Understand the country, project, and client requirements
- Study the **terms of reference** and understand the scope of services and outputs to be provided
- Engage with other firms to strengthen your capacity and experience
- Express interest
- Once shortlisted, carefully read the RFP's instructions and forms
- Avoid **conflict of interest, unfair competitive advantage, corrupt and fraudulent practices**
- Look at **eligibility requirements**, the firm shall be from eligible country
- Visit the project site
- Seek clarifications in writing
- Prepare a responsive and **strong technical proposal and competitive financial proposal**
- Be fair and honest with the Client during contract negotiations and contract implementation

Supply of Goods and Works Opportunities



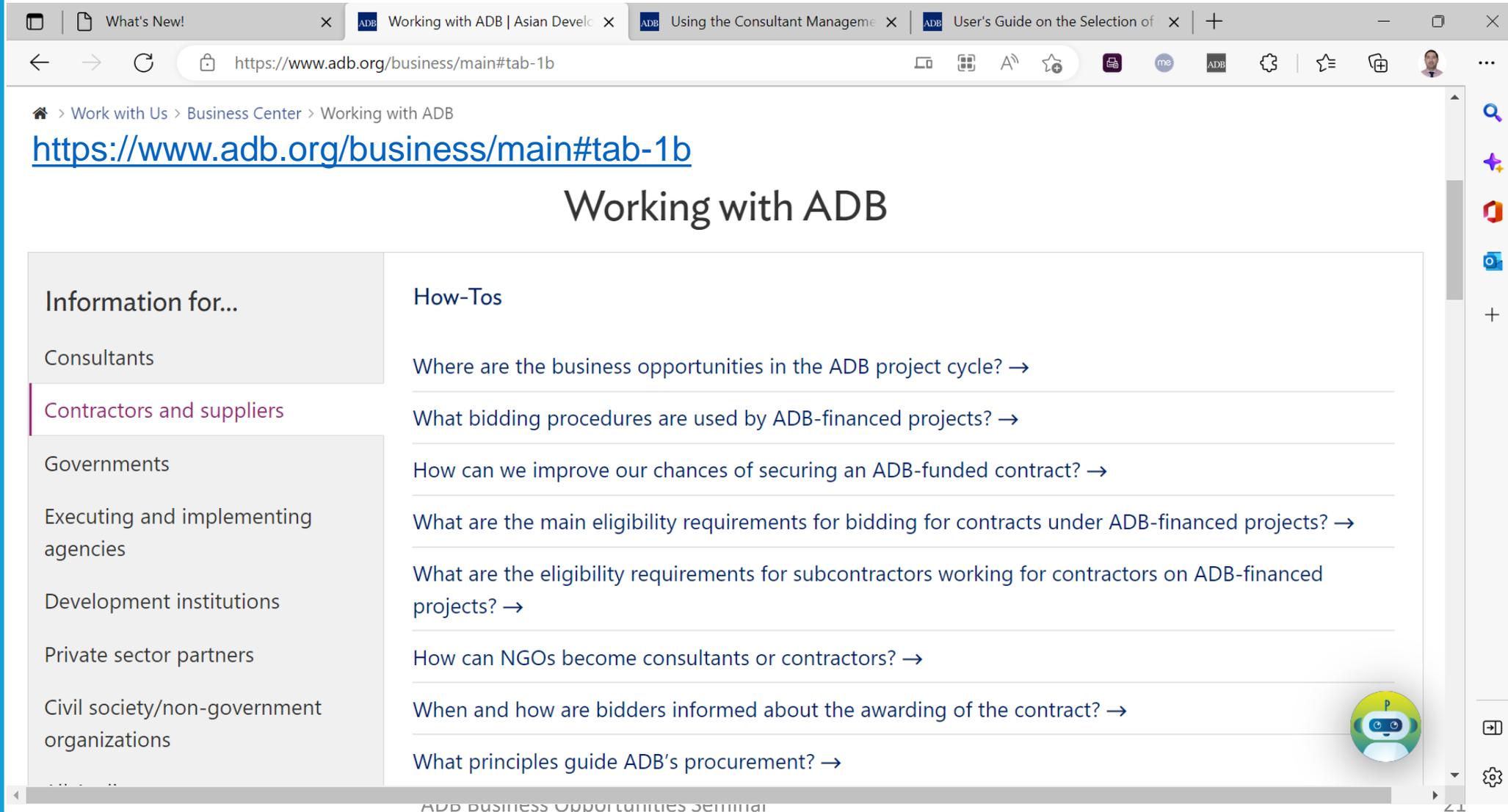
The screenshot shows the ADB website at <https://www.adb.org>. The navigation menu includes 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', 'WORK WITH US', and 'COVID-19'. The 'WORK WITH US' menu is expanded, showing three columns of options:

