

The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.



Procurement of Goods and Works

Kevin Moore

Principal Procurement Specialist, PPF



11TH BUSINESS OPPORTUNITIES FAIR 2023

4 - 5 OCTOBER 2023 | 9:00AM - 5:00PM | MANILA

ADB Core Procurement Principles



Economy



Efficiency



Fairness



Transparency



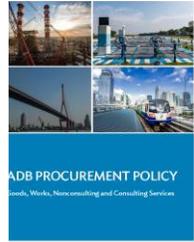
Quality



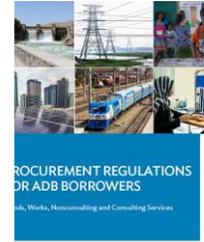
Value for money



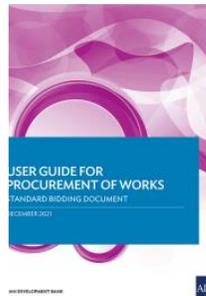
Procurement Framework



ADB Procurement Policy



Procurement Regulations for ADB Borrowers



Standard Bidding Documents and User Guides



Guidance Notes

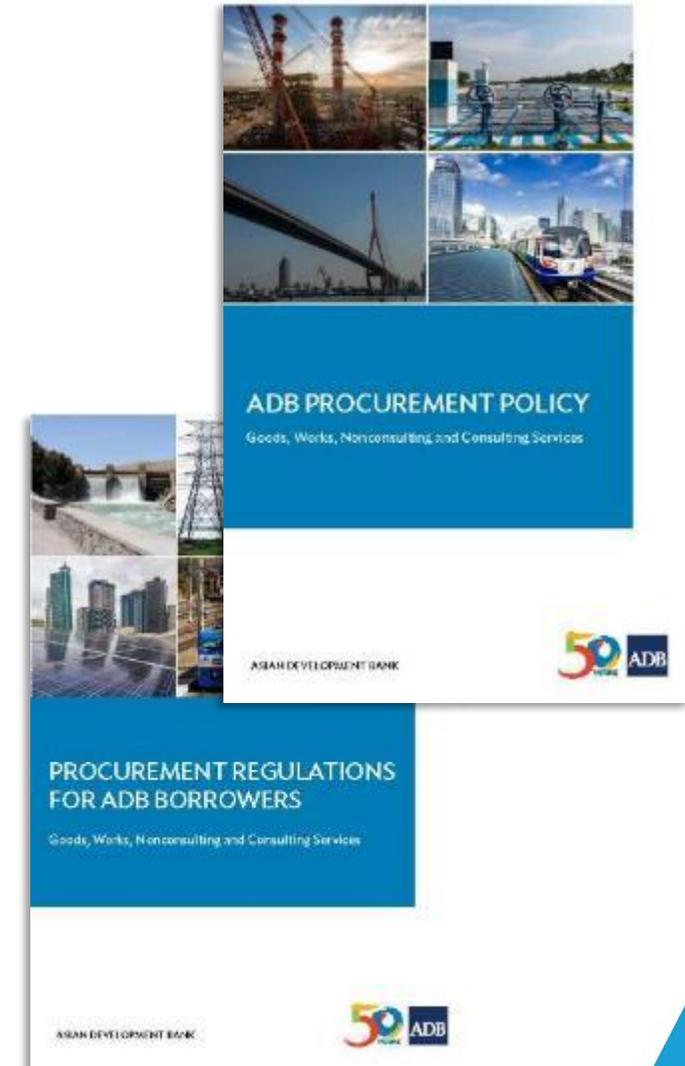


Procurement Staff Instructions



International Best Practice Procedures

- ❖ Open Competitive Bidding
- ❖ Advertisement of Opportunities
- ❖ Public Bid Opening
- ❖ Robust Bid Evaluations Procedures
- ❖ Process Oversight by ADB
- ❖ Publication of Results
- ❖ Debriefing and Complaints Mechanism
- ❖ Robust Fraud and Corruption Procedures



Delivering Value for Money Outcomes

- ❖ Requiring completion of detailed procurement strategies
- ❖ Increasing market outreach with feedback loops
- ❖ Promoting usage of quality-based evaluation techniques
- ❖ Mandating use of contract management plans
- ❖ Incorporating Sustainable Procurement principles



When is the Private Sector engaged?



