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# Lao PDR Portfolio and Country Programming

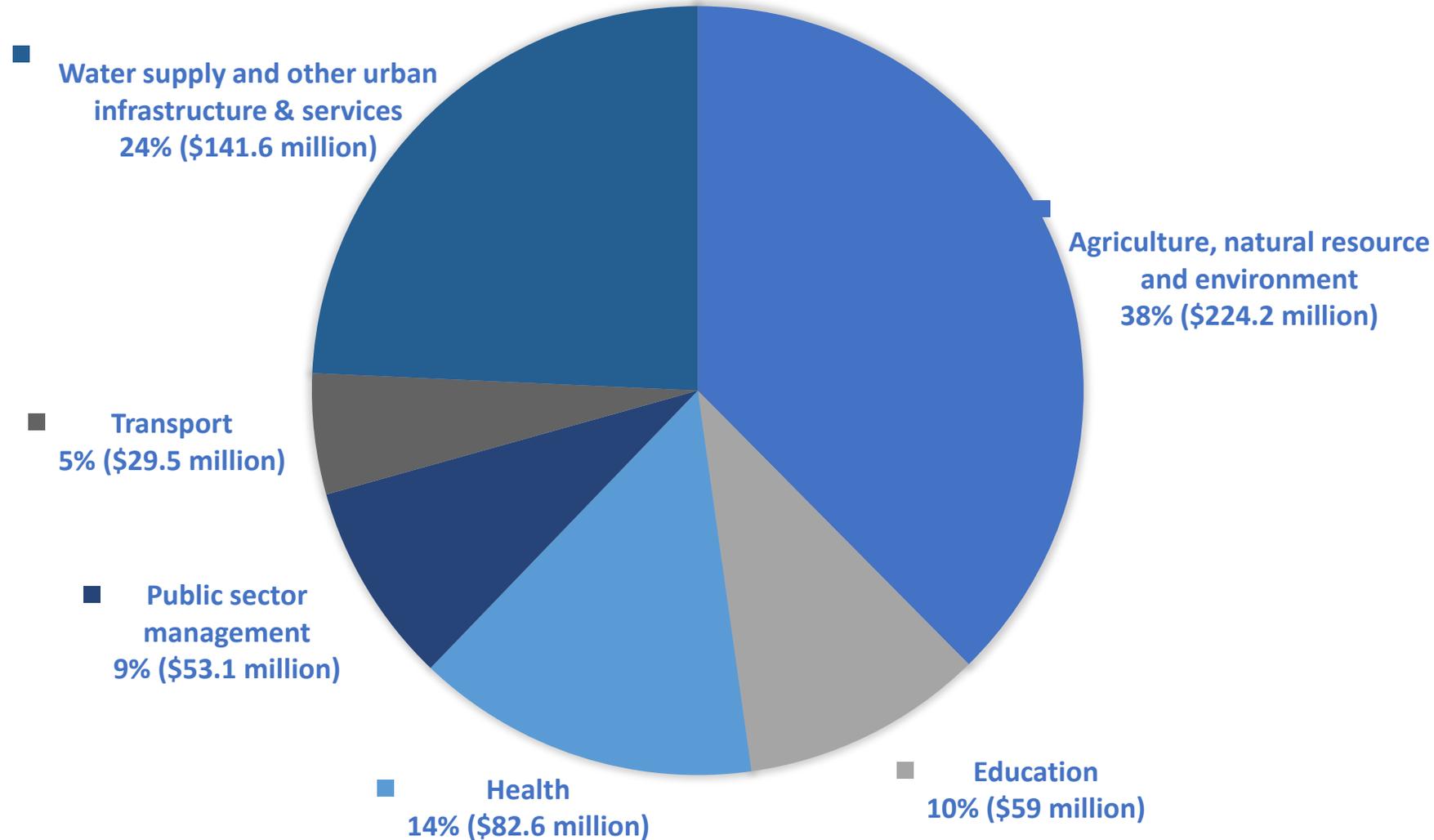
**Business Opportunity Seminar**

**Vientiane Capital**

**6 March 2024**



# ADB Indicative Sovereign Portfolio in Lao PDR (Loans and Grants) for 2024–2026



*The indicative sovereign portfolio for the Country Partnership Strategy (CPS) 2024–2028 includes 19 projects across 6 sectors worth approximately \$594.2 million.*

