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**ADB**

# Business Opportunities in ADB-Financed Projects

Islamabad, 23 August 2023

Bisma Husen, Principal Procurement Specialist  
Asian Development Bank

**BUSINESS OPPORTUNITIES**

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## Asian Development Bank




**ADB**

- A Multilateral Development Bank (MDB)
- 68 member countries:  
49 regional, 19 non-regional
- Headquarter in Manila, Philippines

**Nonregional Members (19 countries)**  
Austria, Belgium, Canada, Denmark, Finland, France, Germany,\* Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Türkiye, United Kingdom, United States\*

○ Advanced economies and/or graduated developing members.  
• Field Office.

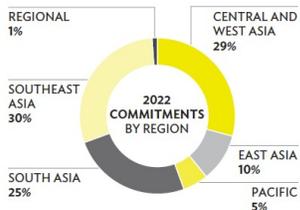
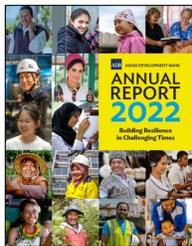
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# ADB Operations



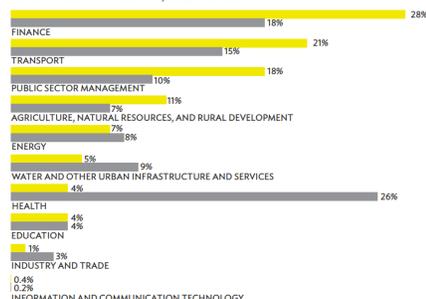
Commitments by Region, 2018-2022 (\$ million)

Region	2018	2019	2020	2021	2022
Central and West Asia	5,700	6,111	6,565	5,193	5,962
East Asia	3,162	2,663	2,893	2,034	2,089
Pacific	369	461	1,150	853	994
South Asia	7,621	7,307	9,034	8,819	5,127
Southeast Asia	7,143	7,181	11,628	5,579	6,028
Regional	523	294	310	282	272
<b>TOTAL</b>	<b>24,518</b>	<b>24,017</b>	<b>31,581</b>	<b>22,759</b>	<b>20,473</b>

Commitments by Sector, 2018-2022 (\$ million)

Sector	2018	2019	2020	2021	2022
Agriculture, Natural Resources, and Rural Development	2,375	2,309	1,281	1,490	2,218
Education	1,643	1,138	1,066	975	799
Energy	5,095	2,660	4,292	1,837	1,446
Finance	3,430	3,325	4,601	4,116	5,686
Health	524	644	3,512	5,882	823
Industry and Trade	1,899	1,592	2,215	716	238
Information and Communication Technology	62	579	32	55	86
Multisector	5	3	12	10	11
Public Sector Management	2,307	2,985	9,561	2,294	3,725
Transport	4,957	7,536	3,147	3,396	4,344
Water and Other Urban Infrastructure and Services	2,220	1,245	1,862	1,989	1,098
<b>TOTAL</b>	<b>24,518</b>	<b>24,017</b>	<b>31,581</b>	<b>22,759</b>	<b>20,473</b>

COMMITMENTS BY SECTOR, 2022 AND 2021



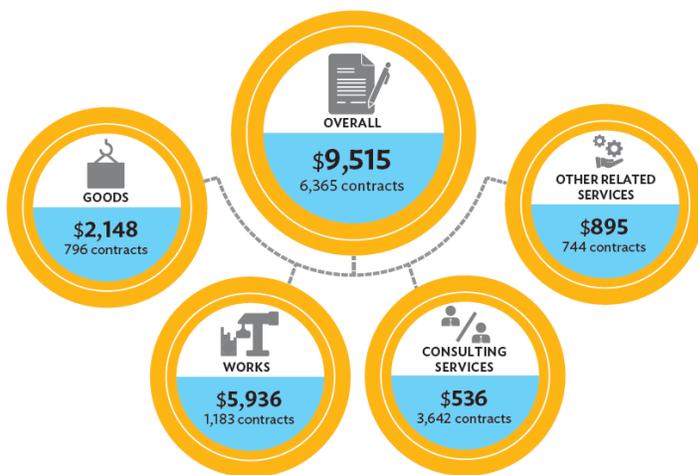
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# ADB Procurement in 2022



Source: Asian Development Bank, PPFID.

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## Goods

Rank	2017	2018	2019	2020	2021	2022
1	PRC	PRC	IND	IND	PRC	IND
2	IND	BAN	PRC	PRC	BAN	PRC
3	SWE	IND	USA	INO	PHI	HKG
4	INO	SWE	BAN	TUR	IND	BAN
5	BAN	VIE	VIE	HKG	DEN	SIN

## Works

Rank	2017	2018	2019	2020	2021	2022
1	PRC	PRC	PRC	IND	IND	PRC
2	IND	IND	IND	PRC	PRC	KOR
3	KOR	BAN	BAN	PHI	VIE	IND
4	BAN	GER	INO	BAN	PAK	SPA
5	VIE	PAK	PAK	PAK	INO	PAK

## Consultants

Rank	2017	2018	2019	2020	2021	2022
1	AUS	KOR	IND	USA	IND	IND
2	KOR	IND	AUS	KOR	INO	AUS
3	IND	FRA	USA	IND	JPN	BAN
4	USA	UKG	GER	INO	FRA	KOR
5	PHI	AUS	FRA	AUS	AUS	UKG

## Why pursue ADB-financed Contract?




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 supports and review process

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## Types of Opportunities in ADB-Financed Projects



