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ADB

Doing Business with ADB and the ADB Procurement System

ADB Virtual Business Opportunities Seminar on Leveraging Development Finance

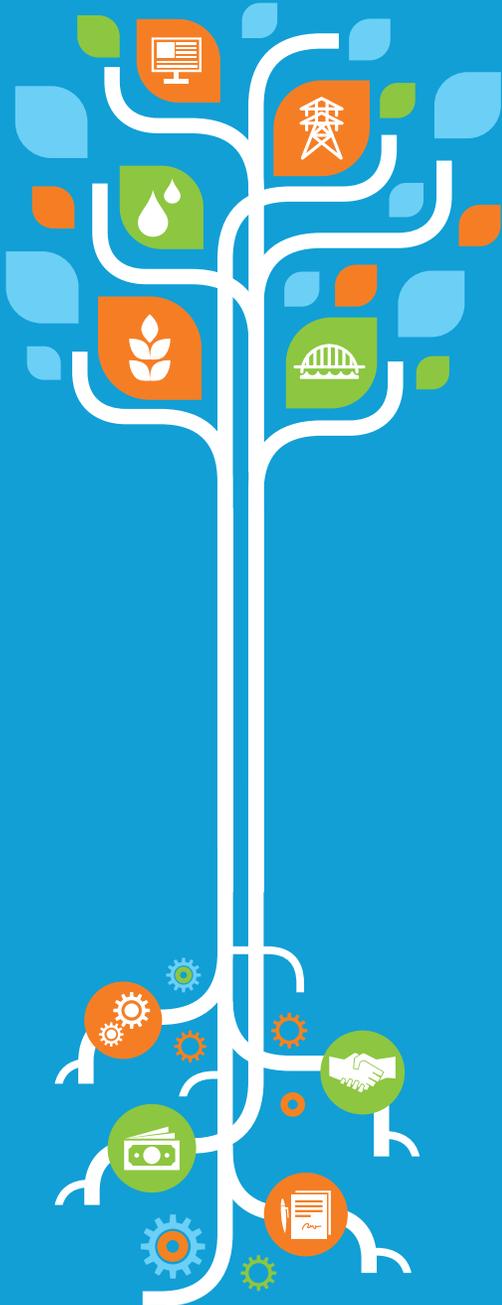
11 May 2023

Steven Gillard

Principal Procurement Specialist (Head of the Consulting Services Unit)

Procurement, Portfolio and Financial Management Department

BUSINESS OPPORTUNITIES 



Why Pursue ADB-financed Contracts?



