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ADB

# Doing Business with ADB and the ADB Procurement System

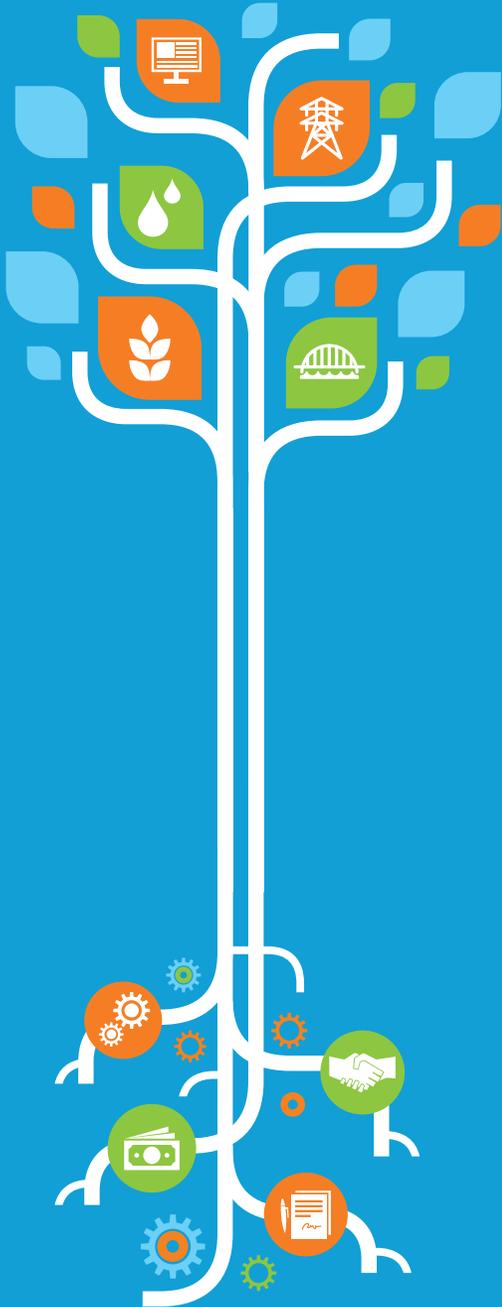
ADB Virtual Business Opportunities Seminar:  
Digital Service and Development  
12 Dec 2023

**Julian Doczi**

Procurement Specialist (Deputy Head  
of the Consulting Services Unit)

Procurement, Portfolio and Financial  
Management Department

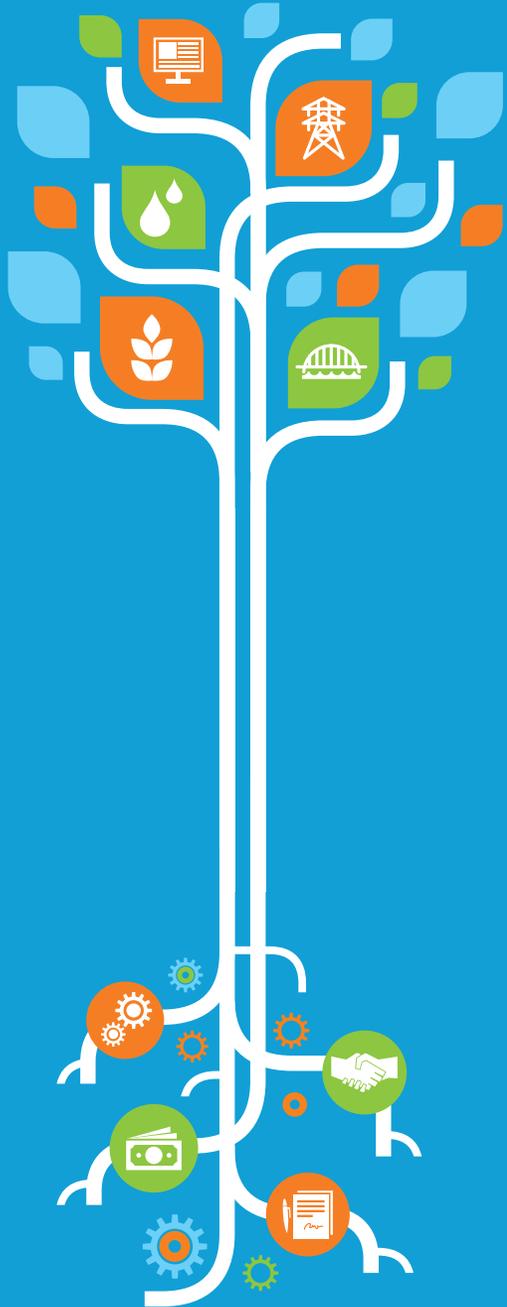
BUSINESS  
OPPORTUNITIES



# Overview

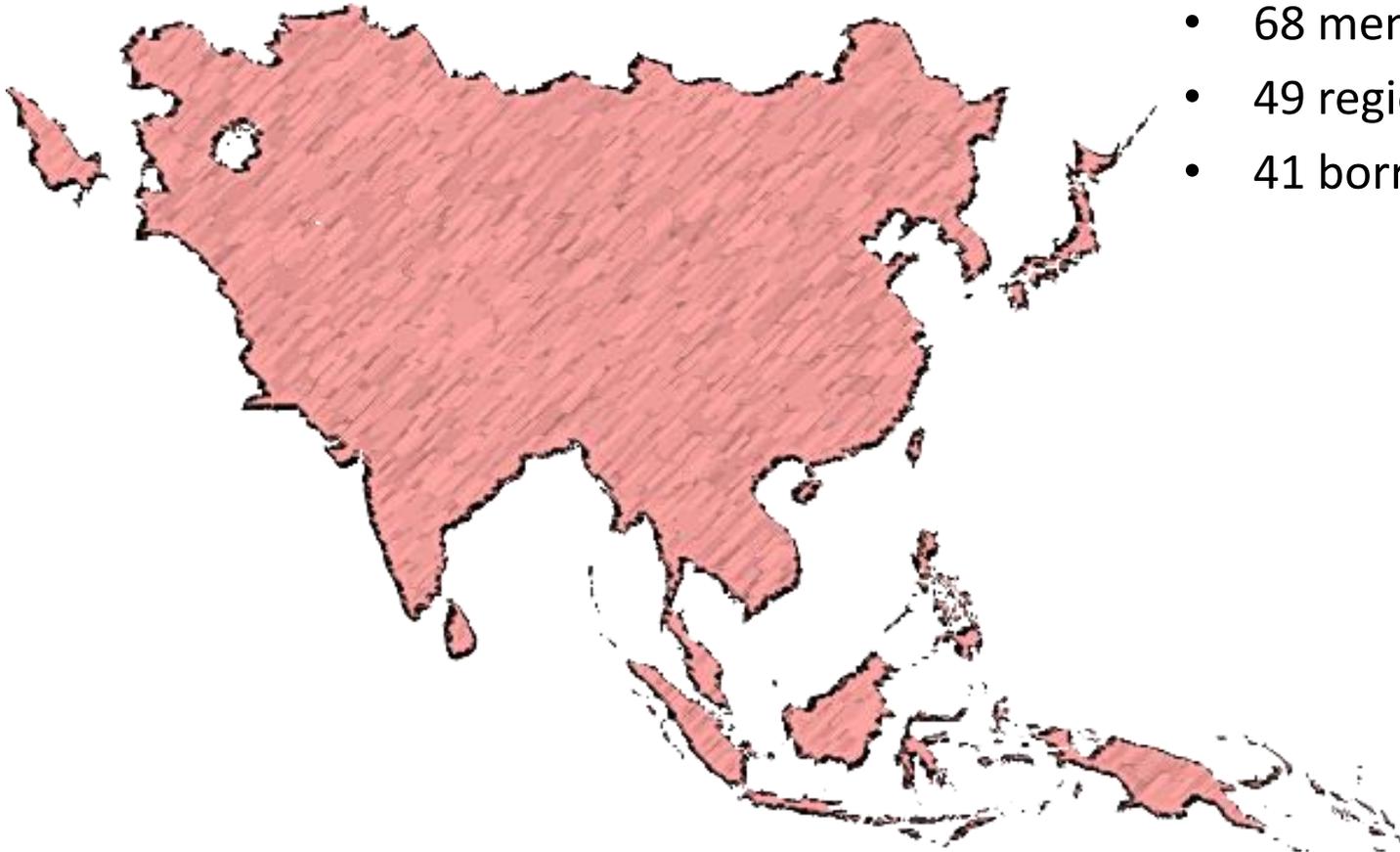
- ADB operations
- ADB business opportunities
- ADB procurement framework
- Bidding strategies and identifying opportunities





# ADB Operations

# A brief about ADB



- Founded in 1966, HQ in Philippines
- 68 members
- 49 regional & 19 non-regional
- 41 borrowing members

## To support its clients, ADB works with:

- Private sector
- NGOs and CSOs
- Foundations
- Academia & think tanks
- Donors & international organizations