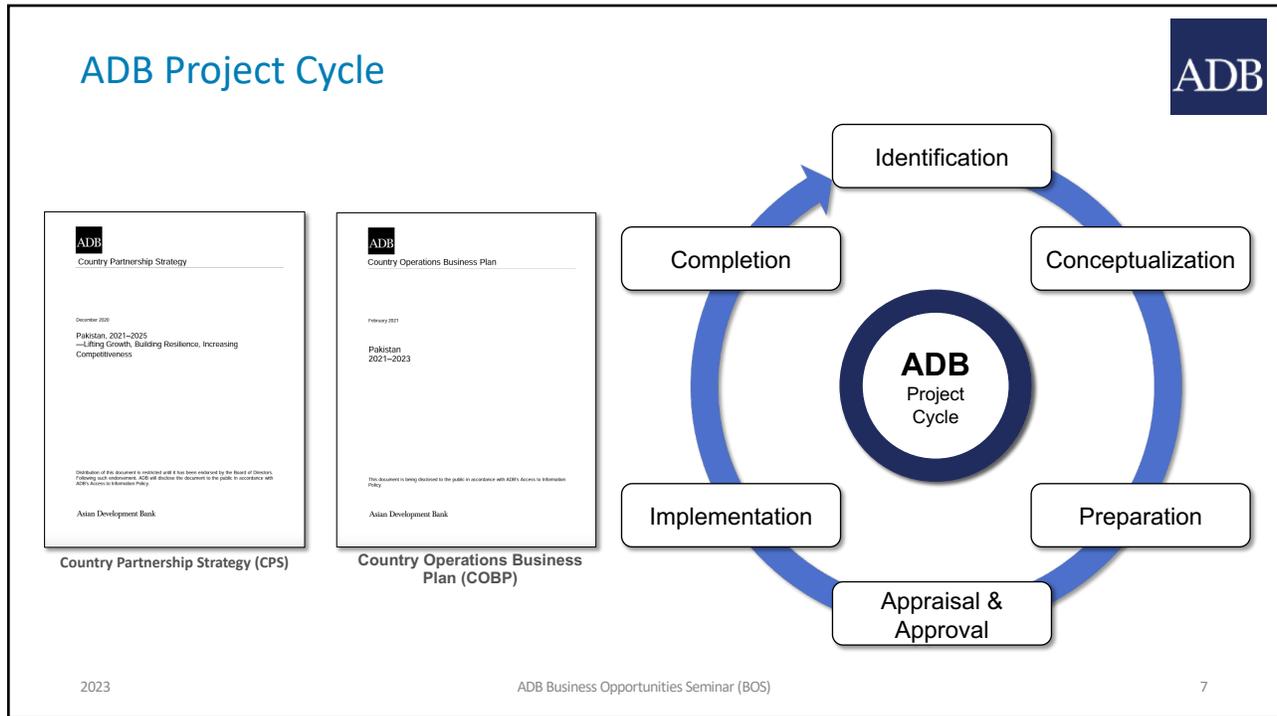
- Supply of goods
  - Machinery, equipment, computers, furniture
- Civil works
  - Roads, railways, bridges, irrigation canals, schools, power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
  - Project Management (PMC), Design & Site supervision (DSC), Master Planning, Project preparation, Advisory, Knowledge Products, Financial Management
- Non-consulting services
  - Surveys, training, translation, event management

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## Finding Business Opportunities

### Long-term planning

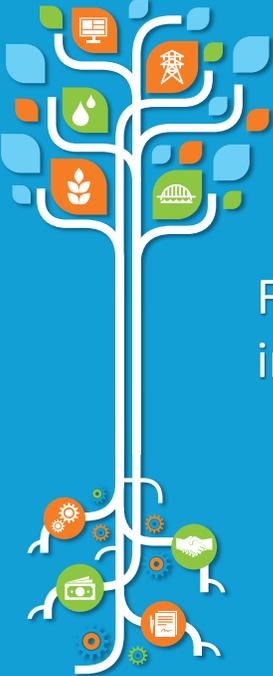
- Country
  - Country Partnership Strategy (CPS)
  - Country Operations Business Plan (COBP)
- Sectors
  - Projects
  - Procurement Plans

### Short-term planning

- Specific Procurement Notices
  - Invitation for Prequalification
  - Invitation for Bids
- Hop-on Opportunities
  - Prequalified Contractors
  - Contracts Awarded

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## Finding Procurement Opportunities in ADB Financed Projects

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## Finding Business Opportunities - Current

ASIAN DEVELOPMENT BANK

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

[News and Events](#)
[ADB Institute](#)
[Contact](#)
English ▾

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Projects & Tenders

Projects
Documents
Tenders

---

**Filter results** CLEAR ALL

Country/Economy (1) [CLEAR]

- Regional
- Bangladesh
- Bhutan
- Cambodia
- China, People's Republic of
- Georgia
- India
- ...

Sectors

- Agriculture, natural resources and rural development
- Education
- Energy
- Transport
- Water and other urban infrastructure and services

Type (1) [CLEAR]

- Advance Notice
- Individual - Consulting
- Invitation for Bids

Procurement of goods, works, and consulting services

Search tenders

Results 1-6 of 6 RSS Sort by ▾

Pakistan X Active X Invitation for Bids X

Project Name	Status	Deadline
<b>P54149-001-PAK: Punjab Arterial Roads Improvement Project (PARIP) - (Co-financed by AIIB)</b> 54149-001; Pakistan; Transport; Posting date: 01 Aug 2023 Notice Type: Tenders, Invitation for Bids	Tender, Active	11 Sep 2023
<b>56306-PAK: Power Transmission Strengthening Project [ADB-401C-2023]</b> 56306-001; Pakistan; Energy; Posting date: 31 Jul 2023 Notice Type: Invitation for Bids	Active	14 Sep 2023
<b>ADB Loan No. 3845-PAK: Sindh Secondary Education Improvement Project [Package-CWoz, LOT- 01 and LOT-02]</b> 51126-002; Pakistan; Education; Posting date: 27 Jul 2023 Approval Number: 3845	Active	07 Sep 2023
<b>Loan 4271-PAK: Second Power Transmission Enhancement Investment Program - Tranche 4</b> 48078-006; Pakistan; Energy; Posting date: 07 Jul 2023	Tender, Active	08 Sep 2023

**Key Documents**

- Procurement Plans
- Procurement Policy
- Procurement Regulations

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

**Archive: Contracts Awarded - Goods, Works, and Services**  
[See the list →](#)

**Business Center**  
[All you need to work with us → in one place. →](#)

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# Finding Business Opportunities - Current