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



Availability of funds is assured

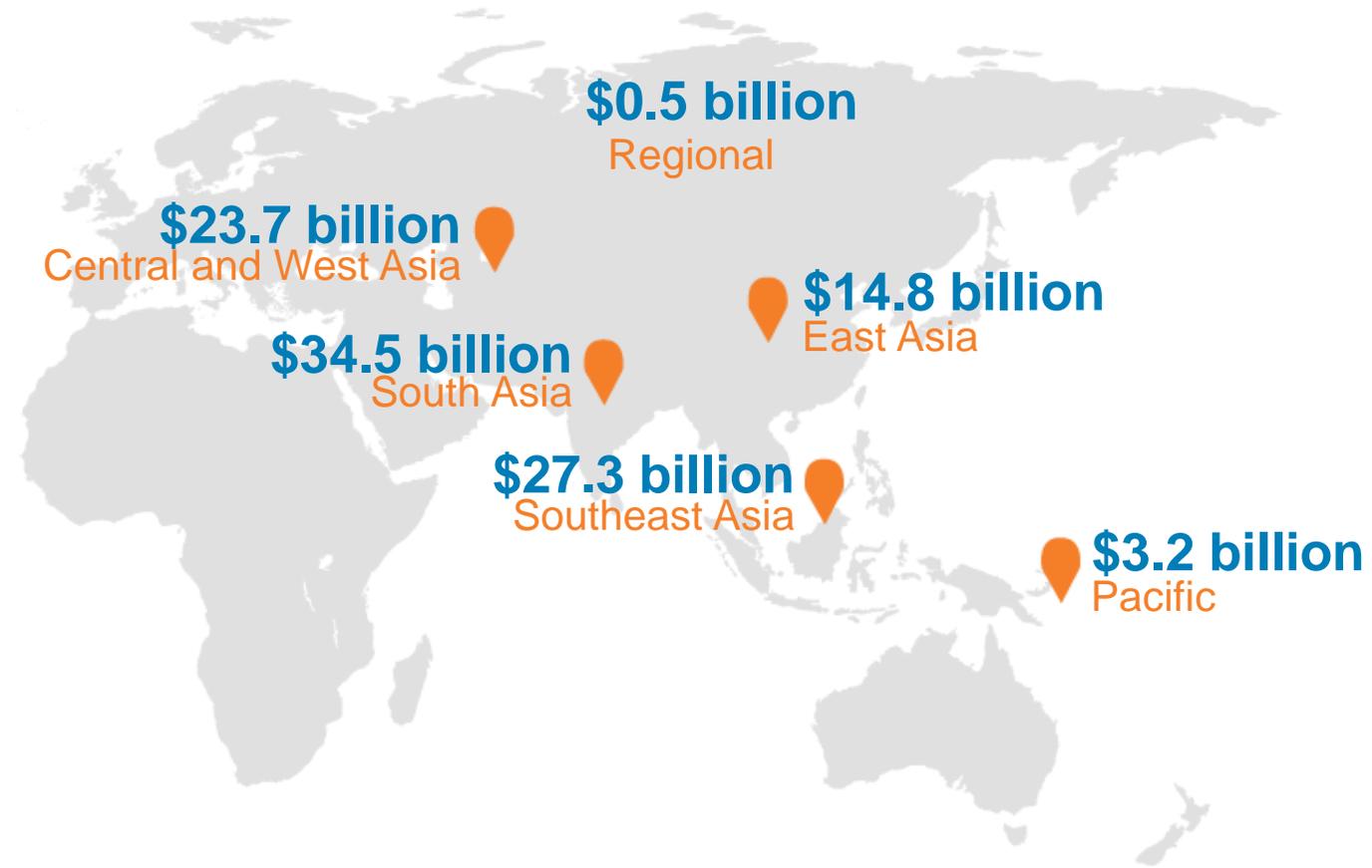


Internationally accepted procurement procedures

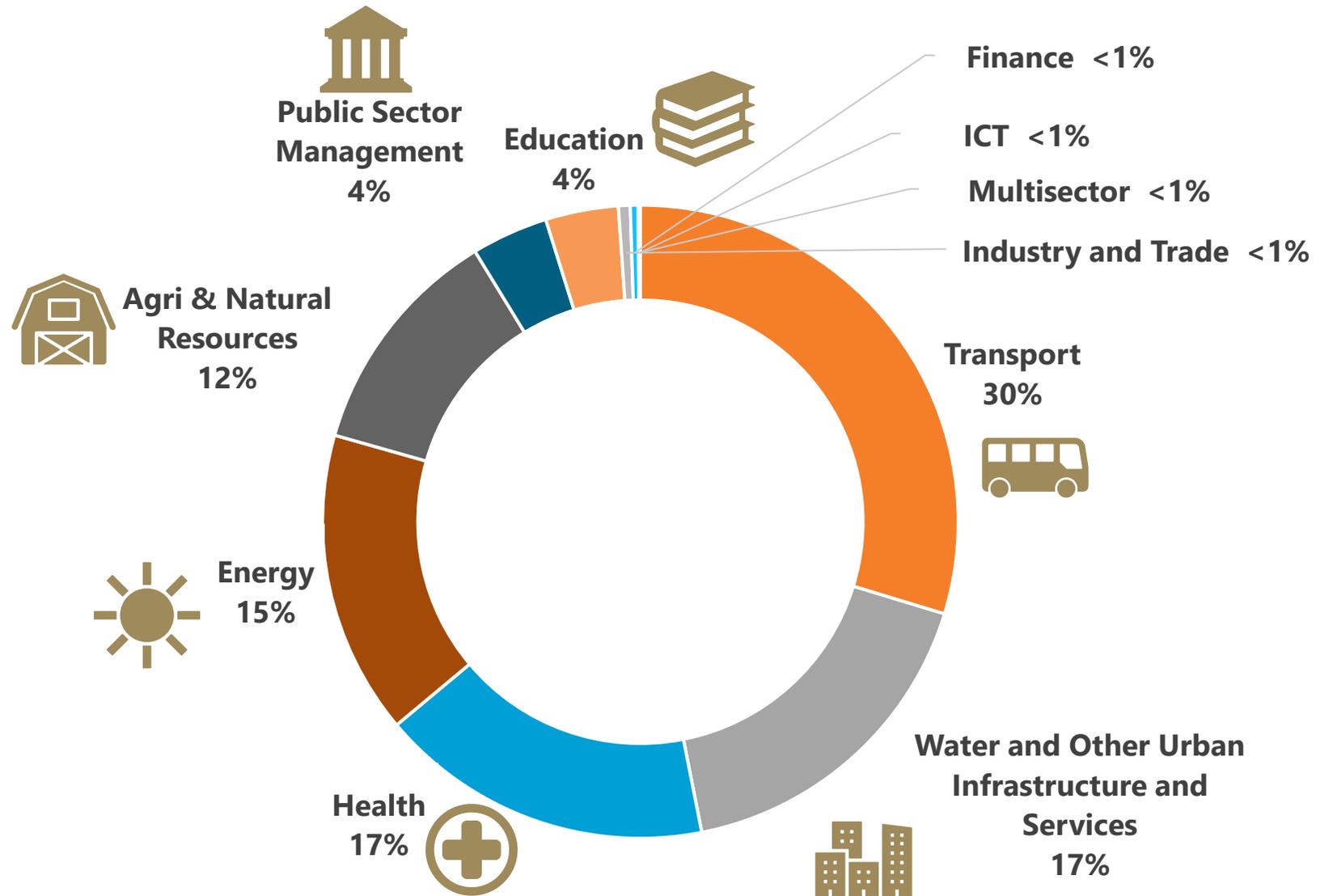


Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

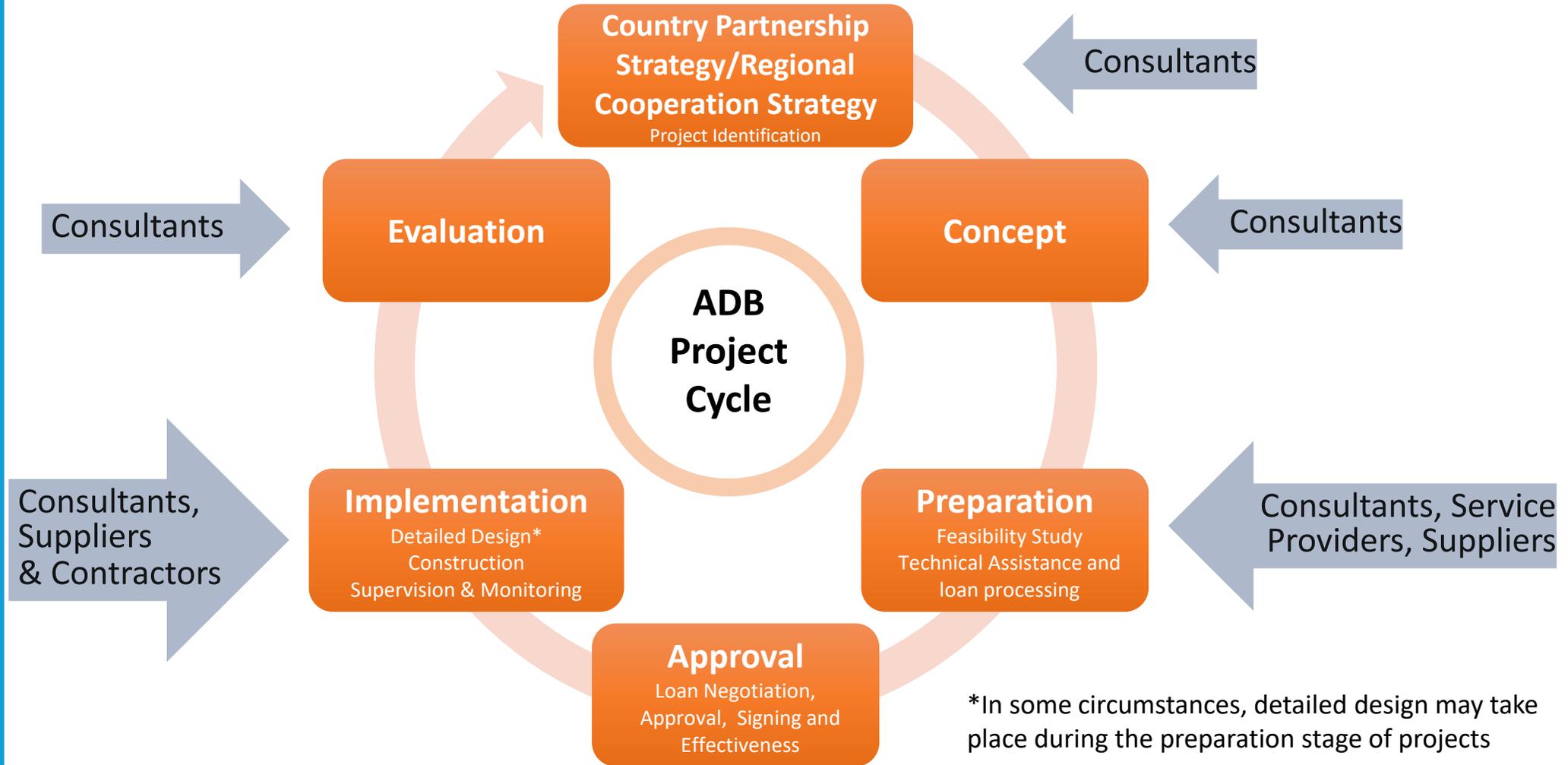
Active sovereign portfolio by region



Share of procurement by sector, 2022



When is the Private Sector engaged?