- CAREERS AND SCHOLARSHIPS**
 - What We Look For
 - Career Opportunities
 - Young Professionals Program
- FOR INVESTORS**
 - Investor Relations | 日本語
 - ADB Green and Blue Bonds
 - ADB Theme Bonds
- PROCUREMENT AND OUTREACH**
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders

Under the 'INFORMATION ON WORKING WITH ADB FOR...' section, the 'Contractors and Suppliers' link is highlighted with a red box. A red line connects this link to the 'WORK WITH US' menu item. Below the menu, a banner for 'Plan for First Coal Power Plant Under Energy Transition Mechanism' is visible, with a sub-header 'Mechanism' and a brief description of the project.



Supply of Goods and Works Opportunities



What's New! × ADB Working with ADB | Asian Develop × ADB Using the Consultant Managem × ADB User's Guide on the Selection of × +

← → ↻ 🔒 <https://www.adb.org/business/main#tab-1b> 📄 🗄️ 🔊 ⭐ 📄 me ADB ⚙️ ☆ 📄 👤 ⋮

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

<https://www.adb.org/business/main#tab-1b>

Working with ADB

Information for...

- Consultants
- Contractors and suppliers
- Governments
- Executing and implementing agencies
- Development institutions
- Private sector partners
- Civil society/non-government organizations