**Main instruments: loans/grants, technical assistance, equity and guarantees**

**Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing**

**Largest borrowers in 2022: India, Philippines, Uzbekistan, PR China, Bangladesh**

# Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing



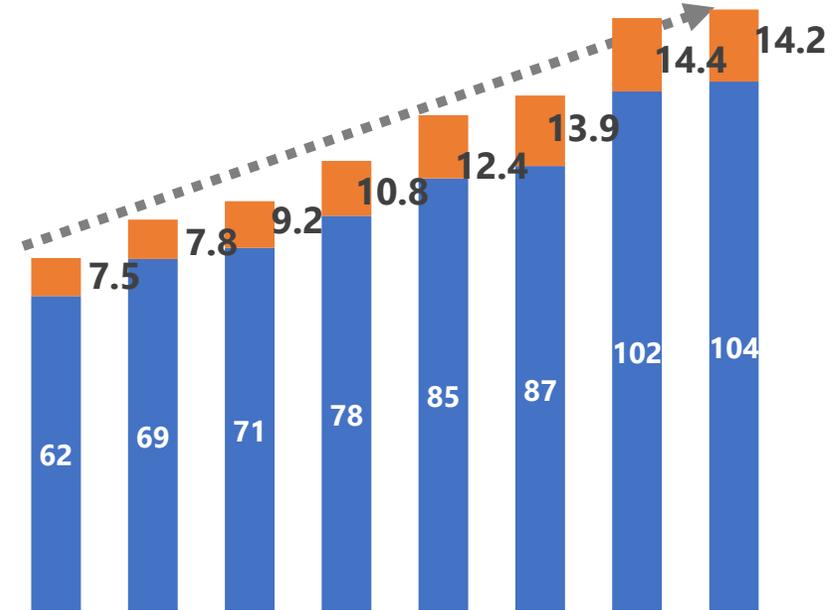
Strengthening knowledge services

<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>



# Overview of ADB Operations

Active portfolio:  
**\$118.2 billion and growing**

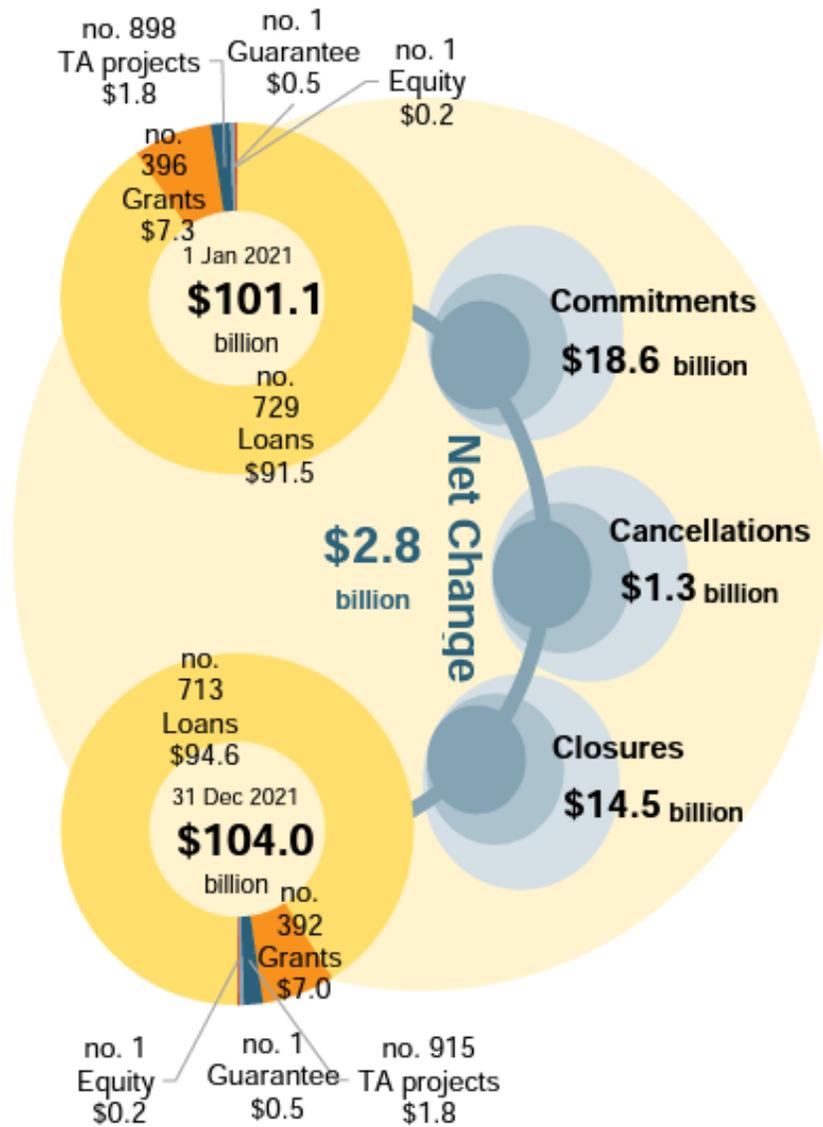


2014 2015 2016 2017 2018 2019 2020 2021

■ Sovereign Portfolio ■ Nonsovereign Portfolio

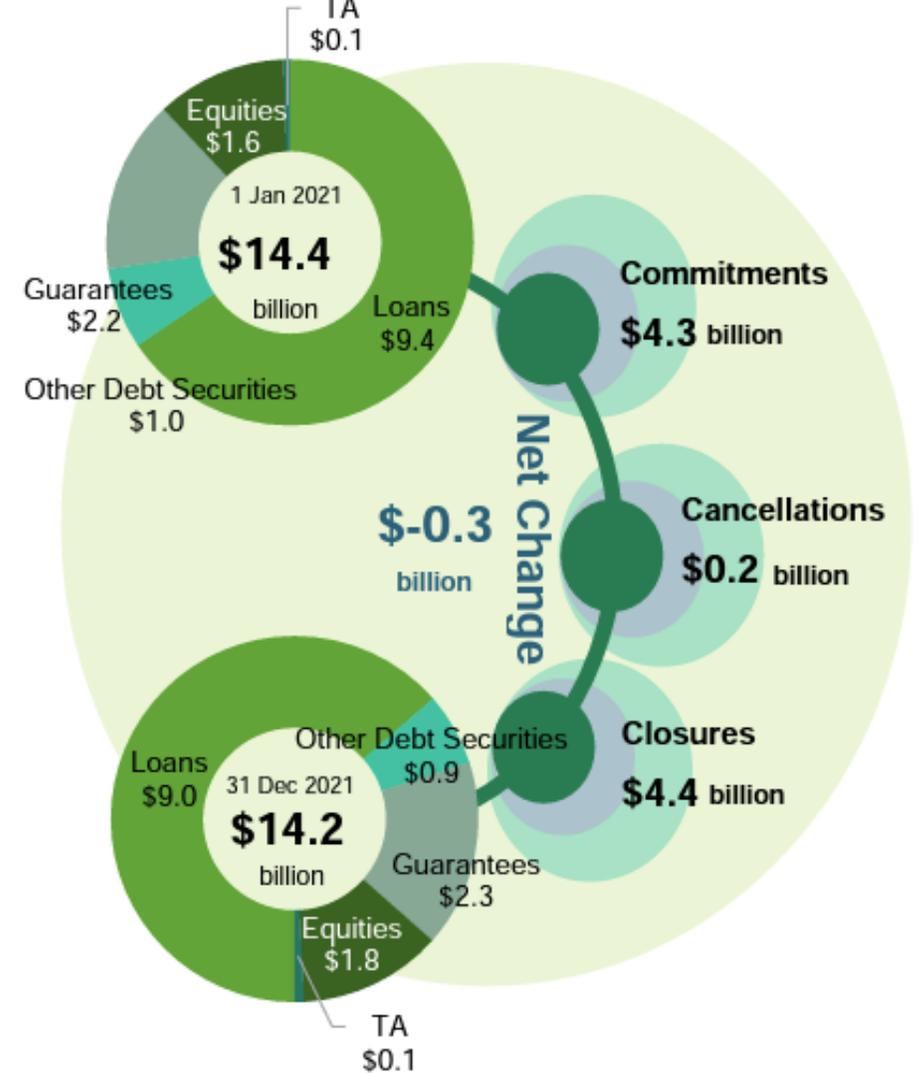


Figure 15: Sovereign Portfolio at a Glance (\$ billion)