# New Approved Programs in 2023

Project Name	ADB COL (\$ mil)	ADB Thematic Grants (\$ mil)	Cofinancing (\$mil)
<b>2023 Approved Projects</b>			
1. Urban Environmental Improvement Investment Project	35.0	10.0	
2. Improving the Quality of Healthcare Project	45.0		
3. Flood and Drought Mitigation and Management Sector Project	30.0	1.5	0.5
4. Sustainable Rural Infrastructure and Watershed Management Sector Project - Additional Financing		10	
<b>Total</b>	<b>110.0</b>	<b>21.5</b>	<b>0.5</b>

\* Effective Dec 2018 but delay in procuring goods and works

# Upcoming Pipeline Programs 2024

Project Name	ADB COL (\$ mil)	ADB Thematic Grants (\$ mil)	Cofinancing (\$mil)
<b>2024 Firm</b>			
1. Water Supply and Sanitation Improvement Sector Project	48.3		2.0
2. Greater Mekong Subregion Border Areas Health Project	20.0	5.0	
3. Sustainable Agrifood Systems Sector Project	30.0		30.0
4. Domestic Resource Mobilization Modernization Project	25.0		
5. Building Resilience and Reducing Rural Poverty Project	20.0	6.0	
<b>Total</b>	<b>143.3</b>	<b>11.0</b>	<b>32.0</b>
<b>2024 Standby</b>			
1. Greater Mekong Subregion Cross-Border Livestock Health and Value Chains Improvement Project	30.0	12.0	0.9
2. Skills Enhancement for Inclusive Economic Development	30.0		3.0
<b>Total</b>	<b>60.0</b>	<b>12.0</b>	<b>3.9</b>

# Upcoming Pipeline Programs 2025-2026

Project Name	ADB COL (\$ mil)	ADB Thematic Grants (\$ mil)	Cofinancing (\$mil)
<b>2025 Firm</b>			
1. Skills Enhancement for Inclusive Economic Development	30.0		2.0
2. Sustainable Transport Network Improvement for Rural Development Project	30.0		40.0
3. Primary Health Care Strengthening Project	30.0		
4. Responsible Forest Sector Project	30.0		
<b>Total</b>	<b>120.0</b>		<b>42.0</b>
<b>2026 Firm</b>			
1. Education Investment Project	30.0		
2. GMS Smart and Sustainable Tourism Infrastructure for Inclusive Growth	20.0		
<b>Total</b>	<b>50.0</b>		
<b>2026 Standby</b>			
1. Urban Environment Improvement Investment Project (Phase 2)	30.0		
2. Health Security Project Phase II	30.0		
3. Agrifood Systems Project II	30.0		
<b>Total</b>	<b>90.0</b>		

# What Business Opportunities are available in the next 18 months

## 1. Urban Environmental Improvement Investment Project

Package Name	Types	Procurement Method	Cost Estimate (\$ million)	Estimated date of IFB
1. PCU and PIU Vehicles	Goods	OCB – National	0.21	Q2/2024
2. Luang Prabang Solid Waste Management Improvements	Works	OCB – International	8.42	Q2/2025
3. Waste Management Equipment <i>Lot 1: landfill maintenance heavy vehicles</i> <i>Lot 2: fecal sludge and solid waste collection trucks</i> <i>Lot 3: landfill materials recovery vehicle.</i>	Works	OCB – National	1.65 <i>Lot 1: 0.50</i> <i>Lot 2: 1.10</i> <i>Lot 3: 0.05</i>	Q2/2025
4. Household and commercial wastebins	Goods	OCB – National	0.69	Q2/2025
<b>Total Estimates:</b>			<b>10.97</b>	

