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Recruitment of Consulting and Non-Consulting Services

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11TH BUSINESS OPPORTUNITIES FAIR 2023

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

Why Pursue ADB-financed Consultant Contracts?



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



Availability of funds is assured



Internationally accepted procurement procedures



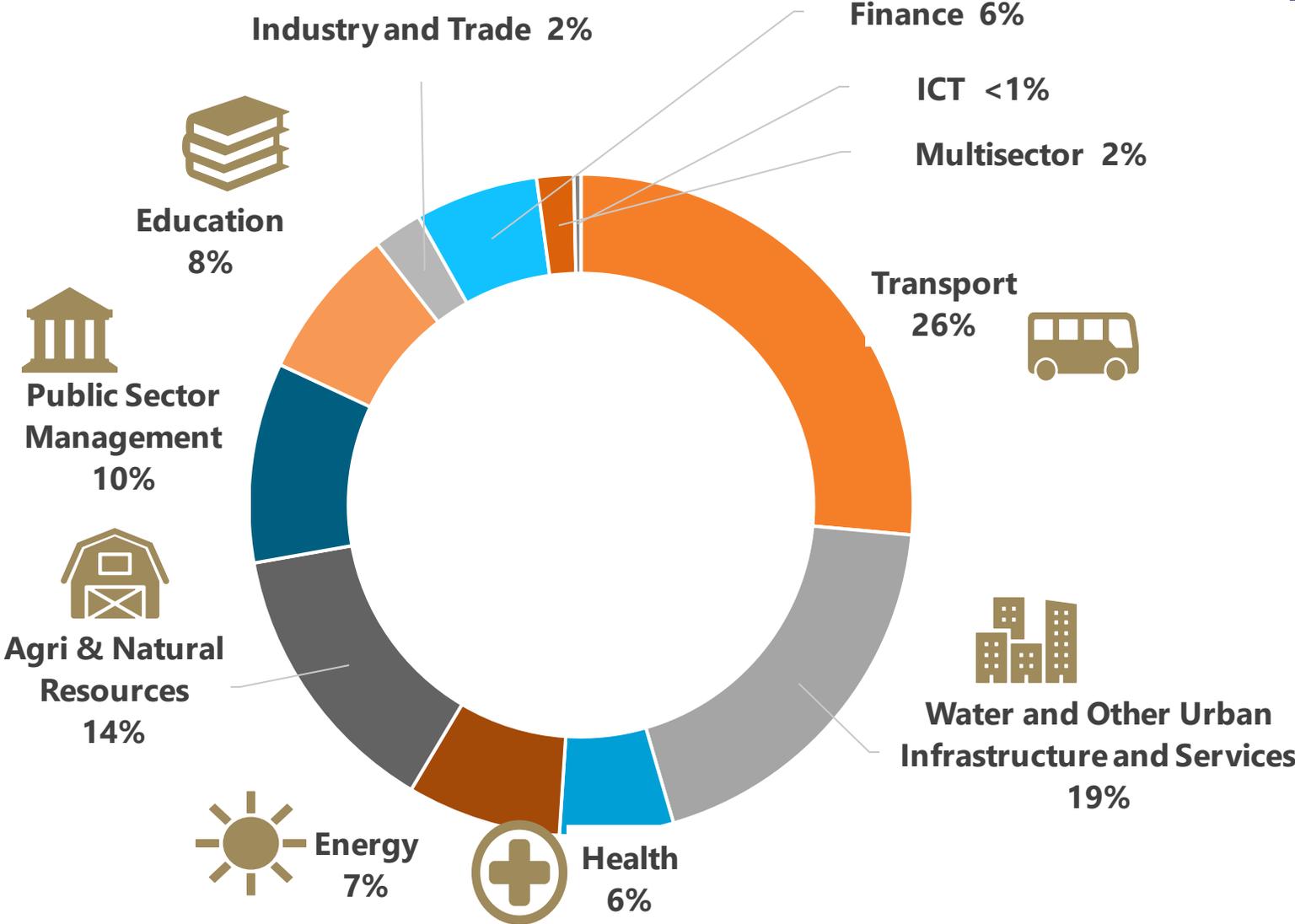
Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight