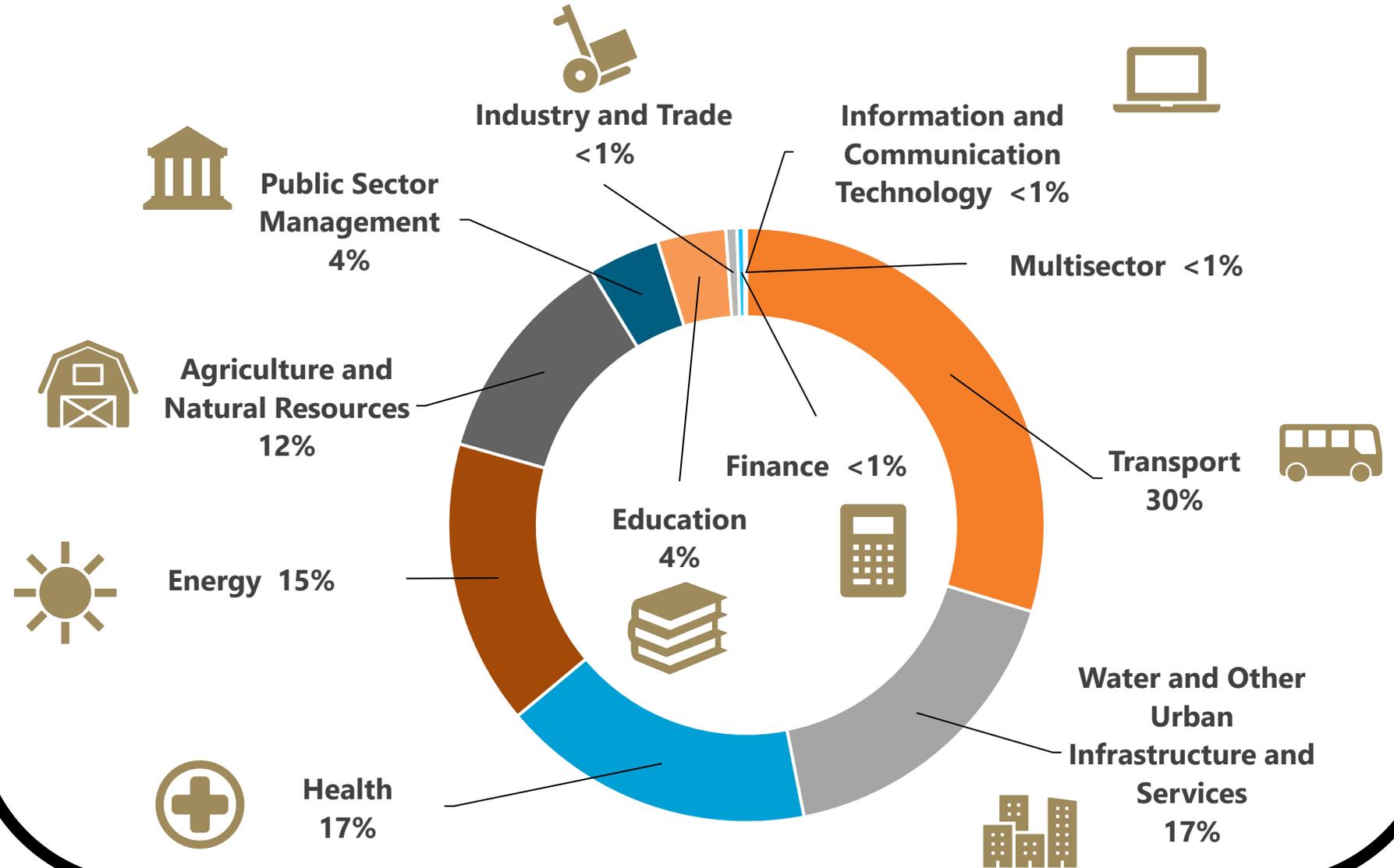
TA = technical assistance.  
 Source: Asian Development Bank data.

Figure 71: Nonsovereign Portfolio at a Glance (\$ billion)



TA = technical assistance.  
 Notes:  
 1. Closures include prepayments, repayment, valuations, disposal of equity investments, and expired guarantees.  
 2. Commitments include \$3.1 million commitments from private sector programs.  
 3. Numbers may not sum precisely because of rounding.  
 Source: Asian Development Bank data.

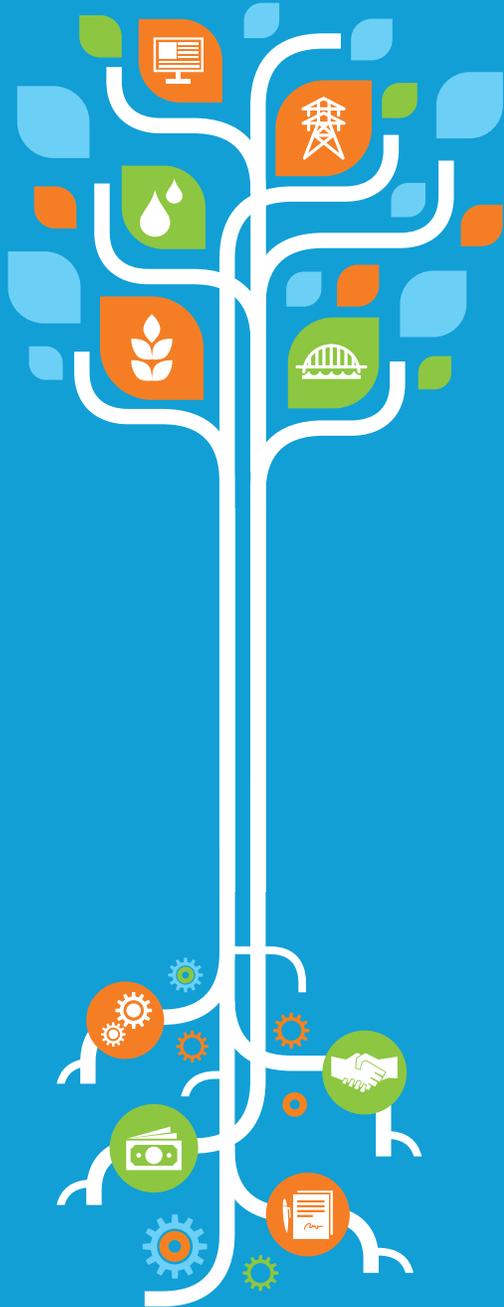
## What do we work on? (Share of procurement by sector, 2022)



# Active sovereign portfolio by region



# ADB Business Opportunities



# Why pursue ADB funded contracts?

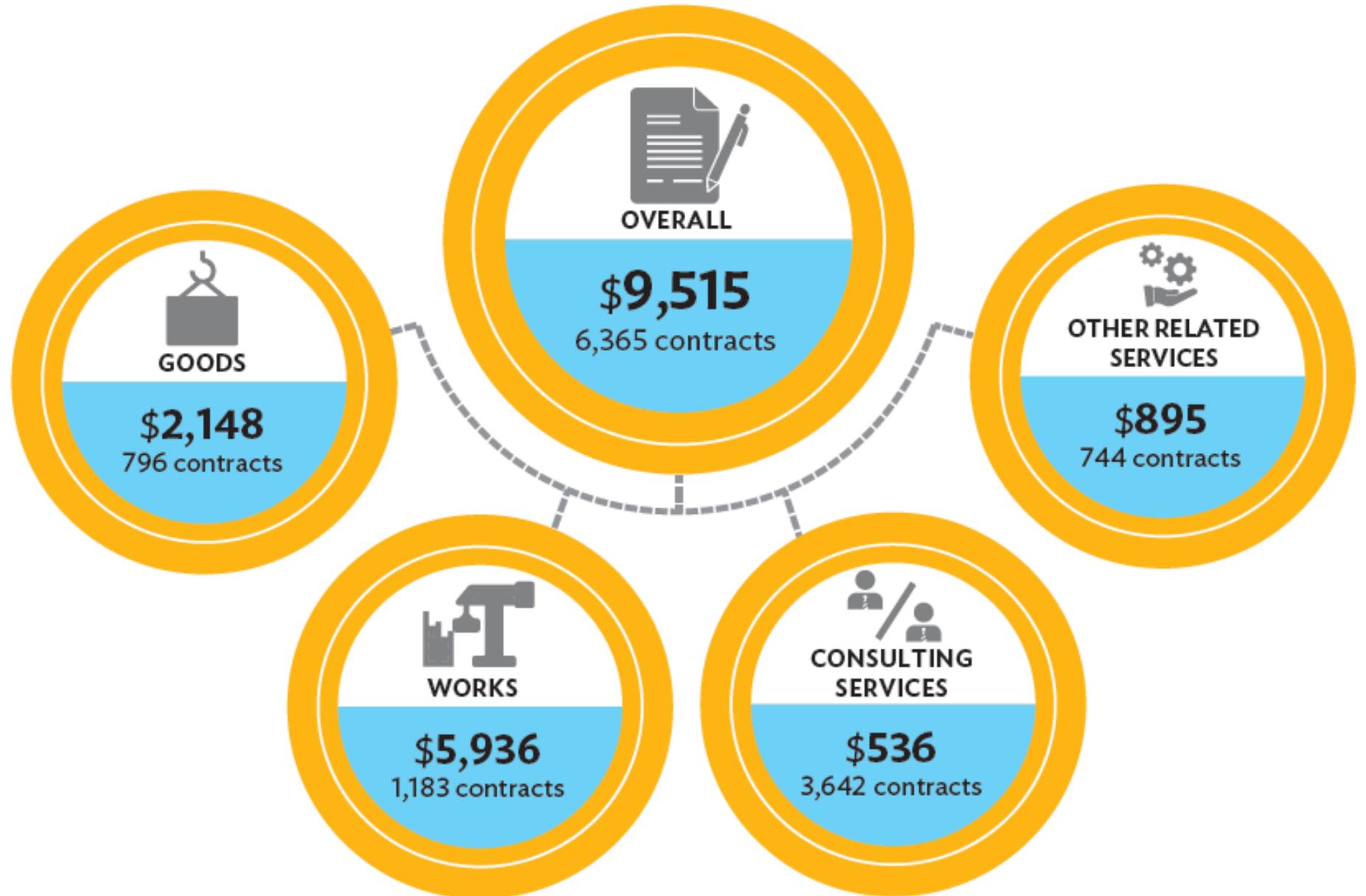
- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight



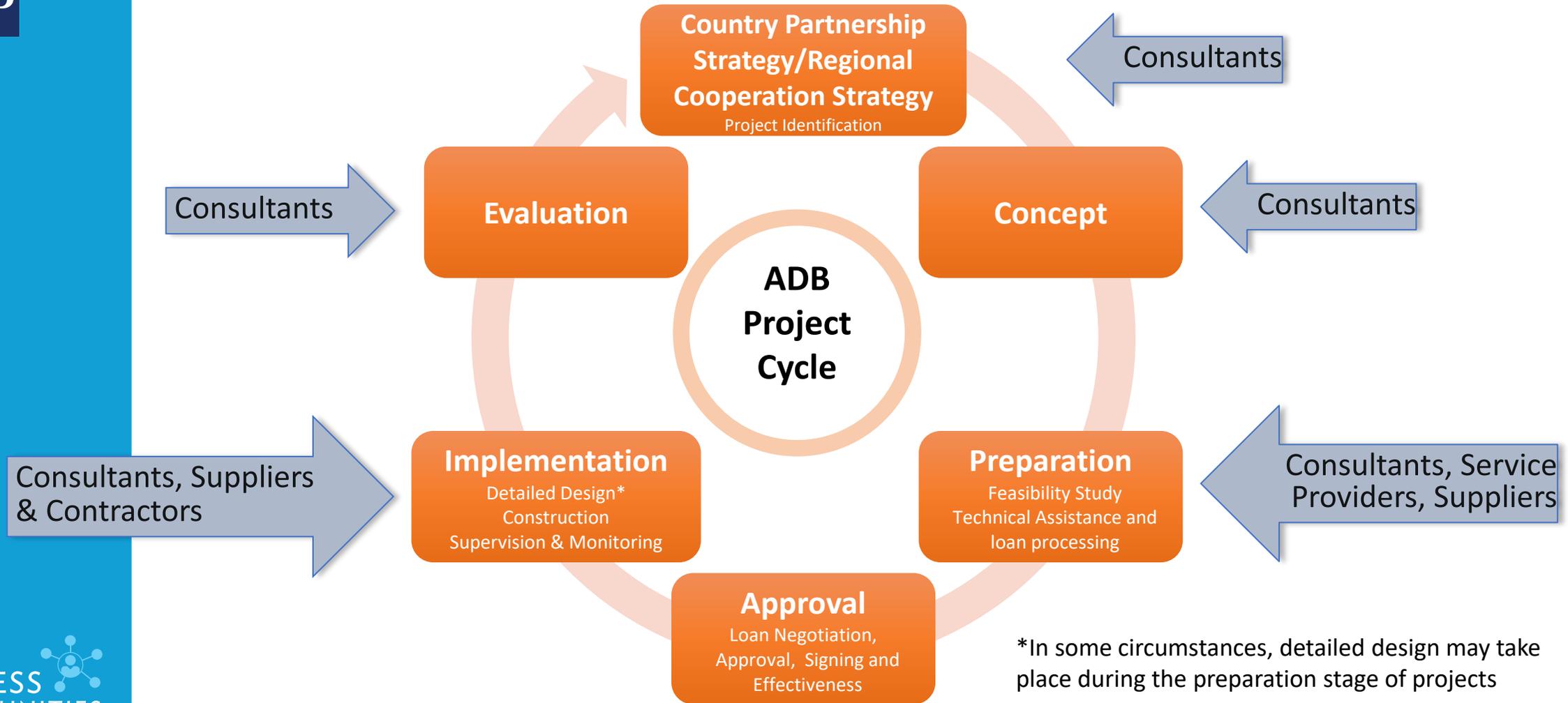
# Types of business opportunities

- Supply of goods
  - Machinery, equipment, computers, furniture
- Civil works
  - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
  - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
  - Project preparation & implementation, site supervision, detailed design, knowledge products, policy/advisory, staff consultants
- Nonconsulting services
  - Surveys, training, translation, event management

# Overall Procurement in 2022



# When is the Private Sector engaged?



# Top Members for Goods

## Procurement Ranking – Goods

	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

# Top Members for Works

## Procurement Ranking – Works

	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

# Top Members for Consulting Services

## Procurement Ranking – Consulting Services

	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

# Top Suppliers by Amount

## Top 5 Suppliers of **Goods** (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	United Nations Children's Fund (UNICEF)	10	836.21
2	Sinovac Life Sciences Co. Ltd.	9	685.55
3	BEML Ltd.	3	678.72
4	TBEA CO. LTD.	6	258.01
5	China National Technical Import & Export Corp.	3	212.74

# Top Suppliers by Amount

## Top 5 Suppliers of **Works** (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	Larsen & Toubro Ltd.	41	1,492.19
2	Siemens	13	663.89
3	China Railway Group Limited	20	595.19
4	NCC Limited	30	594.25
5	Acciona Construction Philippines Inc.	2	538.12

# Top Suppliers by Amount

## Top 5 Consulting Services Firms (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	EGIS International	34	109.09
2	T.Y. Lin International SMEC	4	62.97
3	Ove Arup & Partners	9	58.39
4	Korea Consultants International Co. Ltd.	3	53.22
5	CTI Engineering International Co., Ltd.	3	45.39

# Top Local Suppliers

## Top 5 Contractors/Suppliers (2018–2022)

	Name	ADB Amount (\$ million)
1	Agronic International Co. Ltd.	1.39
2	Ding-Han Machinery Co. Ltd.	0.03
3	Asia-Pacific Quality Network	0.01

# Top Local Suppliers

## Top 5 Consultants (2018–2022)

	Name	ADB Amount (\$ million)
1	Institute for Information Industry	0.15
2	Asian Vegetable Research and Development Center	0.14
3	Individual consultants	0.01

# ADB Operational Procurement Stats

## Operational Procurement Statistics Dashboard (ProcDash)

Asian Development Bank Public sector governance

Welcome to ADB's Operational Procurement Statistics Dashboard (ProcDash)

The Operational Procurement Statistics Dashboard (ProcDash) presents the value of all goods, works and consulting services contracts awarded for projects under the Asian Development Bank operations. It has four sections, namely, overview, operational procurement by nationality, operational procurement by origin of goods and services, and operational procurement by threshold. For purposes of this dashboard, value of operational procurement is reported in terms of the amount financed by ADB.

The overview section presented below shows data on operational procurement statistics by region, nature, sector and by borrowing country. Data can be further filtered by contract year and modality. To determine the allocated procurement for policy-based support and results-based lending, click these two items in the modality filter.

For other details about ProcDash, refer to [ProcDash FAQ](#).

ProcDash can also be used to supplement the operational procurement statistics under the Operational Data section of the ADB [Annual Report](#) and the figures from the member Fact Sheets. More information on operational procurement contracts is available on the [Tenders](#) page of ADB's website (choose "Contracts Awarded" from the "Type" selection).

The ProcDash currently shows data as of 31 March 2021. This will be updated every quarter.

Overview By Nationality of contractor By Origin of goods and services By Threshold

### Total operational procurement based on contract year, US\$ million

\$2,062.5

#### Operational Procurement by Region, US\$ million



Contract Year: 2021

Modality:

- (All)
- Investment Support
- Policy-based Support
- Result-based Lending

Nature of Procurement:

- (All)
- Consulting Services
- Goods
- Works
- Other Related Services

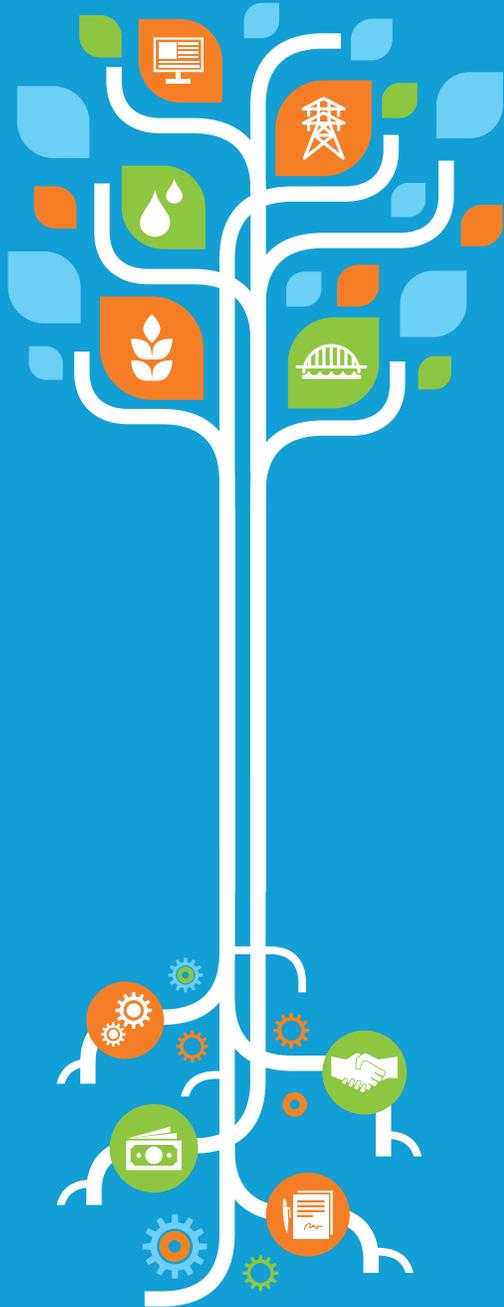
Region:

