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ADB

Asian Development Bank Business Opportunities Seminar

Doing Business with ADB

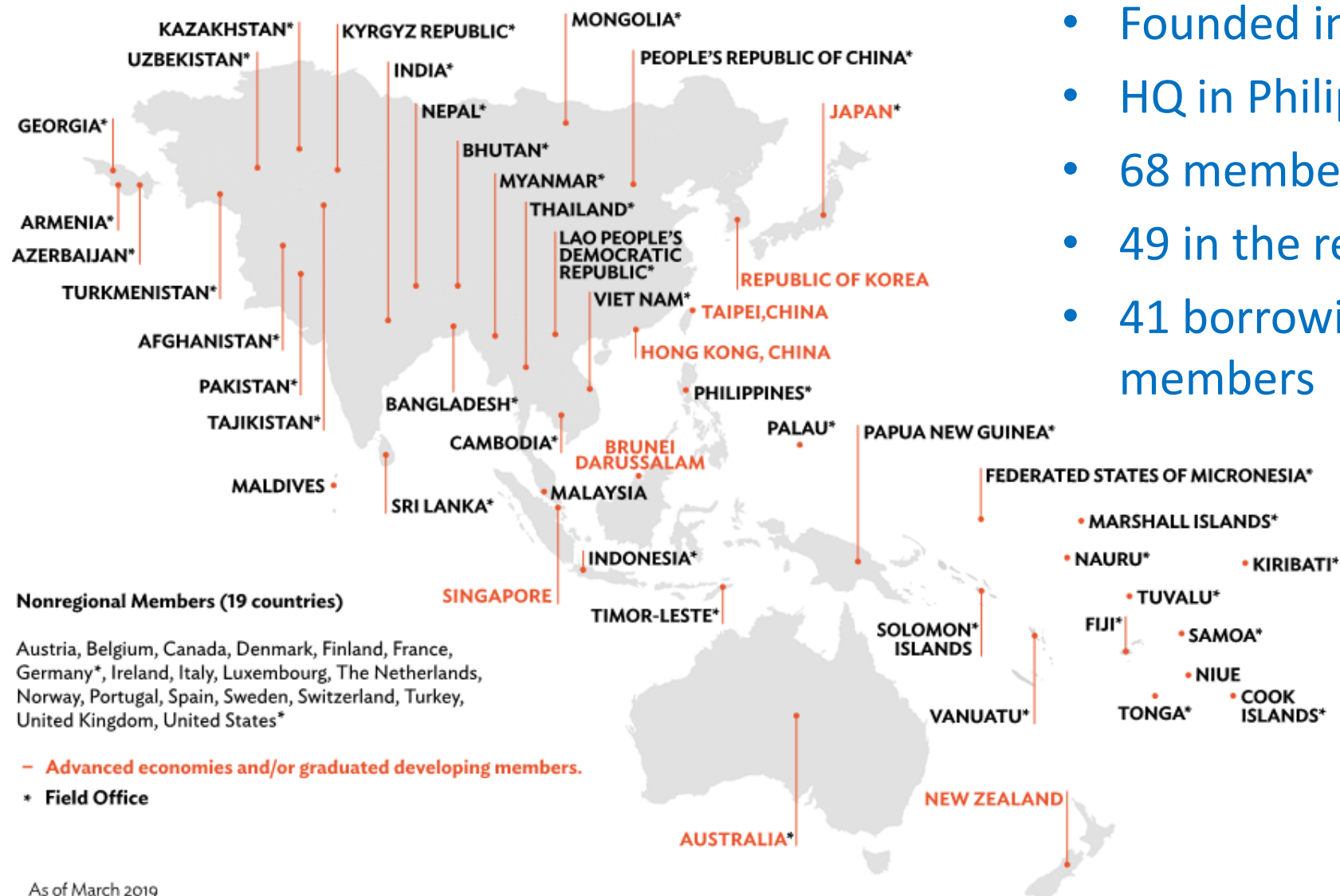
US-ASEAN Business Council
12 August 2024

BUSINESS
OPPORTUNITIES



About ADB?