# What Business Opportunities are available in the next 18 months

## 2. Improving the Quality of Healthcare Project

Package Name	Types	Procurement Method	Cost Estimate (\$ million)	Estimated date of IFB
1. Upgrade of PMU building	Goods	OCB – National	0.13	Q1/2024
2. Procurement of Various vehicles (pick-ups, jeeps, and minibuses)	Goods	OCB – International	0.97	Q1/2024
3. Simulation equipment for Vientiane capital, Oudomxai, Xiangkhouang, Louangphabang, Savannakhet and Champasak province	Goods	OCB – National	1.63	Q1/2024
4. Upgrade or Replacement of district hospitals <i>Lot 1: Savannakhet</i> <i>Lot 2: Salavan</i> <i>Lot 3: Champasak</i>	Works	OCB – National	1.87 <i>Lot 1: 0.29</i> <i>Lot 2: 0.99</i> <i>Lot 3: 0.59</i>	Q2/2024
5. Upgrade or replacement of district hospitals <i>Lot 1: Louangphabang</i> <i>Lot 2: Xaignabouli</i>	Works	OCB – National	2.27 <i>Lot 1: 1.28</i> <i>Lot 2: 0.99</i>	Q2/2024
6. Medical equipment for provincial hospitals in Oudomxai, Louangphabang, and Savannakhet	Works	OCB – National	1.12	Q2/2024
7. Teaching or office equipment for Oudomxai, Louangphabang, Xiangkhouang, Savannakhet and Champasak province	Goods	OCB – National	0.10	Q3/2-24
8. Upgrade of provincial hospitals <i>Lot 1: Oudomxai</i> <i>Lot 2: Louangphabang</i> <i>Lot 3: Savannakhet</i>	Works	OCB – National	2.07 <i>Lot 1: 0.69</i> <i>Lot 2: 0.69</i> <i>Lot 3: 0.69</i>	Q4/2024
<b>Total Estimates:</b>			<b>10.16</b>	

# What Business Opportunities are available in the next 18 months

## 3. Flood and Drought Mitigation and Management Sector Project

Package Name	Types	Procurement Method	Cost Estimate (\$ million)	Estimated date of IFB
1. Supply of Vehicles	Goods	OCB – National	0.29	Q2/2024
2. Office Refurbishment (DOI, PAFOs)	Works	OCB – International	0.04	Q3/2024
3. Office Equipment and Furniture (DOI, PAFOs)	Goods	OCB – National	0.04	Q3/2024
4. Office software and hardware (accounting, M&E, etc)	Works	OCB – National	0.06	Q3/2024
5. On-farm demonstration equipment (multiple contracts)	Goods	Request for Quotation	0.034	Q3/2024
6. IT equipment (multiple contracts)	Goods	OCB – National	0.16	Q3/2024
7. Digital Monitoring Equipment	Goods	OCB – National	0.10	Q3/2024
8. Construction Supervision services	Consulting Services	Fixed Budget Selection	0.41	Q2/2024
<b>Total Estimates:</b>			<b>1.134</b>	

# What Business Opportunities are available in the next 18 months

## 4. Climate-Friendly Agribusiness Value Chains Sector Project

Package Name	Types	Procurement Method	Cost Estimate (\$ million)	Estimated date of IFB
1. 1a: Upgrading of Farm Access Road, Canal, Pond & ADC Khammouane (Batch 1)	Works	OCB – National	0.57	Q1/2024
2. 1b: Upgrading of Farm Access Road & Canal in Savannakhet (Batch 1)	Works	OCB – International	0.58	Q1/2024
3. 1c: Upgrading of Farm Access Road, Canal & ADC in Saravan (Batch 1)	Works	OCB – National	0.79	Q1/2024
4. 1d: Upgrading of Farm Access Road and Pond in Sekong & Champasack (Batch 1)	Works	OCB – National	0.14	Q1/2024
5. Equipment for Agriculture Development Centers: Saravan, Nongdeng	Goods	OCB – National	0.53	Q2/2024
6. Equipment for Agriculture Development Centers & Vegetable Research Centers	Goods	OCB – National	0.90	Q2/2024
7. Equipment for Clean Agriculture Standard Center	Goods	OCB – National	0.41	Q2/2024
8. Equipment for two Agricultural Training College Laboratories (Champasack & Savannakhet)	Goods	OCB – National	0.40	Q3/2024
9. Renovation of Clean Agriculture Standard Center	Works	OCB – National	0.31	Q3/2024
10. Upgrading of Farm Access Roads, Canal, Ponds & ADC in Saravan (Batch II)	Works	OCB – National	0.95	Q3/2024
<b>Total Estimates:</b>			<b>5.58</b>	

