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How to Capture Business Opportunities Financed by ADB

4 March 2024

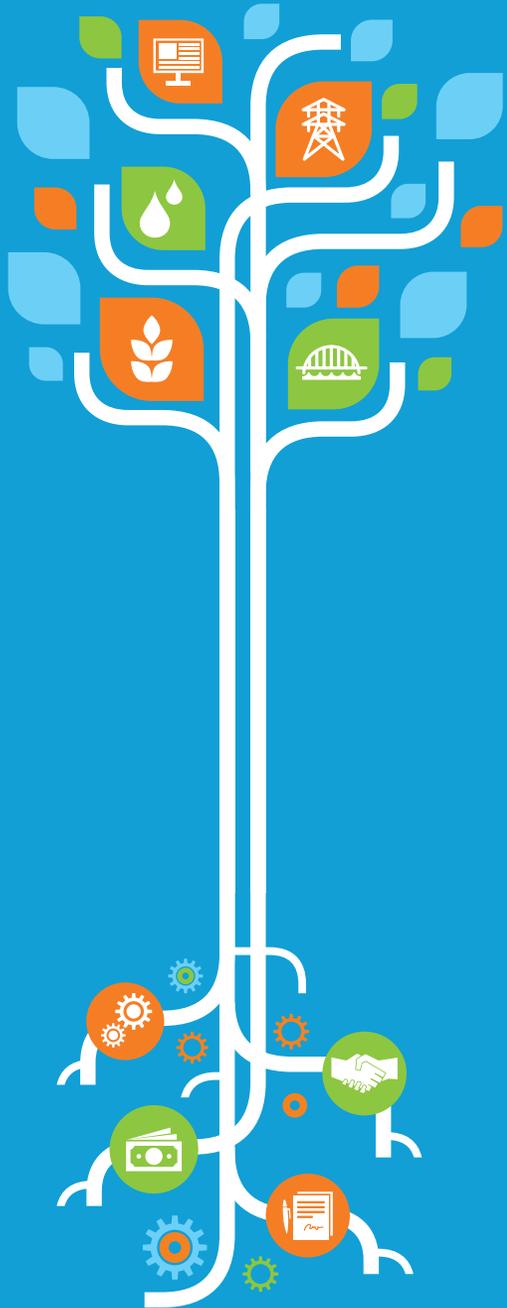
Olivier J. Leonard
Principal Procurement Specialist

Procurement, Portfolio and Financial
Management Department

BUSINESS 
OPPORTUNITIES

Overview

1. ADB Operations
2. Business Opportunities
3. ADB Procurement Framework
4. Bidding Strategies
5. Consulting Services
6. How to find information

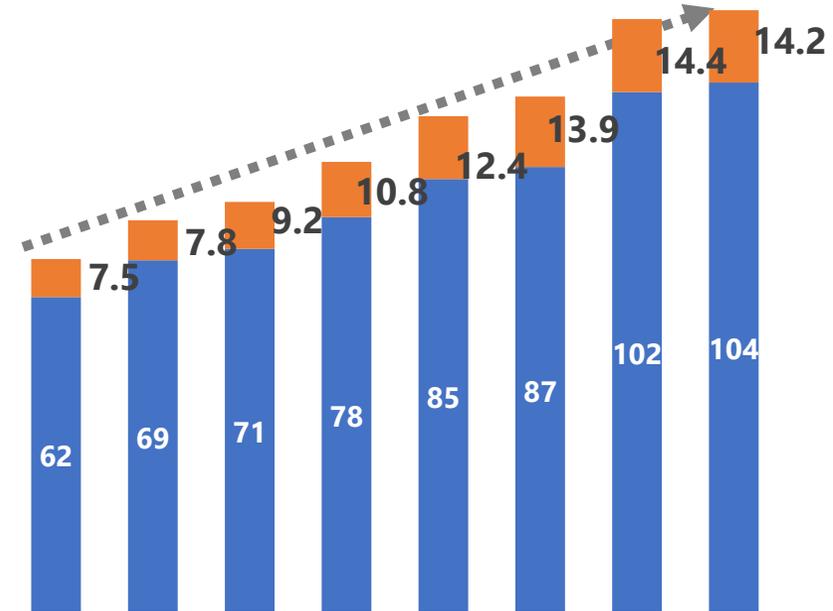


ADB Operations

BUSINESS
OPPORTUNITIES 

Overview of ADB Operations

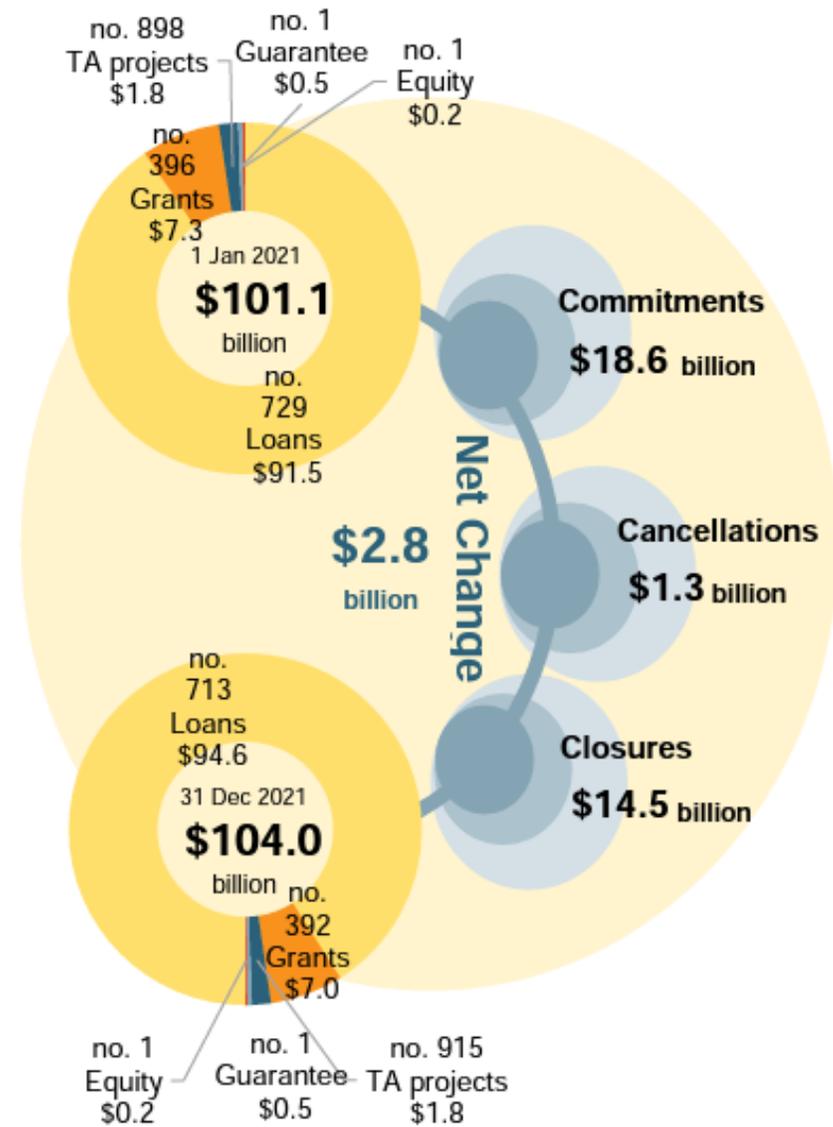
Active portfolio:
\$118.2 billion and growing