- Founded in 1966
- HQ in Philippines
- 68 members;
- 49 in the region;
- 41 borrowing members



How do we support our Developing Members?



Financing: providing loans, technical assistance, grants, and equity investments while also mobilizing funds from other sources



Knowledge: Focusing on practical value that fits local conditions, identifying lessons, and replicating good practices



Partnerships: Promoting dialogue and collaboration among diverse partners and stakeholders

Why pursue ADB-Financed Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds



International best practice procurement procedures



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

Sovereign Lending - Financing Types

Loans and Grants

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

Technical Assistance

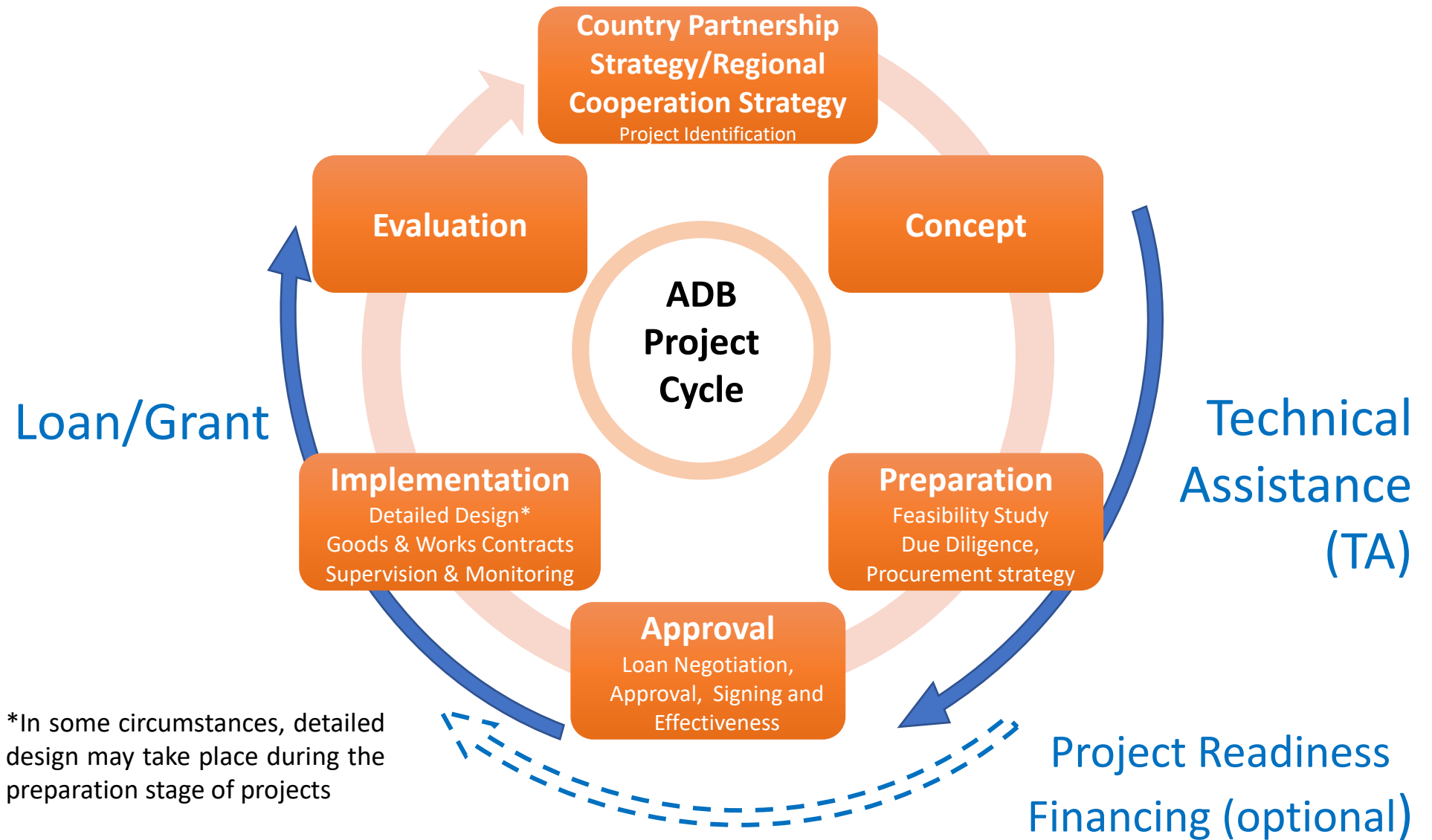
Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