Sovereign Projects - Financing Types

Loans and Grants

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

Technical Assistance

Provided to governments, but contracts managed by ADB

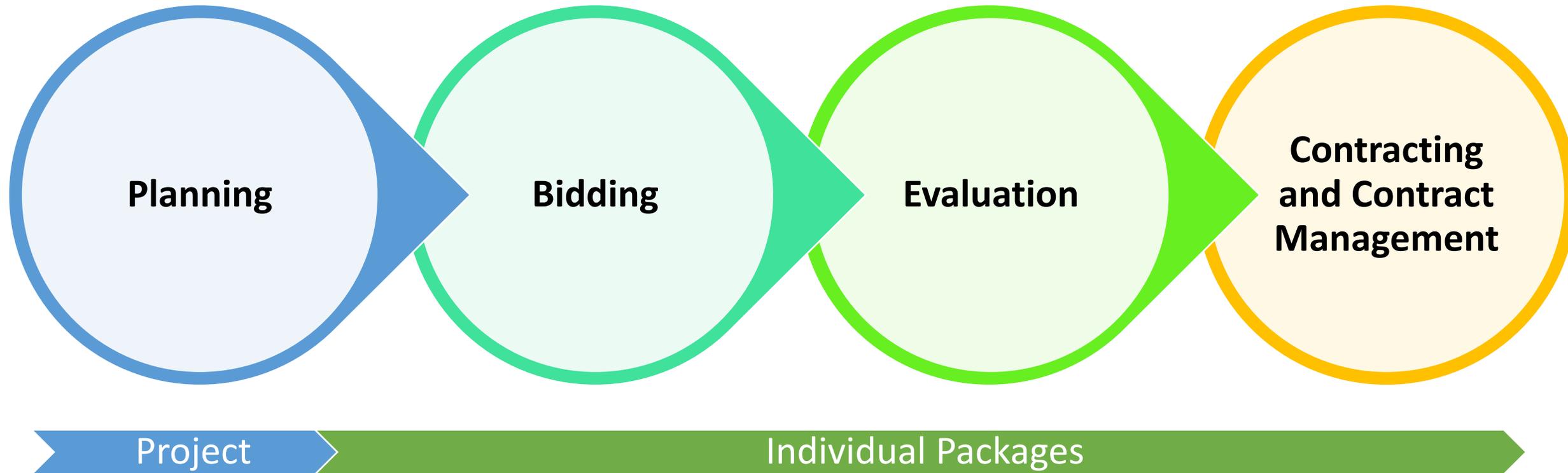
Mostly procurement of Consulting Services

ADB undertakes procurement

Contracts signed by ADB



Procurement Process



Advice when approaching Opportunities

Plan ahead:
Identify a
pipeline of
projects of
interest.

Understand
project
background,
local context &
partnership
needs

Respond clearly
to qualification
and evaluation
criteria

Be aware of
borrower
systems for
advertising and
submission of
Bids

Build local
partnerships (JV
or association)

Carefully read &
understand
submission
requirements; no
conditional bids

Understand legal
& regulatory
systems
(business
registration, tax,
customs etc.)