# What Business Opportunities are available in the next 18 months

## 5. Second GMS Tourism Infrastructure for Inclusive Growth Project

Package Name	Types	Procurement Method	Cost Estimate (\$ million)	Estimated date of IFB
1. Vangvieng Urban Road Renewal	Works	OCB – National	2.6	Q1/2024
2. Vang Vieng landfill management equipment (crawler type excavator and tipper truck)	Goods	OCB – National	0.16	Q2/2024
3. Vang Vieng landfill management equipment (collection equipment & incinerator) <i>Lot 1: Electric waste collection trucks</i> <i>Lot 2: Vacuum trucks (collecting sewerage sludge)</i> <i>Lot 3: Incinerator</i>	Goods	OCB – National	0.25 <i>Lot 1: 0.10</i> <i>Lot 2: 0.10</i> <i>Lot 3: 0.05</i>	Q3/2024
4. Vang Vieng landfill management equipment (cell & MRF operation) (4 contracts)	Goods	Request for Quotation	1.75	Q2/2024
5. Vang Vieng landfill management equipment (biodigester & electric tourist vehicles) (2 contracts)	Goods	OCB – National	0.40	Q4/2024
6. Equipment for heritage interpretation (6 contracts)	Goods	Request for Quotation	0.11	Q4/2024
<b>Total Estimates:</b>			<b>5.27</b>	

# Finding Information on ADB Financed Projects – Opportunities for Procurement of Goods, Works, Consulting and Non-Consulting Services

## Projects and Tenders

<https://www.adb.org/projects/tenders/type/invitation-bids-1521/country/lao-peoples-democratic-republic>

## ADB Business Center

<https://www.adb.org/business/main>

## Subscribed to Email Alerts/Newsletters

<https://alerts.adb.org/>

## Lao PDR Ministry's Websites

## Newspapers

# DEBRIEFING AND COMPLAINTS



## Debriefing during a Standstill Period

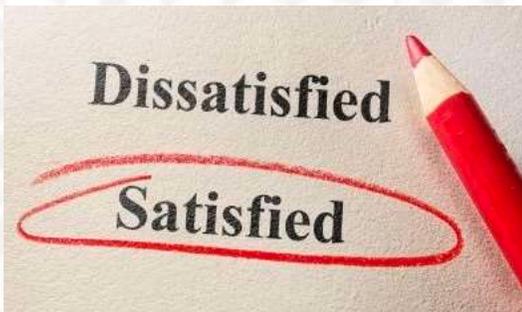
Unsuccessful bidders may request debriefing from Executing Agency (EA). If they are not satisfied with the explanation given, they may submit a complaint.

*Debriefings are an excellent learning opportunity for future bids!*

## Complaints:

Bidders may file complaint directly with ADB or may copy ADB on correspondence with Executing Agencies (EAs). Complaints to ADB should be submitted through online form

[www.adb.org/forms/complaints](http://www.adb.org/forms/complaints)