2014 2015 2016 2017 2018 2019 2020 2021

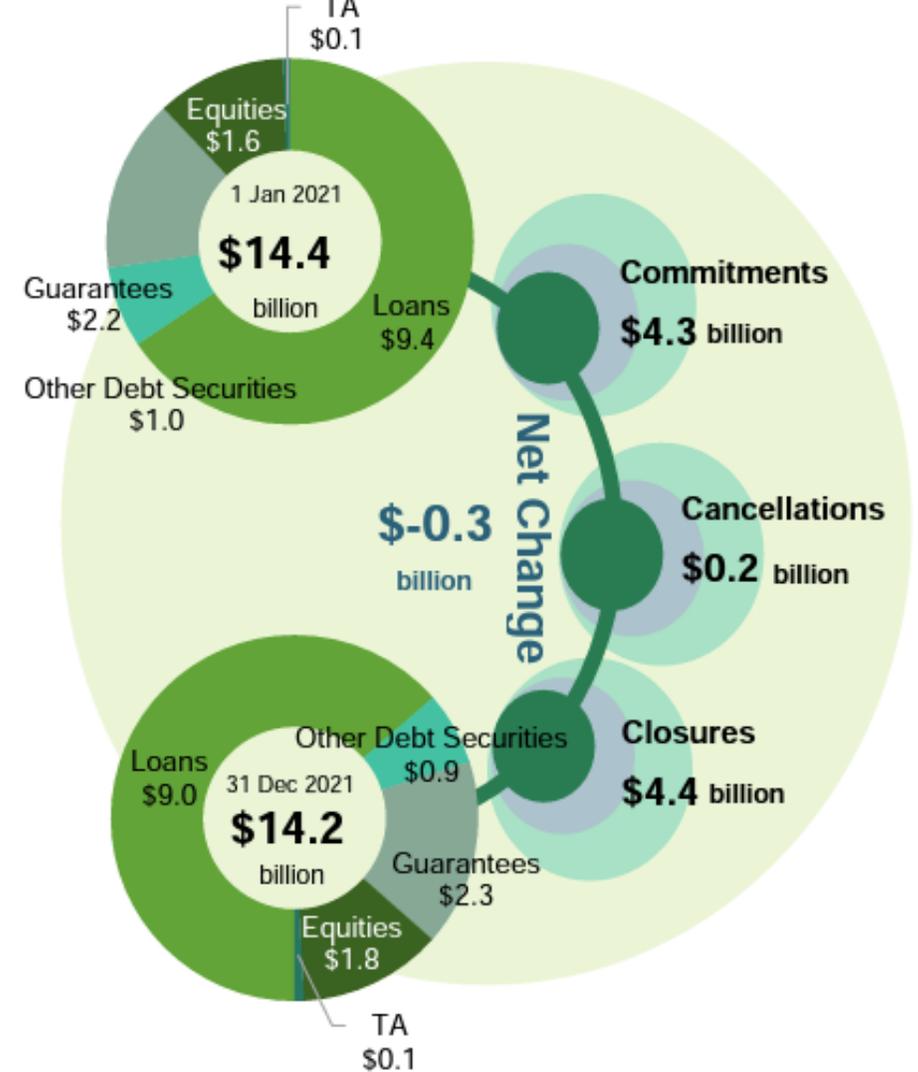
■ Sovereign Portfolio ■ Nonsovereign Portfolio

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



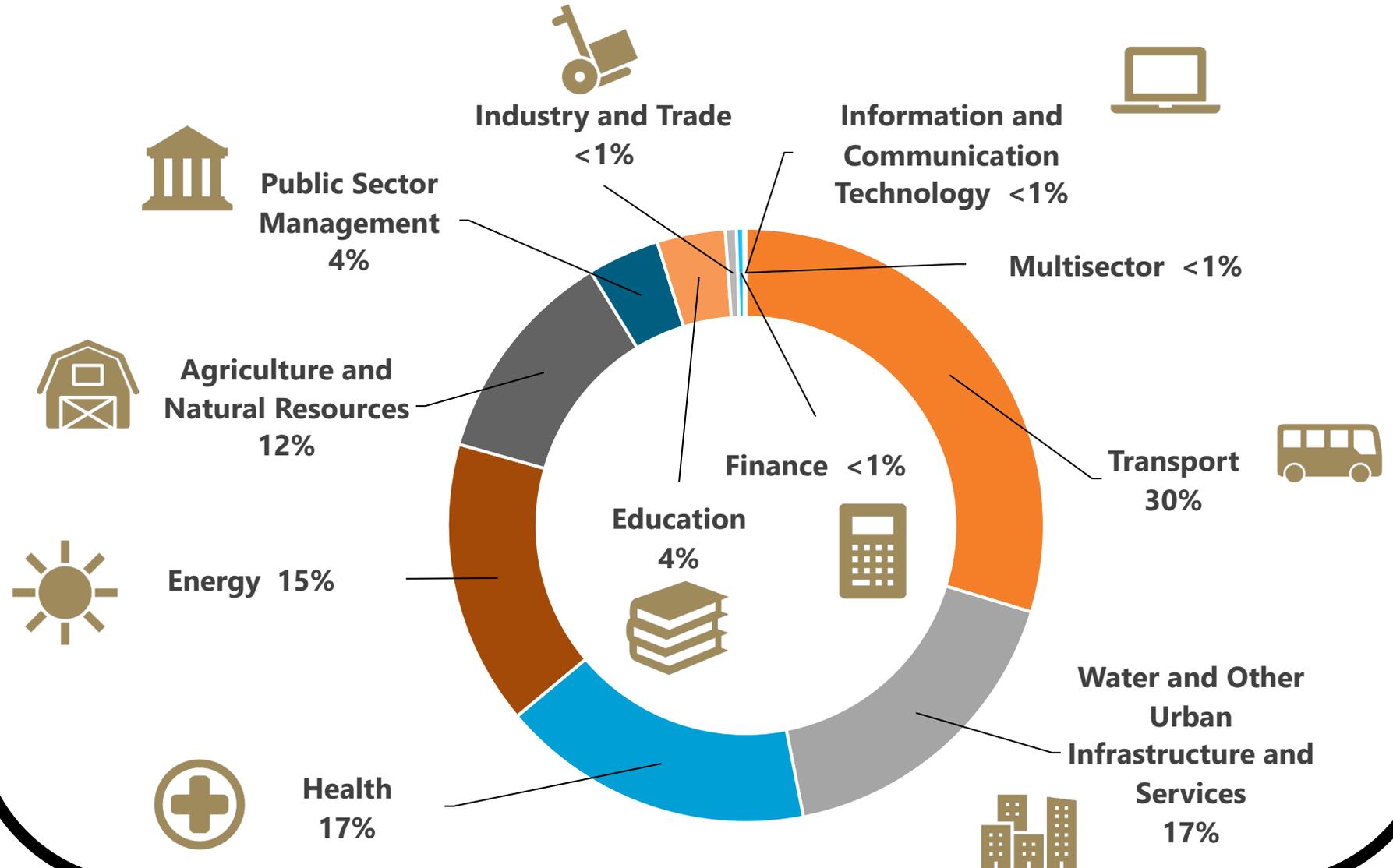
TA = technical assistance.
Source: Asian Development Bank data.