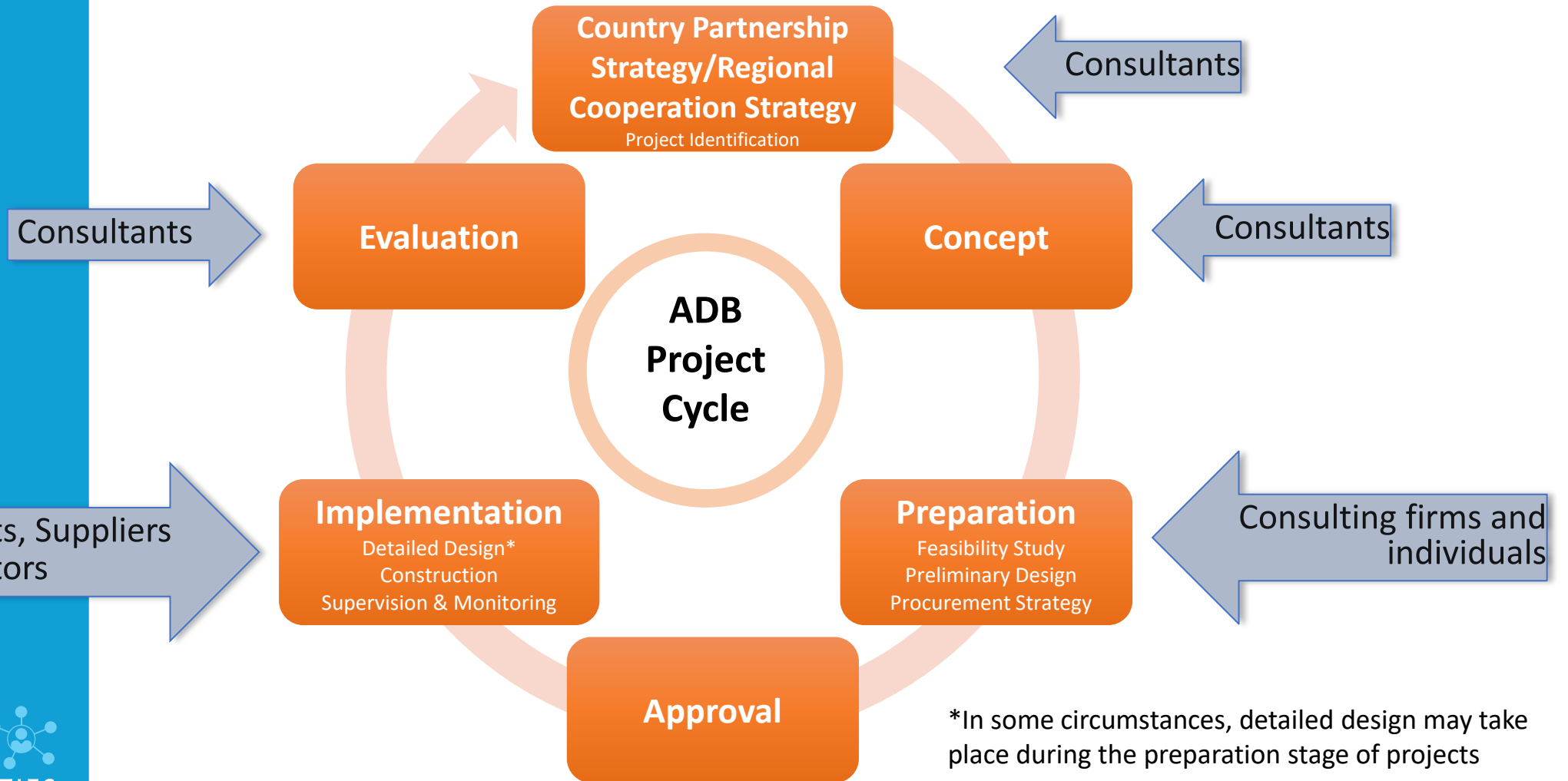
ADB undertakes procurement

Contracts signed by ADB

Financing Modalities and the Project Cycle



When is the Private Sector engaged?



