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ADB

Doing Business with ADB and the ADB Procurement System

- ADB Virtual Business Opportunities Seminar
U.S. Commercial Service (MDB) Program with AmCham Malaysia

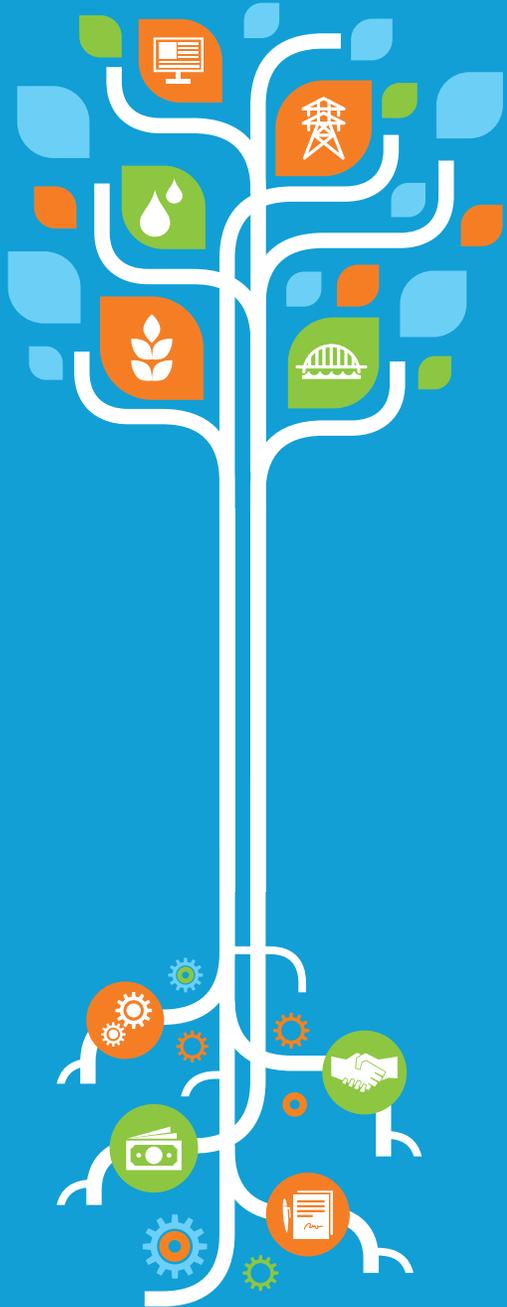
Stephane BESSADI

Sr Procurement Specialist – India

Procurement, Portfolio and Financial
Management Department

BUSINESS
OPPORTUNITIES

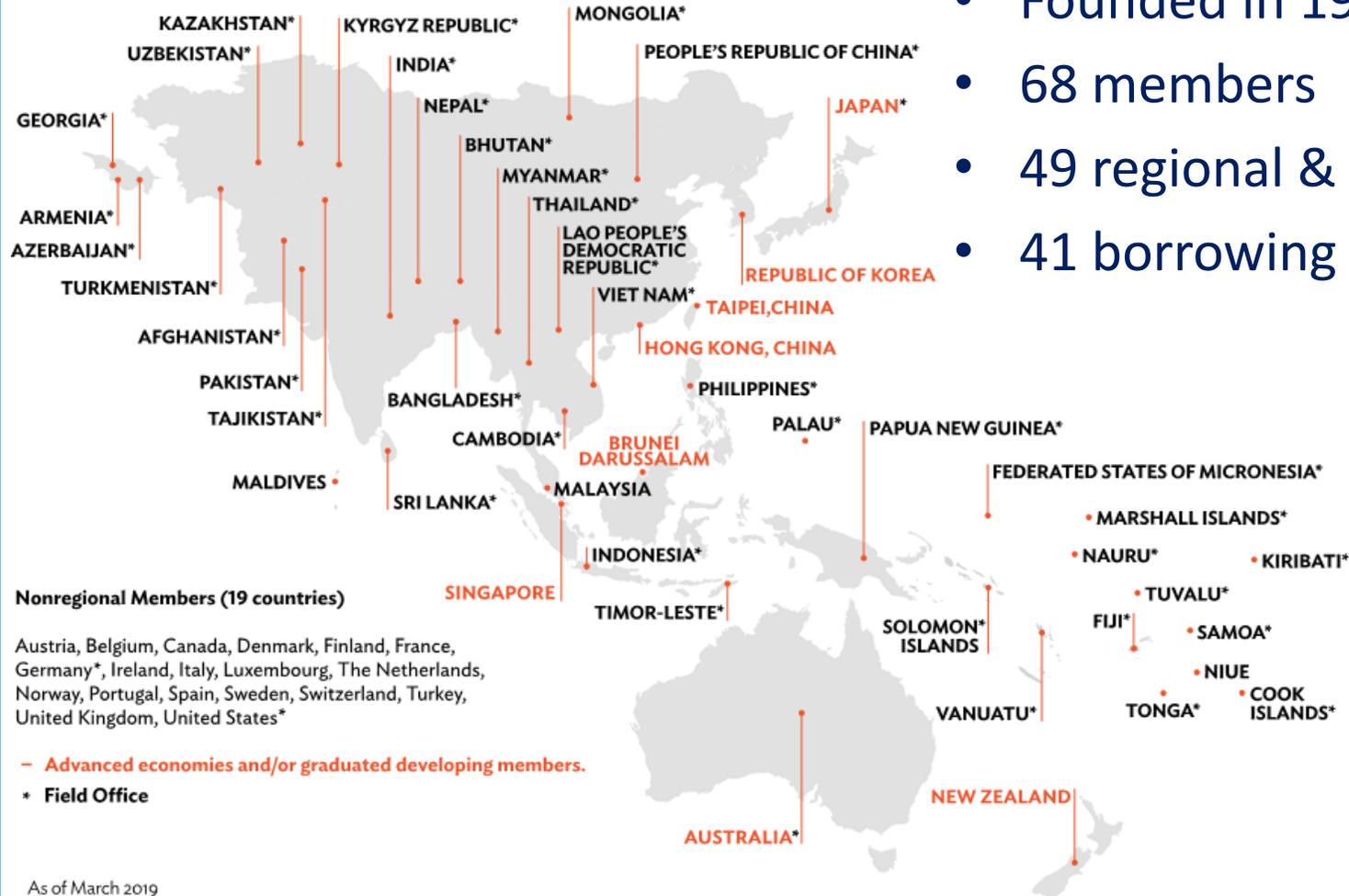




ADB Operations

A Brief about ADB

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