## Invitation for Bids

<b>Date:</b>	27 July 2023
<b>Loan No. and Title:</b>	ADB Loan No. 3845-PAK: Sindh Secondary Education Improvement Project
<b>Contract No. and Title:</b>	<p>Package-CW02, LOT- 01: Construction of 20 new secondary level school blocks including solar panels in District Tando M. Khan - 08 schools, District Tando Allahyar - 11 schools, District Mirpurkhas – 01 school</p> <p>Package-CW02, LOT- 02: Construction of 20 new secondary level school blocks including solar panels in District Mirpurkhas - 07 schools, District Matiari - 06 schools, District Sandhar - 07 schools</p>
<b>Deadline for Submission of Bids:</b>	7 September 2023, 11:00 hours (Pakistan Standard Time)

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# Finding Business Opportunities - Current



PROCUREMENT PLAN							
Basic Data							
Project Name	Sindh Secondary Education Improvement Project						
Project Number	1172/00						
Country	Pakistan						
Project Procurement Risk	High						
Project Financing Amount	US\$ 82,500,000						
ADB Financing	US\$ 75,000,000						
Co-financing ADB Adversely/Non-ADB Financing	US\$ 7,500,000						
Date of First Procurement Plan	25 October 2019						
Procurement Plan Duration	18 months						
Advance Contracting	No						
Approval Number	3845						
Implementing Agency	School Education and Library Department, Government of Sindh						
Project Closing Date	30 June 2026						
Date of this Procurement Plan	6 June 2023						
Version	5						
Related to COVID-19 response efforts	No						
Use of procurement (e-GP)	No						
<b>A. Methods, Review and Procurement Plan</b>							
Except as the Asian Development Bank (ADB) may otherwise agree, the following methods shall apply to procurement of goods, works, and consulting services.							
<b>Procurement of Goods and Works</b>							
Method	Comments						
Open Competitive Bidding (OCB) for Goods							
Request For Quotation (RFQ) for Goods							
Open Competitive Bidding (OCB) for Works							
Request For Quotation (RFQ) for Works							
<b>Consulting Services</b>							
Method	Comments						
Quality and Cost-Based Selection for Consulting Firm							
Competitive for Individual Consultant	Minimal ADB firm changed from RFQ to OCB						
<b>B. Lists of Active Procurement Packages (Contracts)</b>							
The following table lists goods, works, non-consulting and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.							
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Process	Advertisement Date (year/month)	Comments
CW01	Construction of about 40 new secondary level school blocks including installation of solar panels	16,800,000.00	OCB	High	TS/E	01/7/2023	Non-Consulting Services: No No. of Contracts: 2 Qualification of Bidders: No Domestic Preference Applicable: No Advance Contracting

Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Process	Advertisement Date (year/month)	Comments
CW02	Construction of about 40 new secondary level school blocks including solar panels in District Tando M. Khan - 08 schools, District Tando Allahyar - 11 schools, District Mirpurkhas – 01 school	16,800,000.00	OCB	High	TS/E	02/7/2023	Non-Consulting Services: No No. of Contracts: 2 Qualification of Bidders: No Domestic Preference Applicable: No Advance Contracting
CW03	Construction of about 40 new secondary level school blocks including solar panels in District Mirpurkhas - 07 schools, District Matiari - 06 schools, District Sandhar - 07 schools	8,000,000.00	OCB	High	TS/E	02/7/2023	Non-Consulting Services: No No. of Contracts: 2 Qualification of Bidders: No Domestic Preference Applicable: No Advance Contracting

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## Tips for A Competitive Bid



- Gather pertinent business intelligence.
- Prioritize a strong track record and reputation for successful work.
- Familiarize yourself with the country, project, and client requirements.
- Monitor bidding opportunities – subscribe to alert services.
- Ability to operate in countries that generally do not generate bidder interest.
- Access to information regarding availability of key inputs: materials, labor, equipment.
- Thoroughly review the bidding documents, understanding the procurement method and evaluation criteria.
- Collaborate with firms that can boost qualifications or offer subcontracting opportunities if a contract is already awarded or can subcontract the works.
- Request clarifications in writing.

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## Bidding Do's



- Seek official clarification before submitting a bid

BIDDING DOCUMENT	TYPICAL ISSUES
Bid Conditions	<ul style="list-style-type: none"> <li>Unreasonable bid preparation period</li> </ul>
Qualification Criteria	<ul style="list-style-type: none"> <li>Unclear which entity must comply with qualification criteria</li> <li>Ambiguous criteria</li> <li>Restrictive criteria</li> </ul>
Requirements	<ul style="list-style-type: none"> <li>Incomplete, unclear or restrictive requirements</li> </ul>
Contract Conditions	<ul style="list-style-type: none"> <li>Unreasonable contract completion period</li> <li>Unbalanced risk allocation</li> </ul>

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## Bidding Do's



- Check your bid:
  - Amount, validity and text of Bid Security.
  - Signatures and power of attorney.
  - Joint venture agreement enclosed
  - References enclosed.
  - State the discounts in letter of bid as specified in the bidding document.
  - Mark the envelopes as appropriate.
- Submit bid before the deadline.
- Ensure following steps are taken during bid opening:
  - All relevant prices are read out.
  - All discounts are read out.
  - Presence and amount of bid security is read out.
  - No envelope remains unopened.
  - The record is signed by all bidders present and by the Employer.

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## Bidding Don'ts



- Failure to disclose conflict of interest (e.g., the firms involved as design consultant for the tendered package).
- Firm or JV partners not from an ADB member country.
- Submitting late bid.
- Failure to respond to client requirements.
- Conditional bids.
- Incomplete/noncompliant bids, e.g., missing bid security, letter of bid not signed, JV agreement missing, bid envelopes not properly marked, etc.
- Integrity violations in the bidding process.