- (All)
- Central and West Asia
- East Asia
- Pacific
- South Asia
- Southeast Asia
- Regional

Note: Contracts awarded from regional projects amounted to : \$30.1 million

<https://data.adb.org/dashboard/operational-procurement-statistics>

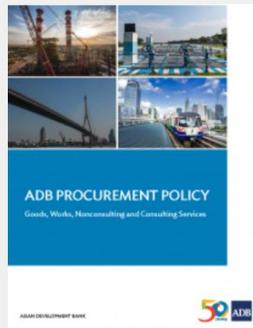
# ADB Procurement Framework



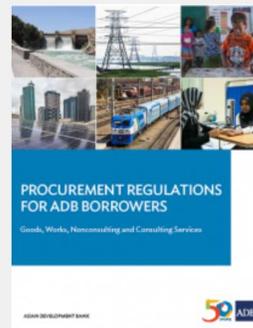
# ADB's procurement frameworks

For projects with concept papers approved **on or after 1 July 2017**

ADB's new procurement framework comprises a Procurement Policy and Procurement Regulations for ADB Borrowers. It modernizes project procurement processes through a principles-based approach, to meet the diverse needs of clients as ADB scales up its operations in line with Strategy 2030.



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

For projects with concept papers approved **before 1 July 2017**

ADB's Procurement Guidelines and Guidelines on the Use of Consultants defined the policies and procedures for selecting, contracting, and monitoring suppliers of goods, works, and services for ADB-financed projects.



Procurement Guidelines



Guidelines on the Use of Consultants

# ADB's procurement principles

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

ADB



# Consulting Services



# Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



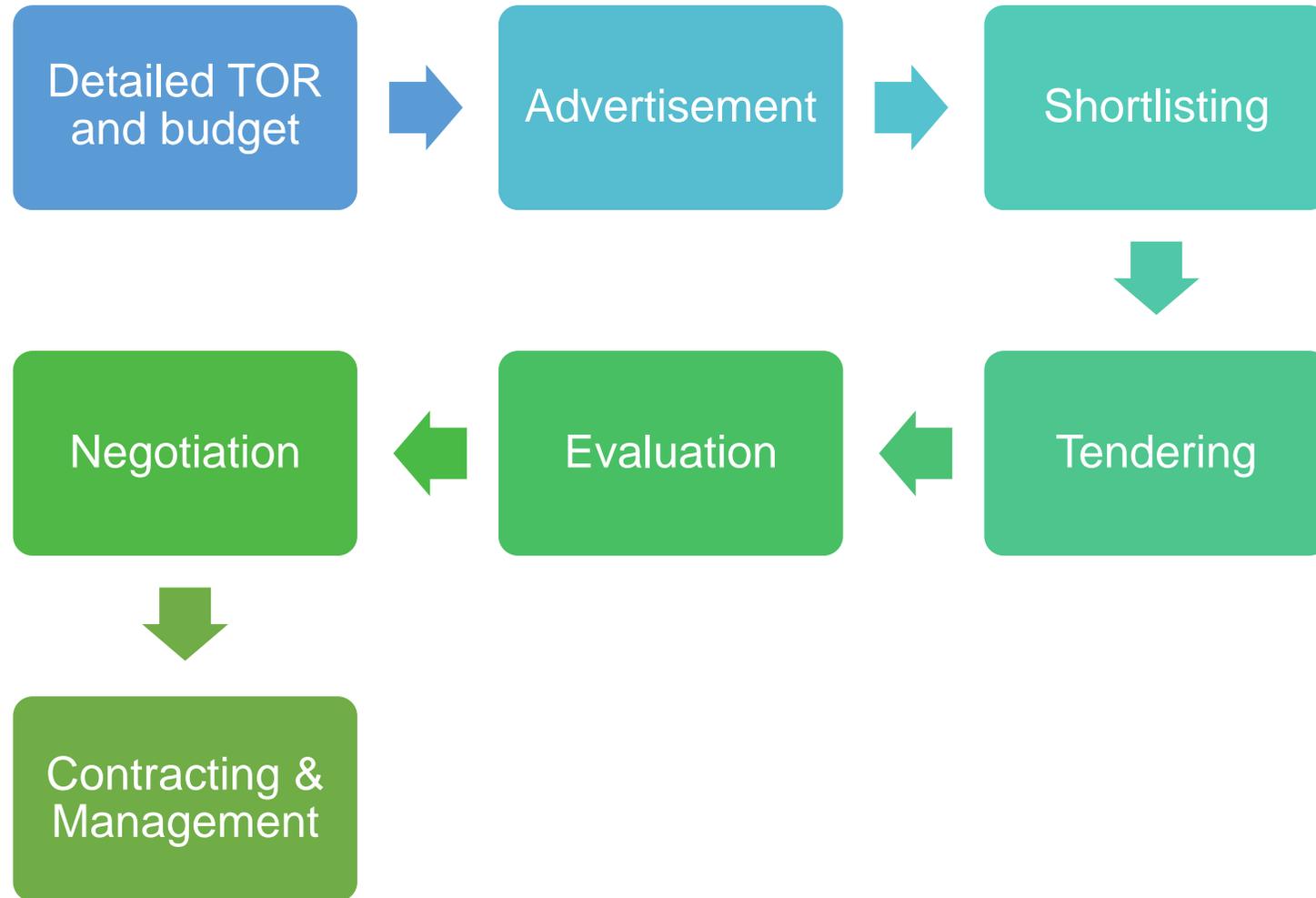
Staff Consultants

ADB staffing budget

## Recruitment may be national or international

- International may be for any ADB member country (global if eligibility restriction waived)
- A firm is considered national if it is legally incorporated in that DMC
- An individual is national if a citizen of the DMC or, if a national from another member country, he/she legally resides and works in that DMC.

# Recruitment Process



# Procurement Methods to Recruit Firms



# New selection method for firms

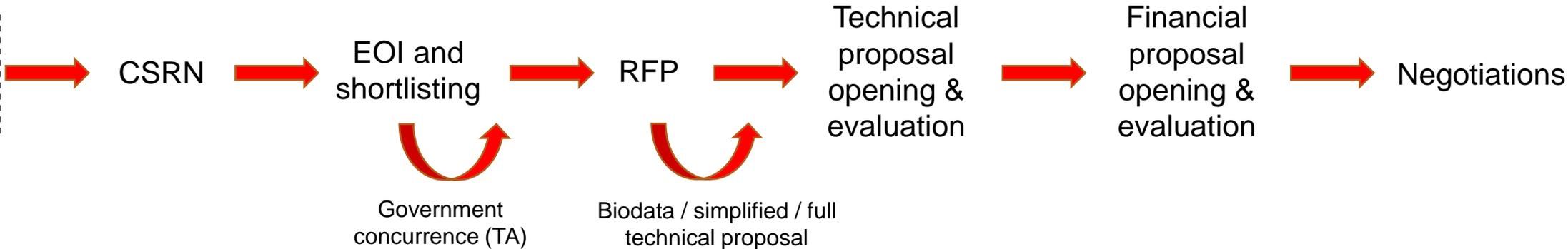
- ADB has launched a new, pilot selection method for recruiting consulting firms known as “**simplified consultants’ qualifications selection**” (SCQS)
- It aims to reduce recruitment times by half or more
- Time-saving features include:
  - Single-stage, single-envelope proposal process
  - Proposal length kept short for faster submission and evaluation
  - Fully electronic submission forms in CMS
  - Evaluation is based on highest technical score within maximum budget
  - Financial evaluation follows cost competitive principles
  - Documents necessary for negotiations and any desired changes to the standard contract are raised within the proposal itself
- Opportunities are now being advertised on CMS using SCQS
- The pilot is initially approved for ADB-administered selections with maximum budget up to \$500k until Dec. 2024