Common Mistakes

Bids not signed, or unclear authorization to sign

Ownership structures and JV arrangements

No compliant Bid Security / Bid Securing Declaration

Failure to meet Qualification Criteria

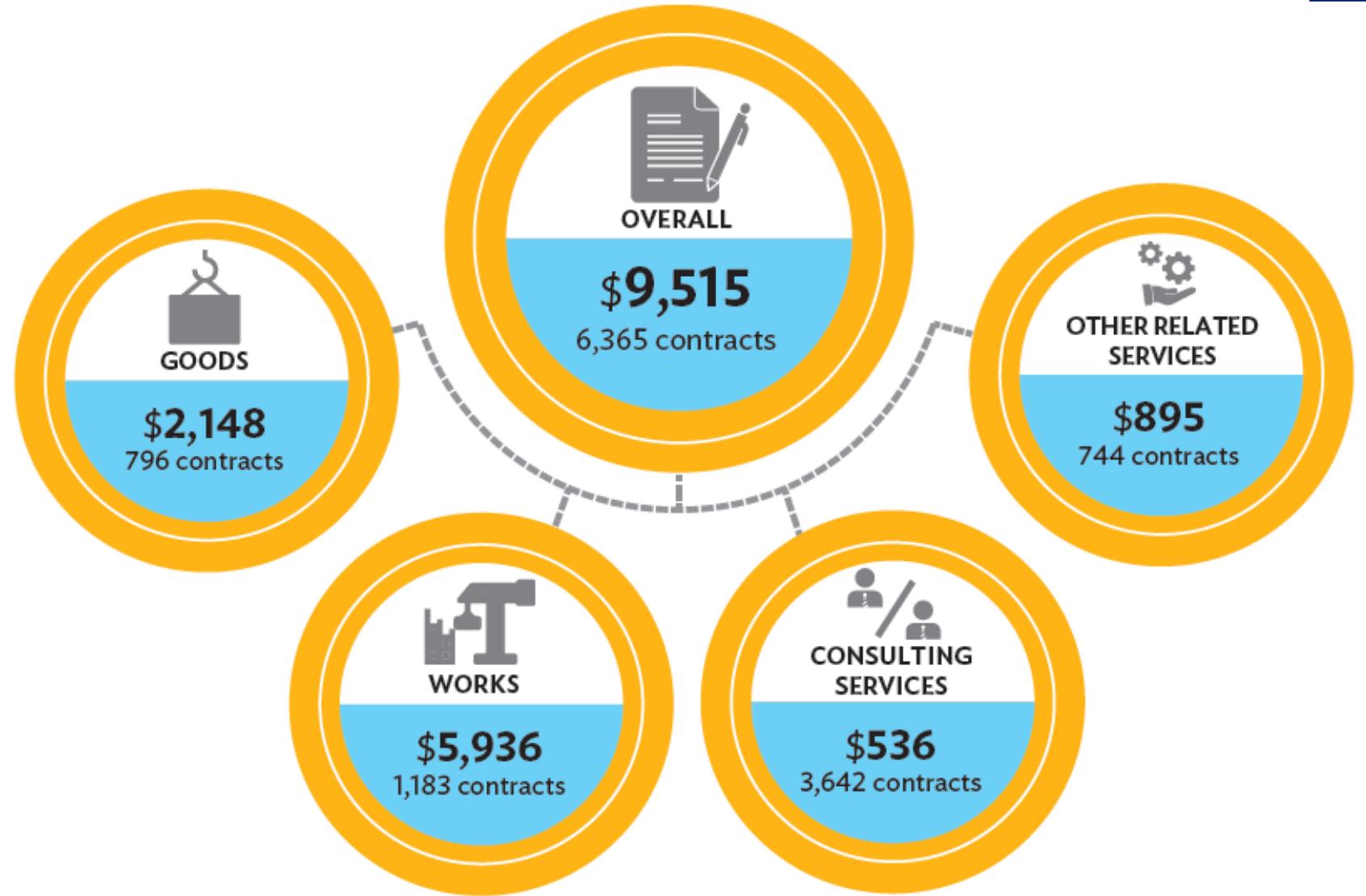
Poor Supporting Documents

Incomplete Bids / Partial Bids

Inclusion of financial offer with technical offer where bid conditions require them to be separated