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



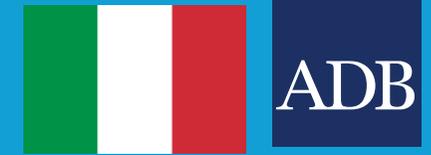
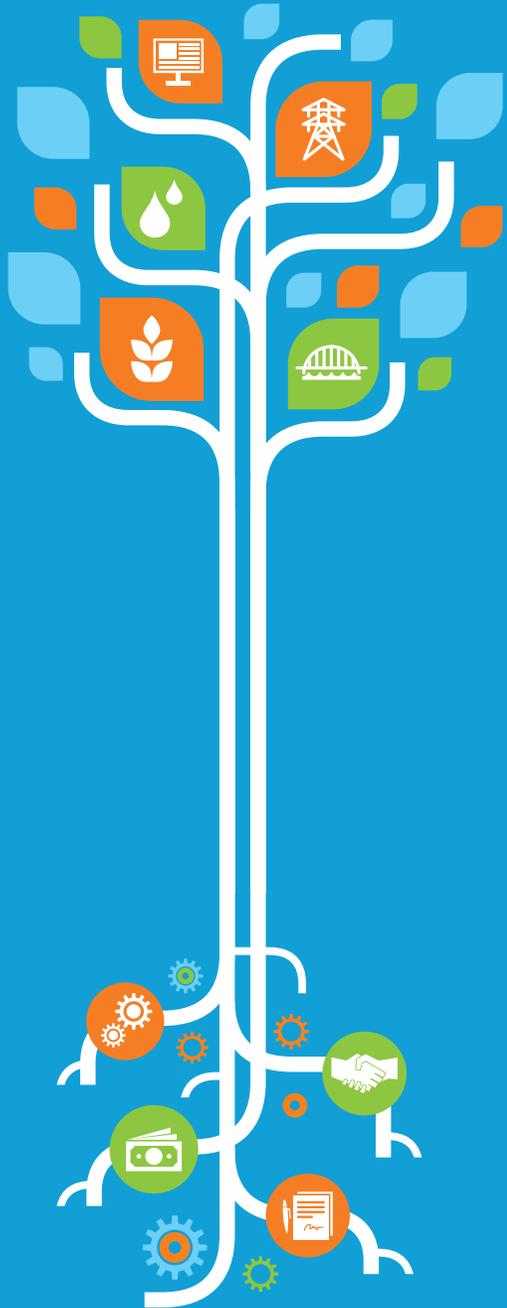
TA = technical assistance.
Notes:
1. Closures include prepayments, repayment, valuations, disposal of equity investments, and expired guarantees.
2. Commitments include \$3.1 million commitments from private sector programs.
3. Numbers may not sum precisely because of rounding.
Source: Asian Development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

