

CSO Statistics

- ❑ ADB has over 3,000 CSOs registered on its Consultant Management System
- ❑ 24 consultancy contracts awarded to CSOs in 2022
- ❑ Combined value of over \$6.9m
- ❑ Over the past 4 years, 64% of contracts awarded to CSOs were Directly Awarded
- ❑ CSOs were also subcontracted by other entities on 18 occasions



Why CSOs?



- ✓ Strategy 2030 promotes it:
- ✓ *“ADB will work with CSOs to tap their **unique strengths**, such as their **local presence** and **specialized knowledge**. It will explore opportunities for increasing their involvement in the **design and implementation** of projects supported by ADB. Particular focus will be on operations that use **grassroots participatory approaches** to target the poor and vulnerable groups, mobilize women and young people, and monitor project activities and outputs.”*



Why CSOs?



- ✓ Some assignments perfectly suited to CSOs (e.g. addressing social issues)
- ✓ CSOs are familiar with local context and have access to local human resources
- ✓ Offer credibility, independence, specialist knowledge
- ✓ Good value (non-profit?)



Why (not) CSOs?

But perception...

CSOs may have issues following ADB's procedures, rules and contractual requirements

Less of a corporate culture in CSOs?

Extra supervision needed?



Consultancy Firm

“any private or public entity with the capacity to provide consulting services. Such entities include international and national consulting firms, [...], universities, research institutions, Government agencies, **civil society organizations (CSO)** and **non-governmental organizations (NGOs)**, when such entities provide consulting services”

Source: Staff Instructions ADB Administered Consulting Services



CSO: You are a Consultant to ADB!



- ADB not a donor to be “pitched” to



- CSOs not expected to co-finance projects



- CSOs compete against the private sector



- CSOs can compete on price



CSO: You are a Consultant to ADB!



- Must adhere to
 - procurement methods
 - contract provisions
 - billing requirements



- You **can** make a profit and/or cover costs and overheads (not just “at cost”) – can be a salary “multiplier”



- You **can** request advance payments
 - Submit request 2 weeks prior
 - Only one advance at a time
 - No advance within 30 days of completion date
 - Refund/recover if terminated



Tips for winning ADB-financed assignments

1

Collect relevant business intelligence – network!

2

•Develop reputation through performance

3

•Study the bidding documents and understand the selection method and evaluation criteria

4

•Know the contract

5

•Keep good records of inputs, outputs and expenditures

6

Consider individual consultant contracts opportunities



Direct Contracting

- ❑ Over the past 4 years **64%** of the contracts awarded to CSOs were directly contracted
- ❑ This is a non-competitive method
 - Small assignments (generally < \$100k for firms) or
 - When only one consultant is available or qualified or has exceptional experience.
- ❑ A useful “stepping stone” to larger contracts
- ❑ How to get considered for Direct Contracting (which are not advertised)?
 - Get “on the radar” - know your ADB counterparts – attend events
 - For CSOs there are “Anchors” as focal point in each ADB field office. List of CSO Anchors and contact details is at: <http://www.adb.org/site/ngos/contacts>



Subcontracting in competitive processes



CSOs may not have resources or expertise to bid on larger projects – but may be able to complement other bidders



Increasingly common for larger contracts to have social aspects requiring subcontracting to organizations with the skill sets of CSOs



CSO(s) were subcontracted by other entities on 18 occasions in 2022



Where to Find Information on ADB Website

The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' option is highlighted with a magnifying glass. The menu items are as follows:

- Home
- News and Events
- ADB Institute
- Contact Us
- English
- Search
- WHO WE ARE
- WHAT WE DO
- WHERE WE WORK
- WORK WITH US**
 - CAREERS AND SCHOLARSHIPS
 - What We Look For
 - Career Opportunities
 - Young Professionals Program
 - Visiting Fellow Program
 - Internship Program
 - Scholarship Program
 - FOR INVESTORS
 - Investor Relations | 日本語
 - ADB Green Bonds
 - ADB Water Bonds
 - PROCUREMENT AND OUTREACH
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders
- INFORMATION ON WORKING WITH ADB FOR...
 - Consultants
 - Contractors and Suppliers
 - Governments
 - Executing and Implementing Agencies
 - Development Institutions
 - Private Sector Partners
 - Civil Society/Non-government Organizations

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

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



Identifying opportunities for contracts with project executing agencies and ADB



Country partnership strategies



Country operations business plans



Procurement plans



Consulting services recruitment notice (CSRN)



“Hop-on” opportunities:
-Shortlisted consultants
-Contracts awarded



Must Read!!!

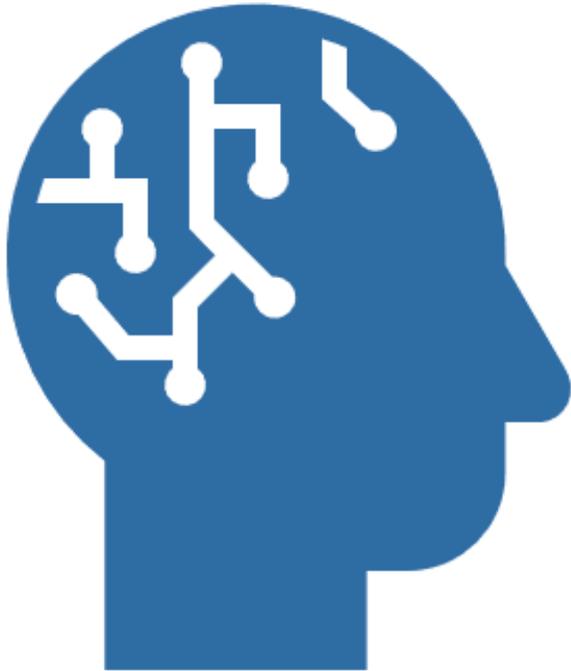
<https://www.adb.org/sites/default/files/identifying-business-ngos.pdf>

Working with ADB: A Primer for Identifying Business Opportunities for NGOs

An Overview:
How ADB and civil society work together



The Future?



- ✓ New Firms Contract Templates?
- ✓ “CMS2”



Thank You!

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