As of March 2019

Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees

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

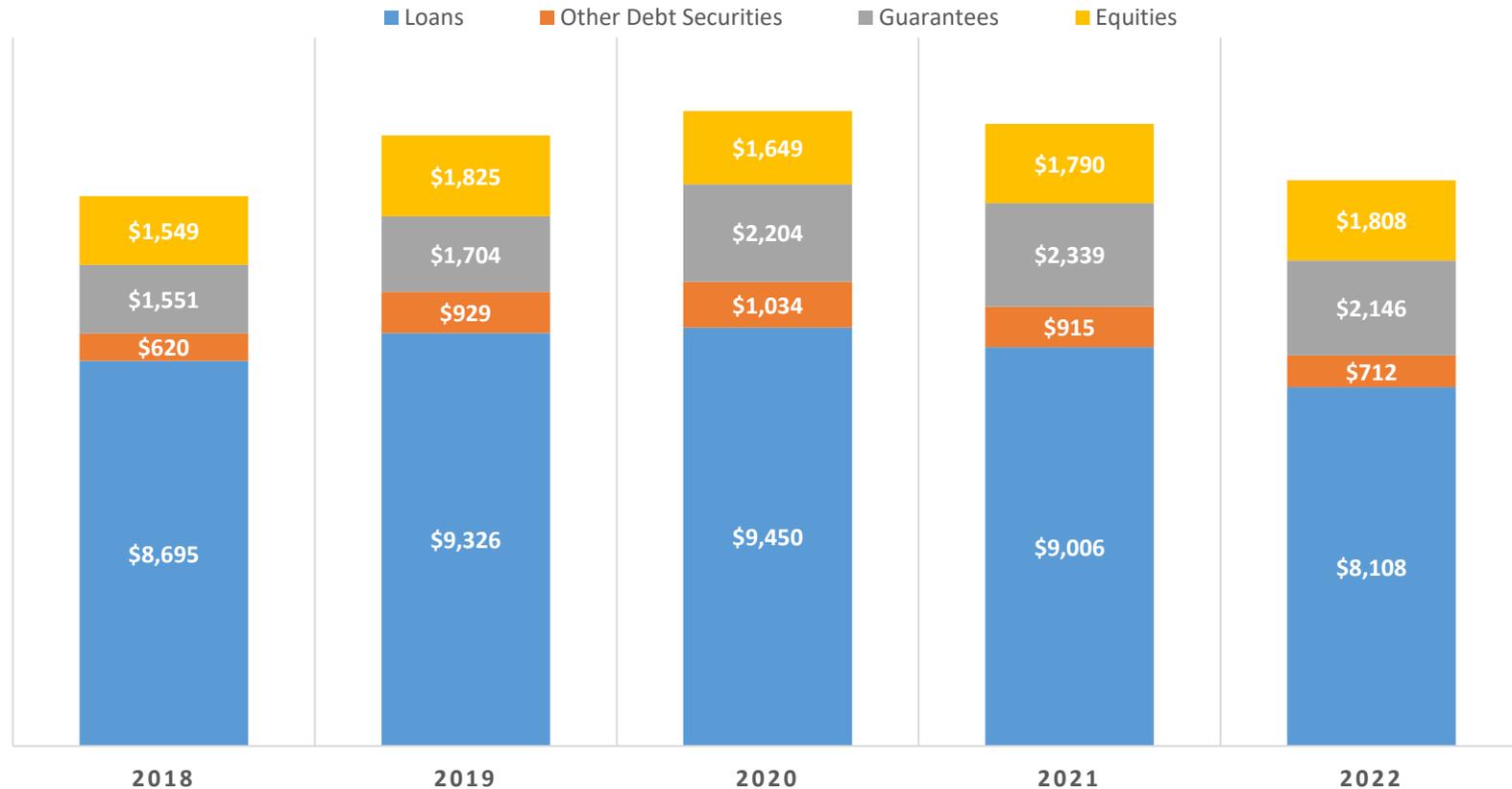
Largest borrowers in 2022: India, Philippines, Uzbekistan, PR China, Bangladesh

ADB 2022 Sovereign Portfolio by Region



Source: Asian Development Bank

ADB 2022 Non-Sovereign Portfolio



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

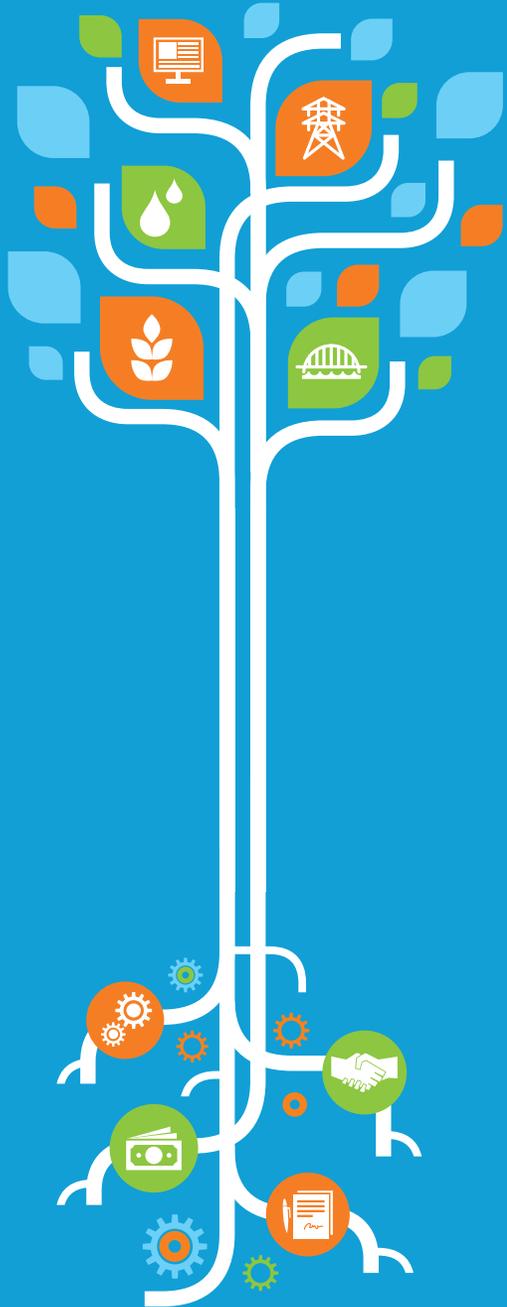
\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