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



Active sovereign portfolio by region





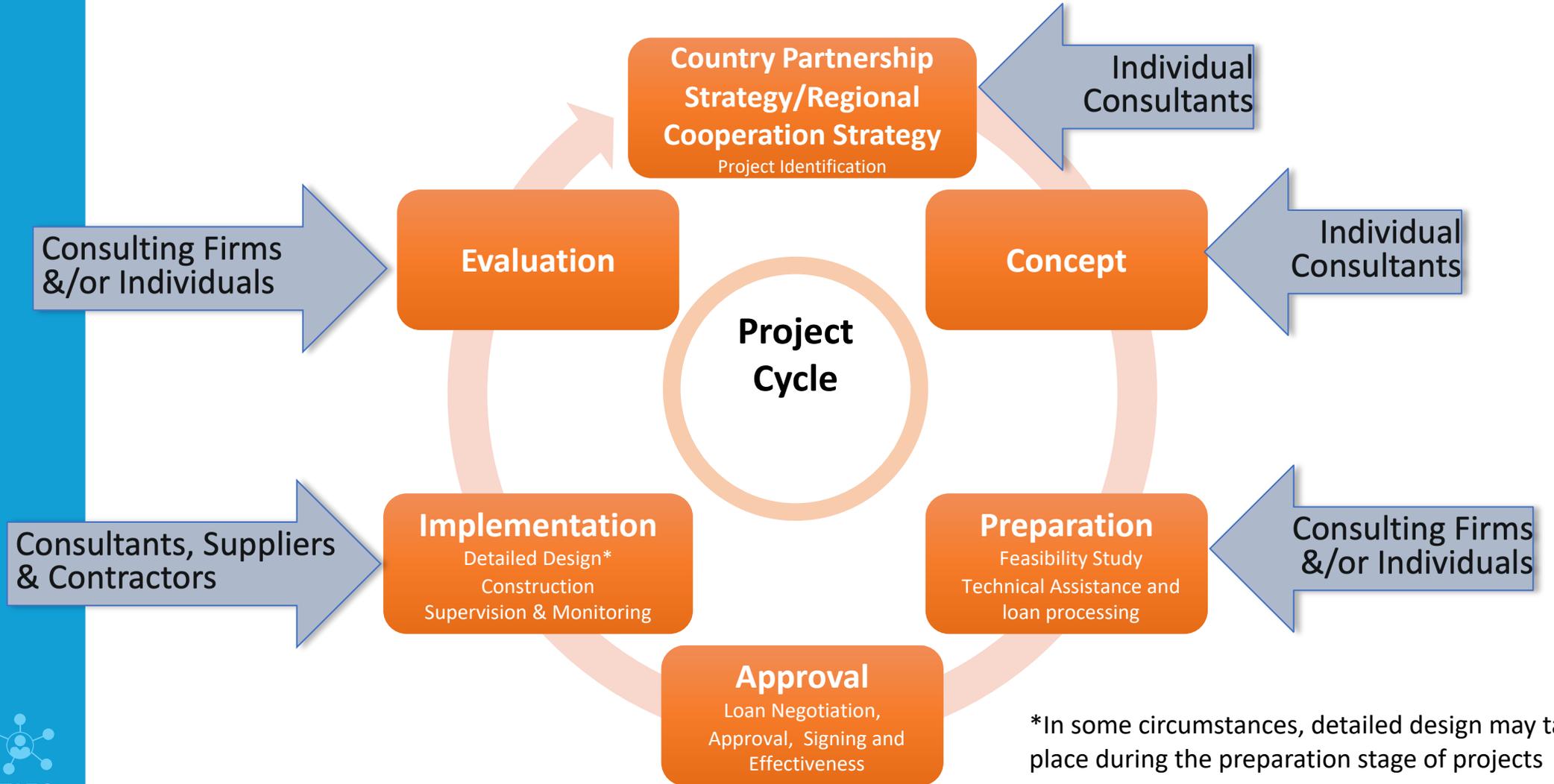
ADB Business Opportunities

BUSINESS OPPORTUNITIES 

Types of business opportunities

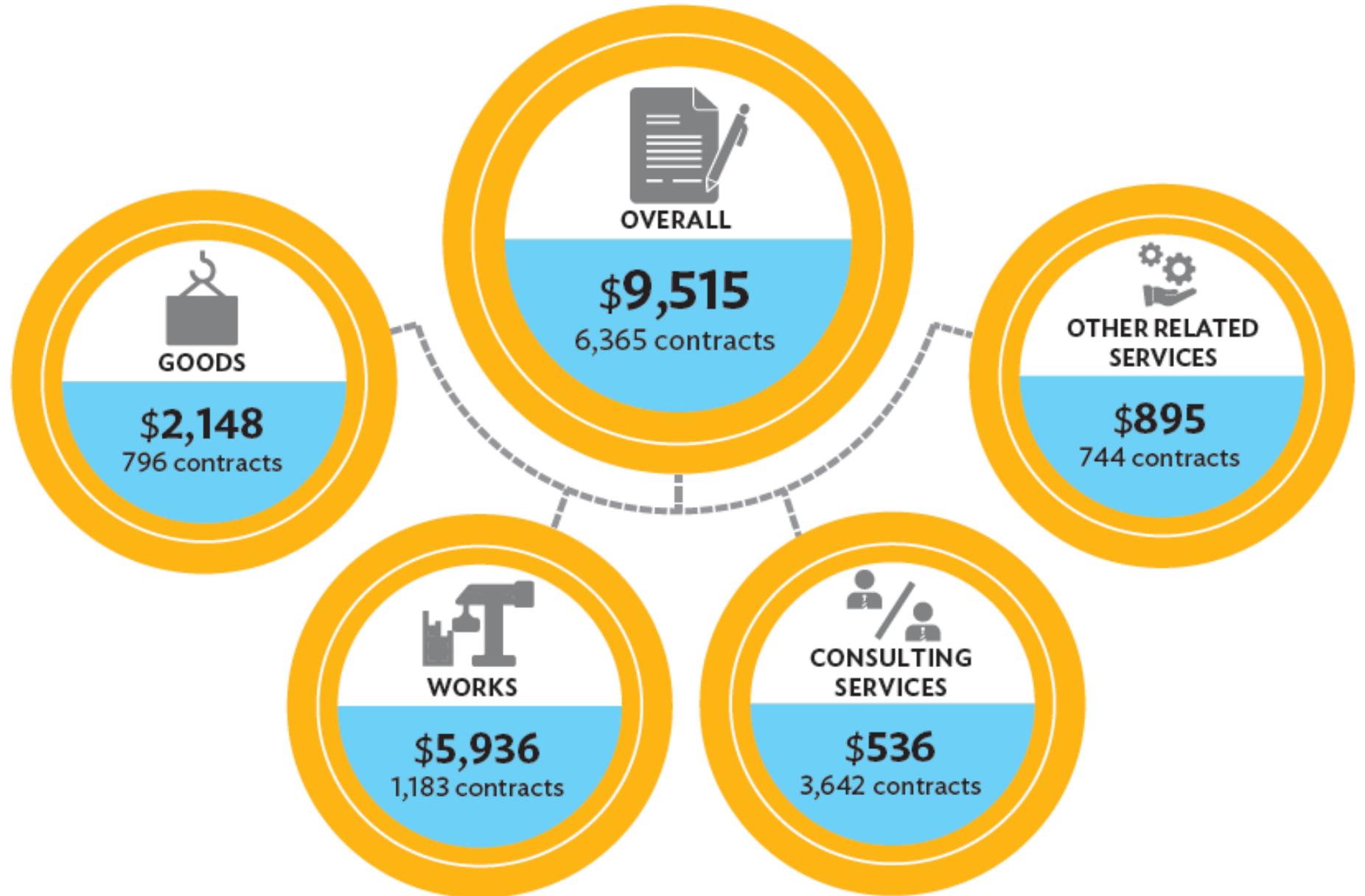
- **Supply of goods**
 - Machinery, equipment, ICT, furniture
- **Civil works**
 - Roads, railways, bridges, irrigation canals, schools, etc.
 - EPC - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- **Consulting services**
 - Project preparation & implementation,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

When is Private Sector engaged in ADB Projects?



Overall Procurement in 2022

ADB



Source: Asian Development Bank, PPFID.

Why Pursue ADB Funded Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors and specializations
Variety of contract sizes, opportunities suitable for SMEs to large multinationals



Billions of \$ worth of business
Availability of funds is assured



Internationally accepted procurement procedures



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

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

Focus on Italy

ADB

Italy's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of Total
2021	-	-
2022	129.20	0.80
Cumulative (as of 31 Dec 2022)	1,595.30	0.65

Item	Consulting Services	
	Amount (\$ million)	% of Total
2021	3.41	0.48
2022	21.29	3.97
Cumulative (as of 31 Dec 2022)	259.93	1.68

Item	Total Procurement	
	Amount (\$ million)	% of Total
2021	3.41	0.02
2022	150.48	0.90
Cumulative (as of 31 Dec 2022)	1,855.23	0.71

Top 5 Contractors/Suppliers from Italy Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2018–31 December 2022

Contractor/Supplier	Sector	Contract Amount (\$ million)
United Nations World Food Programme	ANR	78.38
Food and Agriculture Organization of the United Nations	ANR	46.58
Todini Construzioni Generali S.P.A.	TRA	8.20
Valvitalia S.P.A.	ENE	8.11
Colmar Technik S.P.A.	TRA	2.31
Others		3.86
Total		147.45

ANR = agriculture, natural resources, and rural development; ENE = energy; TRA = transport.

