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ADB

ADB Procurement Procedures

Shyam S. Mehndiratta
Sr Procurement Officer, INRM, ADB.

Hyderabad -12 September 2023

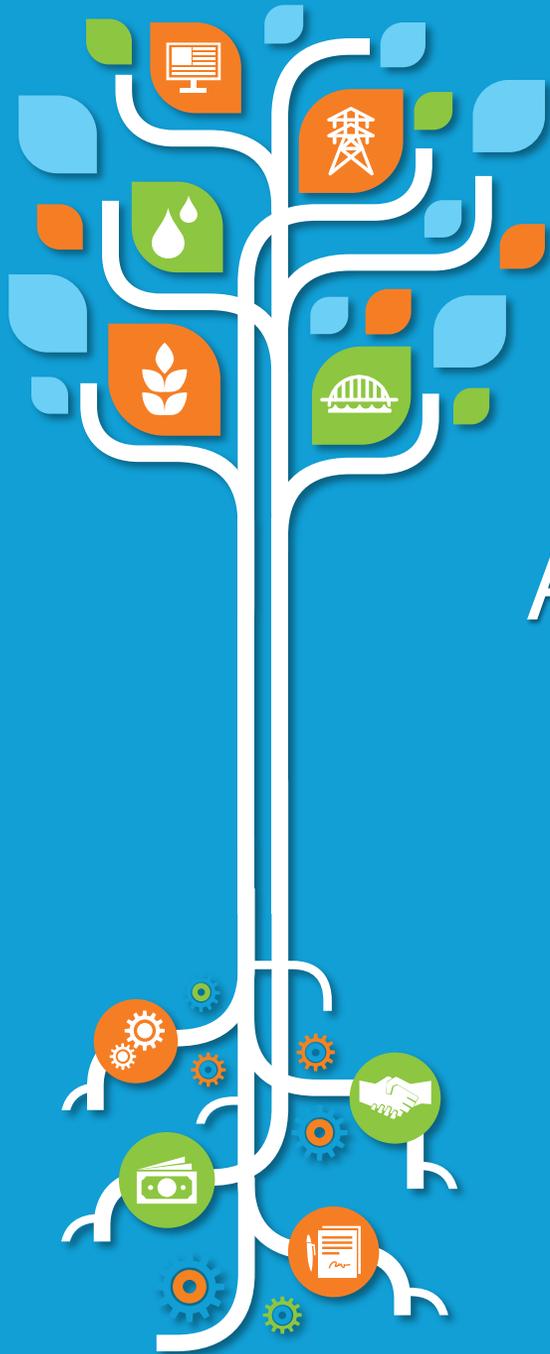
BUSINESS
OPPORTUNITIES 

Overview

- ADB Procurement Framework
- Procurement/Business Opportunities in ADB Financed Projects
- Tips for Winning Contracts in ADB Financed Projects



ADB Procurement Framework



ADB New Procurement Framework (NPF) 2017

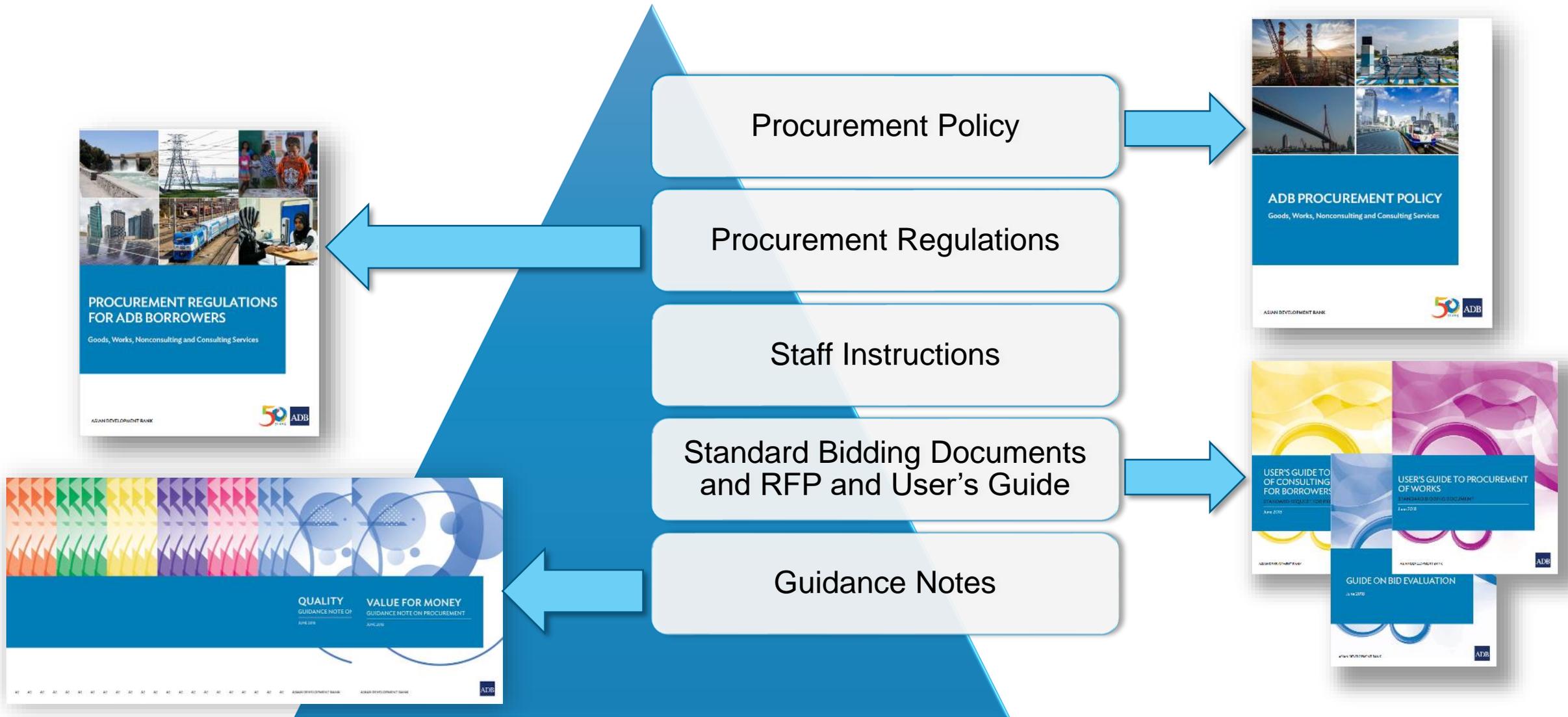
Agreement Establishing
The Asian Development Bank
("ADB Charter")