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



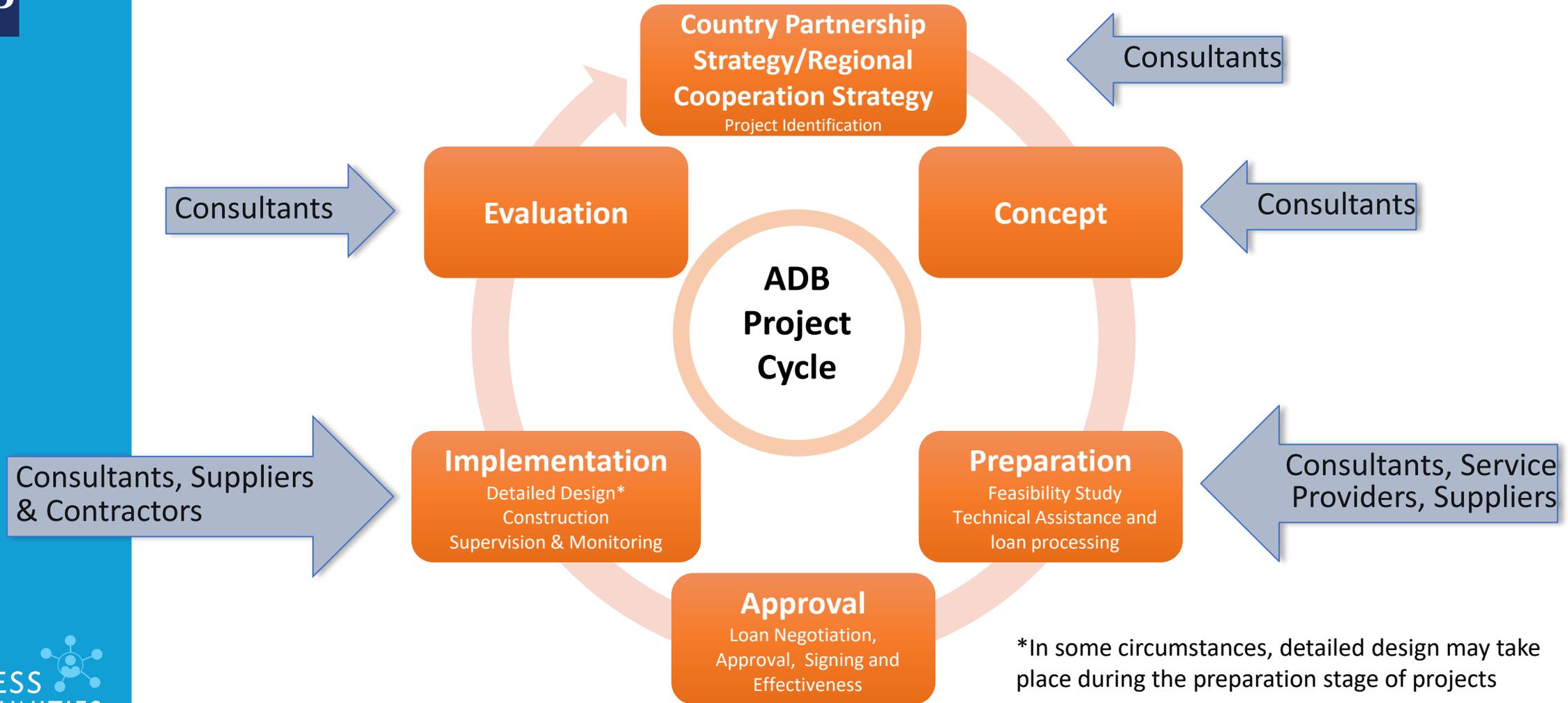


ADB Business Opportunities

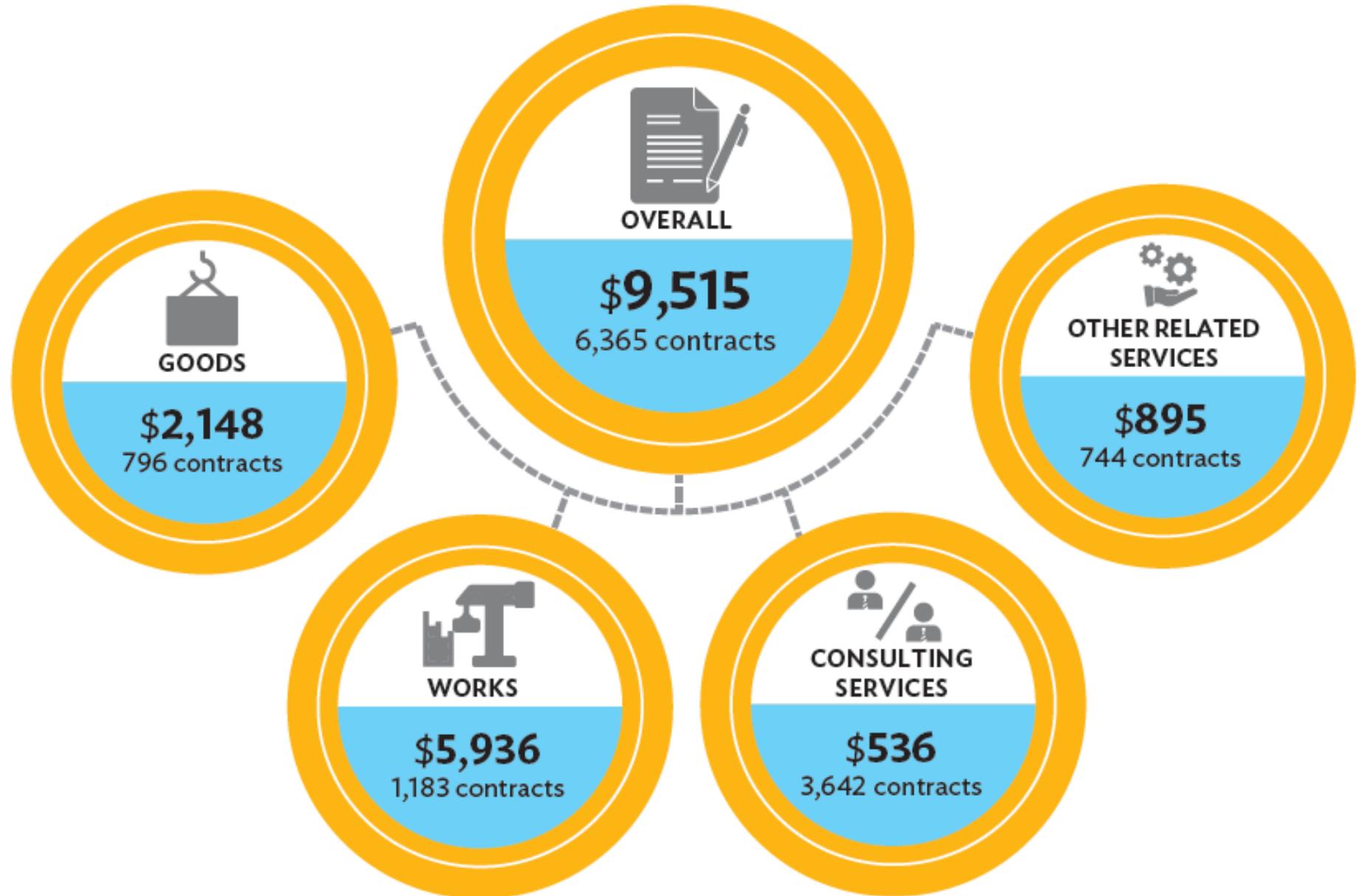