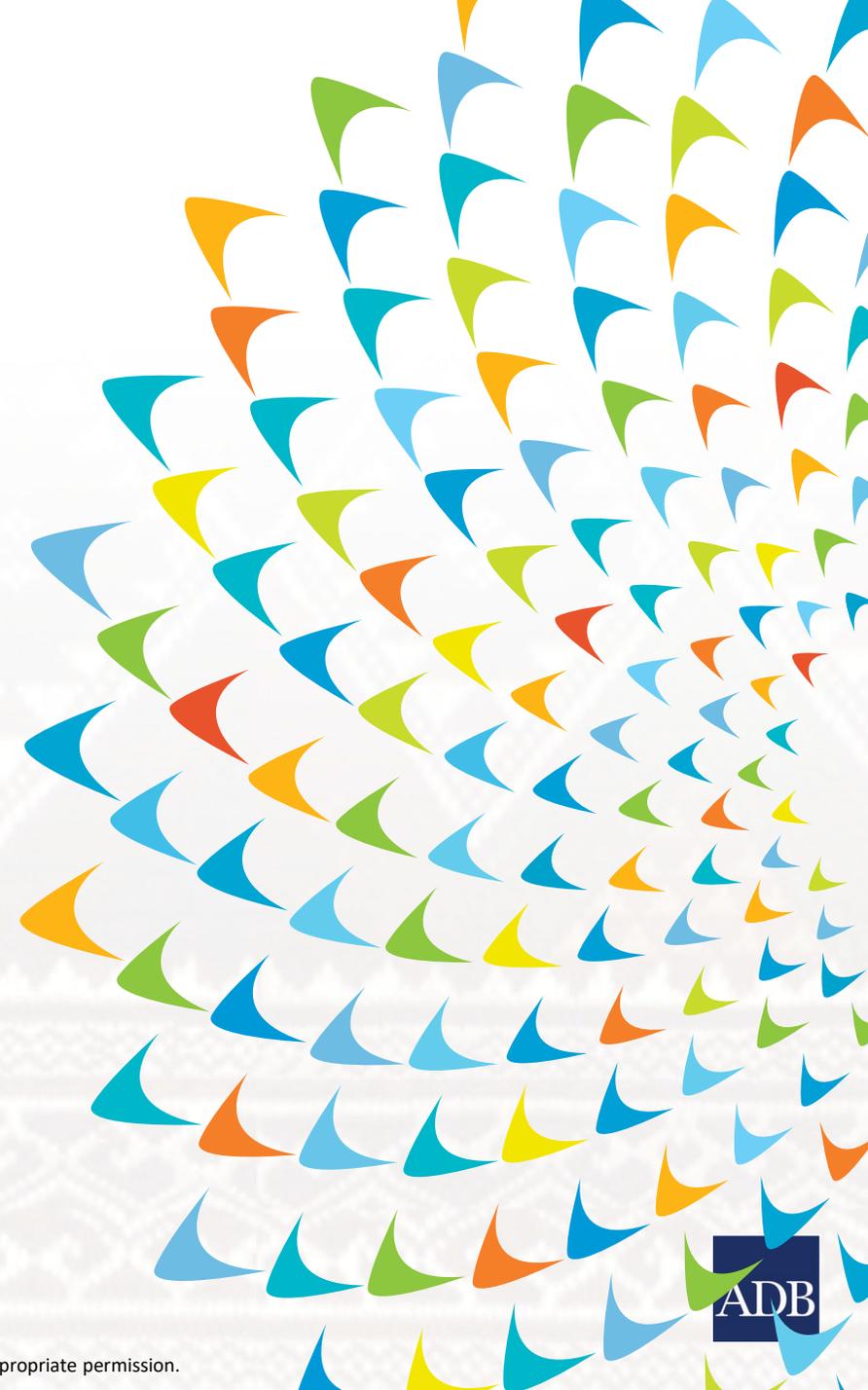




# Preparing a Responsive Bid

Business Opportunity Seminar

6 March 2024



# OUTLINE

- Roles and Responsibilities
- Standard Bidding Document (SBD)
- Preparing a responsive bid
- Tips for winning ADB-Financed Contracts
- Reminders and What not to do
- Q & A