Agreement Establishing the ADB

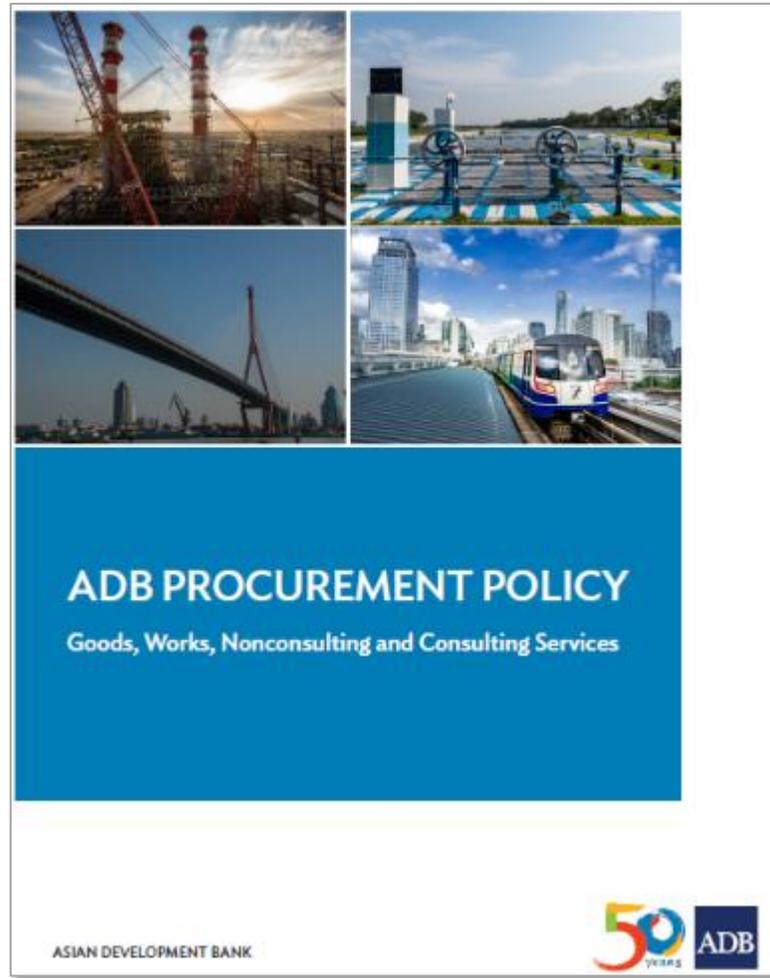
“ADB shall take the necessary measures to ensure that the proceeds of any loan made, guaranteed or participated in by ADB are used only for the purposes for which the loan was granted and with due attention to considerations of economy and efficiency”

(Chapter III, Article 14, Operating Principle xi)

ADB New Procurement Framework (NPF) 2017



ADB Procurement Policy



- Approved by ADB Board of Directors
- Core procurement principles
- Required for project financed by ADB

ADB Procurement Policy - Structure



- 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

ADB's procurement principles

Principles		Outcomes
	Fairness	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	Economy	Using price, quality, and any nonprice attributes to deliver viable projects.
	Efficiency	Ensures procurement processes are proportional to value and risks.
	Transparency	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	Quality	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	Value for Money	Obtain optimal benefits through effective, efficient, and economic use of resources.



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

Any conditions for participation shall be limited to those that are essential to ensure the bidder's capability to fulfill the contract in question

ADB does not permit a borrower to deny the participation of a bidder for reasons unrelated to its capability and resources to successfully perform the contract, nor does it permit a borrower to disqualify any bidder for such reasons

Eligibility (cont...)

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

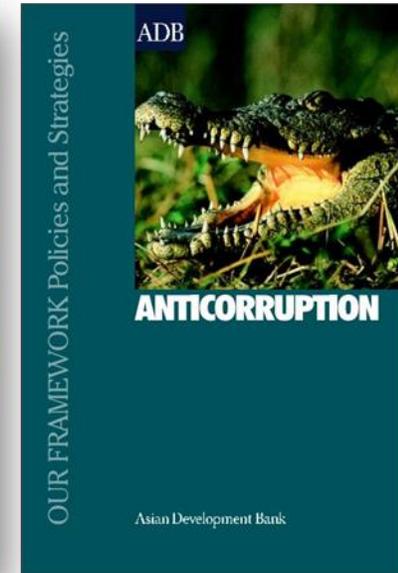
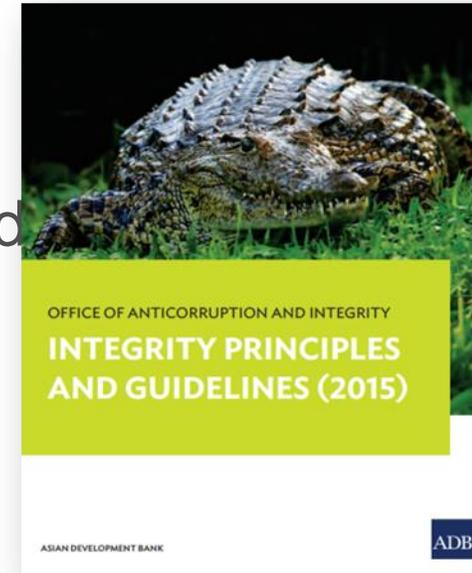
Government officials and civil servants in the borrower's country may only be hired if they