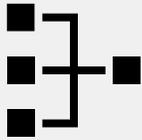
Active Sovereign Portfolio by Region vs Consulting Services Spend, 2022



Operational Procurement by sector, Consultancy, 2022

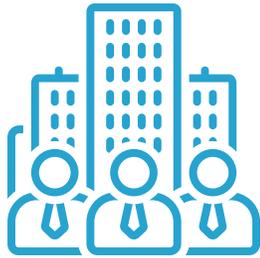


Main Differences Loan/Grant vs Technical Assistance/ Staff Consultancy

		Loan/Grant	TA/Staff Con
Selected by		EA (ADB reviews)	ADB
Contracted by		EA	ADB
Rules		Policy/Regulations/ Staff Instructions	Policy/ Staff Instructions
System		Mainly Offline - SRFP	CMS
Complaints		EA	ADB



Types of Consultant



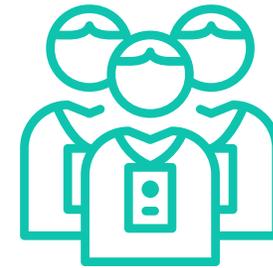
Firms

Private Sector

CSO/NGO

Universities

International Organizations



Individuals

Private Individual

Individual through firm

(Resource Person)



Eligibility

Generally, a consultant must be from ADB member (incorporation/ citizenship/ right to work).

- Can be certain exceptions, depending on funding source which can expand or restrict eligibility.
- Experts employed by eligible consulting firm under a consulting firm contract will be considered eligible, regardless of their nationality
- Refer to CSRN/ RFP



Specific rules apply for

- Conflict of interest
- Government Organizations and Civil Servants, including State-Owned Universities
- Consultants currently engaged by ADB or the EA former ADB staff and ADB spouse

Must not be

- subject to an ADB debarment or temporary suspension (ADB's Anticorruption Policy/ Integrity Principles and Guidelines)
- suspended by ADB for poor performance

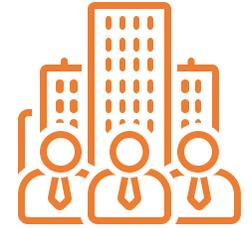
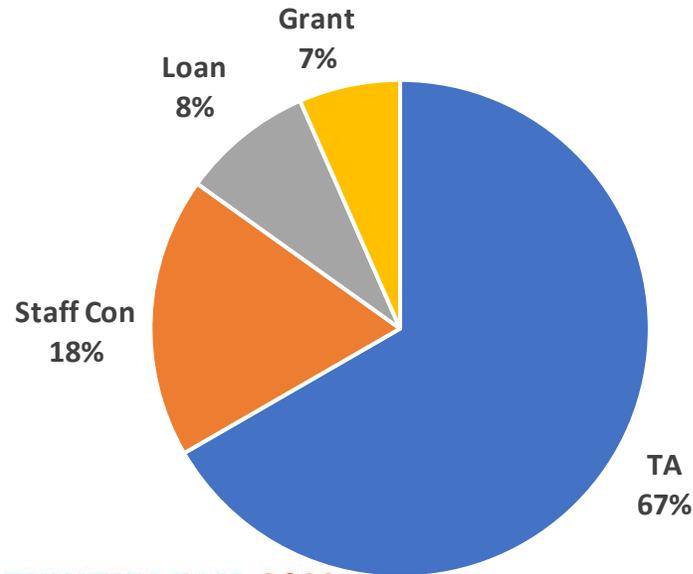