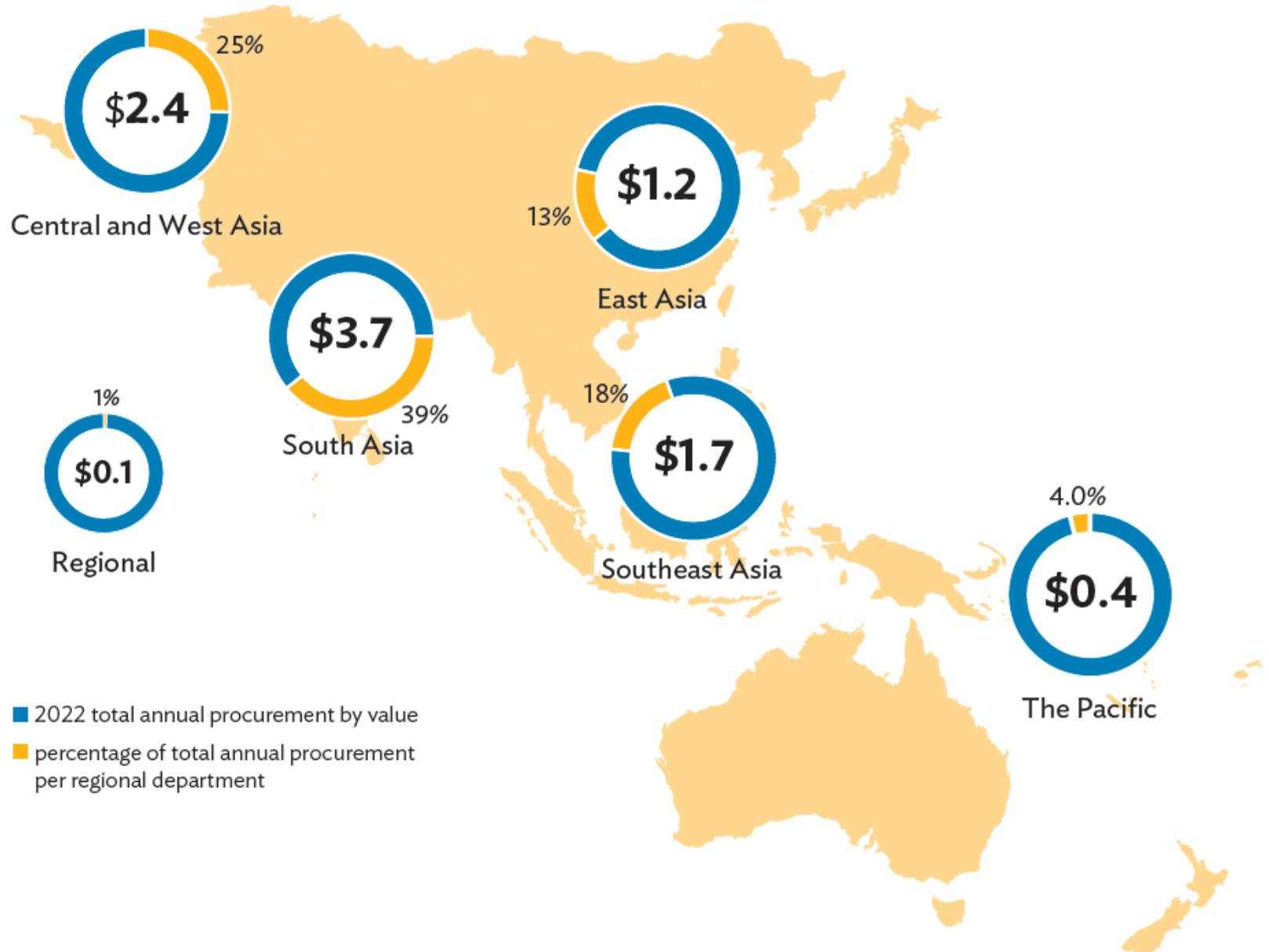


Procurement in 2022 (US\$ million)