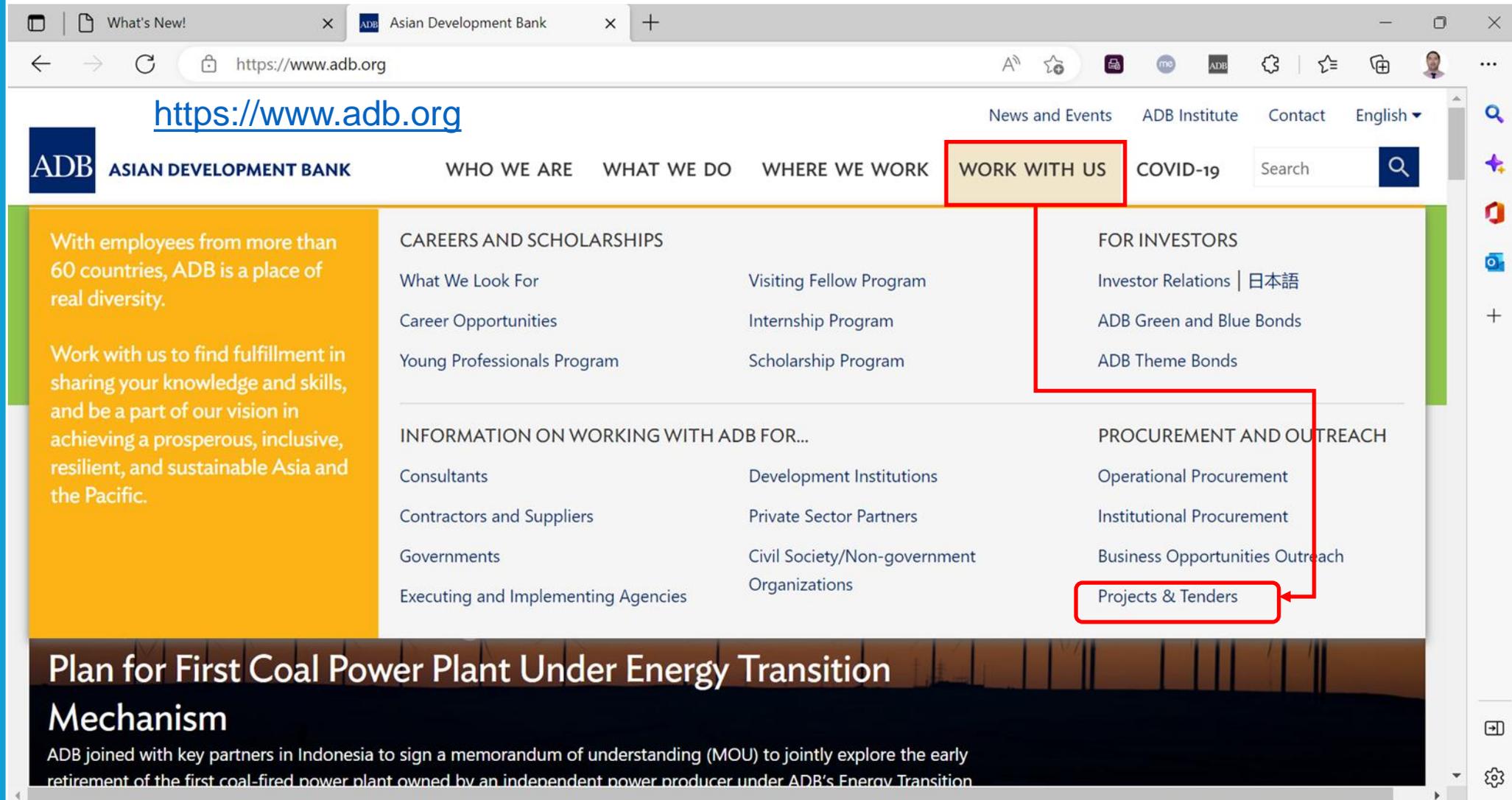
How-Tos

- [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? →](#)
- [How can NGOs become consultants or contractors? →](#)
- [When and how are bidders informed about the awarding of the contract? →](#)
- [What principles guide ADB's procurement? →](#)

ADB Business Opportunities Seminar



Tenders for Supply of Goods and Works



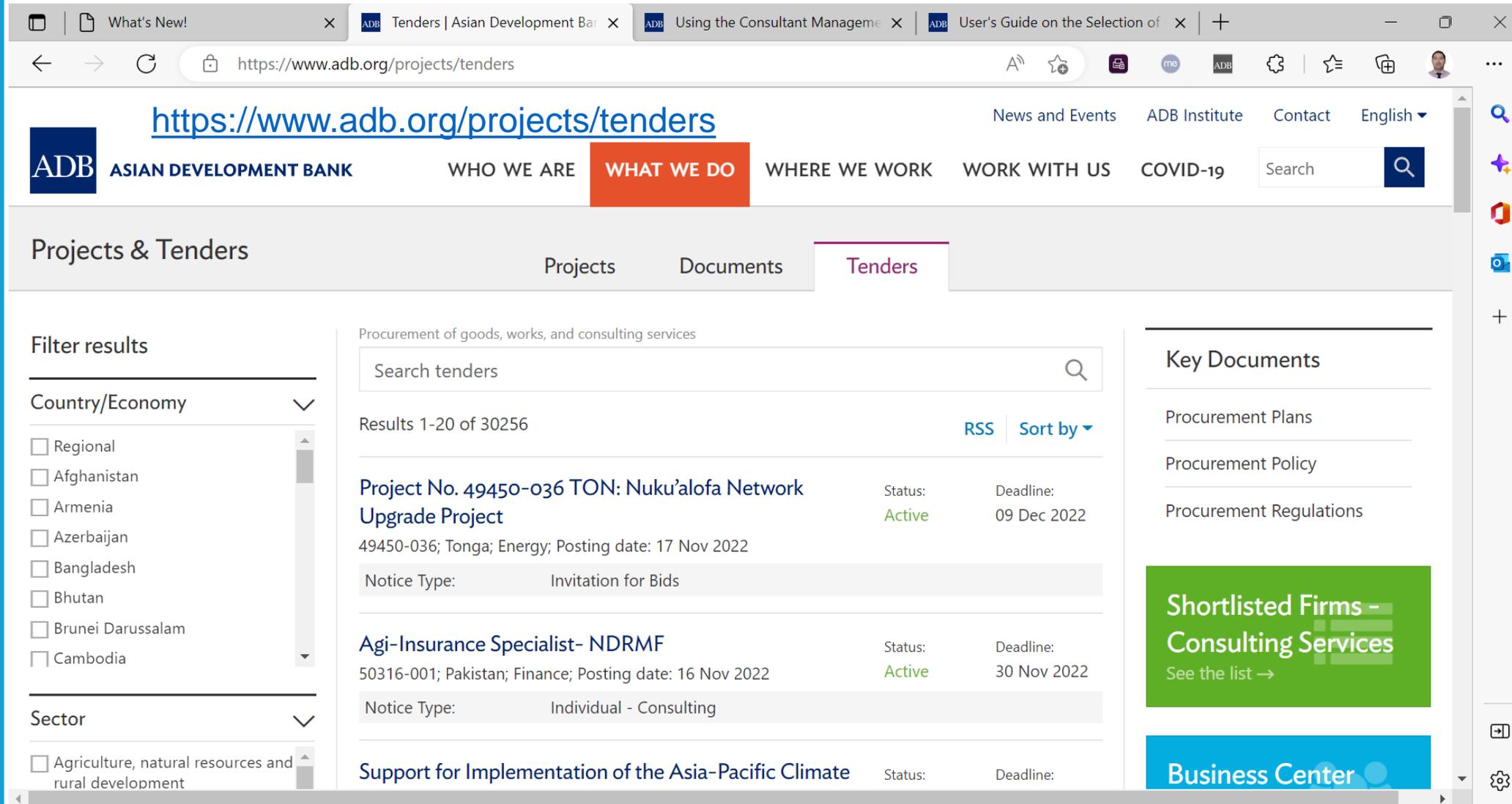
The screenshot shows the ADB website navigation menu. The 'WORK WITH US' menu is expanded, showing the following items:

- 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 and Blue Bonds
 - ADB Theme Bonds
- PROCUREMENT AND OUTREACH
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders**

Below the menu, a banner for 'Plan for First Coal Power Plant Under Energy Transition Mechanism' is visible.