Types of business opportunities

- 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

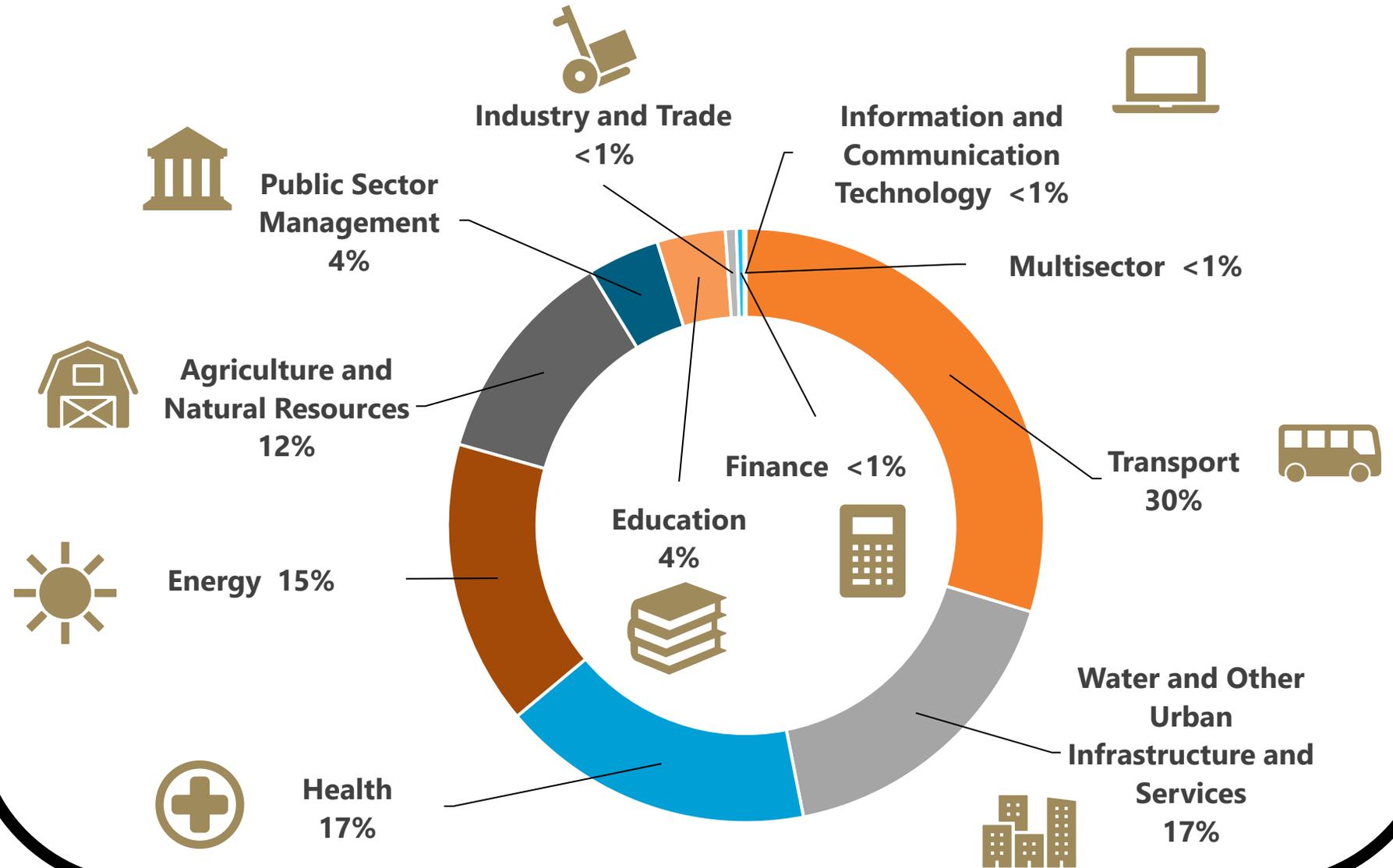
When is the Private Sector engaged?