ADB



Consulting Services



Types of Opportunities



Consulting Firms



Individual
Consultants/
Resource Persons



Staff Consultants

Technical Assistance (generally ADB
Administered),

Loans and Grants (generally EA
Administered)

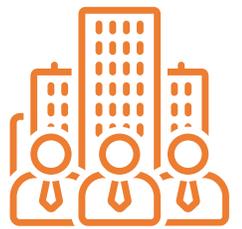
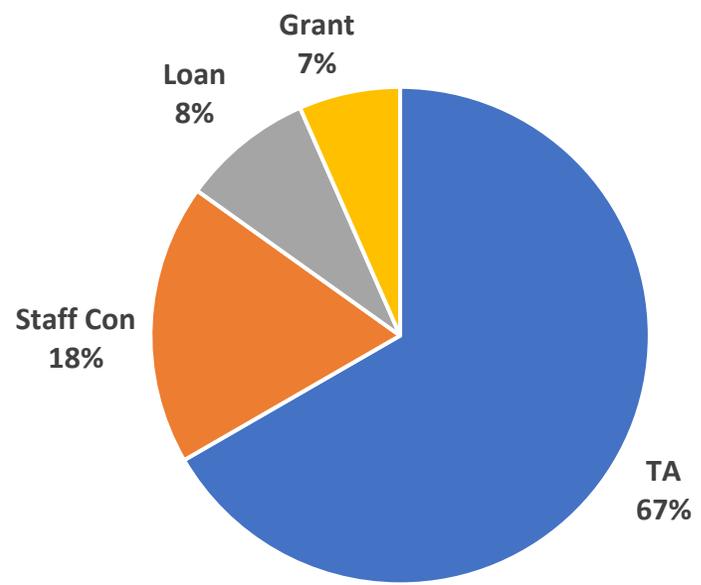
ADB staffing budget
(ADB Administered)

2022
Consultant
Recruitment,
by consultant
type, fund
source – pie
chart by value



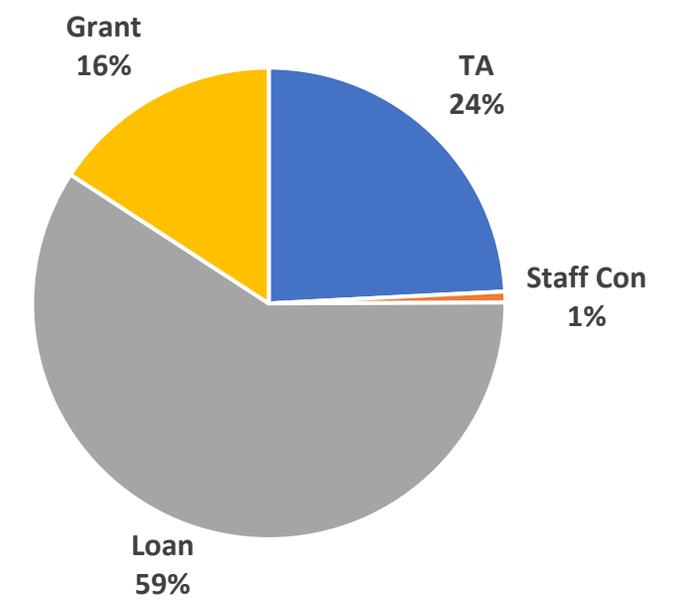
Individuals

Type	Total Value (\$)	Count
Technical Assistance	104,679,582	2,617
Staff Consulting	28,658,747	927
Loan	13,402,827	348
Grant	10,317,555	194
Total	156,610,322	4,195



Consulting Firms

Type	Total Value (\$)	Count
Technical Assistance	99,255,867	231
Staff Consulting	3,068,199	27
Loan	243,134,562	188
Grant	64,822,659	64
Total	411,338,368	506