*When in doubt, always seek written clarification*

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## 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](http://www.adb.org/site/integrity/how-to-report-fraud)

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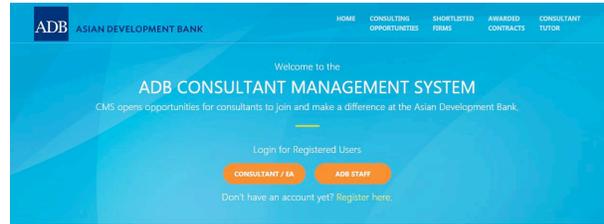
## Finding Consulting Opportunities

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## Consultant Management System (CMS) Website



- Consulting opportunities are visible through ADB’s Consultant Management System (CMS) (<http://cms.adb.org>)
- Firms need to register for alerts to receive notices of all consulting opportunities
- Advertisement of Consulting opportunities (both EA and ADB) are through CMS.
- The RFP process for ADB Administered Contracts is through CMS(\*)



**Search Consulting Opportunities**  
Get detailed information on consulting services requirements and send expression of interests (EOI) 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.

(\*) EA’s use their own country systems when tendering for Consulting services; still need to meet ADB requirements

## Consulting Services Recruitment Notices on CMS



### Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

Search Reset

CSRN provides detailed information on consulting services required for ADB-financed or administered projects, including terms of reference. Filter to specific advertisements of interest by ticking the appropriate check boxes and clicking Search. Alternatively, click on the numeric links at the end of each row to view advertisements of the indicated type.

Search	By Sector	By Eligibility of Consultant Country	By Engagement Period
<b>By Country</b> Select All   Select None <input type="checkbox"/> Regional (52) <input type="checkbox"/> Afghanistan (12) <input type="checkbox"/> Armenia (1) <input type="checkbox"/> Australia (1) <input type="checkbox"/> Bangladesh (16) <input type="checkbox"/> Bhutan (2) <input type="checkbox"/> Cambodia (6) <input type="checkbox"/> China (18) <input type="checkbox"/> Fiji (2) <input type="checkbox"/> Georgia (10) <input type="checkbox"/> India (11) <input type="checkbox"/> Indonesia (2) <input type="checkbox"/> Kiribati (3) <input type="checkbox"/> Kyrgyz Republic (12) <input type="checkbox"/> Lao People's Democratic Republic (6) <input type="checkbox"/> Maldives (1) <input type="checkbox"/> Micronesia, Federated States of (1) <input type="checkbox"/> Mongolia (6) <input type="checkbox"/> Myanmar (3) <input type="checkbox"/> Nepal (6) <input type="checkbox"/> Pakistan (10) <input type="checkbox"/> Papua New Guinea (2) <input type="checkbox"/> Philippines (23) <input type="checkbox"/> Sri Lanka (2) <input type="checkbox"/> Tajikistan (2) <input type="checkbox"/> Thailand (1) <input type="checkbox"/> Tonga (1) <input type="checkbox"/> Uzbekistan (4) <input type="checkbox"/> Vanuatu (1) <input type="checkbox"/> Viet Nam (3)	<b>By Sector</b> Select All   Select None <input type="checkbox"/> Agriculture, natural resources and rural development (28) <input type="checkbox"/> Education (11) <input type="checkbox"/> Energy (11) <input type="checkbox"/> Finance (12) <input type="checkbox"/> Health (2) <input type="checkbox"/> Industry and trade (15) <input type="checkbox"/> Information and communication technology (2) <input type="checkbox"/> Multisector (2) <input type="checkbox"/> Public sector management (12) <input type="checkbox"/> Transport (28) <input type="checkbox"/> Water and other urban infrastructure and services (21) <input type="checkbox"/> Uncategorized (20) <b>By Expertise</b> <input type="text" value=""/> Enter the exact text to further filter your search by expertise	<b>By Eligibility of Consultant Country</b> Select All   Select None <input type="checkbox"/> Open to Member Countries Only (122) <b>By Consultant Source</b> Select All   Select None <input type="checkbox"/> International (78) <input type="checkbox"/> National (92) <b>By Consultant Type</b> Select All   Select None <input type="checkbox"/> Firm (12) <input type="checkbox"/> Individual (145)	<b>By Engagement Period</b> Select All   Select None <input type="checkbox"/> Less than 3 months (8) <input type="checkbox"/> 3 months to 1 year (125) <input type="checkbox"/> More than 1 year (44) <b>By Budget Amount</b> Select All   Select None <input type="checkbox"/> Less than \$100,000 (134) <input type="checkbox"/> \$100,000 to \$199,999 (16) <input type="checkbox"/> \$200,000 to \$299,999 (0) <input type="checkbox"/> \$300,000 to \$399,999 (0) <input type="checkbox"/> \$400,000 to \$499,999 (2) <input type="checkbox"/> \$500,000 to \$599,999 (1) <input type="checkbox"/> \$600,000 to \$699,999 (0) <input type="checkbox"/> \$700,000 to \$799,999 (4) <input type="checkbox"/> \$800,000 to \$899,999 (2) <input type="checkbox"/> \$900,000 to \$999,999 (1) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (3) <input type="checkbox"/> Greater than \$1,500,000 (6)

## Consulting Services Recruitment Notices on CMS



**Consulting Opportunities**  
Consulting Services Recruitment Notices (CSRN)

[Back](#)

Click icon on the last column to display the advertisement or click on the project name for information about the project. You can sort advertisements by clicking on the headers.