- 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

Integrity



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

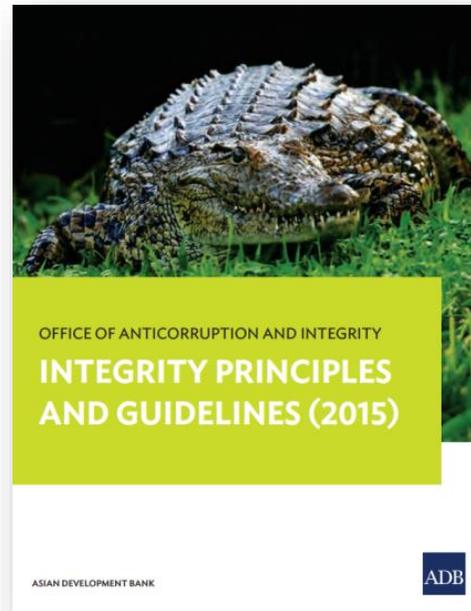


Conflict of Interest

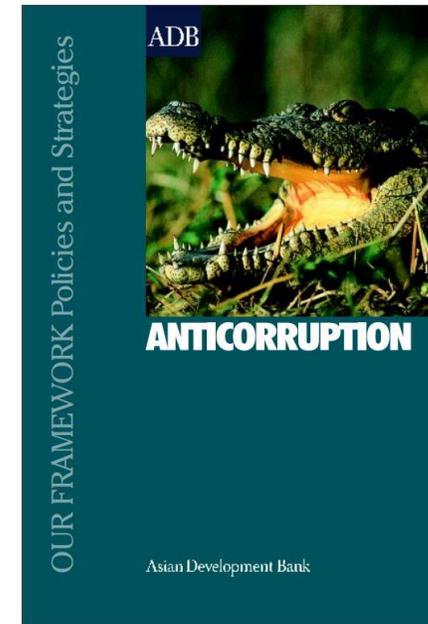
- Interests that could cause undue influence on decision making process
- May be appropriately mitigated
- Bidders or consultants may be considered to have a Conflict of Interest if they have conflicting activities, assignments, relationships, ownerships, i.e.:
 - Participated as a consultant for design/technical specification /project management /supervision of bid package
 - Have common controlling shareholders (sister concern)
 - Have same legal representatives for their bids
 - Submit more than one bid in the bidding process
 - Have relationship with each other, directly or through common third parties, that puts them in a position to have access of information about another bidder or influence the decision of the purchaser.

ADB's Anticorruption Policy & Guidelines

Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.



Highest Ethical Standards



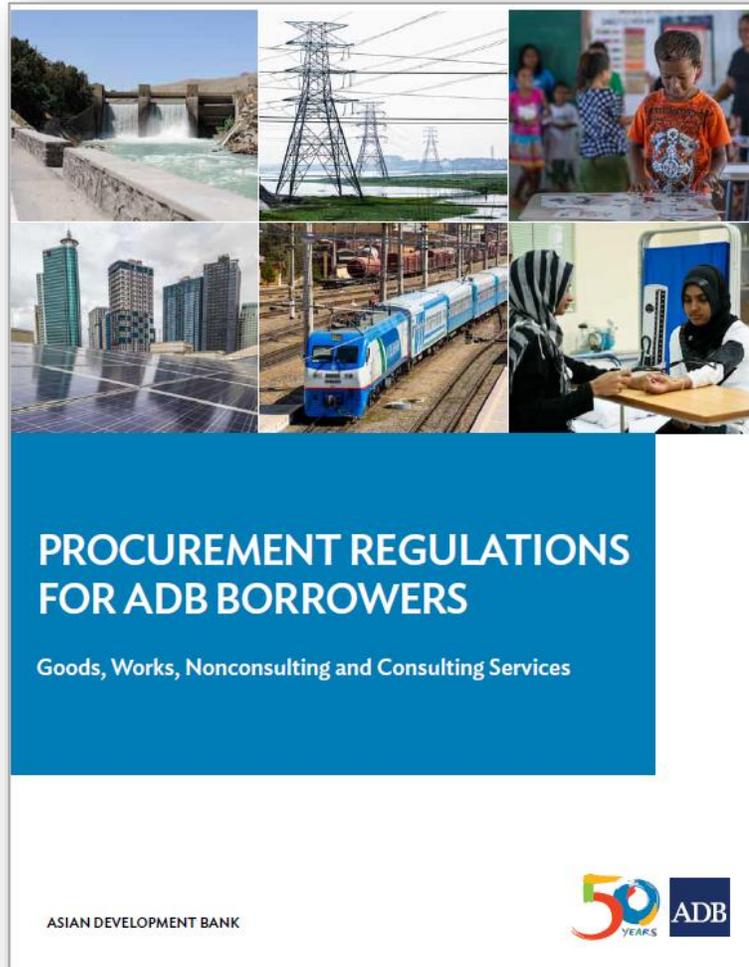
Zero Tolerance

Respectful Working Environment

- Environment free of unethical or inappropriate behaviors
- Bullying, discrimination, misconduct and harassment, including sexual harassment
- Training provided by contractor and consultant to their staffs is required and to be verified by Employer