Overall Procurement in 2022



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



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

Focus on Malaysia

ADB **FACT SHEET**

MALAYSIA

Member since 1966

Overall Procurement

As of 30 June 2022

\$1,476.40 million

0.58% of total
Rank: 27th

Consulting Services

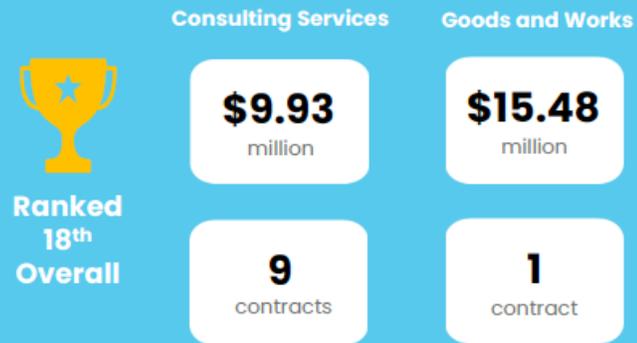
\$110.24 million

Goods and Works

\$1,366.16 million

2022 Procurement Highlights

As of 30 June 2022



Active Consultant/Firm Registration in CMS

As of 30 June 2022

285
Individuals

87
Firms

Number of Expressions of Interest in 2022

85
Individuals

8
Firms

Number of Shortlistings in 2022

11
Individuals

1
Firm

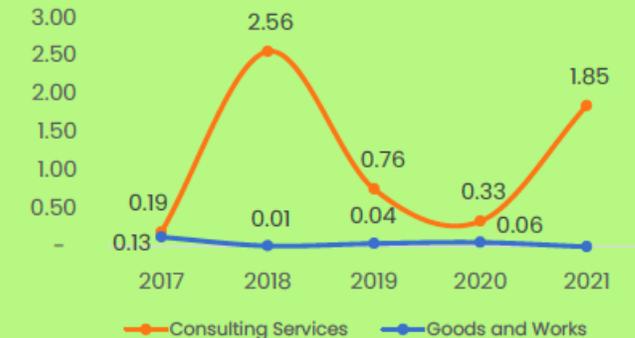
Procurement Trend by Amount 2017-2021

(\$ million)



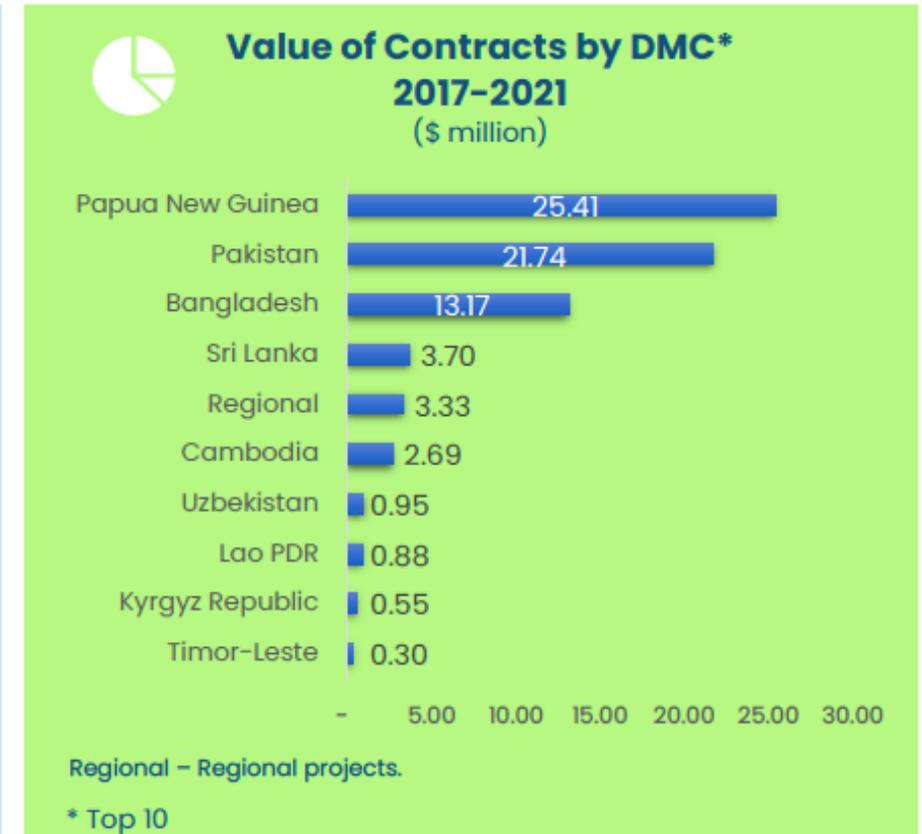
Overall Share of ADB Procurement 2017-2021

(%)