Consulting Services - Technical Assistance (TA)



Transactional Technical Assistance (TRTA)

- Directly linked to projects/project cycle (e.g. feasibility studies, due diligence, capacity development etc.)
- Utilized by ADB operations departments

Knowledge & Support Technical Assistance (KSTA)

- Delinked from projects/project cycle
- Used for capacity development, policy advice, R&D*
- Utilized by all ADB departments

* Sector, thematic, and economic work; search for potential transactions and inputs for project concept paper preparation; flagship knowledge and innovative solutions; and high-level technologies

ADB Business Opportunities Seminar

ADB Procurement Policy - Core Principles



Economy



Efficiency



Fairness



Transparency

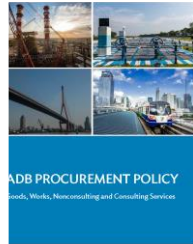


Quality

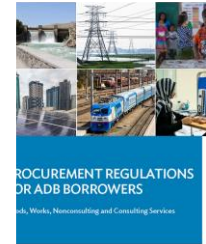


Value for money

Procurement Framework



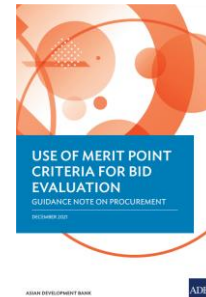
ADB Procurement Policy



Procurement Regulations for ADB Borrowers