ADB Procurement Regulations



- Issued by ADB President
- Details of policies, procedures
- Prior review
- Post review (sampling)
- International best practices

ADB Procurement Regulations – Structure

I. Introduction

- Purpose
- General Considerations
- Fitness for Purpose
- Alternative Procurement Arrangements
- Applicability of These Regulations
- Procurement of Contracts Not Financed by the Asian Development Bank
- Eligibility
- Conflict of Interest
- Unfair Competitive Advantage
- Advance Contracting and Retroactive Financing
- Asian Development Bank Review
- Noncompliance, Complaints
- Integrity
- E-procurement
- Procurement Plan
- Procurement for Non sovereign Operations

ADB Procurement Regulations – Structure

II. Procurement Methods and Arrangements

- Open Competitive Bidding
- Limited Competitive Bidding
- Framework Agreements
- Request for Quotations
- Electronic Reverse Auction
- Direct Contracting
- Force Account

Particular Types of Procurement Arrangements

- A. Selection of Consultants
- B. Selection of Individual Consultants
- C. Procurement from Specialized Agencies
- D. Procurement in Fragile and Conflict-Affected Situations
- E. Procurement Agent
- F. Support to Governments for Public–Private Partnerships
- G. Procurement of High-Level Technology
- H. Performance-Based Procurement
- I. Community Participation in Procurement
- J. Procurement under Loans Guaranteed by the Asian Development Bank

ADB Procurement Regulations – Structure

Appendix 1: Value for Money

Appendix 2: Procurement Planning

Appendix 3: Open Competitive Bidding Procedure

Appendix 4: Consulting Services Selection using Open Competitive Bidding

Appendix 5: Evaluation Criteria and Methodology

Appendix 6: ADB Review of Procurement Decisions

Appendix 7: Bidding-Related Complaints

Appendix 8: Contract Management

Appendix 9: Roles and Responsibilities in ADB-Financed Projects

Standard Bidding Documents (SBDs)



- Standardized instructions, templates, contract forms
- Provides consistency and legal certainty
- Best practices and time-tested
- Must be used – with specific ways for customization
- Procurement: 8 UGs, 7 SBDs
- Consultant: 1 UG, 1 RFP

27 Guidance Notes

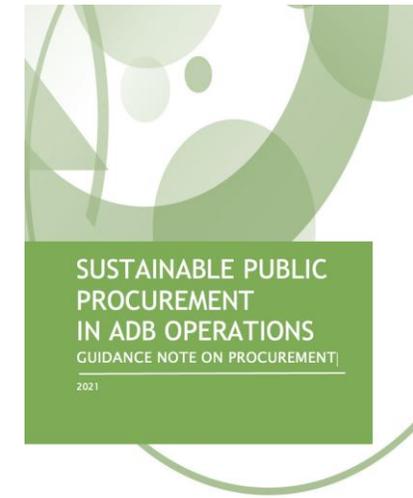
- To operationalize ADB Procurement policy and Regulations.
- Grouped based on topical issues



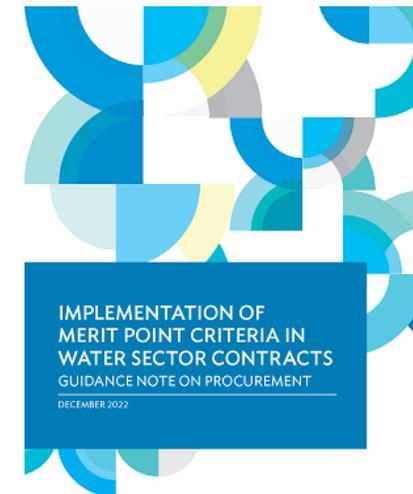
GUIDANCE NOTES					
Preparation and Planning	Procurement Methods	Bidding Procedures	New Principles and Practices	Complaints, Compliance, and Eligibility	Specialized Areas
<ul style="list-style-type: none"> • Procurement Risk Framework • Strategic Procurement Planning • Procurement Review • Alternative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

Updates

- Recent guidance notes published on sustainable procurement
- Recent guidance notes published on Merit Point Criteria