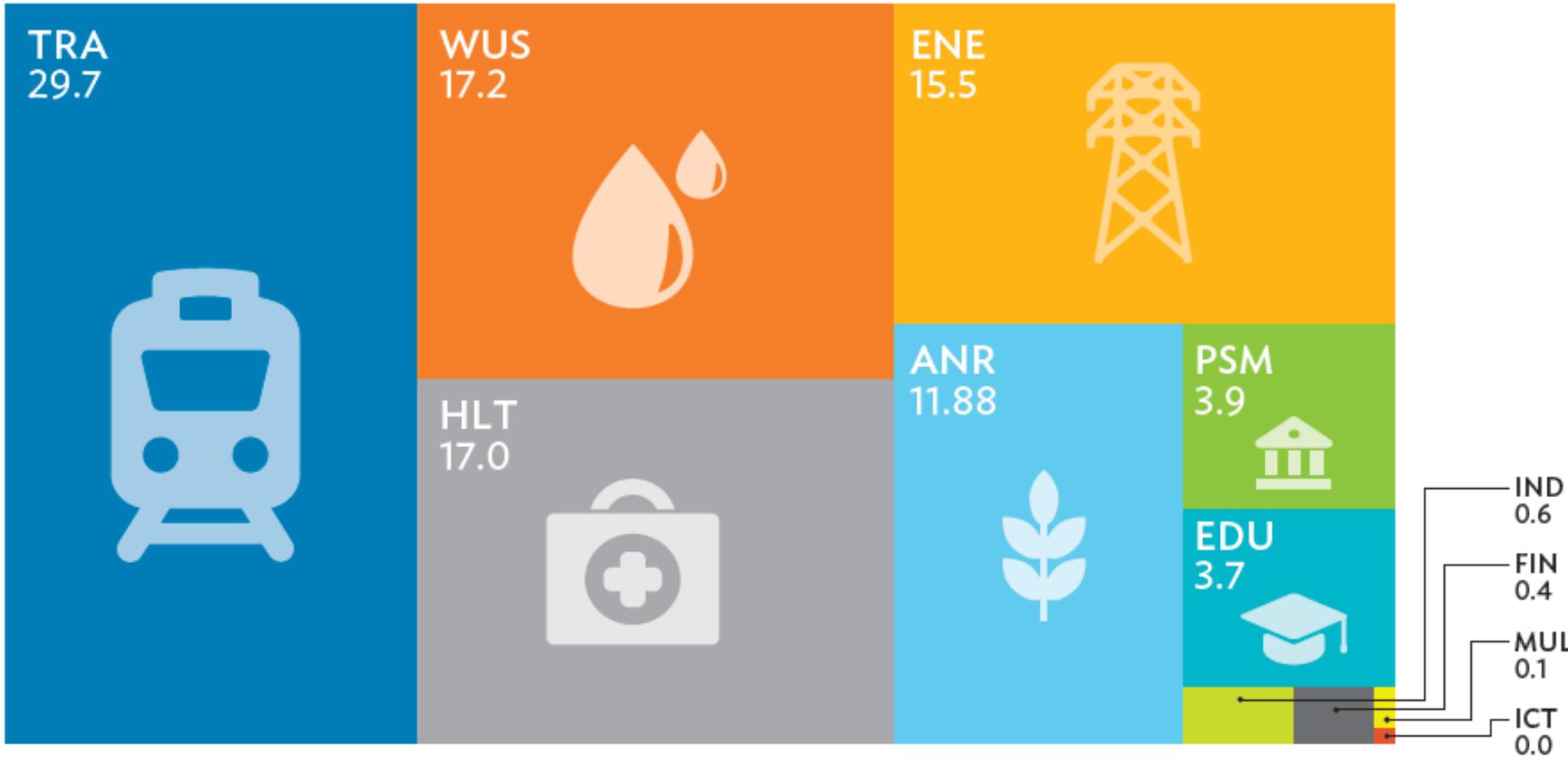
Source: Asian Development Bank, PPFID.

Total Procurement by Region, 2022 (USD billion)



■ 2022 total annual procurement by value
 ■ percentage of total annual procurement per regional department