Top 5 Consultants from Italy Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2018–31 December 2022

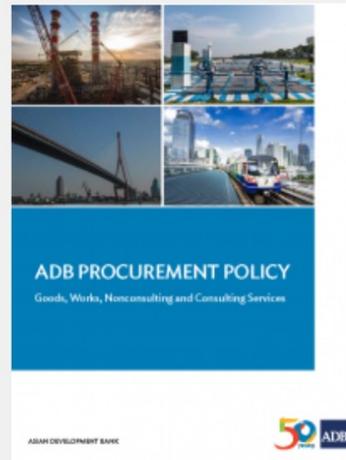
Consultant	Sector	Contract Amount (\$ million)
Bonifica S.P.A. & Renardet S.A. (JV)	TRA	42.53
IRD Engineering S.R.L.	TRA, WUS	10.74
Società Italiana di Monitoraggio	ANR, HLT	6.09
CESI S.P.A.	ENE	5.13
ELC Electroconsult S.P.A.	ENE	4.81
Individual Consultants		6.66
Others		13.23
Total		89.19



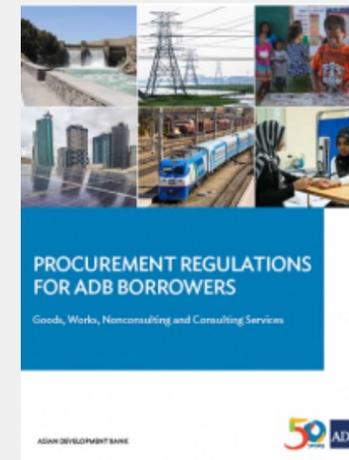
ADB Procurement Framework

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

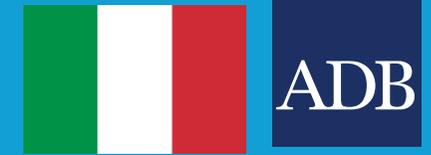
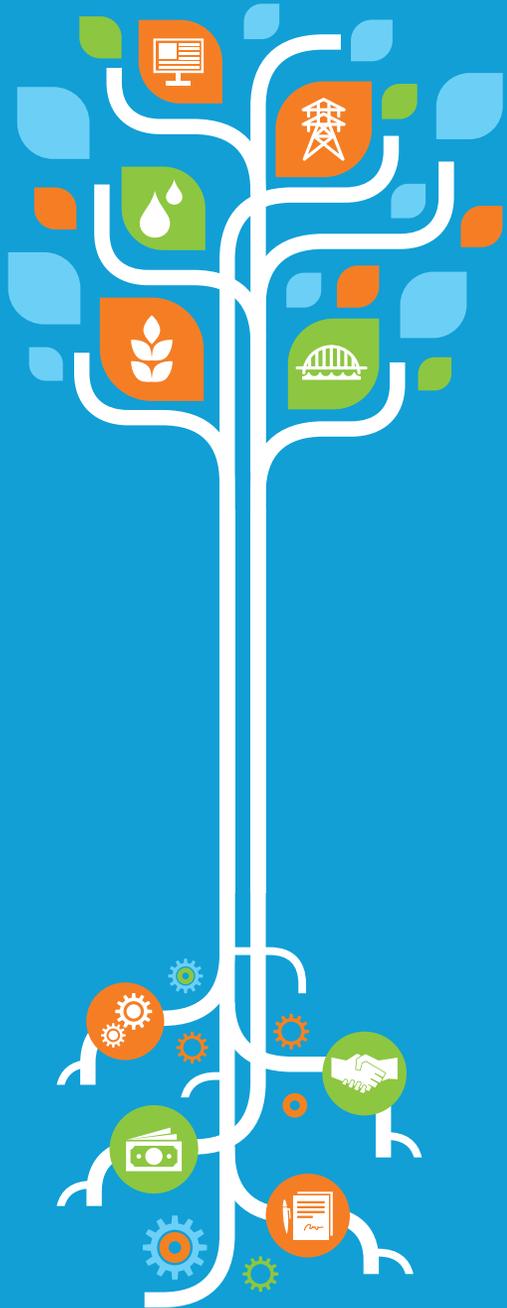


Procurement Regulations for ADB Borrowers

Bank's Role in Sovereign Procurement

- Reviews the borrower's procurement procedures, documents, bid evaluations, award recommendations, and contracts to ensure that the procurement process is consistent with the Procurement Policy and Procurement Regulations for Borrowers.
- Other than for some TA activities, does not perform an evaluation function of bids or proposals submitted to borrowers to support ADB funded projects.

Bank	Executing Agency (EA)	Implementing Agency (IA)
<ul style="list-style-type: none"> Ensures procurement is carried out per agreed procedures Prior or post review of procurement transactions 	<ul style="list-style-type: none"> Entity that signs ADB loan or grant for a project Typically, MoF who may also perform implementation function 	<ul style="list-style-type: none"> Sector or municipal agency responsible for project implementation Invite and evaluate bids, sign and manage contracts, monitor and evaluate performance



Bidding Strategies

BUSINESS OPPORTUNITIES 

Preparing a Bid

- **Understand** the country, project, and client requirements
- Collect relevant business intelligence – **network!**
- Engage partnership with firms likely to be shortlisted, involve in-country partners where possible, consider joint ventures
- Cite relevant technical and regional experience similar to the project – the more significant and similar the better
- Attend pre-bid meeting and site visits - if indicated in the bidding documents
- Fully address all the requirements
- Emphasize your methodology for delivery – innovate if you can
- Propose a strong project manager and experienced experts
- Don't deviate from standard bidding document forms and conditions
- Conditions or qualifications can lead to rejection

Preparing a Bid (cont'd)

- If in doubt, get official clarification - if any provision of the bidding document is unclear seek clarification from the purchasing agency
- Carefully review qualification and evaluation criteria and use these to help writing the content and detail of your bid
- Submit a professional proposal that is:
 - comprehensive (covers all information requested)
 - includes all supporting documents
 - signed by an authorized individual
 - submitted before the deadline
- Focus on **performance and reputation** for successful work
- Be ready for possible bid **extensions** or amendments