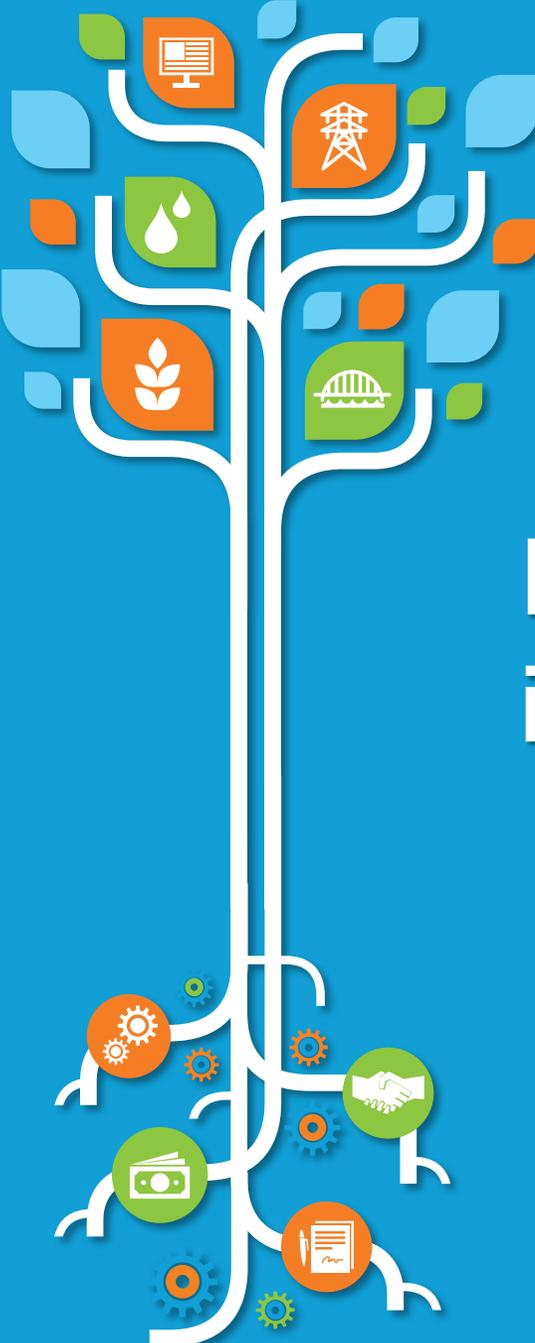


ASIAN DEVELOPMENT BANK



ASIAN DEVELOPMENT BANK



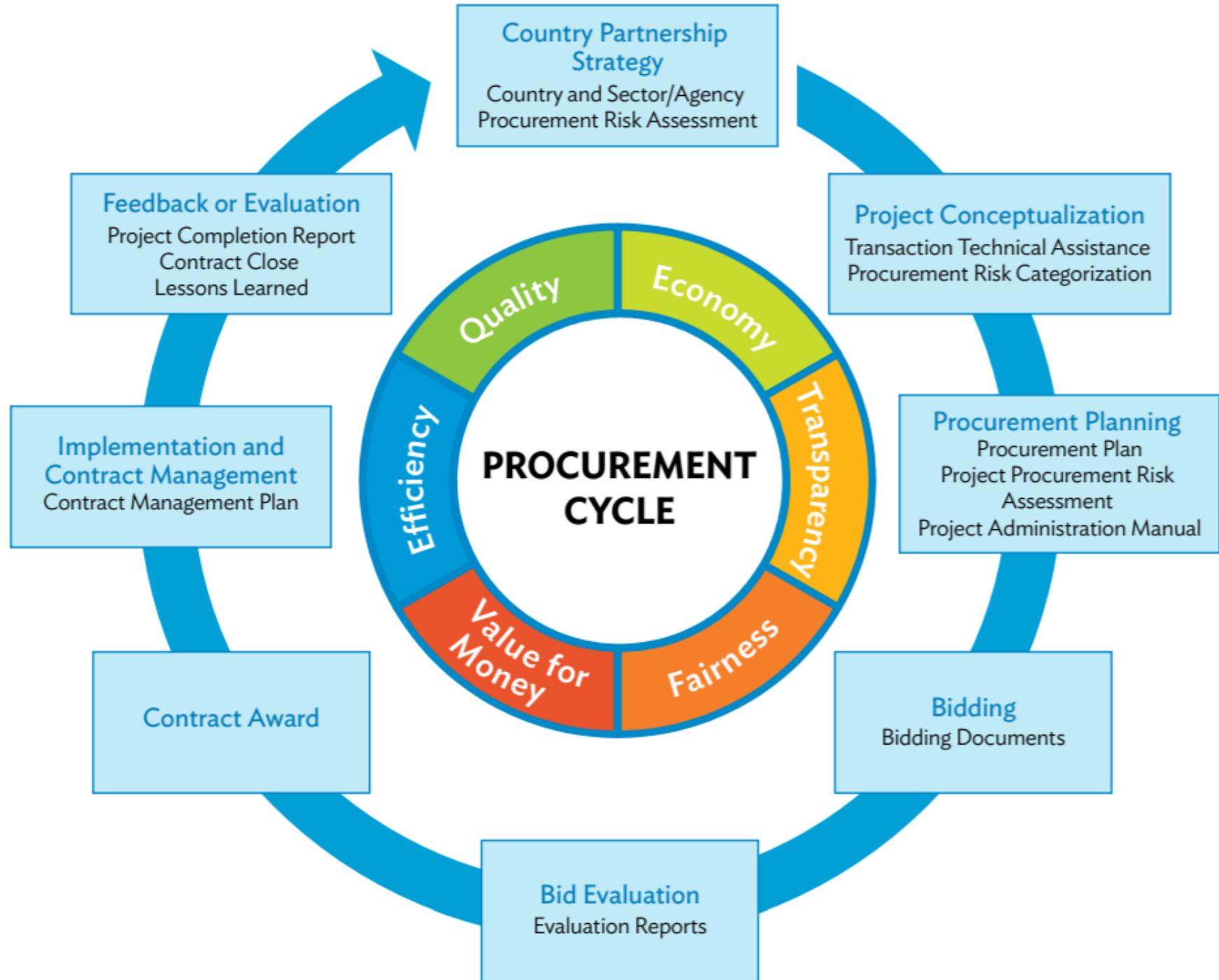


Procurement /Business Opportunities in ADB Financed Projects

How we procure

Roles and Responsibilities

- The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services
- ADB also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open competitive bidding is the preferred option
- Technical and financial bid elements



Procurement Flow



Procurement Methods & Approaches

Procurement Methods

- Open Competitive Bidding (OCB)
internationally or nationally advertised
- Limited Competitive Bidding (LCB)
- Framework Agreements
- Request for Quotations (RFQ)
- E-Procurement
- Direct Contracting
- Force Account
- Community Participation
- Performance-based Procurement
- Public Private Partnership

Customized Approaches

- Fitness for Purpose
- Alternative Procurement Arrangements
- High-Level Technology
- Electronic Reverse Auctions (e-RA)

Bid Submissions

- Single-stage one-envelope – 1S1E
- Single-stage two-envelope– 1S2E
- Two-stage two-envelope– 2S2E
- Two-stage – 2S

Procurement of Goods or Works or Non-consulting Service

Nature	Supply of Goods, Civil Works, Services (non-consulting), Turnkey (design-supply-install), etc.
Size	Depends on magnitude, nature, location, market condition
Contract	Unit Price, Lump Sum, Hybrid
Slicing	A bid package consists of multiple lots
Method	OCB, LCB, RFQ (previously shopping), Direct Contracting, etc.
Qualification	Pre-qualification or Post-qualification
Bid submission	1S1E, 1S2E, 2S2E, 2S

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

Finding Business Opportunities - COBP



ADB
Country Operations Business Plan

August 2020

India
2021–2023

This document is being disclosed to the public in accordance with ADB's Access to Information Policy.