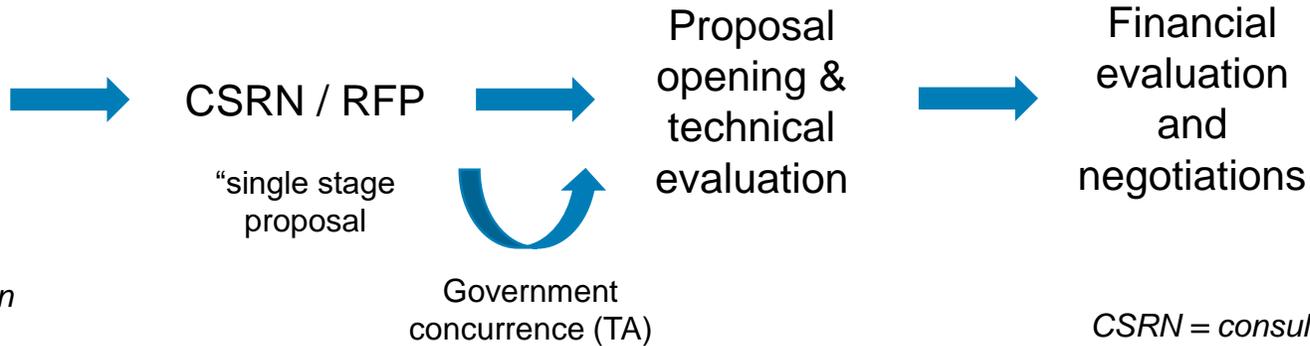


# New selection method for firms

QCBS, QBS,  
CQS, FBS,  
LCS, DC



SCQS



QCBS = quality- and cost-based selection  
 QBS = quality-based selection  
 CQS = consultants' qualifications selection  
 FBS = fixed budget selection  
 LCS = least-cost selection  
 DC = direct contracting

CSRN = consulting services recruitment notice (i.e., advertisement)  
 EOI = expression of interest  
 RFP = request for proposals

# New selection method for firms

- Informational video, procedures, and reference guide available here: <https://www.adb.org/news/videos/working-adb-time-money>



**CUT RECRUITMENT TIMES  
FOR CONSULTING FIRMS  
BY HALF OR MORE!**

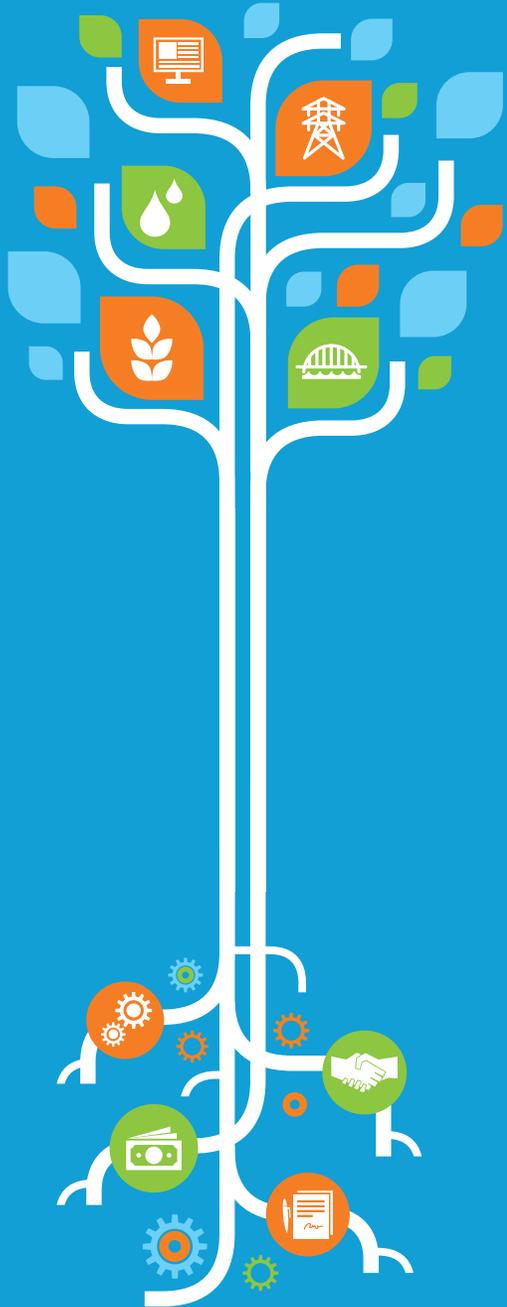
*Check out ADB's new  
consultant selection method.*

**SCQ\$**

*Time is Money*

SIMPLIFIED CONSULTANTS' QUALIFICATIONS SELECTION





# Bidding Strategies

# Tips for winning ADB-financed assignments

- Collect relevant business intelligence – network!
- Focus on performance and reputation for successful work
- Express interest
- Understand the country, project, and client requirements
- Position yourself to your competitive advantage
- Study the bidding documents and understand the selection method and evaluation criteria
- Engage partnership with firms likely to be shortlisted
- Prepare a responsive and strong technical proposal
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments

## What NOT to do

- Failure to disclose conflict of interest (e.g., employees from EA included in a proposal)
- Firm or JV partners not from an ADB member country
- Submitting proposal late
- 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***

# 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!

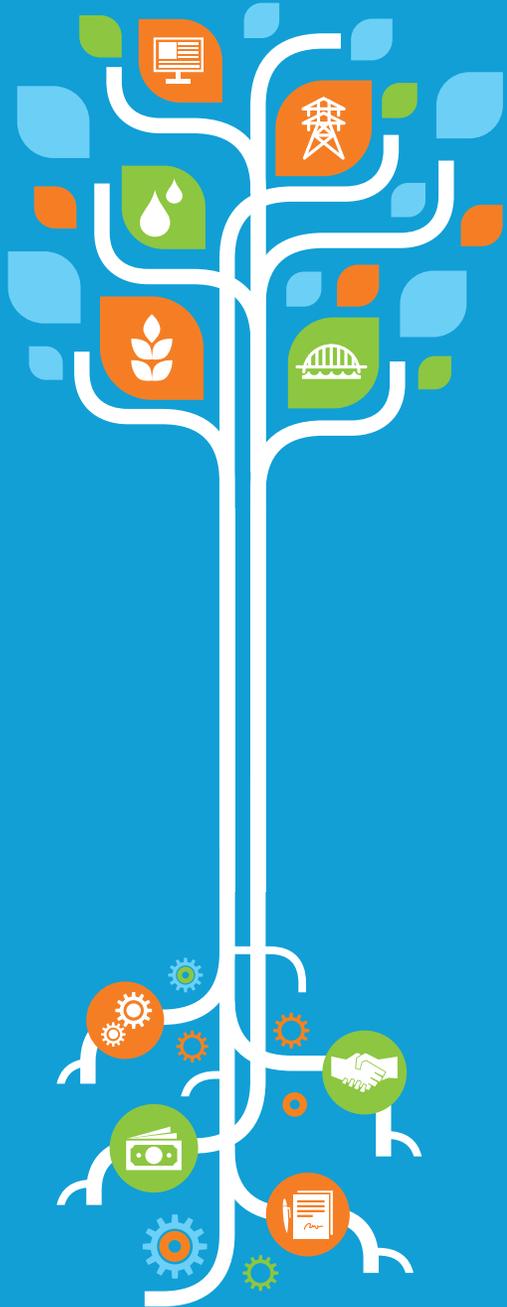
## Complaints:

- 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)





# Finding Information

# Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Procurement plans
- General and specific procurement notices
  - Advance notices
  - Invitation for prequalification
  - Invitation for bids
  - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
  - Prequalified contractors / consultants
  - Contracts awarded
- Institutional procurement notices (ADB only)

Operational  
Procurement

# How to find Information on our Website

The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'Projects & Tenders' link is circled in red. The website header includes the ADB logo, navigation links for 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', and 'WORK WITH US', a search bar, and utility links for 'News and Events', 'ADB Institute', 'Contact', and 'English'. A yellow sidebar on the left contains text about diversity and working with ADB.

News and Events ADB Institute Contact English

ADB ASIAN DEVELOPMENT BANK

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

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

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

- Visiting Fellow Program
- Internship Program
- Scholarship Program

- Development Institutions
- Private Sector Partners
- Civil Society/Non-government Organizations

PROCUREMENT AND OUTREACH

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

# Goods & Works – Procurement Plans

adb.org/projects/documents/country/phi/doctype/Procurement%20Plans

Projects & Tenders | Projects | **Documents** | Tenders

Filter results [CLEAR ALL](#)

Country/Economy (1) [\[CLEAR\]](#)

- Pakistan
- Palau
- Papua New Guinea
- Philippines
- Samoa
- Singapore
- Solomon Islands
- Sri Lanka

Type (1) [\[CLEAR\]](#)

- and Implementation Arrangements
- Proactive Integrity Reviews (PIR)
- Procurement Plans
- Program Safeguard Systems Assessments
- Progress Reports
- Progress Reports on Tranche Releases

Language

- English

Procurement plans, reports, safeguards, etc.