Common Mistakes in Preparing Bids

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, bid envelopes not properly marked, lack of supporting documents (e.g., JV agreement, test reports, audited financial statements, performance certificates)

Failure to disclose conflict of interest e.g., employees from EA included in a proposal

Integrity violations in the bidding process

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:

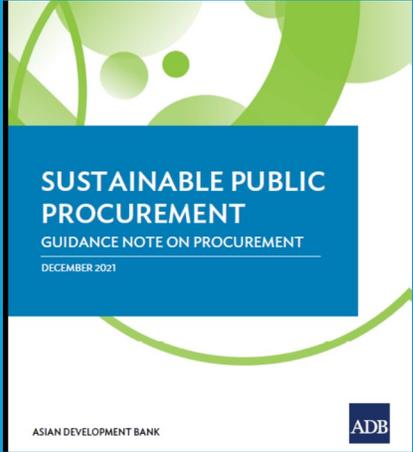
- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

How to report fraud:

- www.adb.org/site/integrity/how-to-report-fraud

Sustainable Procurement

- Borrowers are encouraged to apply sustainable procurement to achieve value for money and support quality outcomes.
- SP is integration of economic development, social development, environmental protection, and quality institutional governance.
- We design sustainability targets in our project concept and appraisal documents
- In procurement, we start to consider sustainability principles as part of Strategic Procurement Planning process (PPSD).
- We add SP targets in the bidding documents – specifications, evaluation criteria
- We evaluate SP targets when we receive bids
- We monitor achievement of SP targets during contract implementation



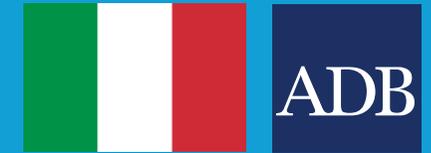
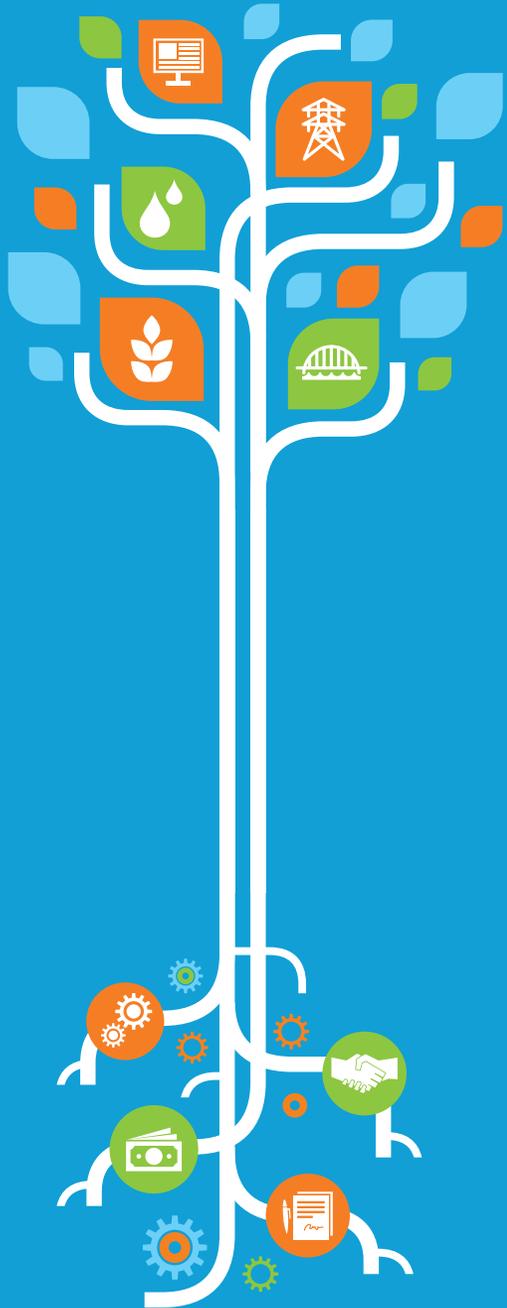
SUSTAINABLE PUBLIC
PROCUREMENT

GUIDANCE NOTE ON PROCUREMENT

DECEMBER 2021

ASIAN DEVELOPMENT BANK

ADB



Consulting Services

BUSINESS OPPORTUNITIES 

Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



Staff Consultants

ADB staffing budget

Recruitment may be national or international

- Internationals may be for any ADB member country (global if eligibility restriction waived)
- A firm is national if legally incorporated in the DMC
- An individual is national if a citizen of the DMC

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 with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
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.

CMS SYSTEM UPDATE

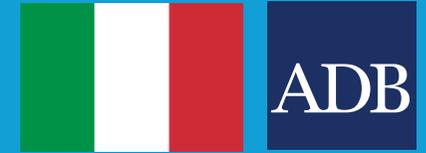
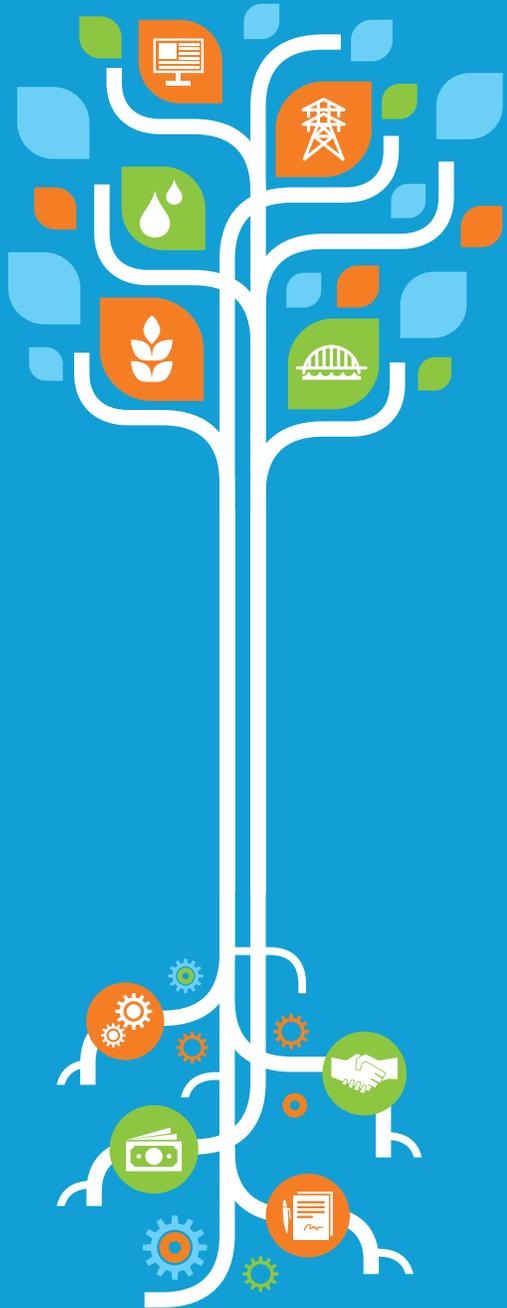
Dear CMS Users,

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.