Asian Development Bank

8 Appendix 3

Project/Program Name	Sector	Poverty Targeting	Operational Priority	Division	Year of TRTA/ PRF	Cost (\$ million)						
						Total ^f	ADB			Gov't	Co-finance	
							Regular OCR	COL	ADF Grants			Total
11. Chennai Metro Rail Investment Program (tranche 1)	TRA	GI	OP2, OP3, OP4, OP6	SATC	2020	764.3	250.0	0.0	0.0	250.0	214.3	300.0 ^h
12. Delhi–Meerut Regional Rapid Transit System Investment Program (tranche 2)	TRA	GI	OP2, OP3, OP4, OP6	SATC	2018	500.0	0.0	0.0	0.0	0.0	0.0	500.0 ⁱ
13. Manipur State Roads Improvement Project (PRF) ^g	TRA	GI	OP1, OP5	SATC		5.0	5.0	0.0	0.0	5.0	0.0	0.0
14. State Road Safety Incentive Program (RBL)	TRA	GI	OP2, OP4, OP6	SATC	2020	1,000.0	500.0	0.0	0.0	500.0	500.0	0.0
15. Aizawl Sustainable Urban Transport Project (PRF) ^h	TRA	GI	OP1, OP2, OP3, OP4, OP6	INRM		5.0	5.0	0.0	0.0	5.0	0.0	0.0
16. Tamil Nadu Industrial Connectivity Project	TRA, IND	GI	OP1, OP3, OP4, OP5, OP7	SATC	2019	691.5	484.0	0.0	0.0	484.0	207.5	0.0
17. Agartala City Urban Development Project	WUS	GI	OP1, OP3, OP4	SAUW	2019	36.8	72.0	0.0	0.0	72.0	18.8	0.0
18. Integrated PRF for Tourism and Sports Infrastructure Development in Mizoram (PRF) ^g	WUS	GI	OP1, OP4, OP6	INRM		2.0	2.0	0.0	0.0	2.0	0.0	0.0
19. Improving Readiness of Infrastructure Development Projects in Nagaland (PRF) ^d	WUS	GI	OP1, OP3, OP4, OP6	INRM		2.5	2.5	0.0	0.0	2.5	0.0	0.0
20. Inclusive, Resilient, and Sustainable Housing for Urban Poor in Tamil Nadu	WUS	GI	OP1, OP2, OP3, OP4, OP6	SAUW	2019	214.3	150.0	0.0	0.0	150.0	64.3	0.0
21. Integrated Urban Flood Management for the Chennai–Kosasthalaiyar Basin Project	WUS	GI	OP1, OP3, OP4, OP6	SAUW	2019	358.9	251.2	0.0	0.0	251.2	107.7	0.0
22. Jharkhand Urban Resilience and Livability Improvement Project	WUS	GI	OP1, OP2, OP3, OP4, OP6	SAUW	2019	157.2	110.0	0.0	0.0	110.0	47.2	0.0

Finding Business Opportunities – Project Information



News and Events ADB Institute Contact English

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

PROJECTS & TENDERS **Projects** Documents Tenders

Refine by

COUNTRY

India

SECTOR

Transport

Tamil Nadu Industrial Connectivity

Learn More About ADB Projects

Project Glossary

Results 1-1 of 1

RSS Sort by

Tamil Nadu Industrial Connectivity Project
51337-001; India; Transport

News and Events ADB Institute Contact English

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

India: Tamil Nadu Industrial Connectivity Project

Sovereign (Public) Project **51337-001** Status: Approved

Overview **Project Data Sheet** Documents Stories Tenders

The project will upgrade and maintain about 590 kilometers (km) of 16 state highways to (i) enhance transport connectivity and facilitate industrial development in line with the regional economic corridor development plan for the Chennai -Kanyakumari Industrial Corridor (CKIC), and (ii) improve the road network's sustainability through performance-based maintenance (PBM). The project will also include initiatives to build institutional capacity in the Tamil Nadu Highways and Minor Ports Department (TNHD), focusing on its knowledge and research function, road safety improvement, and sector planning capacity.

LATEST PROJECT DOCUMENTS

Title	Date
Project Agreement for Loan 4062-IND: Tamil Nadu Industrial Connectivity Project	Jun 2021
Loan Agreement (Ordinary Operations) for Loan 4062-IND: Tamil Nadu Industrial Connectivity Project	Jun 2021
Tamil Nadu Industrial Connectivity Project: Report and Recommendation of the President	Mar 2021

Project Details

Project Officer
Nakai, Kanzo
South Asia Department
 Request for information

Country
India

Sector
Transport

Finding Business Opportunities – Procurement Plan

PROJECTS & TENDERS

Projects **Documents** Tenders

Refine by [✕ CLEAR ALL](#)

COUNTRY ▼

India

TYPE (1) [\[Clear\]](#) ▼

- Initial Environmental Examinati...
- Initial Poverty and Social Analy...
- Loan Agreement (Ordinary Res...
- Procurement Plans
- Project/Program Administrat...
- Project/Program Agreements
- Reports and Recommendation...
- Resettlement Planning Docum...