Project	Sector	Consultant Source	Consultant Type	Open to non-Member Countries	Expertise	Engagement Period	Budget in USD	Published	Deadline (Manila local time)	Remarks	View CSRN
<a href="#">GRANT 50281-001 TON: Introducing eGovernance through Digital Health - C-01 Implementation Firm</a>	Health	International	Firm	No	Digital Health Information System	36 Months	6,000,000	23-Mar-2019	17-Apr-2019 11:59 PM		
<a href="#">LOAN 51035-001 PNG: Health Services Sector Development Program, Subprogram 1 - 1 Strengthening Medical Supplies Procurement and Supply Chain Management</a>	Health	International	Firm	No	Medical Supplies Procurement and Supply Chain Management	24 Months	2,075,000	20-Mar-2019	11-Apr-2019 11:59 PM		
<a href="#">LOAN 41509-013 PNG: Health Services Sector Development Project - 1 Strengthening Medical Supplies Procurement and Supply Chain Management</a>	Health	International	Firm	No	Medical Supplies Procurement and Supply Chain Management	24 Months	2,075,000	13-Mar-2019	11-Apr-2019 11:59 PM		

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## Consulting Services Recruitment Notices on CMS



**GRANT 50281-001 TON: Introducing eGovernance through Digital Health - C-01 Implementation Firm**  
Date Published: 23-Mar-2019 Deadline of Submitting EO: 17-Apr-2019 11:59 PM Manila local time

[Express Interest](#)

[Profile](#) | [Terms of Reference](#) | [Cost Estimate](#)

**Selection Profile**

Consultant Type	<b>Firm</b>	Source	<b>International</b>
Selection Method	<b>Quality and Cost-Based Selection (QCBS)</b>	Technical Proposal	<b>Full Technical Proposal (FTP)</b>
Selection Title	<b>Introducing eGovernance through Digital Health</b>		
Package Number	<b>C-01</b>	Package Name	<b>Implementation Firm</b>
Advance Action	<input checked="" type="radio"/> Yes <input type="radio"/> No	Approval Number	
Engagement Period	<b>36 MONTH</b>	Approval Date	
Consulting Services Budget	<b>USD 6,000,000</b>	Estimated Short-listing Date	<b>24-Apr-2019</b>
Budget Type	<input checked="" type="radio"/> Estimated <input type="radio"/> Maximum	Estimated Commencement Date	<b>01-Sep-2019</b>
Open to non-Member Countries	<input type="radio"/> Yes <input checked="" type="radio"/> No		

**Additional Information**

Indefinite Delivery Contract (IDC)  Yes  No  
Country of assignment: **Tonga**

**Contact Information**

Project Officer: **Pamela Wyatt**  
Designation: **Principal Public Management Specialist (Governance)**  
Asian Development Bank  
Email: [pywatt@adb.org](mailto:pywatt@adb.org)

**Agencies**

Primary	Agency	Country	Agency Role	Contact Person	View Details
<input checked="" type="checkbox"/>	Ministry of Finance and National Planning	Tonga	Executing Agency		
<input type="checkbox"/>	Ministry of Health	Tonga	Implementing Agency		

**Publishing History**

Type	Publication Date	Published By	Duration of Advertisement	Deadline	View Remarks
Original	23-Mar-2019	Diane Mauritz P. Zapata	26 DAYS	17-Apr-2019	

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## Expression of Interest (1/3)

**Consulting Firm Information**

CMS Number  Country of Incorporation   
 Consultant Name  \* Acronym

**Associations (Joint Venture or Subconsultancy)**

CMS Number	Consultant	*Acronym	Country	Joint Venture	EOI Submission Authorized By	Position	Delete
No results found.							

I confirm that:

Documentation regarding our corporate structure including beneficial ownership has been attached into ADB's CMS

Documentation regarding our Board of Directors has been attached into ADB's CMS

ADB reserves the right to reject the proposal of an association if member(s) of the association is changed/dropped without valid reason after the association has been shortlisted. However, should valid reasons exist (e.g. associate partner was sanctioned by ADB or other MOBs, associate partner went out of business, etc.), satisfactory evidence in support of such reasons should be sent to ADB for consideration.

**Assignment Specific Qualifications and Experience**

✓ **TIP** Your EOI should demonstrate the technical competence and geographical experience indicated in the project references. As preparation for filling out this EOI screen, ensure updated consultancy and project information has been entered in the Profile tab.

**A. Technical Competence**

✓ **TIP** Cross-referencing the selected from your CMS profile projects, highlight the technical qualifications of your entity/ consortium in undertaking similar assignments.

\* Provide details of past experience working with similar project authorities.

**B. Geographical Experience**

✓ **TIP** Cross-referencing the selected from your CMS profile projects, present experience in similar geographic areas.

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## Expression of Interest (2/3)



**C. Management Competence (Please answer each question in one paragraph of 3-5 sentences)**

\* 1. Describe standard policies, procedures and practices that your entity has to assure quality interaction with clients and outputs. Please state if your company is ISO certified.

\* 2. How will your firm/consortium handle complaints concerning the performance of experts or quality of the reports submitted for this assignment? What internal controls are in place to address and resolve complaints?

\* 3. How will you ensure the quality of your firm's/consortium's performance over the life of this assignment?

\* 4. Describe standard policies, procedures and practices that your firm has put in place to avoid changes/ replacements of personnel and to ensure the continuity of professional services once contracted.

\* 5. Describe what social protection practices you have in place to safeguard the well-being of your proposed experts? Specifically describe arrangements you have in place for medical, accident and life insurance coverage during the assignment.

**D. Other Information (maximum of 500 words)**

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## Expression of Interest (3/3)



**Project References**

✓ **TIP** Choose from the list of projects (based on what was entered in the Profile tab) to demonstrate the firm's technical qualifications and geographical experience for the advertised assignment.

Period	Client	Project	Country	Firm	View Details	Delete
No project found.						

**Comments on Terms of Reference**

✓ **TIP** This may include, but not limited to comments on clarity of the assignment's inputs, outputs, outcome and impact.

**Comments on Budget Adequacy**

**Key considerations in approaching this assignment (no more than 9,000 characters summarizing approach and methodology)**

**Key Experts**

✓ **TIP** List of experts is only required for Consultants' Qualifications Selection (CQS).

Name	Email	Consultant Status	Full-Time Firm Expert	Affiliation Status	Firm	View Profile	Delete
No search conducted.							

**EOI Attachments**

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

**Eligibility Declaration**

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## ADB CMS Tutor –How to use CMS



- <http://consultanttutor.adb.org>
- Provides guides, FAQs and other advice on using the System.
- Step-by-step instructions to take you through each step of the process.
- Contact Details for CMS support



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## Typical Issues Faced by Consultant



### Short-list

- Unknown to the Client.
- Lack of information (Ads & EOI) to allow informed decision.
- Not qualified.
- Conflict of Interest.
- Partner with firms from non-member countries.