Procurement
Methods to
Recruit Firms



Summary of ADB Competitive Recruitment Process – for Firms

1

Detailed TOR

2

Advertisement

3

Shortlisting

4

Tendering

Evaluation of
Technical
Proposals

5

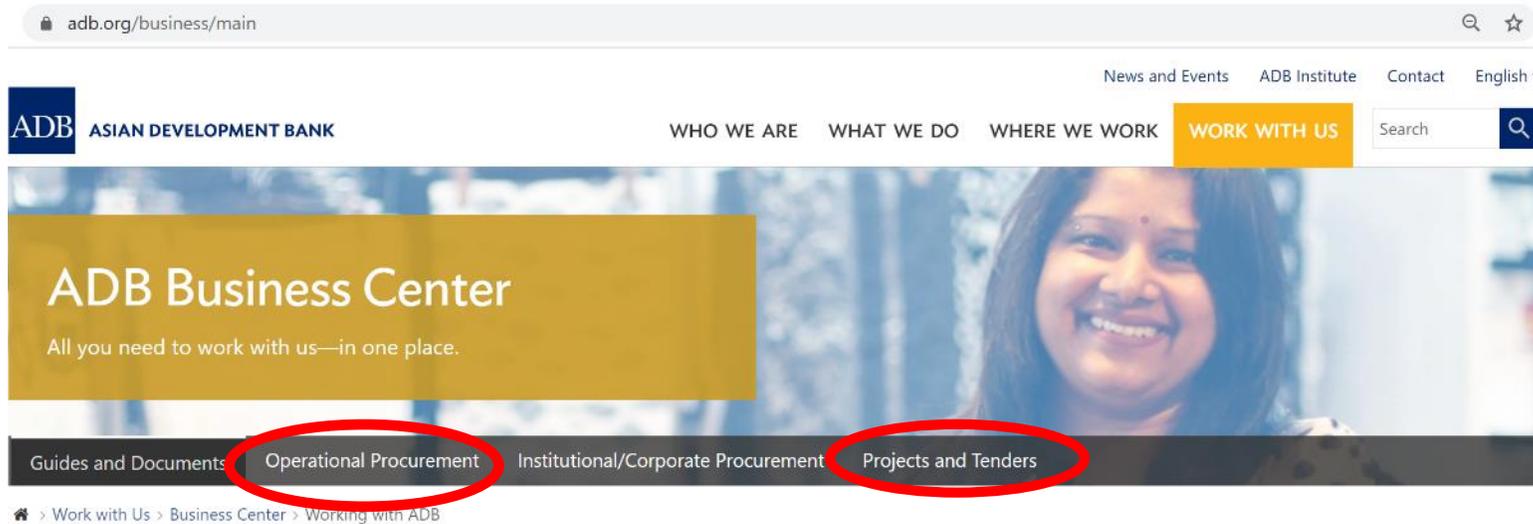
Negotiation

6

Contracting &
Management

7

ADB Business Center – www.adb.org/business



- How-To's
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

Working with ADB

Information for...	How-Tos
Consultants	Where are the business opportunities in the ADB project cycle? →
Contractors and suppliers	What bidding procedures are used by ADB-financed projects? →
Governments	How can we improve our chances of securing an ADB-funded contract? →
Executing and implementing agencies	What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →
Development institutions	What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →



Identifying Opportunities



Country Partnership Strategy
Country Operations Business Plan
Procurement Plans

Short-term
planning

Specific Procurement Notices

Request for Expressions of Interest

“Hop-on” Opportunities

Shortlisted Consultants

Contracts Awarded

How to find Information on our Website



Philippines and ADB

ADB supports the Philippines' recovery from the COVID-19 pandemic through its country partnership strategy 2018–2023 — focusing on infrastructure investment, local economic development, and social investments.

Main

Overview

Strategy

Data

Opportunities

FAQs

Contacts

COVID-19

Home > Where We Work > Philippines and ADB > ADB-Philippines Partnership Strategy

Latest Country Strategies and Business Plans

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level. ADB works with each developing member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

31 AUGUST 2018 | INSTITUTIONAL DOCUMENT

Philippines: Country Partnership Strategy (2018–2023)

ADB's country partnership strategy 2018–2023 for the Philippines will support policy reforms, institutional capacity development, and financing investments that promote high and inclusive growth.

11 DECEMBER 2020 | INSTITUTIONAL DOCUMENT

Philippines: Country Operations Business Plan (2021–2023)

ADB's country partnership strategy for the Philippines, 2018–2023 focuses on achieving high and inclusive growth by accelerating infrastructure and long-term investments, promoting local economic development with a focus on Mindanao and Visayas, and targeting investments in people at the bottom 40% of the population. ADB's country partnership strategy closely aligns with both its Strategy



The Procurement Plan



ADB ASIAN DEVELOPMENT BANK

News and
WHO WE ARE WHAT WE DO WHERE WE WORK

Projects Documents Tenders

Procurement plans, reports, safeguards, etc.

Search

Results 1-20 of 30 Procurement... Kyrgyz Re... RSS Sort by

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

Lists all foreseen procurement on a project.

Published once the project is approved

Updated periodically

Goods, Works and Services

Includes salient points regarding tenders

Specific Procurement Notices



Includes notices from both ADB and EAs

PROJECTS & TENDERS

Projects

Documents

Tenders

Refine by [x CLEAR ALL](#)

COUNTRY

- Brunei Darussalam
- Cambodia
- China, People's Republic of
- Cook Islands
- Fiji
- Georgia
- Hong Kong, China
- India

SECTOR

TYPE (4) [Clear]

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification

Procurement of goods, works, and consulting services

Search

Results 1-20 of 15524 [x Individual ...](#) [x Invitation f...](#) [x Firm - Con...](#) [x Invitation f...](#)

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

Infrastructure Specialist (International)

53113-001; Afghanistan; Public sector management; Posting date: 29 Mar 2021 Status: Active Deadline: 04 Apr 2021