LANGUAGE ▼

English

YEAR >

[Apply](#)

Procurement plans, reports, safeguards, etc.

51337-001 🔍

Result 1 RSS Sort by ▼

Tamil Nadu Industrial Connectivity Project: Procurement Plan Document Date: 19 Feb 2021

51337-001; India; Type: Procurement Plans

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[Tamil Nadu Industrial Connectivity Project \(RRP IND 51337-001\)](#)

Project Administration Manual

Project Number: P51337-001
Loan Number: LXXXX
March 2021

India: Tamil Nadu Industrial Connectivity Project

Finding Business Opportunities - Current



ADB ASIAN DEVELOPMENT BANK

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

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Search

PROJECTS & TENDERS Projects Documents **Tenders**

Refine by [x CLEAR ALL](#)

COUNTRY (1) [Clear] India

SECTOR Transport

TYPE (1) [Clear] Firm - Consulting Invitation for Bids

GROUP >

STATUS (1) [Clear] Active Closed

YEAR (1) [Clear] 2021

[Apply](#)

Procurement of goods, works, and consulting services

tamil

Result 1 India Invitation f... Active 2021 [RSS](#) [Sort by](#)

51337-IND: Tamil Nadu Industrial Connectivity Project [EPC-09] Status: Active Deadline: 09 Sep 2021

51337-001; India; Transport; Posting date: 28 Jul 2021

Notice Type: Invitation for Bids

Key Documents

- Procurement Plans
- Procurement Policy
- Procurement Regulations

Shortlisted Firms - Consulting Services

See the list »

Business Center

All you need to work with us -- in one place. »

Advisory: Beware of business scams using ADB's name

Read more »

Finding Business Opportunities – Procurement Plan

38 Appendix B

Appendix B: PROCUREMENT PLAN

Basic Data		
Project Name: Tamil Nadu Industrial Connectivity Project		
Project Number: 51337-001	Approval Number:	
Country: India	Executing Agency: State of Tamil Nadu acting through the Tamil Nadu Highways and Minor Ports Department	
Project Procurement Classification: B	Implementing Agency: Project Implementation Unit of the Chennai-Kanyakumari Industrial Corridor Project	
Procurement Risk: Medium	Project Closing Date: 30 June 2027	
Project Financing Amount: \$904,600,000	Date of this Procurement Plan: 19 February 2021	
ADB Financing: \$484,000,000	Date of First Procurement Plan: 6 November 2020	
Cofinancing:	Procurement Plan Duration: 18 months	
Non-ADB Financing: \$420,640,000	Advance Contracting: Yes	e-GP: Yes
Date of First Procurement Plan: 6 November 2020	Date of this Procurement Plan: 19 February 2021	
Procurement Plan Duration: 18 months	Advance Contracting: Yes	e-GP: Yes

A. Methods, Review, and Procurement Plan

1. Except as the Asian Development Bank (ADB) may otherwise agree, the following methods shall apply to procurement of goods, works, and consulting services.

Procurement of Goods and Works	
Method	Comments
Open Competitive Bidding (OCB) with international advertising for civil works for project roads	To create best participation in highway development for which OCB advertising is warranted.
OCB with national advertisement for equipment and small works	
Consulting Services	
Method	Comments
Quality and Cost Based Selection (OCBS)	70:30 Quality-to-cost ratio for construction supervision, and land acquisition and resettlement and rehabilitation (LARR) monitoring.
Quality and Cost Based Selection (OCBS)	80:20 Quality-to-cost ratio for capacity development
Individual Consultant Selection (ICS)	External monitoring for environment, and individual consultants for capacity development

B. List of Active Procurement Packages (Contracts)

2. The following table lists goods, works, 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	Tentative Estimated Value* (\$)**	Procurement Method	Review	Bidding Procedure	Advertisement Date	Comments
EPC-01	Cheyur (ECR) to Polur (SH115) including ECR link	80,356,146	OCB	Prior	1S2E	Q1 / 2020	International PQ: No

Appendix B 39

Package Number	General Description	Tentative Estimated Value* (\$)**	Procurement Method	Review	Bidding Procedure	Advertisement Date	Comments
EPC-02	Chengalpattu-Kanchipuram (SH 58-II) (60/037-107/350)	46,451,645	OCB	Prior	1S2E	Q3 / 2020	Domestic preference: No Advance contracting: Yes
EPC-03	Chengalpattu to Kanchipuram (SH 58-I) (30/0-60/037)	58,604,561	OCB	Prior	1S2E	Q4 / 2020	Bid documents: Large Works (bidding procedure) EPC document (contract)
EPC-04	Tiruchendur to Ambasamudram via Palayamkottai (SH 40-I)	37,216,845	OCB	Prior	1S2E	Q3 / 2020	e-GP: Yes
EPC-05	Melur to Karakkudi via Tirupattur, Kundrakudi (SH 191)	17,183,277	OCB	Prior	1S2E	Q3 / 2020	
EPC-06	Thanjavur to Mannargudi (SH 63)	17,957,300	OCB	Prior	1S2E	Q1 / 2021	
EPC-07	Kumbakonam to Mannargudi (SH 66)	12,039,067	OCB	Prior	1S2E	Q1 / 2021	
EPC-08	Kumbakonam to Sirkazhi (SH 64)	31,094,191	OCB	Prior	1S2E	Q1 / 2021	
EPC-09	Mayiladuthurai to Thirwarur (SH 23)	27,721,392	OCB	Prior	1S2E	Q1 / 2021	
EPC-10	Perambalur to Perambalur (SH 142)	19,263,428	OCB	Prior	1S2E	Q1 / 2020	
EPC-11	Virudhachalam to Ulundurpettai (SH 69)	18,061,187	OCB	Prior	1S2E	Q1 / 2020	
EPC-12	Cuddalore to Madapattu Junction (SH 9)	30,177,999	OCB	Prior	1S2E	Q1 / 2020	
EPC-13	Mohanur-Namakkal-Senthamangalam-Rasipuram (SH 95)	23,688,466	OCB	Prior	1S2E	Q3 / 2020	
EPC-14	Tiruchengode to Erode (SH 79)	24,108,583	OCB	Prior	1S2E	Q3 / 2020	
EPC-15	Omalur to Tiruchengode via	59,358,376	OCB	Prior	1S2E	Q4 / 2020	