# HOW DO WE PROCURE: ROLES AND RESPONSIBILITIES

- **Executing Agency (EA)/Procurement Committee** is responsible to procure most goods, works, and services
- **ADB** also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting
- **ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers**
- **"Open Competitive Bidding (OCB)"** is the preferred option



# OCB STANDARD BIDDING DOCUMENT

## Part I: Bidding Procedures

- Section 1: Instructions to Bidders (ITB)
- Section 2: Bid Data Sheet (BDS)
- Section 3: Evaluation & Qualification Criteria (EQC)
- Section 4: Bidding Forms (BDF)
- Section 5: Eligible Countries (ELC)

## Part II: Requirements

- Section 6: Employer's Requirements (ERQ)

## Part III: Conditions of Contract & Contract Forms

- Section 7: General Conditions of Contract (GCC)
- Section 8: Particular Conditions of Contract (PCC)
- Section 9: Contract Forms (COF)

**\*Invitation for Bids accompanies the package but does not form part of the bid documents**

# A FEW REMINDERS

- ◆ Read the full bidding documents or Request for Proposal
- ◆ Do not assume. **Ask questions**
- ◆ Seek clarification in writing
- ◆ Check that your quantities, rates and totals are in order
- ◆ Double check them!

# A FEW REMINDERS

- ◆ “Abnormally low bid” may be rejected
- ◆ Environmental Health and Safety Management Plan ([Mandatory](#))
- ◆ Submit your financial proposal in the built-in FIN attachment
- ◆ Do not submit the financial proposal in your TECH attachment
- ◆ Prepare your documents. Do not wait for the last minute

# A FEW REMINDERS

- ❖ Ensure that the Procurement Committee do the following during bid opening:
  - Read out:
    - ✓ All relevant bid prices.
    - ✓ All discounts.
    - ✓ Presence and amount of bid security.
  - No envelope remains unopened.
  - The record or minutes is signed by all bidders present and by the Employer.

# WHAT NOT TO DO! (COMMON MISTAKES)

- ◆ Submitting bid or proposal late
  
- ◆ Failure to respond to Employer's requirements
  
- ◆ Conditional bids
  
- ◆ Incomplete/noncompliant bids
  - missing bid security, inadequate amount, incorrect bid validity period
  - letter of bid not signed, missing power of attorney
  - Missing Joint Venture agreement
  - bid envelopes not properly marked

# WHAT NOT TO DO! (COMMON MISTAKES)

- ◆ Absence of manufacturer's certificates
- ◆ Inclusion of financial offer with technical offer
- ◆ Integrity violations in the bidding process

*When in doubt, always seek written clarification*

# TIPS FOR WINNING ADB-FINANCED CONTRACTS

- ◆ Collect relevant business intelligence – network!
- ◆ Focus on performance and reputation for successful work
- ◆ Understand the sites, projects, EA and client requirements (pre-bid meetings)
- ◆ Position yourself to your competitive advantage
- ◆ Review the bidding documents, understanding the procurement method and evaluation criteria. Request clarifications in writing.

# TIPS FOR WINNING ADB-FINANCED CONTRACTS

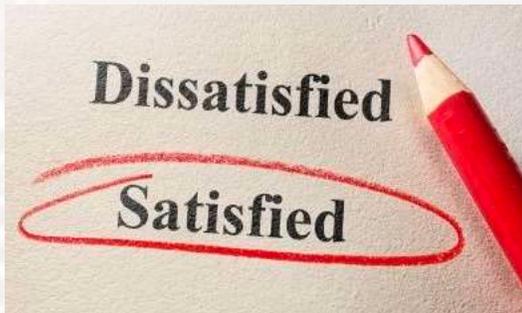
- ◆ Engage partnership with firms likely to be shortlisted to enhance your qualifications or subcontracting opportunities
- ◆ Prepare a responsive and strong technical proposal
- ◆ Be ready for possible bid validity extensions or amendments
- ◆ Focus on contract management plan

# DEBRIEFING AND COMPLAINTS



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# RELEVANT GUIDANCE NOTES IN LAO AND ENGLISH





# Q & A

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