Tenders for Supply of Goods and Works



<https://www.adb.org/projects/tenders>

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE | **WHAT WE DO** | WHERE WE WORK | WORK WITH US | COVID-19

News and Events | ADB Institute | Contact | English

Search

Projects & Tenders

Projects | Documents | **Tenders**

Filter results

Country/Economy

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

Sector

- Agriculture, natural resources and rural development

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 30256 [RSS](#) [Sort by](#)

Project Title	Status	Deadline
Project No. 49450-036 TON: Nuku'alofa Network Upgrade Project 49450-036; Tonga; Energy; Posting date: 17 Nov 2022 Notice Type: Invitation for Bids	Active	09 Dec 2022
Agi-Insurance Specialist- NDRMF 50316-001; Pakistan; Finance; Posting date: 16 Nov 2022 Notice Type: Individual - Consulting	Active	30 Nov 2022
Support for Implementation of the Asia-Pacific Climate	Status:	Deadline:

Key Documents

- Procurement Plans
- Procurement Policy
- Procurement Regulations

Shortlisted Firms - Consulting Services
[See the list →](#)

Business Center



Common Mistakes in preparing bids

- Submitting bid proposal late
- Inclusion of financial and technical bids in one envelope under 1S2E procedure
- Bid is not duly signed or with insufficient validity
- No Bid Security, or Insufficient Amount or Validity of Bid Security,
- Conflict of interest (e.g., two subsidiaries of one mother company are participating in the tender)
- Firm or JV partners not from an ADB member country
- Lack of supporting documents (JV Agreements, Articles of Incorporation, Audited Financial Statements, Past Performance Certificates)
- Incomplete / Partial / Conditional Bids
- Poor method statement, health and safety plan, site environmental management plan
- Unbalanced or Abnormally Low Bid Price
- Lack of price adjustment data (source and weighting for adjustable indexes)
- Misrepresentation of information related with financial capacity and experience

When in doubt, always seek clarification from the Client

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

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

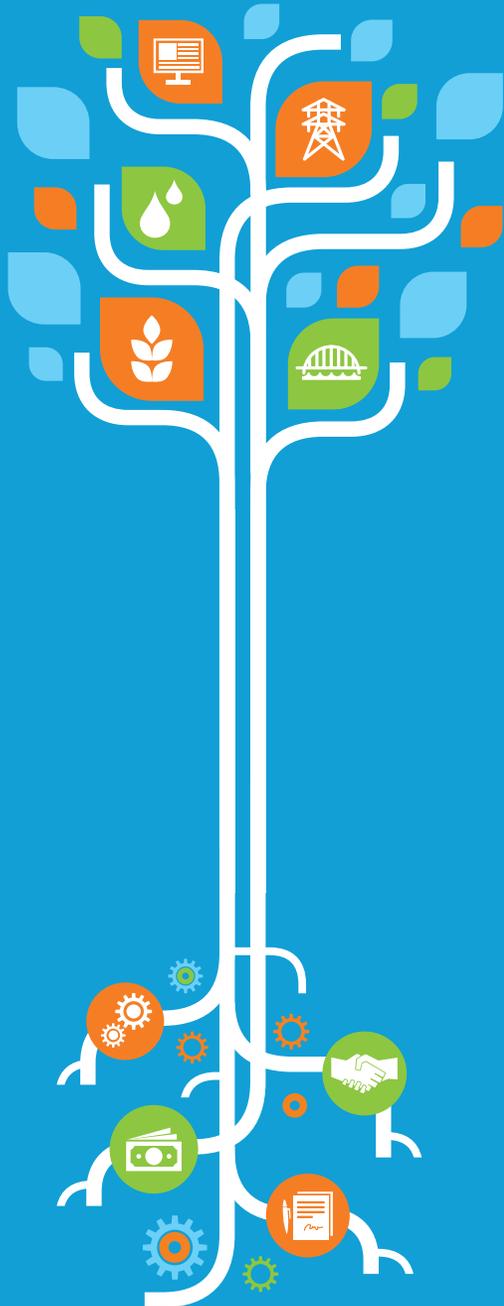
Safeguard Documents

On Off

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

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





For more information: www.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: Talat Nasirov tnasirov@adb.org