Finding Business Opportunities - Current



Invitation for Bids – Rebidding

Date:	28 July 2021
Loan No. and Title:	51337-IND: Tamil Nadu Industrial Connectivity Project
Contract No. and Title:	OCB/CKICP/MC-4/ EPC-09/02 (EPC No.09/02)
Deadline for Submission of Bids:	9 September 2021 at 15:00 hours (Indian Standard Time)

1. The Government of India has applied financing from Asian Development Bank (ADB) toward the cost of **Tamil Nadu Industrial Connectivity Project**. Part of this financing will be used for payments under the contract named above. Bidding is open to Bidders from eligible source countries of the ADB.

2. The **Chennai Kanyakumari Industrial Corridor Project, Highways and Minor Ports Department** ("the Employer") for and on behalf of the Governor of State of Tamil Nadu invites bids from eligible Bidders for the **construction, maintenance and completion of the work:**

EPC-09: Mayiladuthurai–Thiruvavur Section (SH 23)

Bidders of EPC-06, EPC-07, EPC-08 may bid, as further defined in the Bidding Document. Bidders wishing to offer discounts in case they are awarded more than one contract will be allowed to do so provided those discounts are included in the Letter of Financial Bid.

3. **Open Competitive Bidding (International Advertisement)** will be conducted in accordance with ADB's [Single-Stage, Two-Envelope](#) bidding procedure and is open to all Bidders from eligible source countries as described in the Bidding Documents.

4. Only eligible Bidders with the nationality of ADB eligible country and the following key qualifications should participate in this bidding:

Package No.	Road	Minimum Average Annual Turnover	Contracts of similar size and nature
OCB/CKICP/MC-4/ EPC-09/02	SH 23	INR 2,200 million (INR 220Crore)	Participation in at least one (1) contract with a value of INR 1,550 million (INR 155 Crore) or two contracts with a value of at least INR 1,160 million (INR 116 Crore) in each contract within five (5) years.

More details of qualification requirements are mentioned in the Bidding Documents.

Asian Development Bank

5. To obtain further information, Bidders should contact:

The Project Director (Highways),
Chennai Kanyakumari Industrial Corridor Project,
Highways Research Station Campus,
76, Sardar Patel Road, Guindy,
Chennai, Tamil Nadu, India
Pin 600025; email: sepiuckicp@gmail.com

6. To purchase each Bidding Documents in English, eligible Bidders should:

- refer to <https://tntenders.gov.in> (e-procurement portal of the Employer). The Bidding Document will be available online in the website, www.tntenders.gov.in from 28 July 2021 at 16:00 hours (IST)
- pay a non-refundable bid fee of Rs.20,000/- (Indian National Rupees Twenty Thousand Only) in the form of Demand draft issued by a "Scheduled Bank" as per Reserve Bank of India Act, 1934 or a reputable bank located outside India in favour of Deputy Project Director, Chennai Kanyakumari Industrial Corridor Project, Chennai, Government of Tamil Nadu, India

7. Submit your bid:

- online in the e-procurement portal of employer (<https://tntenders.gov.in>)
- on or before the deadline: **9 September 2021 at 15:00 hours (IST)**
- together with a Bid Security as described in the Bidding Document

Technical Bids will be opened online on **9 September 2021 at 16:00 hours (IST)** after the deadline for bid submission in the presence of Bidders' representatives who choose to attend.

Asian Development Bank



Tips for Winning Contracts in ADB-financed Projects

Few General Tips

- Collect relevant business intelligence – network!
- Focus on performance and reputation for successful work
- Check for bidding opportunities – subscribed to alert service
- Understand the country, project, and client requirements
- Study the bidding documents and understand the procurement method and evaluation criteria
- Prepare a responsive and competitive bid
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments
- Engage partnership with firms likely to be- or already prequalified or already awarded contract for hop-on opportunities

What NOT to do

- 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

Bidding Do's

Leverage your strengths

- Ability to operate in countries that generally do not generate bidder interest
[Afghanistan, Cambodia, Pacific](#)
- Experience in country and with executing agency
- Access to information regarding local joint venture partners and subcontractors
- Access to information regarding availability of key inputs: materials, labor, equipment.

Bidding Do's

- Seek official clarification before submitting a bid

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

Contact ADB if executing agency fails to respond promptly

Bidding Do's

- Submit bid within the stipulated 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
- Be ready for possible bid validity extension

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
- If you are not successful
 - You may request a debriefing from executing agency to improve future bids
 - If not satisfied, contact ADB directly

Bidding Don'ts

- Do not submit conditional bid
- No Bid Security
- Insufficient Amount of Bid Security
- Lack of Supporting Documents
- Incomplete Bids
- Partial Quantities
- Letter of Bid not signed
- Conflict of Interest

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

THANKS