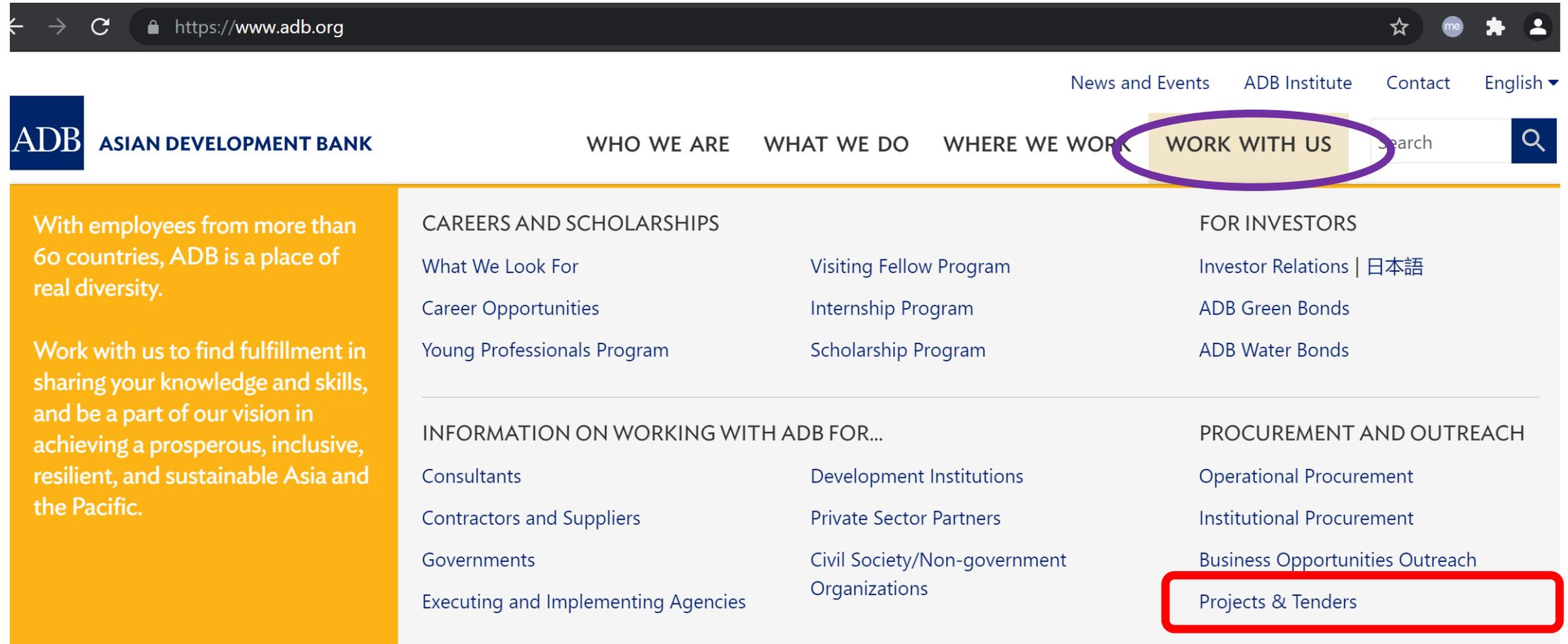
Procurement by Sector, 2022

(% of total Procurement)

ANR = Agriculture, Natural Resources, and Rural Development; EDU = Education; ENE = Energy; FIN = Finance; HLT = Health; IND = Industry and Trade; ICT = Information and Communication Technology; MUL = Multisector; PSM = Public Sector Management; TRA = Transport; WUS = Water and Other Urban Infrastructure and Services. > 0.0 = less than 0.05.
 Source: Asian Development Bank, PPFID.



How to find Information on our Website



Browser address bar: <https://www.adb.org>

Navigation: News and Events | ADB Institute | Contact | English ▾

ADB ASIAN DEVELOPMENT BANK

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

WORK WITH US

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.

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

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

PROCUREMENT AND OUTREACH

- Operational Procurement
- Institutional Procurement
- Business Opportunities Outreach
- Projects & Tenders**



Projects & Tenders - www.adb.org/projects

Projects & Tenders

Projects Documents Tenders

Filter results [CLEAR ALL](#)

Country/Economy

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia
- China, People's Republic

Sector (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Theme

Type (1) [CLEAR]

- Nonsovereign
- Sovereign

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 809 [RSS](#) [Sort by](#)

Energy X Sovereign X

Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project) 49177-002; Timor-Leste; Energy	Status: Approved	Approval Date: 26 Oct 2021
Development of the Pacific Energy Regulators Alliance 49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy	Status: Active	Approval Date: 25 Oct 2021
Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience 55079-002; Sri Lanka; Energy	Status: Approved	Approval Date: 14 Oct 2021
Power Sector Reform Support Program 54269-003; Uzbekistan; Energy	Status: Approved	Approval Date: 02 Oct 2021
Research on Addressing Climate Change in Ningxia through the Use of Science and Technology 55033-001; China, People's Republic of; Energy	Status: Approved	Approval Date: 28 Sep 2021

Projects & Tenders

Projects Documents **Tenders**

Filter results [CLEAR ALL](#)

Country/Economy

Sector (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Type

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Other Notice
- Prequalified applicants

Group

- Consulting Services
- Goods, Works, and Nonconsulting Services

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 3032 [RSS](#) [Sort by](#)

Energy X

51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B] 51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021	Status: Active	Deadline: 05 Jan 2022
National Senior Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021	Status: Active	Deadline: 03 Nov 2021
National Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021	Status: Active	Deadline: 03 Nov 2021
Project Coordination Expert 54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021	Status: Active	Deadline: 03 Nov 2021



Business Center - www.adb.org/business

- ❖ How-Tos
- ❖ Policies & Regulations
- ❖ Procedures & Guidance
- ❖ Documents & Forms

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

Working with ADB

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing agencies

Development institutions

How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

Thank You!

Kevin Moore

kmoore@adb.org

