

Contractor, Suppliers, Consultants Roadshows

ADB UPDATE



Why Roadshows & How they Differ from Traditional BOS

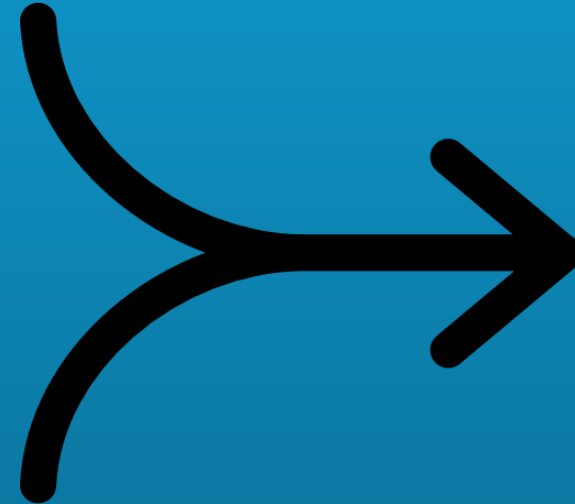
Global construction industry is facing many challenges

- The continued effects of COVID-19
- Higher construction material costs
- labor shortages
- Surging inflation
- Russian invasion of Ukraine
- High energy and commodity prices
- Supply chain bottlenecks

PURPOSE

➤ ADB challenges

- ❑ Decreasing participation of countries
- ❑ Ensuring quality infrastructure
- ❑ Incorporating sustainability & innovation



Listen to entities
that deliver ADB's
vision

Focus Groups Theme 1 – Market Interest



- Reasons for lower representation from countries.
- Changes to make opportunities more appealing.

Focus Groups Theme 2 – Evaluation Methods



Bid securities
and other bid
conditions

Standard ADB
evaluation
criteria.

Attitudes on
LESRB.

Merit point
criteria.

Technical /
Financial
weightings

Multi-stage
tenders.

Focus Groups Theme 3 – Contract Terms



Value engineering
opportunities
within contracts



Price adjustment
mechanism and
relevance with
current macro
trends



Performance
incentives



Standard forms of
contract



Payments



Monitoring of
Contract

Focus Groups Theme 4 – Sustainable Procurement



- ❑ How private sector can best respond to sustainable procurement objectives.
- ❑ Scalable climate solutions available within private sector.
- ❑ How technology can help resolve sustainability goals through procurement.

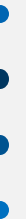
Feedback To Date



- ☐ Thank you for finally asking us.
- ☐ Moving to a merit-based system with a technical / financial weighting would be a major driver.
- ☐ Less stick & more carrot

Upcoming Roadshows 2024

- Europe September 23 – October 3 (Frankfurt, Barcelona & TBD)
- Pacific October 21 – 25 (Sydney & TBD)



THANK YOU

**Pacific Infrastructure Business
Opportunities Seminar**

NADI, FIJI

20-23 MAY 2024