Search documents

Results 1-20 of 32 [RSS](#) [Sort by](#)

Philippines X Procurement Plans X

**Promoting Digitalization for Green and Inclusive Growth in Asia: Procurement Plan** Document Date: 31 May 2022  
55257-001; Regional, China, People's Republic of, Indonesia, Korea, Republic of, Malaysia, Philippines, Singapore, Thailand, Viet Nam; Type: Procurement Plans

**Infrastructure Preparation and Innovation Facility: Procurement Plan** Document Date: 10 Mar 2022  
50288-001; Philippines; Type: Procurement Plans

**Health System Enhancement to Address and Limit COVID-19: Procurement Plan** Document Date: 04 Mar 2022  
54171-002; Philippines; Type: Procurement Plans

**South Commuter Railway Project: Procurement Plan** Document Date: 01 Mar 2022  
52220-001; Philippines; Type: Procurement Plans

**Second Health System Enhancement to Address and Limit COVID-19 under the Asia Pacific Vaccine Access Facility - Additional Financing: Procurement Plan** Document Date: 12 Nov 2021  
54171-004; Philippines; Type: Procurement Plans

**Emergency Assistance for Reconstruction and Recovery of Marawi: L3769 Procurement Plan** Document Date: 12 Oct 2021  
52313-001; Philippines; Type: Procurement Plans

**Key Documents**

- Reports and Recommendations of the President
- Procurement Plans
- Safeguard Policy Statement
- Access to Information Policy

**Request for Information**  
ADB documents and information that you have not been able to find on our website. →

# Procurement Plans...

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## Appendix A - PROCUREMENT PLAN

### Basic Data

<b>Project Name:</b> South Commuter Railway Project (Facility)		
<b>Project Number:</b> 52220-001	<b>Approval Number:</b>	
<b>Country:</b> Philippines	<b>Executing Agency:</b> Department of Transportation	
<b>Project Procurement Classification:</b> A	<b>Implementing Agency:</b>	
<b>Project Procurement Risk:</b> High	N/A	
<b>Project Financing Amount:</b> US\$6,395,200,000	<b>Project Closing Date:</b> 31 December 2028	
<b>ADB Financing:</b> US\$4,300,000,000		
<b>Cofinancing (ADB Administered):</b>		
<b>Non-ADB Financing:</b> US\$1,670,000,000		
<b>Date of First Procurement Plan:</b> 1 March 2022	<b>Date of this Procurement Plan:</b> 1 March 2022	
<b>Procurement Plan Duration (in months):</b> 18	<b>Advance Contracting:</b>	<b>e-GP:</b>
	Yes	No

### A. Methods, Review and Procurement Plan

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) for Goods		International advertisement
Open Competitive Bidding (OCB) for Works		International advertisement

Consulting Services		
Method		Comments
Quality- and Cost-Based Selection for Consulting Firm		

### B. Lists of Active Procurement Packages (Contracts)

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.

Works							
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Procedure	Advertisement Date (quarter/year)	Comments
CP-S-02	Viaduct and elevated stations	415,000,000.00	Open Competitive Bidding (OCB)	Prior	1S1E	Q4 / 2020	Prequalification of Bidders: No Domestic Preference Applicable: No Advance Contracting: Yes Bidding
CP-S-03a	Viaduct and elevated stations	401,000,000.00	OCB	Prior	1S1E	Q1 / 2021	
CP-S-03b	Viaduct, Tunnel, underground and elevated station	714,000,000.00	OCB	Prior	1S1E	Q2 / 2021	
CP-S-03c	Viaduct and elevated stations	343,000,000.00	OCB	Prior	1S1E	Q1 / 2021	

# Goods & Works – Specific Procurement Notices



Projects & Tenders
Projects
Documents
Tenders

**Filter results** CLEAR ALL

**Country/Economy (1)** [CLEAR] ▼

- Nepal
- Pakistan
- Papua New Guinea
- Philippines
- Samoa
- Solomon Islands
- Sri Lanka
- Tajikistan

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**Sector (1)** [CLEAR] ▼

- Health
- Public sector management
- Transport
- Water and other urban infrastructure and services

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**Type (2)** [CLEAR] ▼

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification

Procurement of goods, works, and consulting services

Results 1-20 of 22 RSS | Sort by ▼

Philippines X
Transport X
Invitation for Bids X
Invitation for prequ... X

Notice Title	Status	Deadline
<b>45296: Davao Public Transport Modernization Project [OCB 22-002-7 Contract No. 05 and Contract No. 06]</b> <small>45296-006; Philippines; Transport; Posting date: 30 Mar 2022</small> Notice Type: Invitation for Bids	Active	12 Aug 2022
<b>45296-006 PHI: Davao Public Transport Modernization Project (OCB 22-003-5)</b> <small>45296-006; Philippines; Transport; Posting date: 29 Mar 2022</small> Notice Type: Invitation for Bids	Active	08 Aug 2022
<b>45296-PHI: Davao Public Transport Modernization Project [OCB 21-142-6]</b> <small>45296-006; Philippines; Transport; Posting date: 19 Nov 2021</small> Notice Type: Invitation for Bids	Closed	10 Feb 2022
<b>ADB Loan No. 3631-PHI: Improving Growth Corridors in Mindanao Road Sector Project (IGCMRSP) [PR-01a] - Rebidding</b> <small>41076-048; Philippines; Transport; Posting date: 14 Sep 2021</small> Notice Type: Invitation for Bids Approval Number: 3631	Closed	09 Nov 2021

**ADB**

**Invitation for Bids**

<b>Date:</b>	30 March 2022
<b>Loan No. and Title:</b>	45296: Davao Public Transport Modernization Project
<b>Contract No. and Title:</b>	OCB 22-002-7 Supply of Buses for the Davao High Priority Bus System (HPBS) Project Contract No. 05 Bus Fleet - Diesel Vehicles Contract No. 06 Bus Fleet - Electric Vehicles
<b>Deadline for Submission of Bids:</b>	Extended to 12 August 2022   10:00AM (GMT + 8)

1. The Government of the Republic of the Philippines has applied for financing from the Asian Development Bank (ADB) toward the cost of the **Davao Public Transport Modernization Project**. Part of this financing will be used for payments under the Contracts named above. Bidding is open to qualified Bidders from eligible source countries of ADB.
2. The Department of Transportation (DOT) ("the Employer") through its Procuring Agent, Procurement Services - Department of Budget Management (PS-DBM), invites sealed bids from eligible Bidders for the supply of Goods and Services as broadly described above.  
Bidders may bid for a single contract only or for both contracts. In case the Bidder would wish to submit bids for more than one contract, such bids should be submitted independently and not combined into a single Bid.  
In accordance with ITB 14.4 and ITB 14.6, any discounts offered by Bidders submitting bids for multiple contracts and the methodology for the application of any discount shall be stated in the Letter of Bid included in its bids for each contract.  
The Employer shall evaluate and compare Bids on the basis of each contract separately or multiple contracts combined in order to arrive at the least-cost combinations for the Employer, by taking into account such discounts offered by Bidders for the award of multiple contracts.

# How to find Information on our Website

The screenshot shows the ADB website with the following elements:

- Browser address bar: <https://www.adb.org>
- Top navigation: News and Events, ADB Institute, Contact, English
- Main navigation: WHO WE ARE, WHAT WE DO, WHERE WE WORK, **WORK WITH US** (circled in purple), Search
- Left sidebar (orange background):
  - Text: "With employees from more than 60 countries, ADB is a place of real diversity."
  - Text: "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."
- Main content area:
  - 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** (circled in red)
    - Institutional Procurement
    - Business Opportunities Outreach
    - Projects & Tenders

# Operational Procurement

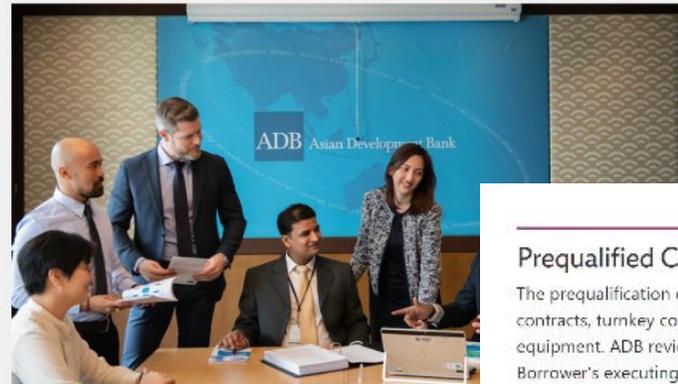
## Operations Procurement

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 project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.



### Goods, Works, and Non-Consulting Services →

ADB provides procurement support to its borrowing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



### Consulting Services →

ADB engages individual consultants and consulting entities to provide contract preparation and project supervision, and to help ADB to and reports.

- Procurement Plans
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures

## Prequalified Contractors

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

[Current Prequalified Applicants](#) [Archive](#)

## Contracts Awarded

Contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

[Current Awarded Contracts](#) [Archive](#)

ADB

# ADB Consultant Management System (cms.adb.org)

The screenshot shows the homepage of the ADB Consultant Management System. The browser address bar displays `selfservice.adb.org/OA_HTML/adb/adbpos/jsp/ADBCMHomepage.jsp`. The page features a blue header with the ADB logo and navigation links: HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, TA CLAIMS PARTNER, and CONSULTANT TUTOR. The main content area has a blue background with the text: "Welcome to the ADB CONSULTANT MANAGEMENT SYSTEM. CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank." Below this, there are two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Register here." is provided for users without accounts. At the bottom, it says "Claiming for a TA Contract? Visit **TA Claims Partner**".