Notice Type: Individual - Consulting

0662SOL: Urban Water Supply and Sanitation Sector Project

51271-001; Solomon Islands; Water and other urban infrastructure and services; Posting date: 29 Mar 2021 Status: Active Deadline: 26 May 2021

Notice Type: Invitation for Bids

Approval Number: 0662

Financial Due Diligence Specialist (international)

50347-004; Tajikistan; Water and other urban infrastructure and services; Posting date: 27 Mar 2021 Status: Active Deadline: 02 Apr 2021

ADB

ADB Consultant Management System (cms.adb.org)

The screenshot shows the homepage of the ADB Consultant Management System. The browser address bar displays `selfservice.adb.org/OA_HTML/adb/adbpos/jsp/ADBCMHomepage.jsp`. The page features a blue header with the ADB logo and navigation links: HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, TA CLAIMS PARTNER, and CONSULTANT TUTOR. The main content area has a blue background with the text: "Welcome to the ADB CONSULTANT MANAGEMENT SYSTEM. CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank." Below this, there are two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Register here." is provided for users without accounts. At the bottom, it says "Claiming for a TA Contract? Visit **TA Claims Partner**".



https://selfservice.adb.org/OA_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp



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 checkbox or by entering keywords to search by expertise.

Refine by [Clear All](#)

COVID-19 Related Assignment

Yes (29)
 No (136)

Consultant Type

Firm (31)
 Individual (134)

Eligibility of Consultant Country

Open to Member Countries Only (165)
 Non-Member Countries Allowed (0)

Engagement Period

Less than 3 months (9)
 3 months to 1 year (109)
 More than 1 year (47)

Country

Select All | Select None

Pakistan (18)
 Palau (6)
 Papua New Guinea (5)
 Philippines (38)
 Samoa (4)
 Solomon Islands (5)
 Sri Lanka (3)
 Tajikistan (3)
 Thailand (5)
 Timor-Leste (2)

Sector

Search by Expertise [Go](#)

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
SC 119172 PHI: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	
TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 11:59 PM	
TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)	Technical Assistance Coordinator	Individual	28	27-Jul-2022	09-Aug-2022 11:59 PM	
SC 108187 PHI: BPMSD Information Technology and Human Resources Consultant	Information Technology and Human Resources	Individual	12	14-Jul-2022	08-Aug-2022 11:59 PM	
LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS-002 Financial, Administrative, and Technical Support Firm (52173-002)	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N31 National Capacity Development Specialist/Team Leader LGDP-N31 (53071-001)	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N36 National Social Dev't, Gender and Land Acquisition Expert LGDP-N36 (53071-001)	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N35 National Project Finance and Economics Specialist LGDP-N35 (53071-001)	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N32 National Civil Engineer/Water Supply and Sanitation Expert LGDP-N32 (53071-001)	engineering	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / institutions specialist	National climate resilient agriculture / institutions specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National legal specialist	National legal specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: Accelerating Climate-Resilient Agriculture in the Philippines - Climate Resilient Agriculture / Institutional Specialist	Climate Resilient Agriculture / Institutional Specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / governance specialist	National climate resilient agriculture / governance specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	

Previous 1-25 Next 25



Consulting Opportunities - CSRN



TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants

Date Published: 29-Jun-2022 Deadline of Submitting EOI: 10-Aug-2022 11:59 PM Manila local time

Back Express Interest

EXTENSION

Profile Terms of Reference Cost Estimate

Selection Profile

Consultant Type	Firm	Source	International
Selection Method	Quality and Cost-Based Selection (QCBS)	Technical Proposal	Full Technical Proposal (FTP)
Selection Title	Water Organization Partnerships for Resilience		
Package Number	Package Name	WOP4R Program Consultants	
Advance Action	<input checked="" type="radio"/> Yes <input type="radio"/> No	Approval Number	
Engagement Period	36 MONTH	Approval Date	
Consulting Services Budget	USD 418,000	Estimated Short-listing Date	15-Jul-2022
Budget Type	<input checked="" type="radio"/> Estimated <input type="radio"/> Maximum	Estimated Commencement Date	01-Sep-2022
Open to non-Member Countries	<input type="radio"/> Yes <input checked="" type="radio"/> No		

Additional Information

Possibility of contract extension In general, ADB consulting contracts may be extended to a reasonable degree when doing so is justified within ADB's core procurement principles. Any extensions are subject to operational needs, consultant performance, and continued availability of funds.

Specific considerations for this assignment, if any, are discussed here: **Need for contract extension may be discussed during implementation.**

Possibility of consideration for downstream assignment Yes No Not known

Country of assignment **Philippines**

COVID-19 Related Assignment Yes No

Contact Information

Project Officer **Allison Woodruff**
 Designation **Principal Water Security Specialist**
Asian Development Bank
 Email awoodruff@adb.org

CSRN Additional Information / Attachments

Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete
No results found.								