CMS Team

NOTE: CMS undergoes weekly maintenance activities from



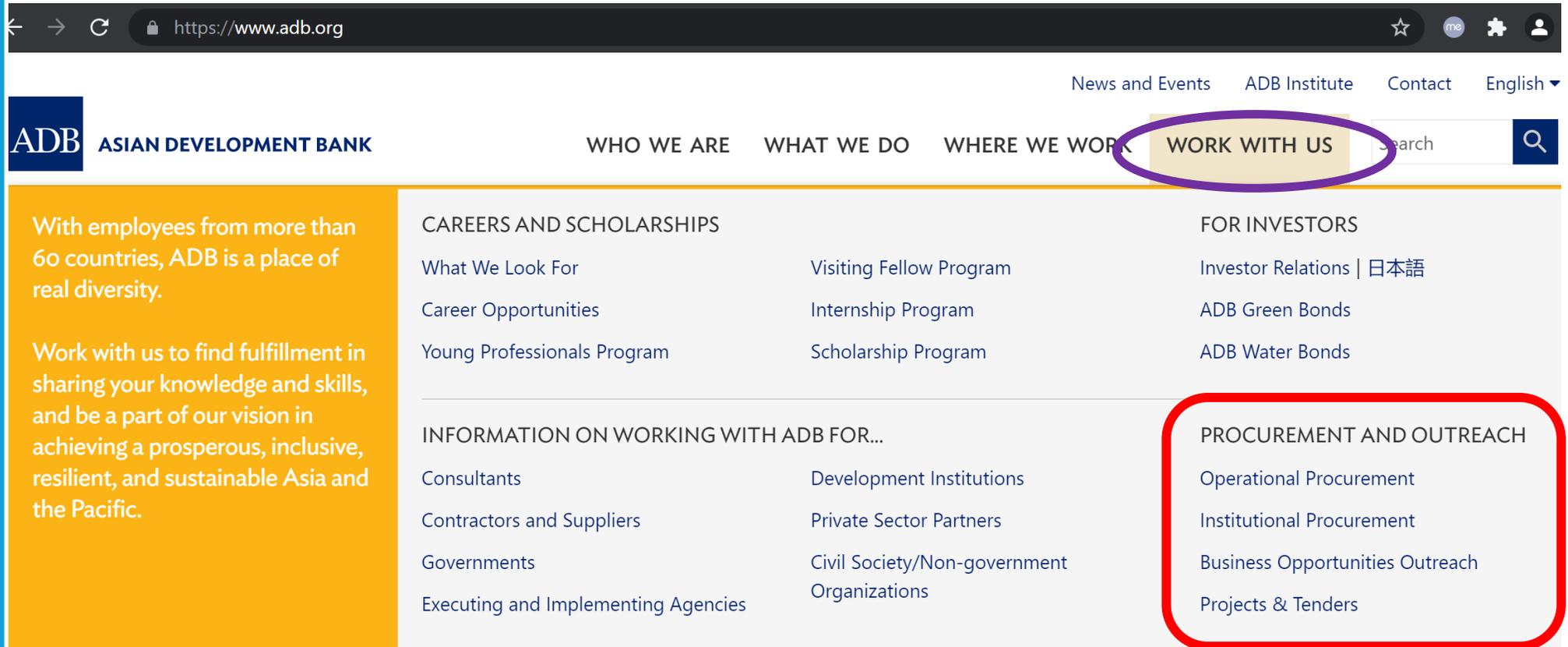
Finding Information

BUSINESS OPPORTUNITIES 

Identifying Opportunities for Contracts with Project Executing Agencies and ADB

- Country partnership strategies/framework
- Country operations business plans
- 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
- Corporate procurement notices

How to Find Information on our Website



The screenshot shows the ADB website with the following elements:

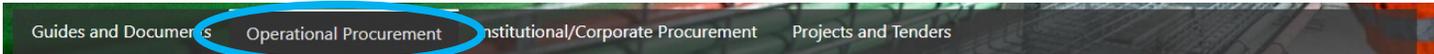
- Browser Address Bar:** <https://www.adb.org>
- Top Navigation:** News and Events, ADB Institute, Contact, English
- Main Navigation:** WHO WE ARE, WHAT WE DO, WHERE WE WORK, **WORK WITH US** (circled in purple), Search
- Left Column (Yellow background):**
 - With employees from more than 60 countries, 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.
- Center Column:**
 - 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
- Right Column (Red border):**
 - PROCUREMENT AND OUTREACH**
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders

Business Center - www.adb.org/business

Procurement - www.adb.org/business/operational-procurement



Operational Procurement



Work with Us > Business Center > 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 extends loans and provides technical assistance to its developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.

<https://www.adb.org/business/operational-procurement/goods-services>



Advance Action

If requested by the borrower, ADB is prepared, in urgent cases, to authorize procurement prior to loan approval. This is particularly when early contracting of goods or works would be crucial for timely completion of the project or when substantial financial benefits would accrue.

Cor
ADB
cont
and

In such cases, ADB will approve the draft prequalification or bidding documents before they are issued and ensure that requirements for public advertising and notification of bid invitation be followed.

ADB's approval of such advance procurement is with the explicit understanding that it does not commit ADB to approve the project and loan, and that future ADB financing depends on compliance with ADB's procedural requirements.