[https://selfservice.adb.org/OA\\_HTML/adb/xxcrs/jsp/ShortlistedFirms.jsp](https://selfservice.adb.org/OA_HTML/adb/xxcrs/jsp/ShortlistedFirms.jsp)



# Consultants to Register in CMS (cms.adb.org)

### Welcome to the Asian Development Bank's Consultant Management System

**Consultant Management System (CMS)** is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



**Consultants** create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)  
By using this service, you are accepting the [CMS Terms and Conditions](#).



**ADB Project Team Members** can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



**Executing Agencies (EAs)** can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy [csrn@adb.org](mailto:csrn@adb.org) with the following details:

- |   |  |
|---|--|
| 1. Email address of the agency representative | 3. Name and address of the agency              |
| 2. Full name of the agency representative     | 4. Duration of the recruitment for the project |

### Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

### Login

Login using your registered username and password.

Username

Password

**Login**

[Login Assistance](#)

Note: ADB users can login using their Oracle username and password.

### Registration

New user? Register now!

**Register as Consulting Firm**

**Register as Individual Consultant**

### Need Help?

For inquiries regarding the system, please email [cmshelp@adb.org](mailto:cmshelp@adb.org).

### CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact [cmshelp@adb.org](mailto:cmshelp@adb.org).

CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from



# Consulting Opportunities - CSRN

## Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkbox or by entering keywords to search by expertise.

**Refine by** Clear All

COVID-19 Related Assignment

Yes (29)  
 No (136)

**Consultant Type**

Firm (31)  
 Individual (134)

**Eligibility of Consultant Country**

Open to Member Countries Only (165)  
 Non-Member Countries Allowed (0)

**Engagement Period**

Less than 3 months (9)  
 3 months to 1 year (109)  
 More than 1 year (47)

**Country**

Select All | Select None

- Pakistan (18)
- Palau (6)
- Papua New Guinea (5)
- Philippines (38)
- Samoa (4)
- Solomon Islands (5)
- Sri Lanka (3)
- Tajikistan (3)
- Thailand (5)
- Timor-Leste (2)

**Sector**

**Search by Expertise**  Go

Previous 1-25 Next 25

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
SC 119172 PHI: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	
<a href="#">TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants</a>	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 11:59 PM	
<a href="#">TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)</a>	Technical Assistance Coordinator	Individual	28	27-Jul-2022	09-Aug-2022 11:59 PM	
SC 108187 PHI: BPMSD Information Technology and Human Resources Consultant	Information Technology and Human Resources	Individual	12	14-Jul-2022	08-Aug-2022 11:59 PM	
<a href="#">LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS-002 Financial, Administrative, and Technical Support Firm (52173-002)</a>	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N31 National Capacity Development Specialist/Team Leader LGDP-N31 (53071-001)</a>	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N36 National Social Dev't, Gender and Land Acquisition Expert LGDP-N36 (53071-001)</a>	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N35 National Project Finance and Economics Specialist LGDP-N35 (53071-001)</a>	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)</a>	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N32 National Civil Engineer/Water Supply and Sanitation Expert LGDP-N32 (53071-001)</a>	engineering	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / institutions specialist	National climate resilient agriculture / institutions specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National legal specialist	National legal specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: Accelerating Climate-Resilient Agriculture in the Philippines - Climate Resilient Agriculture / Institutional Specialist	Climate Resilient Agriculture / Institutional Specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / governance specialist	National climate resilient agriculture / governance specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
<a href="#">TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)</a>	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	



# CSRN Profile

TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants

Date Published: 29-Jun-2022 Deadline of Submitting EOI: 10-Aug-2022 11:59 PM Manila local time

Back Express Interest

EXTENSION

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	<a href="#">Water Organization Partnerships for Resilience</a>		
Package Number	Package Name	<b>WOP4R Program Consultants</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 418,000</b>	Estimated Short-listing Date	<b>15-Jul-2022</b>
Budget Type	<input checked="" type="radio"/> Estimated <input type="radio"/> Maximum	Estimated Commencement Date	<b>01-Sep-2022</b>
Open to non-Member Countries	<input type="radio"/> Yes <input checked="" type="radio"/> No		

## Additional Information

Possibility of contract extension In general, ADB consulting contracts may be extended to a reasonable degree when doing so is justified within ADB's core procurement principles. Any extensions are subject to operational needs, consultant performance, and continued availability of funds.

Specific considerations for this assignment, if any, are discussed here: **Need for contract extension may be discussed during implementation.**

Possibility of consideration for downstream assignment  Yes  No  Not known

Country of assignment **Philippines**

COVID-19 Related Assignment  Yes  No

## Contact Information

Project Officer **Allison Woodruff**  
 Designation **Principal Water Security Specialist**  
**Asian Development Bank**  
 Email [awoodruff@adb.org](mailto:awoodruff@adb.org)

## CSRN Additional Information / Attachments

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

## Agencies

Primary	Agency	Country	Agency Role	Contact Person	View Details
<input checked="" type="checkbox"/>	Asian Development Bank	Regional	Executing Agency		

## Publishing History

Type	Publication Date	Published By	Duration of Advertisement	Deadline	View Remarks
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# Register for alerts

The screenshot shows the ADB Asian Development Bank logo in the top left. A navigation menu includes HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, and CONSULTANT TUTOR. The main heading reads 'Welcome to the ADB CONSULTANT MANAGEMENT SYSTEM'. Below this, it states 'CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.' There are two buttons: 'CONSULTANT / EA' and 'ADB STAFF'. A link says 'Login for Registered Users'. At the bottom, it asks 'Don't have an account yet? Register here.'



### Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) 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.

The screenshot shows a dark blue header with a white icon of a document and the text 'SUBSCRIBER SERVICES →'. Below the header, it says 'Subscribe to ADB's Newsletters, Alerts and RSS feeds.'

**Alerts**  
Links to content posted on ADB.org delivered to your inbox daily or weekly.  Daily  Weekly  Off

**Events**  On  Off

**News Releases and News from Country Offices**  On  Off

**Procurement Notices (Goods and Works)**  
Note: Weekly notifications on consulting opportunities available for registered users of the [Consultant Management System \(CMS\)](#).  On  Off

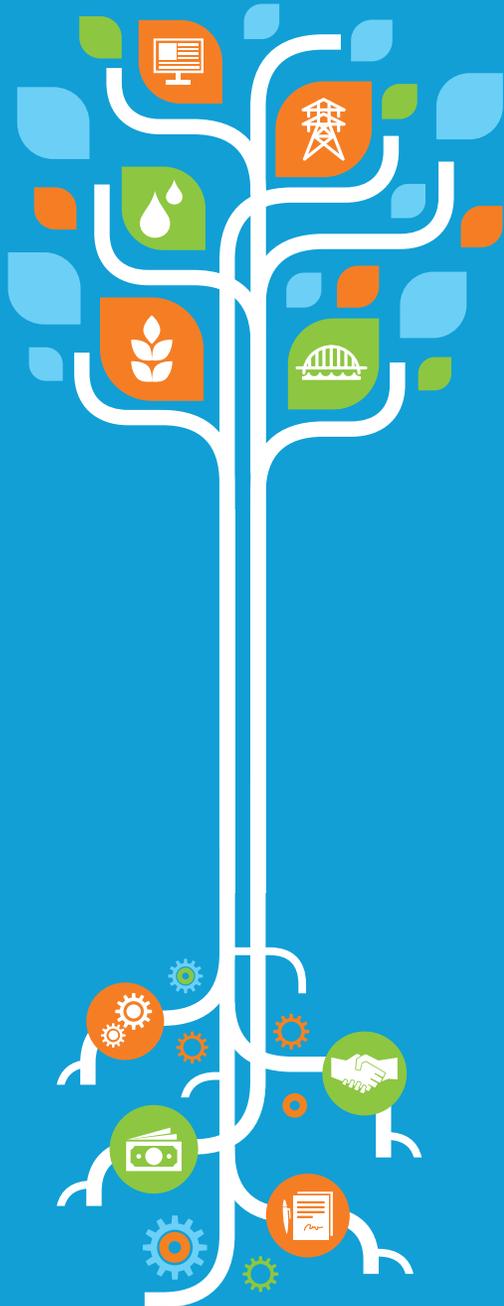
**Project Information and Documents**  On  Off

**Publications**  On  Off

**Safeguard Documents**  On  Off

ADB's CMS System: <http://cms.adb.org>

Goods & Works Notices: <https://alerts.adb.org>



For more: [adb.org](http://adb.org)

To join the community of ADB Consultants and Suppliers:

**1) ADB Consultants Network:**

<https://www.linkedin.com/groups/3796524/>

**2) ADB Suppliers Network:**

<https://www.linkedin.com/groups/3796532/>

**Also follow “ADB Business Center”:**

<https://www.linkedin.com/showcase/adb-business-center/>