Standard Bidding Documents and User Guides



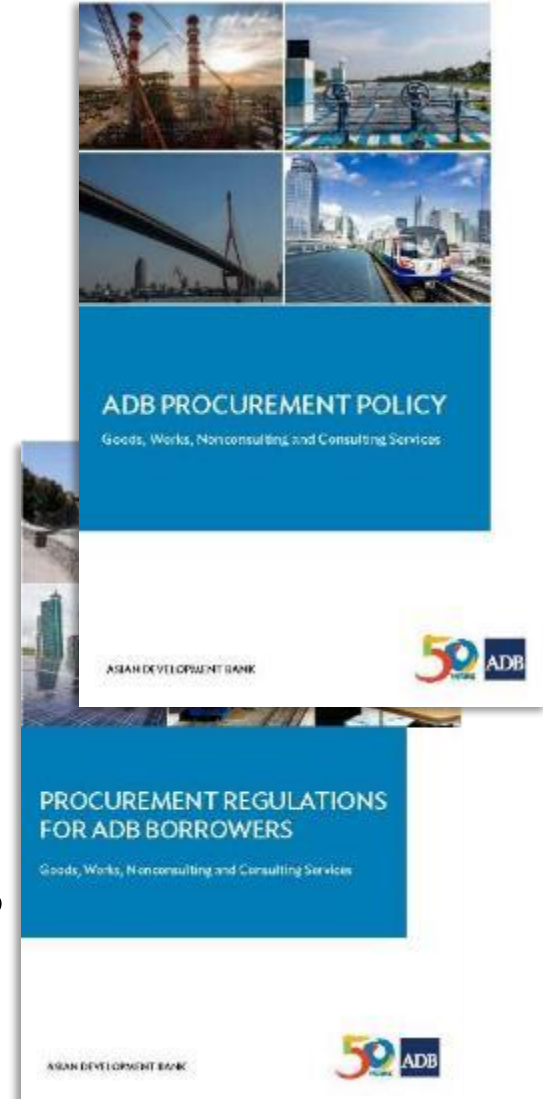
Guidance Notes



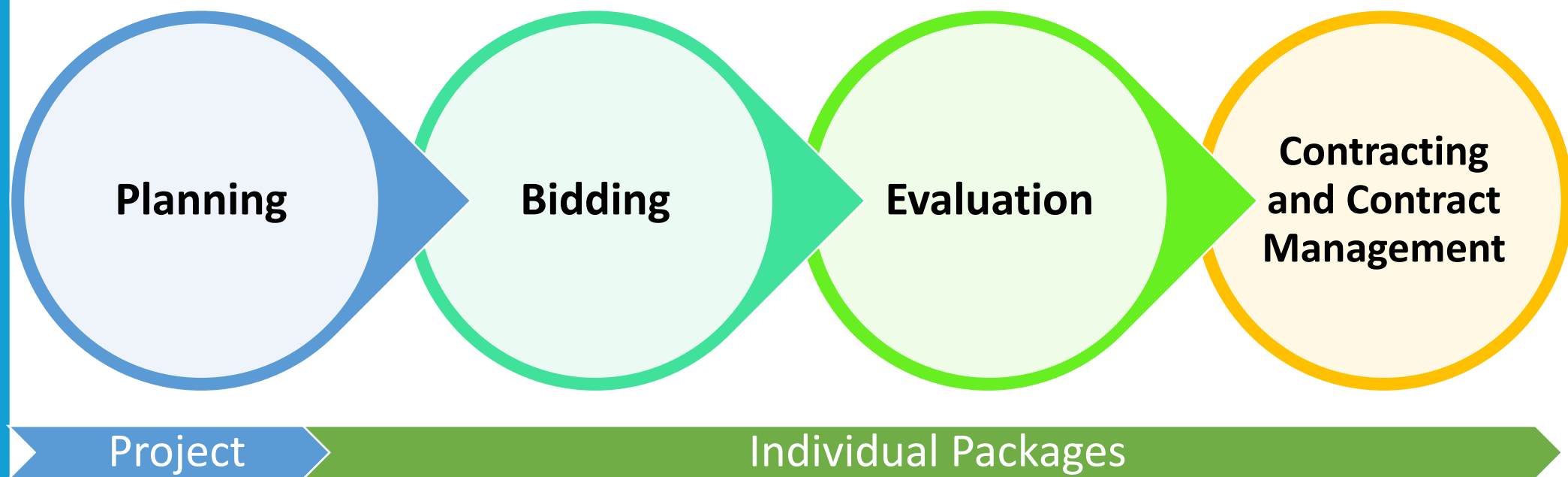
Procurement Staff Instructions

ADB uses International Best Practice Procedures

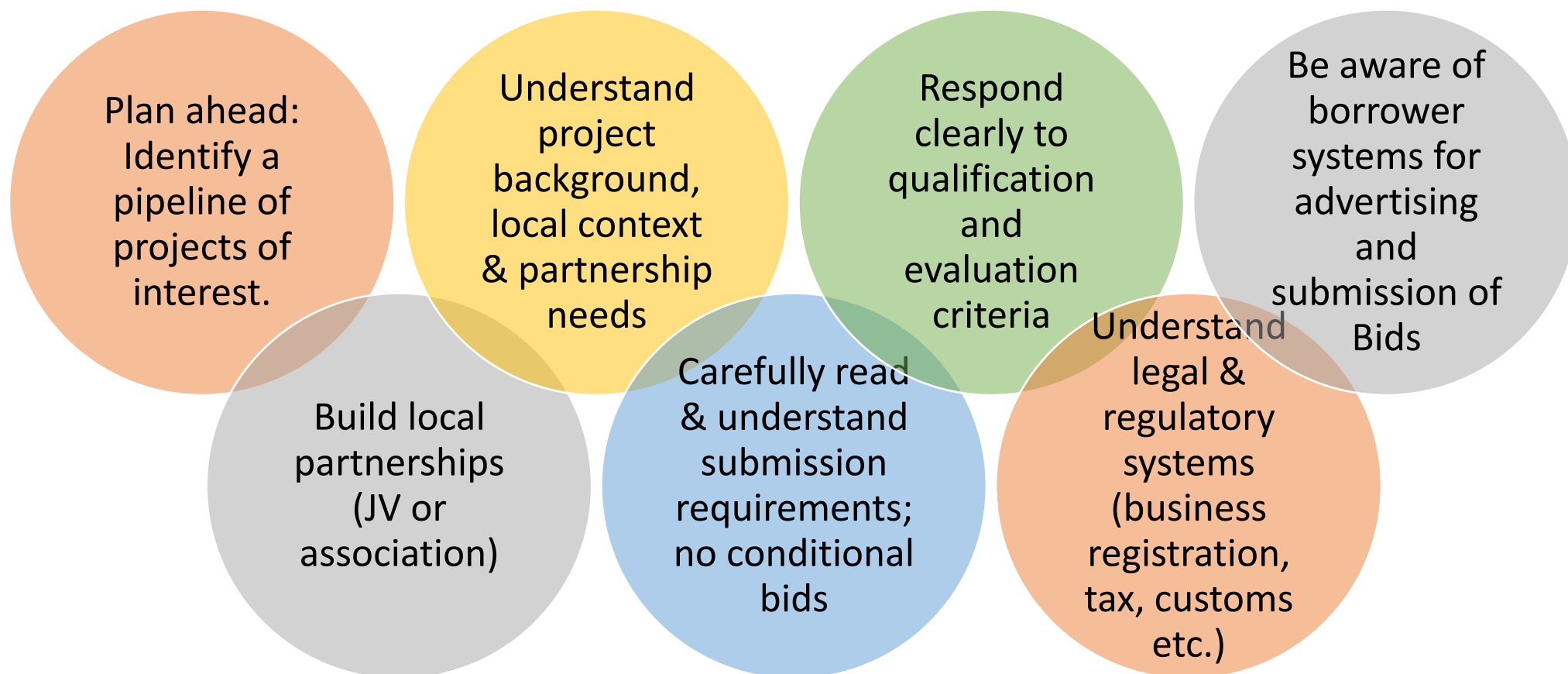
- Open Competitive Bidding
- Advertisement of Opportunities
- Public Bid Opening
- Robust Bid Evaluations Procedures
- Process Oversight by ADB
- Publication of Results
- Debriefing and Complaints Mechanism
- Robust Fraud and Corruption Procedures