### Proposal

- Experts: freelance (availability, qualification, performance).
- Generic, lack of innovation, unrealistic
- Inconsistencies between the Financial and Technical Proposals.
- Mistakes: proposal type (FTP, STP, BTP), financial information included in TP (not allowed in QCBS).

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## Collect Relevant Information



- Identify Sectors of Interest and where maximum potential for success is likely.
- Know your competition.
- Look at past similar projects.
- Study CPS and COBP to identify future opportunities.
- Review procurement plans (and project documents).
- Check ADB website for opportunities.  
Register for alerts\*



*(\*) Alerts for consulting opportunities are available only at <http://cms.adb.org>*

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## Build Your Brand




### Visit Events Organized by ADB and the EAs

- Business Opportunities Fairs (HQ)
- Business Opportunities Seminars (Countries)
- Project's roadshow

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## Build up your Portfolio



- Look at Individual as well as Firm opportunities.
- Target standalone as well as associate & JV opportunities.
- Try smaller /low risk assignments (loss leaders) to build understanding and profile.
- Target area of specific expertise; reach out to ADB staff/borrower in advance of RFP to develop understanding of needs.
- If engaged, ensure professionalism, responsiveness and value-add during engagement.
- Use links developed to build profile.



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## Understand the projects you wish to undertake




- Recognize the broader project objectives.
- Establish the operating context and any constraints it presents.
- Get to know the Executing Agency.
- Obtain all available information on the services to be provided.
- Field assessment.
- Identify local partner(s), if required.
- Estimate the local costs of doing business (e.g., local taxes for EA administered consulting services).

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## Prepare a Robust Proposal



- Follow the instructions in the RFP documents.
- Associate or JV with other firms to meet requirements.
- Understand the basis on which the proposal will be evaluated.
- Study the Terms of Reference (TOR)/Employer's requirements.
- Demonstrate understanding of objectives; detail your methodology.
- Provide tailored submission; avoid generic templates.
- Ensure staff have relevant experience.
- Do not add conditions to your offer.
- Where possible, utilize employees from your firm (not freelance consultants).



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## Avoid Common Mistakes



- Firm or associates not from ADB member countries\*.
- Proposal received late: lack of time allocated to enter a proposal into CMS.
- Non-compliant proposal (e.g., number of person-months or inclusion of non-nationals for national expert positions).
- Failure to specifically respond to Client requirements.
- Failure to disclose conflicts of interest, e.g., EA' employees in a proposal.
- Exceeding budget where RFP indicated a Maximum Budget amount.
- Inclusion of conditions in proposal.

## Study Evaluation Criteria in the Standard RFP



*Example:  
QCBS Full Technical Proposal  
on an Output-based ToR and  
Lump-sum contract*

Technical Evaluation Criteria	
Evaluation Criteria	Maximum Weight
<b>Qualification</b>	<b>200</b>
Experience in similar projects	100
Experience in similar geographic areas	100
<b>Approach and Methodology</b>	<b>500</b>
Understanding of objectives	50
Quality of Methodology	280
Innovativeness/Comments on TOR	50
Work Program	50
Personnel Schedule	50
Counterpart Personnel & Facilities	10
Proposal Presentation	10
<b>Personnel (as listed in TOR)</b>	<b>300</b>
<b>International Consultants</b>	<b>300</b>
Team Leadership	50
International Specialist 1	150
International Specialist 2	50
<b>National Consultants</b>	<b>50</b>
National Specialist 1	50
<b>TOTAL</b>	<b>1000</b>

## Post Award – The Real Test



Focus on delivery of strong performance through:

- High Quality Team
- Building strong relationships with Client (ADB or Government)
- Achievement of deliverables within stated timeline



Performance Assessment -Consulting

- ADB conducts Performance Evaluation Reviews (PER) for each consulting assignment. A poor performance record can impact future opportunities.

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## Debriefing: Lessons Learned for Future Participation




- Unsuccessful bidders may request a debriefing from Executing Agency (EA).
- Bidders can improve their participation in future tenders from feedback received during debriefing.
- Bidders may contact ADB if debriefing request is not fulfilled by the EA.

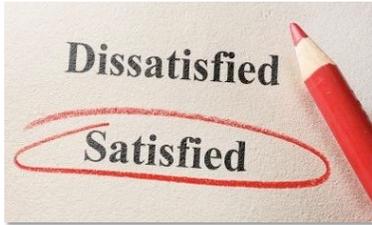
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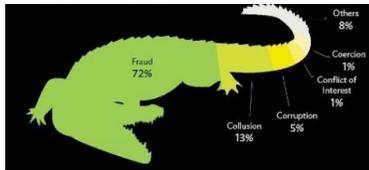
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# Complaints and Integrity Concerns



- Complaints:  
Bidders may file complaint with Executing Agencies (EAs) and copy ADB on [www.adb.org/forms/complaints](http://www.adb.org/forms/complaints) or file the complaint directly with ADB



- Anticorruption and Integrity:  
Bidders may also report integrity related issues with supporting information/documents to [www.adb.org/site/integrity/main](http://www.adb.org/site/integrity/main)

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# Resources on Procurement

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**Finding Opportunities in ADB-**

ADB ASIAN DEVELOPMENT BANK

News and Events ADB Institute Contact English

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

> About ADB > Procurement

# Procurement

Goods, Works, Non-Consulting and Consulting Services

[www.adb.org/about/procurement](http://www.adb.org/about/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 procurement and consulting services innovation and capacity building initiatives.