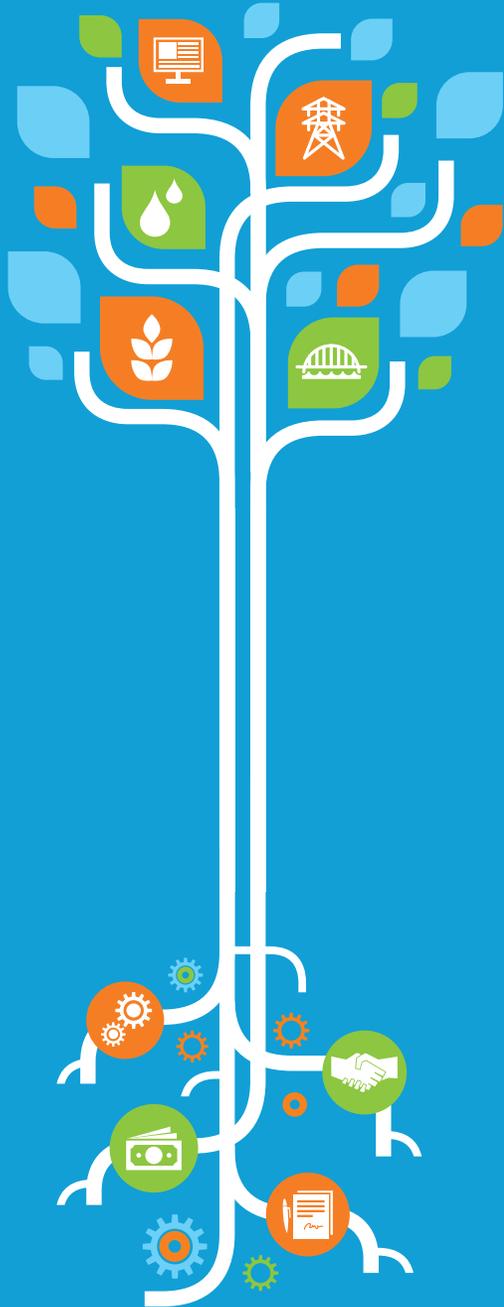


Focus on Malaysia

ADB



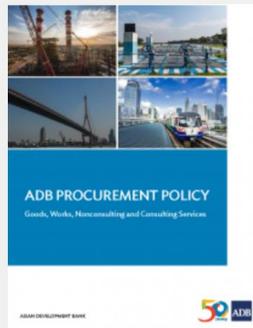
ADB Procurement Framework



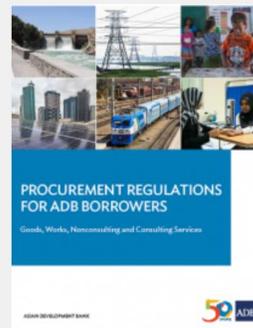
ADB's procurement frameworks

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



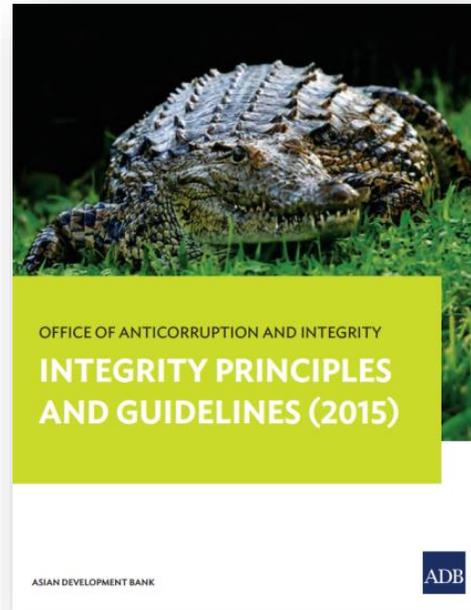
Guidelines on the Use of Consultants

ADB's procurement principles

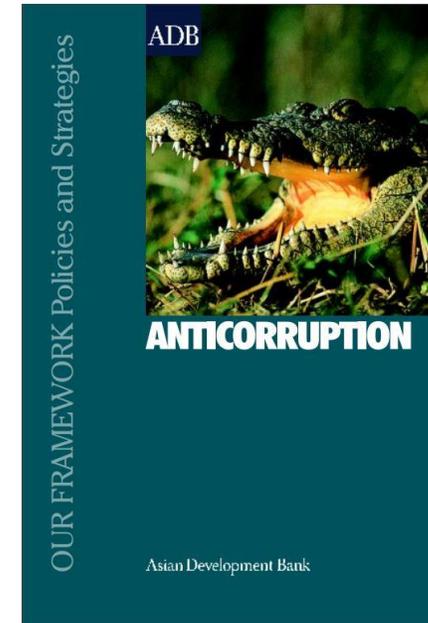
Principles		Outcomes
	Fairness	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	Economy	Using price, quality, and any nonprice attributes to deliver viable projects.
	Efficiency	Ensures procurement processes are proportional to value and 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.

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.