2022
Consultant
Recruitment,
by consultant
type, fund
source – pie
chart by value



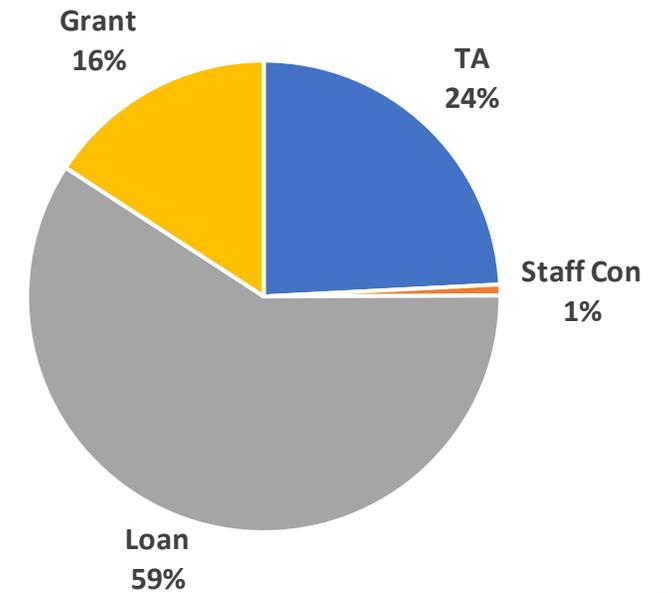
Individuals

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

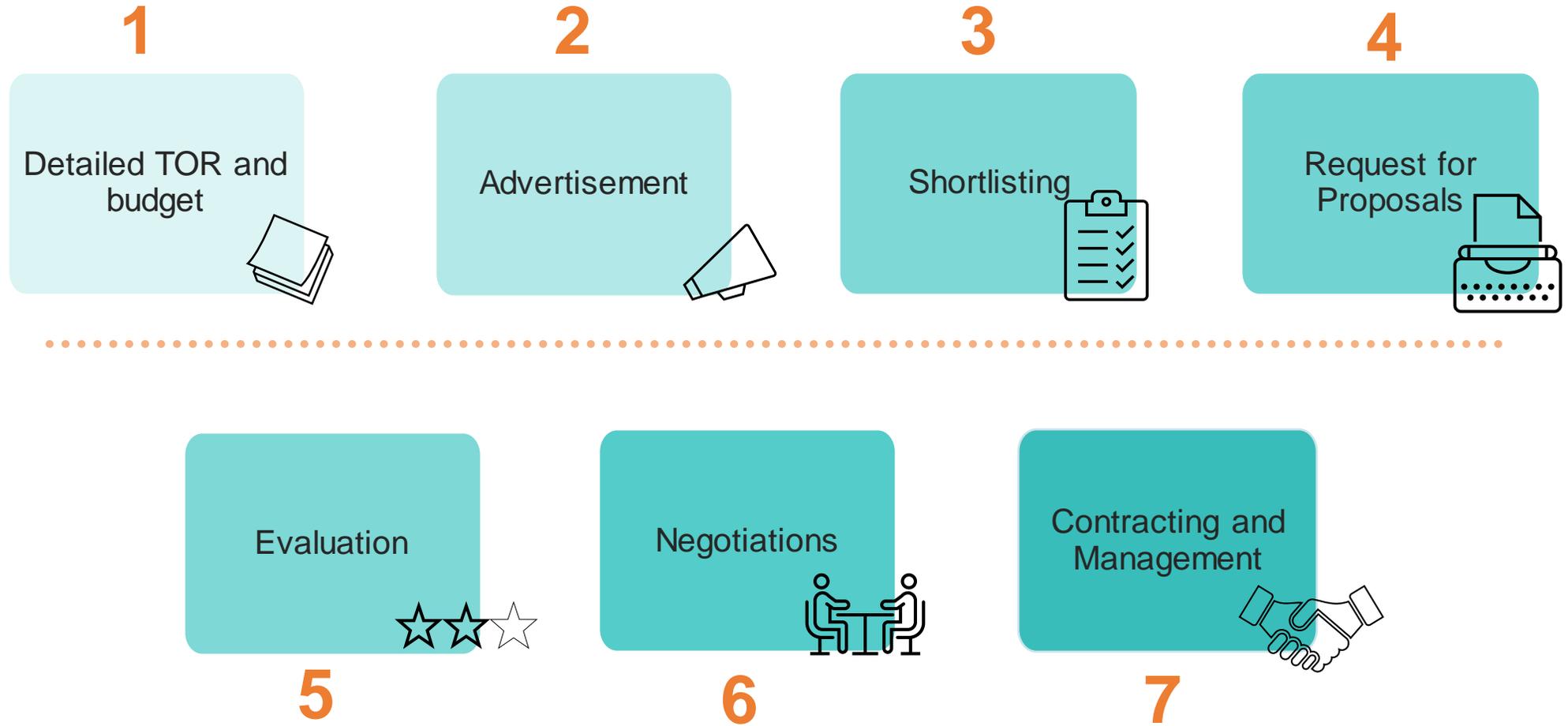


Consulting Firms

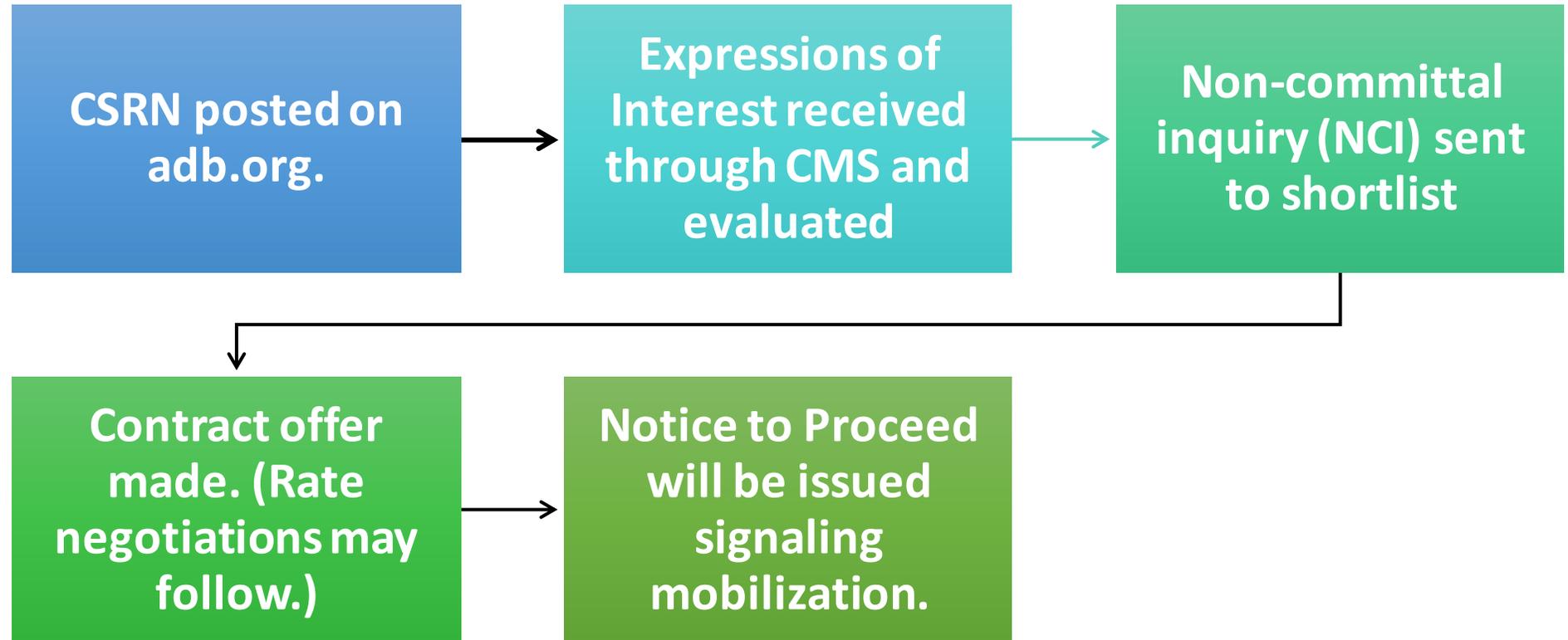
Type	Total Value (\$)	Count
Technical Assistance	99,255,867	231
Staff Consulting	3,068,199	27
Loan	243,134,562	188
Grant	64,822,659	64
Total	411,338,368	506



Summary of ADB Recruitment Process – for Firms



Individual
Consultants
ADB
administered



Technical Assistance Non-Consulting Services

Only Applies to Technical Assistance Funded

“Non-consulting” services are

- Services where the physical aspects predominate (surveys, IT implementation)
- Routine services using standardized approaches (standard audits, translation, event management)

Individuals or Firms

National (if available locally) or international



Technical Assistance Non-Consulting Services



Request for quotation

Simple services - 3 bids – simple services



Limited Competitive Bidding

Invitation for Bids (to limited number of firms)



Open competitive bidding

Request for Proposals (seek to evaluate technical aspects)

Invitation for Bids (for standardized services)



Thank You!

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