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# ADB Business Center

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

> Work with Us > Working with ADB

## Working with ADB

Information for...	How-Tos
Consultants	Can you provide a guide to all those ADB acronyms? →
<b>Contractors and suppliers</b>	How can I become an ADB supplier? (corporate procurement) →
Governments	How can NGOs become consultants or contractors? →
Executing and implementing agencies	How can we improve our chances of securing an ADB-funded contract? →
Development institutions	How do I register as a payee and receive payment for non-purchase order warranted transaction? →
Private sector partners	How does ADB safeguard the integrity of its activities? →
	What are ADB's departments and offices? →

[www.adb.org/business/main](http://www.adb.org/business/main)



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# Online Training on ADB Procurement



**FINANCE**

**New Procurement Framework**

The new Procurement Policy and Procurement Regulations were approved in April 2017. The Procurement Policy, Regulations and other supporting documents form the NPF within ADB, governing the procurement of goods, works and services by borrowers, Executing Agencies (EAs) and Implementing Agencies (IAs) conducting procurement on ADB-funded projects...

- Module 1: Overview of NPF
- Module 2: Strategic Procurement Planning
- Module 3: Risk Management
- Module 4: Analysis
- Module 5: Procurement Strategy Development
- Module 6: Bidding Procedures
- Module 7: Consulting Services
- Module 8: Bid Evaluation
- Module 9: Contract Management
- Module 10: Fragile, Conflict Affected and Emergency Situations



[elearn.adb.org](http://elearn.adb.org)  
 \*non-certified



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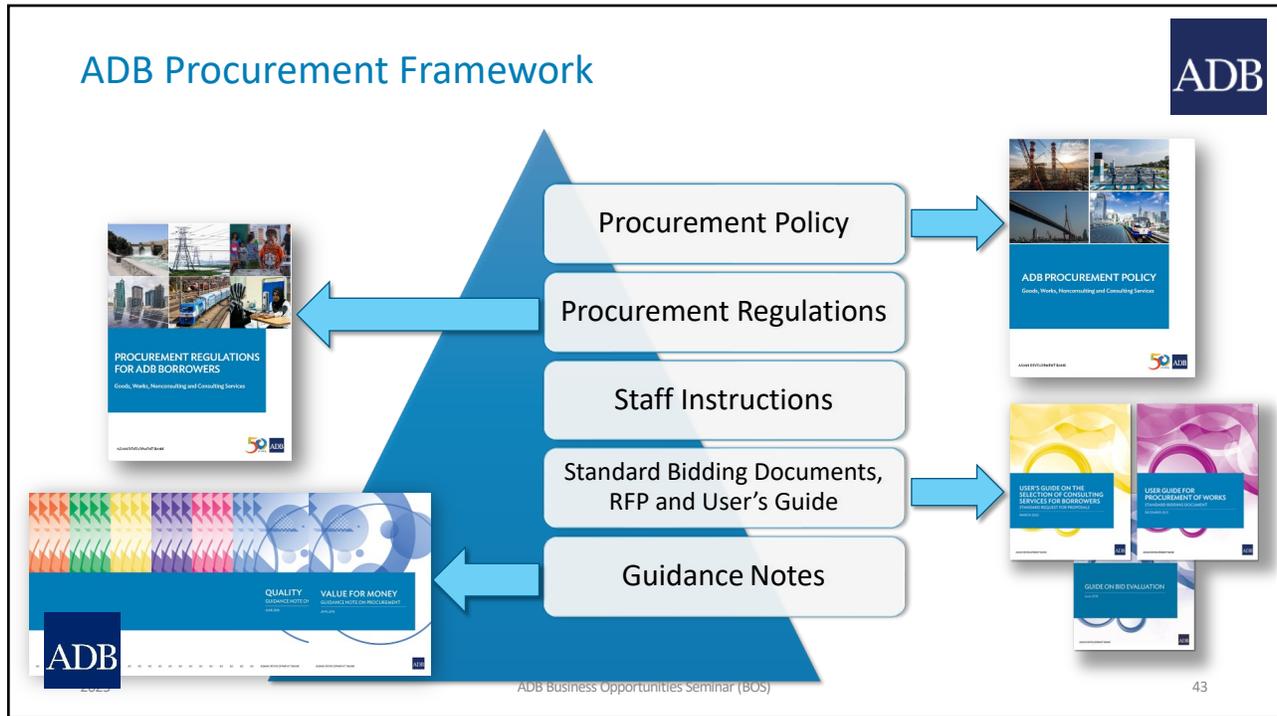
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# ADB Procurement Framework



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### ADB Procurement Policy

- It contains the core procurement principles.
- It specifies the requirement to apply the ADB Procurement Policy and Regulations for projects financed by ADB.

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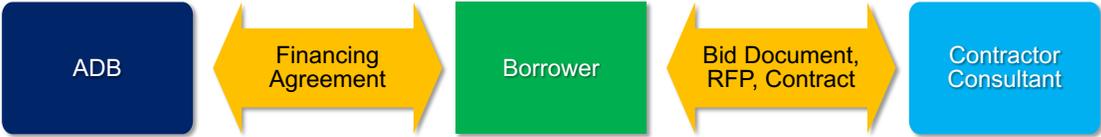
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## Roles of Key Stakeholders in ADB Procurement





```

graph LR
    ADB[ADB] -- Financing Agreement --> Borrower[Borrower]
    Borrower -- Bid Document, RFP, Contract --> Contractor[Contractor Consultant]
    
```

Borrower carries out procurement, awards and manages contract  
ADB provides supports and has an oversight role

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## ADB Procurement Policy



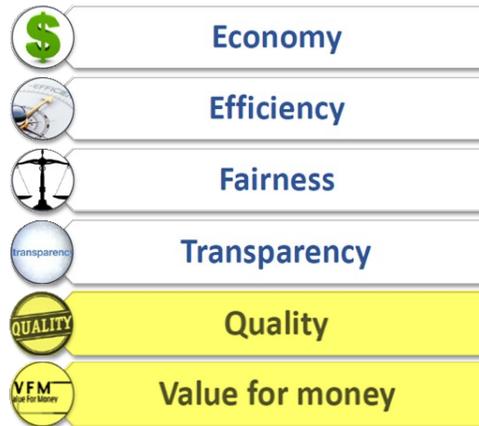
- I. Purpose
- II. General Considerations
- III. Core Procurement Principles\*
- IV. Fitness for Purpose
- V. Eligibility\*
- VI. Development of Domestic Industry
- VII. Integrity\*
- VIII. Conflict of Interest\*