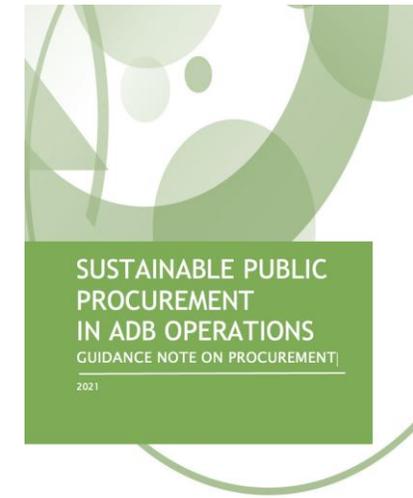
Highest Ethical Standards



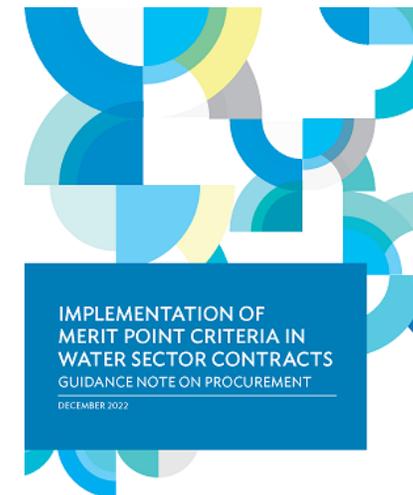
Zero Tolerance

Updates

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



ASIAN DEVELOPMENT BANK



ASIAN DEVELOPMENT BANK



ADB



Consulting Services



Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



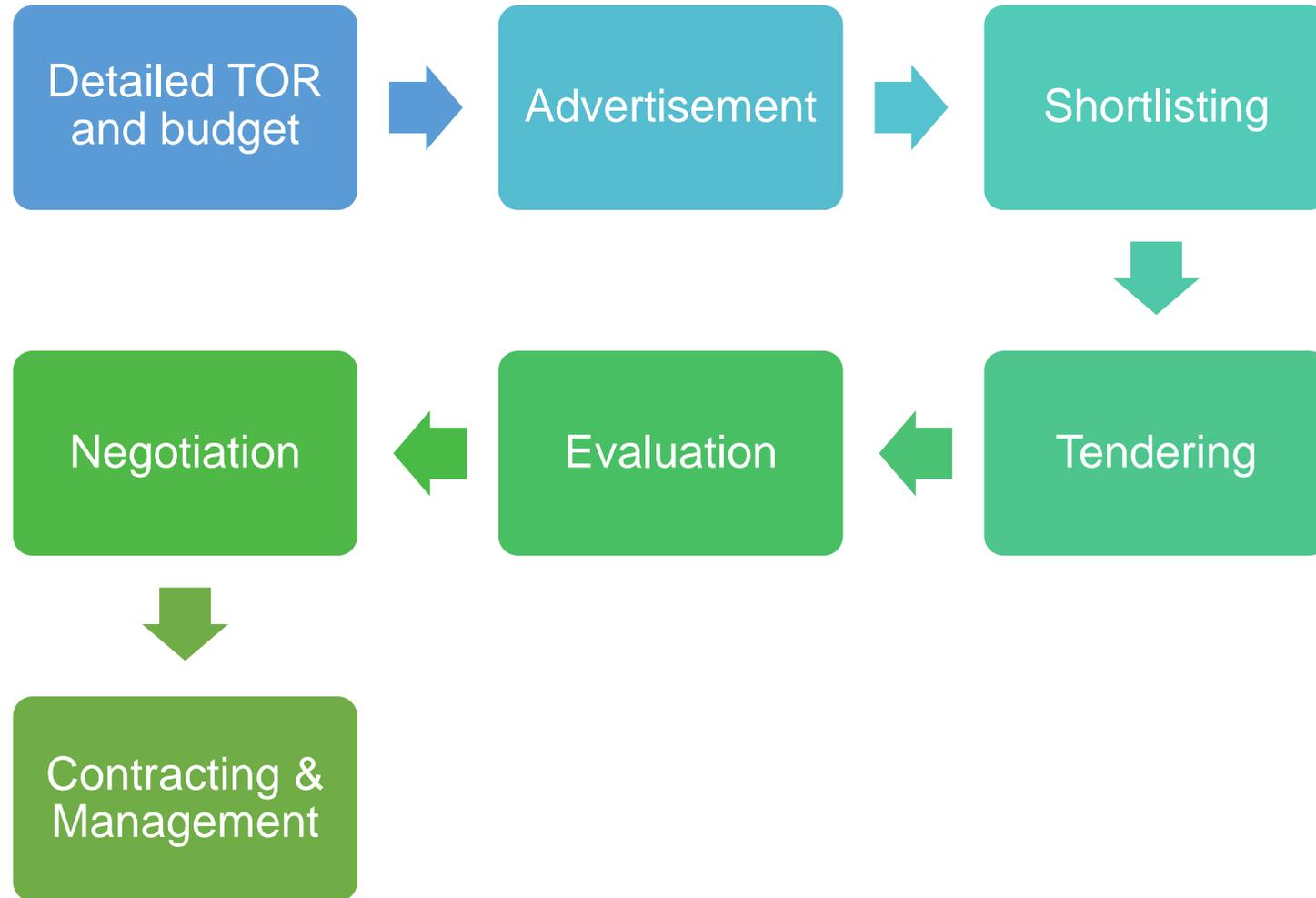
Staff Consultants

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 (pilot)

- 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!**

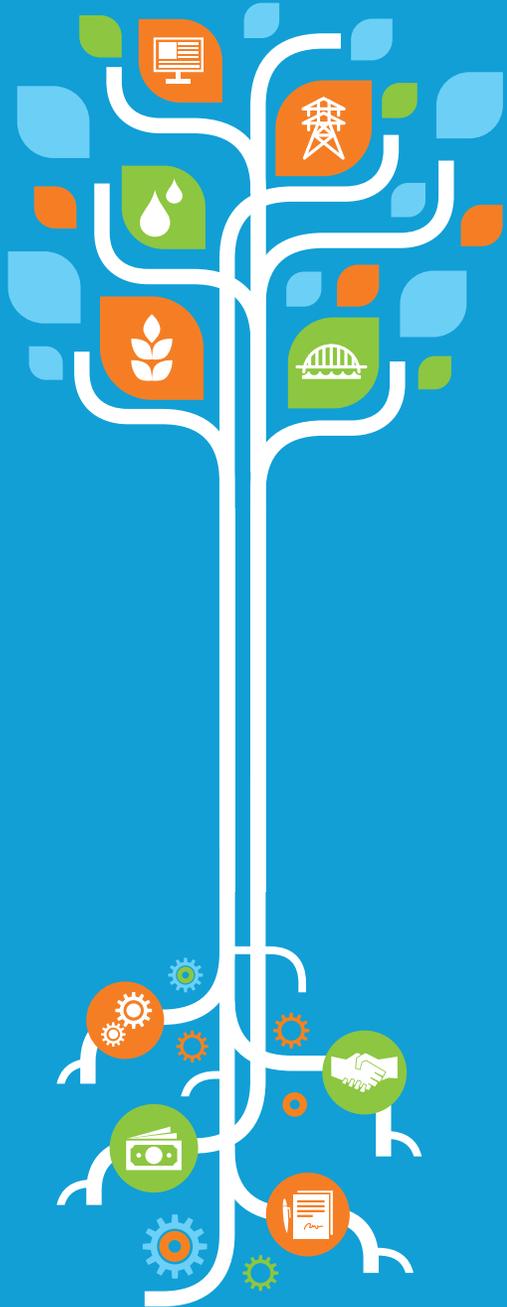
*Check out ADB's new
consultant selection method.*

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!