Procurement Process



Advice when approaching Loan & Grant Opportunities



Common Mistakes

Bids not signed, or
unclear authorization to
sign

Ownership structures
and JV arrangements

No compliant Bid
Security / Bid Securing
Declaration

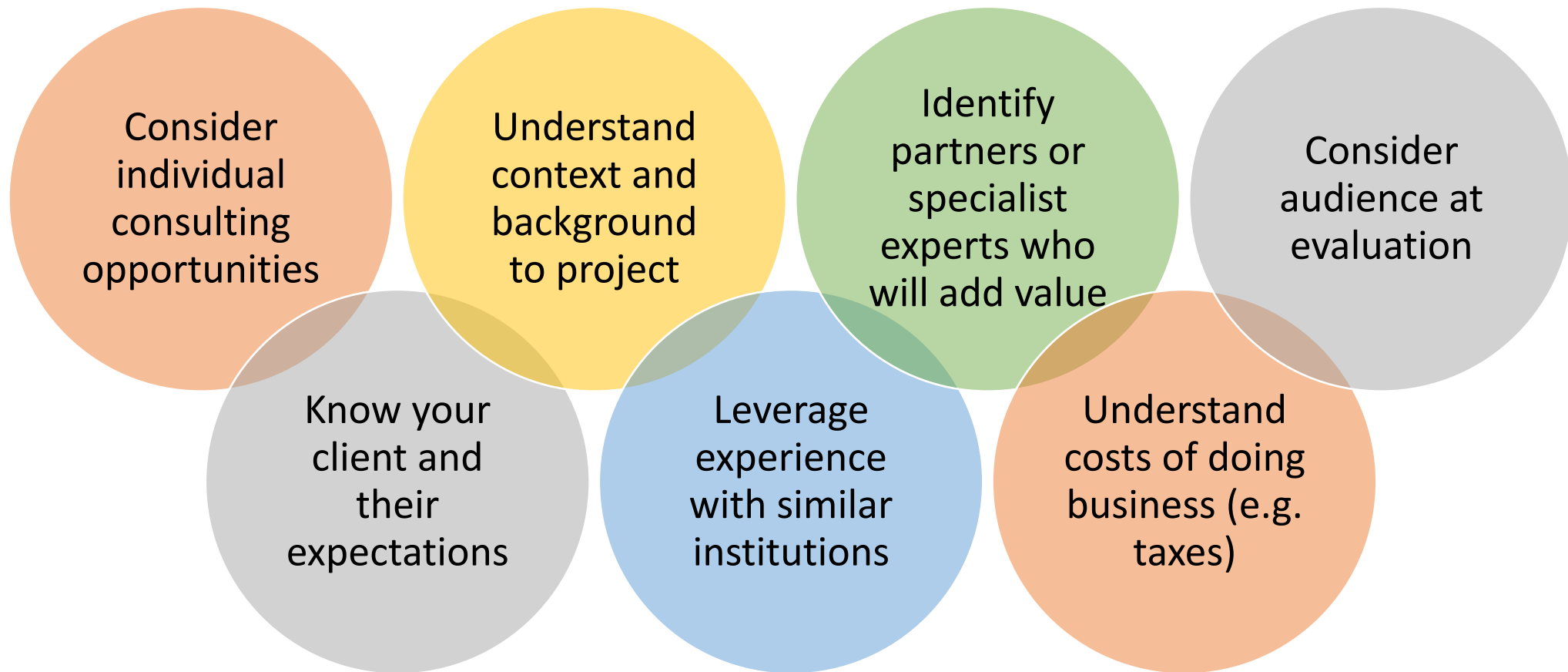
Failure to meet
Qualification Criteria

Poor Supporting
Documents

Incomplete Bids /
Partial Bids

Inclusion of financial
offer with technical
offer where bid
conditions require them
to be separated

General points on ADB Consulting Contracts



ASK QUESTIONS

Common Mistakes when approaching ADB Consulting opportunities



Shortlisting Phase

- Lack of knowledge of project context
- Incorrect Skills match
- Limited geographic experience
- Generic EOI
- Lack of local presence



RFP Stage

- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability
- Issues with CMS*

*CMS is ADB's Consultant Management System, an IT platform used to advertise and recruit consultants.

ADB Regions















Central and West Asia (CWRD)	East Asia (EARD)	South Asia (SARD)	Southeast Asia (SERD)	Pacific (PARD)
Afghanistan	People's Republic of China	Bangladesh	Cambodia	Cook Islands
Armenia	Mongolia	Bhutan	Indonesia	Fiji Islands
Azerbaijan		India	Lao People's Democratic Republic	Kiribati
Georgia		Maldives	Malaysia	Marshall Islands
Kazakhstan		Nepal	Myanmar	Federated States of Micronesia
Kyrgyz Republic		Sri Lanka	Philippines	Nauru
Pakistan			Thailand	Niue
Tajikistan			Timor-Leste	Palau
Turkmenistan			Viet Nam	Papua New Guinea
Uzbekistan				Samoa
				Solomon Islands
				Tonga
				Tuvalu
				Vanuatu

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



ADB Sovereign Portfolio By Percentage (2023)