- IX. Accountability
- X. Noncompliance
- XI. Complaints
- XII. Alternative Procurement Arrangements
- XIII. E-procurement
- XIV. Procurement Plan
- XV. Procurement for Nonsovereign Operations

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## Core Procurement Principles (III)

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## Eligibility



- To be eligible to participate in procurement for contracts financed by ADB, the bidder, and all parties constituting the Bidder...
  - shall have the nationality of an eligible country;
  - shall not have a conflict of interest;
  - shall not be under temporary suspension or debarment by ADB
  - and shall not be excluded by an act of compliance with the decision of the UN Security Councils
- The materials, equipment, and services to be supplied under the Contract shall have their origin in eligible source countries

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## Eligibility



- Government-owned enterprises in the Borrower's country may participate as a bidder only if specifically agreed by ADB. Such agreement will only be provided if the bidder can establish that they
  - can operate as a commercial entity;
  - are legally and financially autonomous;
  - are not dependent agency of the borrower
- Government officials and civil servants in the borrower's country may only be hired if they
  - are not being hired by the agency they were working for immediately before going on leave;
  - their employment would not create a conflict of interest.

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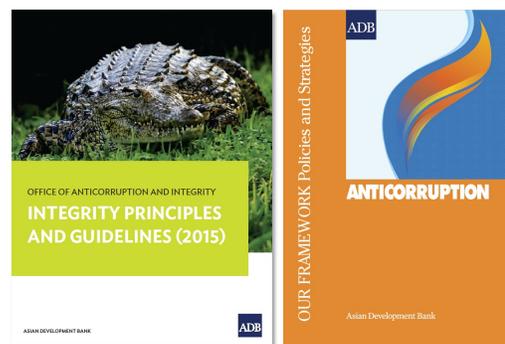
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## Integrity



- ADB's Anticorruption Policy and Integrity Principles and Guidelines
- Specific definitions for corrupt, coercive, fraudulent, collusive, obstructive practices, and abuse
- Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB financed, administered, or supported activity.
- **ADB reserves the right to inspect and audit**



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## Respectful Working Environment



- Environment free of unethical or inappropriate behaviors.
- Bullying, discrimination, misconduct and harassment, including sexual harassment are strictly prohibited.
- Both contractors and consultants must provide training to their staffs on these matters, which Employer will verify.



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## Conflict of Interest



- Interests that could exert undue influence on decision making process.
- If cannot be mitigated may lead to rejection of the bid.
- COI can be due to conflicting activities, assignments, relationships, ownerships, such as:
  - Bidding on a package that the bidder was hired to design.
  - Have common controlling shareholders.
  - Use the same legal representatives for their bids.
  - Submit more than one bid in the bidding process.
  - Have relationship with each other, directly or indirectly.

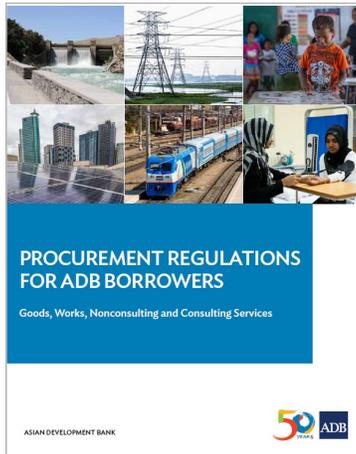
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## ADB Procurement Regulations

- It provides details of the ADB Procurement Policy and Procedures.
- It follows international practices in procurement.
- It is harmonized with those of other Multilateral Development Banks.

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## Standard Bidding Documents (SBDs)




- It includes instructions, templates, forms for both bidding and contracting.
- It ensures consistency and legal certainty.
- It incorporates international, time-tested practices.
- It contains balanced and equitable provisions.
- There are 8 Users' Guides (UGs) and 7 Standard Bidding Documents (SBDs) for Procurement of Goods, Works and Non-Consulting Services.
- There is 1 UG and 1 Request for Proposal (RFP) document for the selection of consultant.

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## Guidance Notes

- It is used to operationalize ADB Procurement policy and Regulations.
- It is grouped based on themes.

\*\*\*



GUIDANCE NOTES					
Preparation and Planning	Procurement Methods	Bidding Procedures	New Principles and Practices	Complaints, Compliance, and Eligibility	Specialized Areas
<ul style="list-style-type: none"> <li>• Procurement Risk Framework</li> <li>• Strategic Procurement Planning</li> <li>• Procurement Review</li> <li>• Alternative Procurement Arrangements</li> </ul>	<ul style="list-style-type: none"> <li>• Open Competitive Bidding</li> <li>• Consulting Services Administered by ADB Borrowers</li> <li>• Non-consulting Services Administered by ADB Borrowers</li> <li>• Framework Agreements</li> </ul>	<ul style="list-style-type: none"> <li>• Price Adjustment</li> <li>• Prequalification</li> <li>• Subcontracting</li> <li>• Domestic Preference</li> </ul>	<ul style="list-style-type: none"> <li>• Value for Money</li> <li>• Quality</li> <li>• Contract Management</li> <li>• Abnormally Low Bids</li> </ul>	<ul style="list-style-type: none"> <li>• Bidding-Related Complaints</li> <li>• Noncompliance in Procurement</li> <li>• Standstill Period</li> <li>• State-Owned Enterprises</li> </ul>	<ul style="list-style-type: none"> <li>• Fragile, Conflict-Affected, and Emergency Situations</li> <li>• E-Procurement</li> <li>• Public-Private Partnerships</li> <li>• High-Level Technology</li> <li>• Sustainable Public Procurement</li> <li>• Use of Merit Point Criteria for Bid Evaluation</li> </ul>

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## Where to access information online

- Policy: <https://www.adb.org/documents/adb-procurement-policy>
- Regulations: <https://www.adb.org/documents/procurement-regulations-adb-borrowers>
- Guidance Notes (24 documents) <https://www.adb.org/documents/guidance-notes-on-procurement>
- Standard Bidding Documents (8 documents) and User Guides (9 documents) <https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/documents>



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