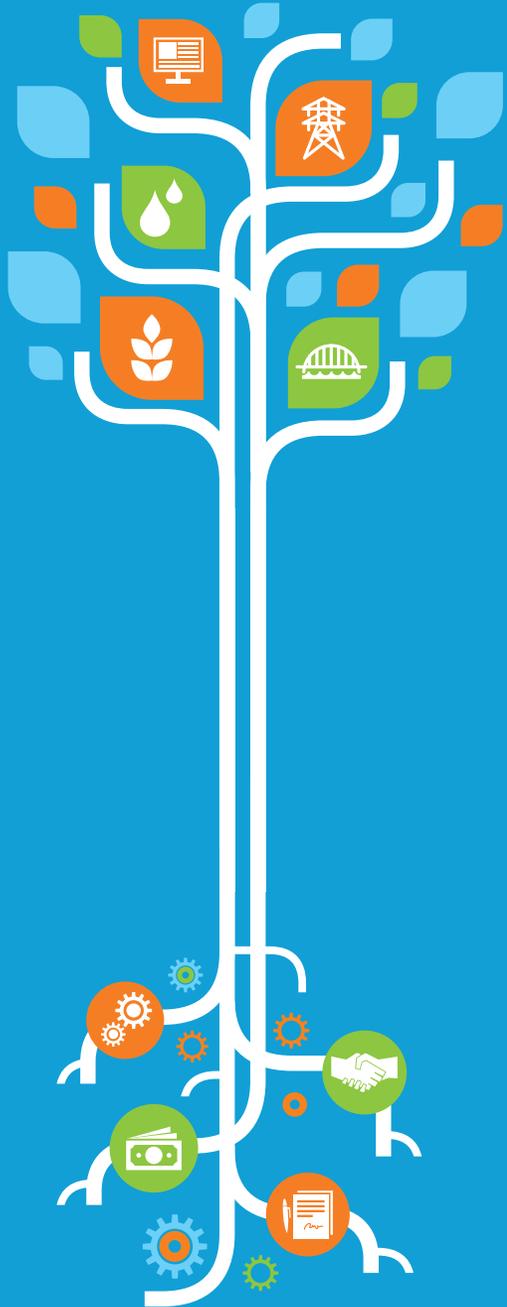
Complaints:

- 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





Finding Information

How to find Information on our Website

The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' link is circled in purple. Below it, the 'Projects & Tenders' link is circled in red. The page also features a search bar and a language dropdown set to 'English'.

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
- 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. →

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

Sector (1) [CLEAR] ▼

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

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

ADB

Invitation for Bids

Date:	30 March 2022
Loan No. and Title:	45296: Davao Public Transport Modernization Project
Contract No. and Title:	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
Deadline for Submission of Bids:	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.

3. Open competitive bidding (international advertisement) will be conducted in

How to find Information on our Website

The screenshot shows the ADB website interface. At the top, the browser address bar displays 'https://www.adb.org'. The navigation menu includes 'News and Events', 'ADB Institute', 'Contact', and 'English'. The main navigation bar features 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', and 'WORK WITH US', with the latter highlighted by a purple oval. A search bar is located to the right of the navigation bar. The main content area is divided into three columns. The left column is a yellow sidebar with two paragraphs of text. The middle column is titled 'CAREERS AND SCHOLARSHIPS' and lists 'What We Look For', 'Career Opportunities', and 'Young Professionals Program'. The right column is titled 'FOR INVESTORS' and lists 'Investor Relations | 日本語', 'ADB Green Bonds', and 'ADB Water Bonds'. Below these columns is a section titled 'INFORMATION ON WORKING WITH ADB FOR...' with three columns of sub-sections. The 'Operational Procurement' link in the 'PROCUREMENT AND OUTREACH' sub-section is highlighted with a red rectangle.

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.

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

INFORMATION ON WORKING WITH ADB FOR...

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PROCUREMENT AND OUTREACH

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

Operational Procurement

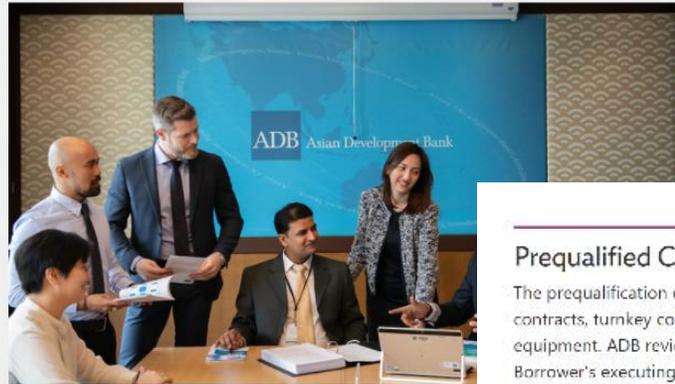
Operations Procurement

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 header features 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 new users. 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



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	
TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 11:59 PM	
TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)	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	
LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS-002 Financial, Administrative, and Technical Support Firm (52173-002)	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
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)	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
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)	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
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)	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
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)	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	
TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	



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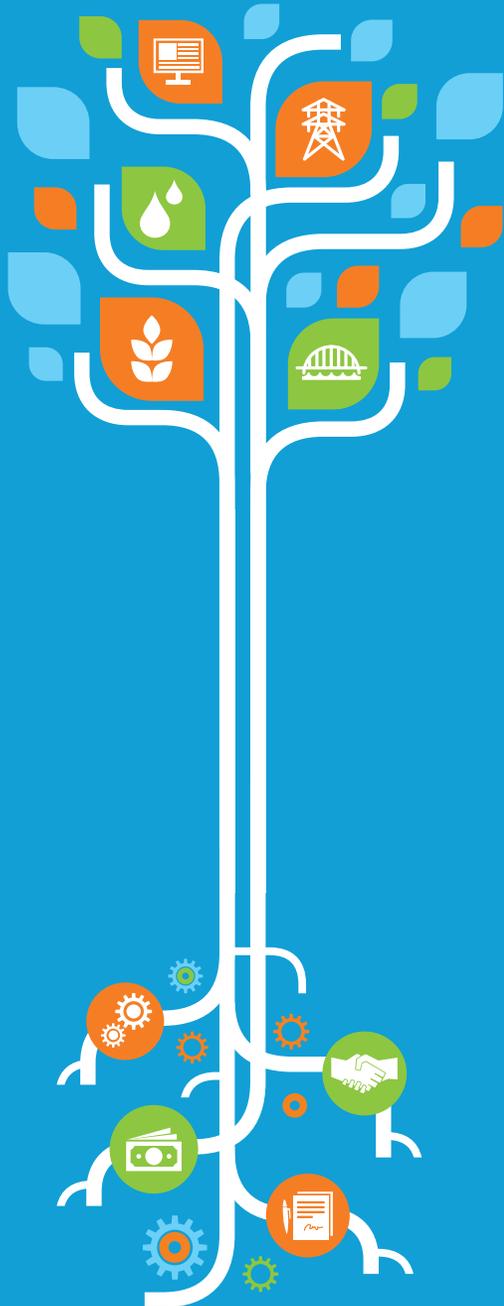
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