[All Advance Notices](#) [Archive](#)

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](#)

- Procurement Plan
- Advance Action
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures



BUSINESS OPPORTUNITIES

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 Plan

Appendix A - PROCUREMENT PLAN

Basic Data

Project Name: South Commuter Railway Project (Facility)		
Project Number: 52220-001	Approval Number:	
Country: Philippines	Executing Agency: Department of Transportation	
Project Procurement Classification: A	Implementing Agency: N/A	
Project Procurement Risk: High	Project Closing Date: 31 December 2028	
Project Financing Amount: US\$6,395,200,000	Date of First Procurement Plan: 1 March 2022	
ADB Financing: US\$4,300,000,000	Date of this Procurement Plan: 1 March 2022	
Cofinancing (ADB Administered):		
Non-ADB Financing: US\$1,670,000,000		
Procurement Plan Duration (in months): 18	Advance Contracting: Yes	e-GP: 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		

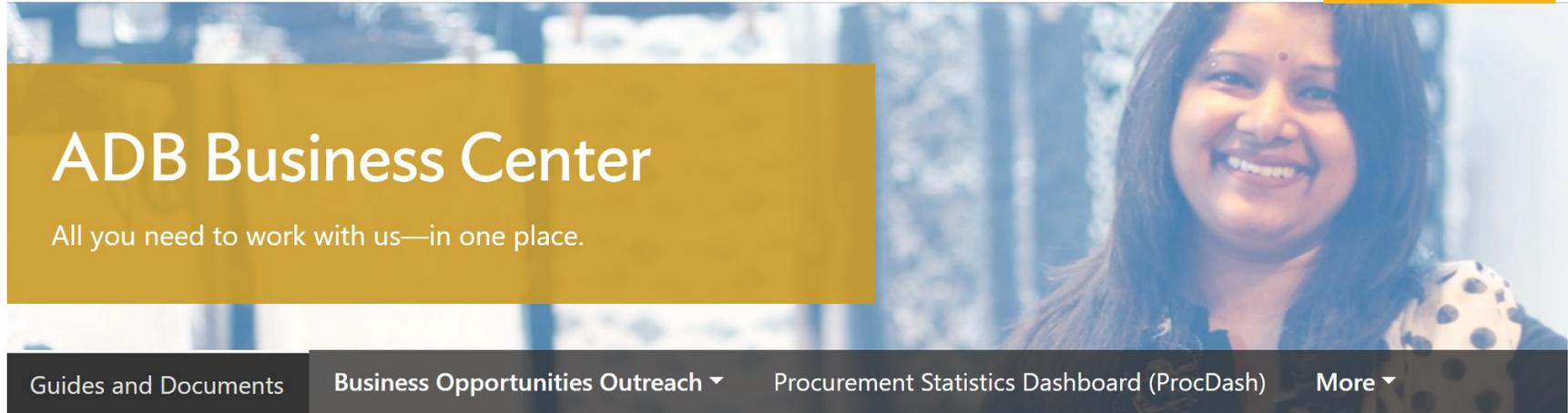
B. Lists of Active Procurement Packages (Contracts)

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	



Business Center - www.adb.org/business



ADB Business Center

All you need to work with us—in one place.

Guides and Documents | Business Opportunities Outreach ▾ | Procurement Statistics Dashboard (ProcDash) | More ▾

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

Working with ADB

- Information for...
 - Consultants**
 - Contractors and suppliers
 - Governments

How-Tos

How can I become an individual ADB consultant? →

How can my company consult for ADB? →

How can I become an ADB transaction advisory services consultant? →

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



Consulting Services Recruitment Notices (CSRN)

Refine by [Clear All](#)

[COVID-19 Related Assignment](#)

[Consultant Type](#)

[Eligibility of Consultant Country](#)

[Engagement Period](#)

[Country](#)

[Sector](#)

[Engagement Type](#)

[Consultant Source](#)

[Budget Amount](#)

Search by Expertise

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
LOAN 51132-002 GEO: Sustainable Water Supply and Sanitation Sector Development Program - CS-1 Construction Supervision Consultant - Telavi Water Supply Project	Supervision Consultant	Firm	17	27-Aug-2020	25-Sep-2020 11:59 PM	
LOAN 53118-001 GEO: Livable Cities Investment Project for Balanced Regional Development - LCIP/QCBS/01-2020 Supervision of Civil Works under the Project – Construction of Kindergartens and Sport Complexes in different regions of Georgia	supervision of civil works	Firm	24	18-Aug-2020	16-Sep-2020 11:59 PM	
LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-03 Health, Safety, Environment and Social Advisor (International Position) (51257-001)	Health, Safety, Environment and Social Advisor	Individual	18	03-Sep-2020	09-Sep-2020 11:59 PM	
LOAN-3803 GEO: North-South Corridor (Kvesheti-Kobi) Road Project - KKR/CS/ICS-02 National Health and Safety Specialist (51257-001)	Health and Safety Specialist	Individual	12	03-Sep-2020	09-Sep-2020 11:59 PM	
TA-9624 REG: FCAS Specialist (52050-001)	FCAS Specialist	Individual	2.7	01-Sep-2020	07-Sep-2020 11:59 PM	

ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year

2020

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

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



USERS

external and internal



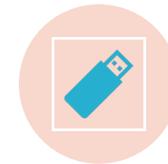
COVERAGE

past 5 years



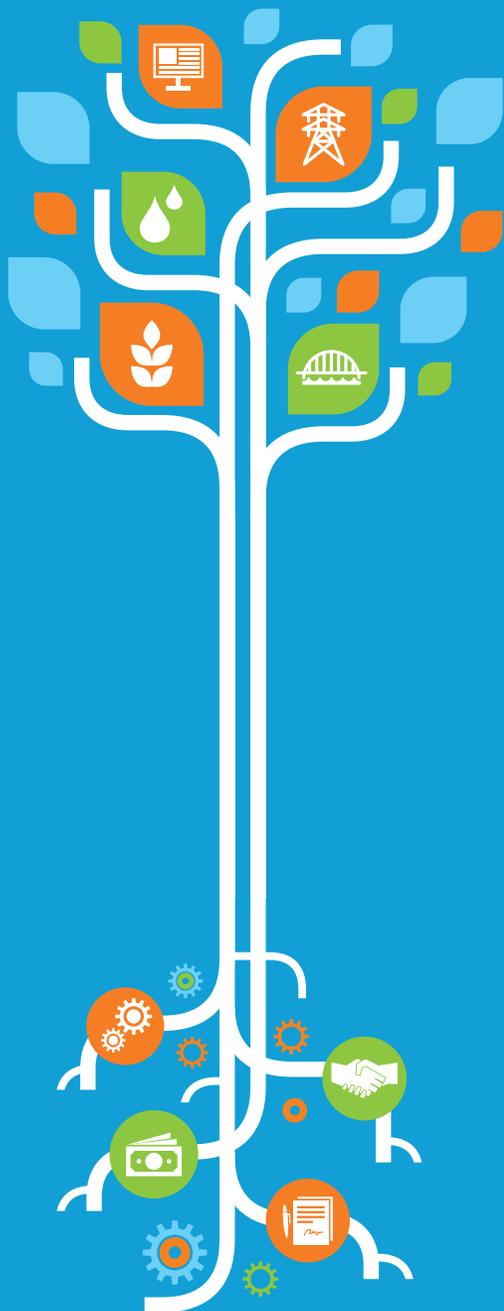
INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options



For more information: 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/>

Contact: Olivier J. Leonard oleonard@adb.org