Agencies

Primary	Agency	Country	Agency Role	Contact Person	View Details
<input checked="" type="checkbox"/>	Asian Development Bank	Regional	Executing Agency		

Publishing History

Type	Publication Date	Published By	Duration of Advertisement	Deadline	View Remarks
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CSRN Profile



Consulting Opportunities for the Week of 12 March 2018

The Consulting Services Recruitment Notice (CSRN) provides detailed information on the consulting services required for ADB financed or administered projects. Go to <http://csmr.adb.org> to see the complete list of advertisements.

You may also click on the Project name below for detailed information on the advertisement and to send your expression of interest for the assignment.

AGRICULTURE, NATURAL RESOURCES AND RURAL DEVELOPMENT

Project	Package Name	Consultant Type	Consultant Source	Published Date	Deadline for EOI
G RANT-0433 VIE: Greater Mekong Subregion Biodiversity Conservation Corridors Project (Additional Financing) (40253-035)	CPMU Accounting Assistant	Individual	National	06-Mar-2018	15-Mar-2018
G RANT-0433 VIE: Greater Mekong Subregion Biodiversity Conservation Corridors Project (Additional Financing) (40253-035)	Assistant Accountant	Individual	National	08-Mar-2018	17-Mar-2018
G RANT-0126 AFG: Agriculture Market Infrastructure Project (formerly Commercial Agriculture Development Project) (39370-022)	MAIL/ADB/AMIP/ISWME1 International Slaughterhouse Waste Management Expert	Individual	International	12-Mar-2018	18-Mar-2018
L OAN-8331 CAM: Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing (41435-054)	017-018 Provincial Livelihood Advisors	Individual	National	12-Mar-2018	19-Mar-2018
G RANT-9183 MON: Integrated Livelihoods Improvement and Sustainable Tourism in Khuvsgul Lake National Park Project (48216-001)	C024 Micro-finance specialist	Individual	National	08-Mar-2018	19-Mar-2018
L OAN-8331 CAM: Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing (41435-054)	010-016 Local Government Finance/Procurement Advisor	Individual	National	12-Mar-2018	19-Mar-2018

Weekly bulletin

All opportunities!

Register for alerts



“Hop-on” Opportunities: Shortlisted Consultants



ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts ConsultantTutor

Shortlisted Firms

ADB makes this information available for consultants who may wish to deal directly with a shortlisted firm. Consultants interested in participating through association with a shortlisted firm should not contact ADB, but go directly.

Ongoing Requests for Proposals All Selections

Filter to specific projects by either ticking check boxes and clicking Search or by clicking a numeric link. Only projects for which the deadlines for submitting proposals have not yet expired will be shown.

By Project Country	By Sector	By Project Type
Select All Select None <input type="checkbox"/> Regional (7) <input type="checkbox"/> Bangladesh (1) <input type="checkbox"/> Cambodia (3) <input type="checkbox"/> China (1) <input type="checkbox"/> Georgia (4) <input type="checkbox"/> India (1) <input type="checkbox"/> Mongolia (2) <input type="checkbox"/> Pakistan (3) <input type="checkbox"/> Philippines (2) <input type="checkbox"/> Sri Lanka (1) <input type="checkbox"/> Uzbekistan (3) <input type="checkbox"/> Viet Nam (3)	Select All Select None <input type="checkbox"/> Agriculture, natural resources and rural development (7) <input type="checkbox"/> Education (3) <input type="checkbox"/> Energy (2) <input type="checkbox"/> Finance (5) <input type="checkbox"/> Health (0) <input type="checkbox"/> Industry and trade (1) <input type="checkbox"/> Information and communication technology (0) <input type="checkbox"/> Multisector (2) <input type="checkbox"/> Public sector management (2) <input type="checkbox"/> Transport (4) <input type="checkbox"/> Water and other urban infrastructure and services (4) <input type="checkbox"/> Uncategorized (1)	Select All Select None <input type="checkbox"/> Technical Assistance (21) <input type="checkbox"/> Grant (1) <input type="checkbox"/> Loan (8) <input type="checkbox"/> Staff Consultant (1)

[Search](#) [Reset](#)

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<http://cms.adb.org>

Identify shortlisted firms whose proposals you may be able to enhance.

“Hop-on” Opportunities: Contracts Awarded



ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts ConsultantTutor

Awarded Contracts - Consulting Services

This page lists consulting firm contracts awarded for consulting services. ADB makes this information available for public disclosure.

Basic Search | **Advanced Search**

Filter to specific contracts by either clicking a numeric link or by ticking check boxes and clicking **Search**. By default, contracts awarded in the last 365 days are displayed. The search range can be further adjusted by clicking **Change Filter**.

Contract Date From **06-Oct-2018** To **05-Oct-2019**
 Contract Amount in USD From To
 Selection Method **All**

Search **Reset** **Change Filter**

By Project Country	By Sector	By Firm Country Of Incorporation	By Project Type
<input type="checkbox"/> Regional (84) <input type="checkbox"/> Afghanistan (2) <input type="checkbox"/> Armenia (3) <input type="checkbox"/> Azerbaijan (2) <input type="checkbox"/> Bangladesh (12) <input type="checkbox"/> Bhutan (1) <input type="checkbox"/> Cambodia (4) <input type="checkbox"/> China (29) <input type="checkbox"/> Fiji (1) <input type="checkbox"/> Georgia (2) <input type="checkbox"/> India (12) <input type="checkbox"/> Indonesia (6) <input type="checkbox"/> Kazakhstan (2) <input type="checkbox"/> Kyrgyz Republic (4) <input type="checkbox"/> Maldives (1) <input type="checkbox"/> Mongolia (14) <input type="checkbox"/> Myanmar (4) <input type="checkbox"/> Nepal (5) <input type="checkbox"/> Pakistan (3) <input type="checkbox"/> Papua New Guinea (1) <input type="checkbox"/> Philippines (2) <input type="checkbox"/> Sri Lanka (5) <input type="checkbox"/> Tajikistan (2) <input type="checkbox"/> Timor-Leste (2) <input type="checkbox"/> Uzbekistan (6)	<input type="checkbox"/> Agriculture, natural resources and rural development (43) <input type="checkbox"/> Education (26) <input type="checkbox"/> Energy (28) <input type="checkbox"/> Finance (32) <input type="checkbox"/> Health (2) <input type="checkbox"/> Industry and trade (1) <input type="checkbox"/> Information and communication technology (1) <input type="checkbox"/> Multisector (20) <input type="checkbox"/> Public sector management (17) <input type="checkbox"/> Transport (23) <input type="checkbox"/> Water and other urban infrastructure and services (17) <input type="checkbox"/> Uncategorized (1)	<input type="checkbox"/> Afghanistan (2) <input type="checkbox"/> Armenia (2) <input type="checkbox"/> Australia (11) <input type="checkbox"/> Austria (2) <input type="checkbox"/> Azerbaijan (2) <input type="checkbox"/> Bangladesh (9) <input type="checkbox"/> Bhutan (1) <input type="checkbox"/> Canada (4) <input type="checkbox"/> China (9) <input type="checkbox"/> Denmark (3) <input type="checkbox"/> Finland (2) <input type="checkbox"/> France (9) <input type="checkbox"/> Georgia (2) <input type="checkbox"/> Germany (6) <input type="checkbox"/> Hong Kong, China (12) <input type="checkbox"/> India (15) <input type="checkbox"/> Indonesia (4) <input type="checkbox"/> Ireland (3) <input type="checkbox"/> Italy (2) <input type="checkbox"/> Japan (9) <input type="checkbox"/> Kazakhstan (1) <input type="checkbox"/> Korea, Republic of (1) <input type="checkbox"/> Kyrgyz Republic (3) <input type="checkbox"/> Mongolia (6) <input type="checkbox"/> Myanmar (1)	<input type="checkbox"/> Technical Assistance (210) <input type="checkbox"/> Grant (1) <input type="checkbox"/> Loan (0)
			By Contract Amount <input type="checkbox"/> Less than \$100,000 (42) <input type="checkbox"/> \$100,000 to \$199,999 (33) <input type="checkbox"/> \$200,000 to \$299,999 (27) <input type="checkbox"/> \$300,000 to \$399,999 (13) <input type="checkbox"/> \$400,000 to \$499,999 (26) <input type="checkbox"/> \$500,000 to \$599,999 (18) <input type="checkbox"/> \$600,000 to \$699,999 (11) <input type="checkbox"/> \$700,000 to \$799,999 (7) <input type="checkbox"/> \$800,000 to \$899,999 (2) <input type="checkbox"/> \$900,000 to \$999,999 (7) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (12) <input type="checkbox"/> Greater than \$1,500,000 (13)
			By Selection Method <input type="checkbox"/> Quality and Cost-Based Selection (QCBS) (127) <input type="checkbox"/> Quality-Based Selection (QBS) (9) <input type="checkbox"/> Fixed-Budget Selection (FBS) (12) <input type="checkbox"/> Least-Cost Selection (LCS) (0)

<http://cms.adb.org>

Identify Awarded Contracts by country, sector, value and selection method.

Investigate possibility to partner on future engagements

Tips for winning ADB-financed assignments



Collect	Collect relevant business intelligence – network!
Focus on	Focus on performance and reputation for successful work
Build	Build brand name (consider SSS/ individual contracts)
Understand	Understand the country, project, and client requirements
Position	Position yourself to your competitive advantage
Partner	Partner with firms likely to be shortlisted
Have	Have a dedicated person monitoring CMS opportunities