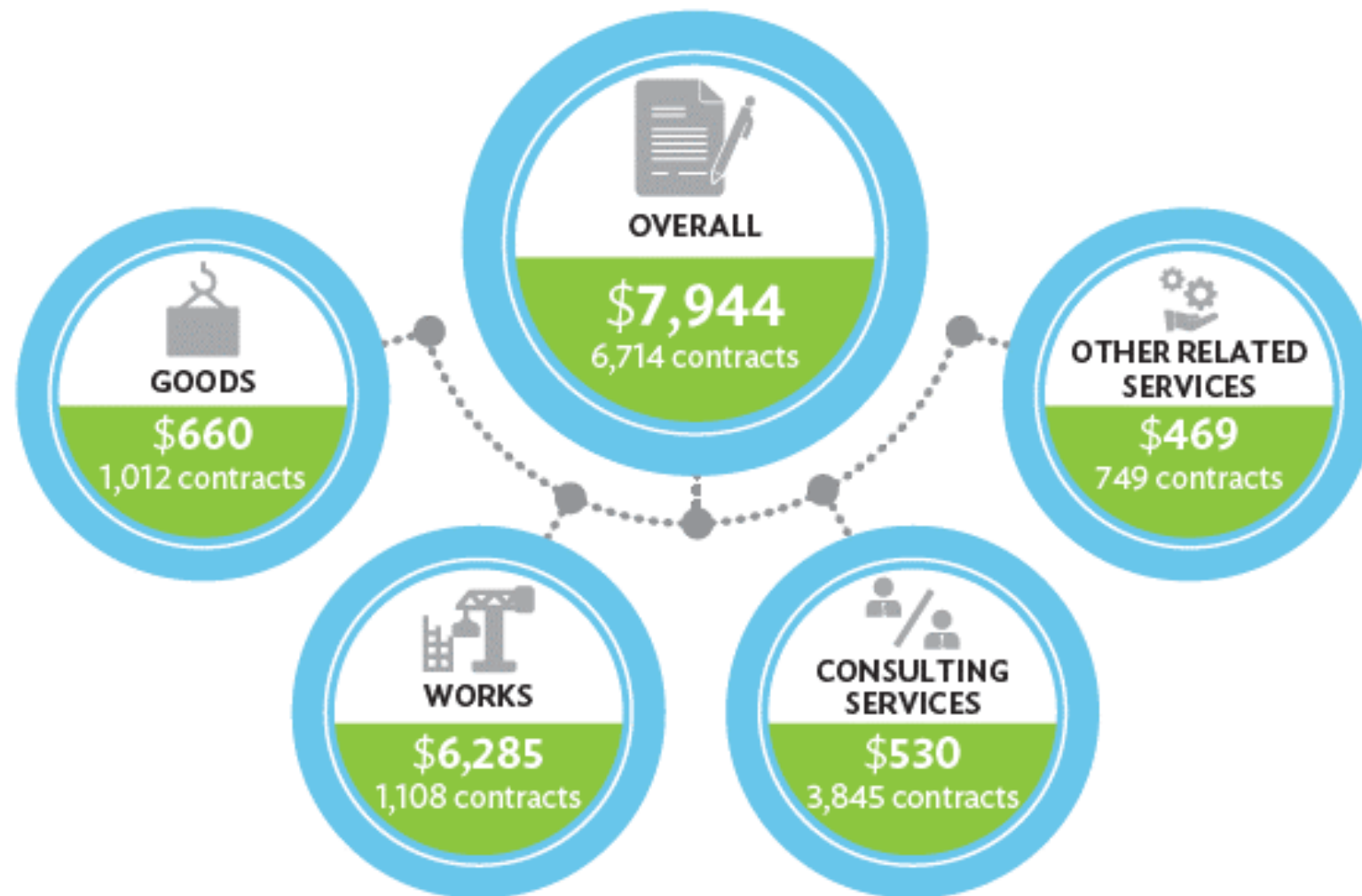
Sector	
2018	2023
\$28.9B	\$30.2B
	
TRANSPORT	
\$20.6B	\$17.1B
	
ENERGY	
\$9.0B	\$14.6B
	
AGRICULTURE	
\$11.0B	\$13.8B
	
WATER & URBAN	
\$1.4B	\$7.0B
	
HEALTH	
\$5.5B	\$6.8B
	
EDUCATION	
\$5.4B	\$5.8B
	
OTHERS	

ADB = Asian Development Bank.
Source: Asian Development Bank data.

<https://www.adb.org/documents/2023-annual-portfolio-performance-report>

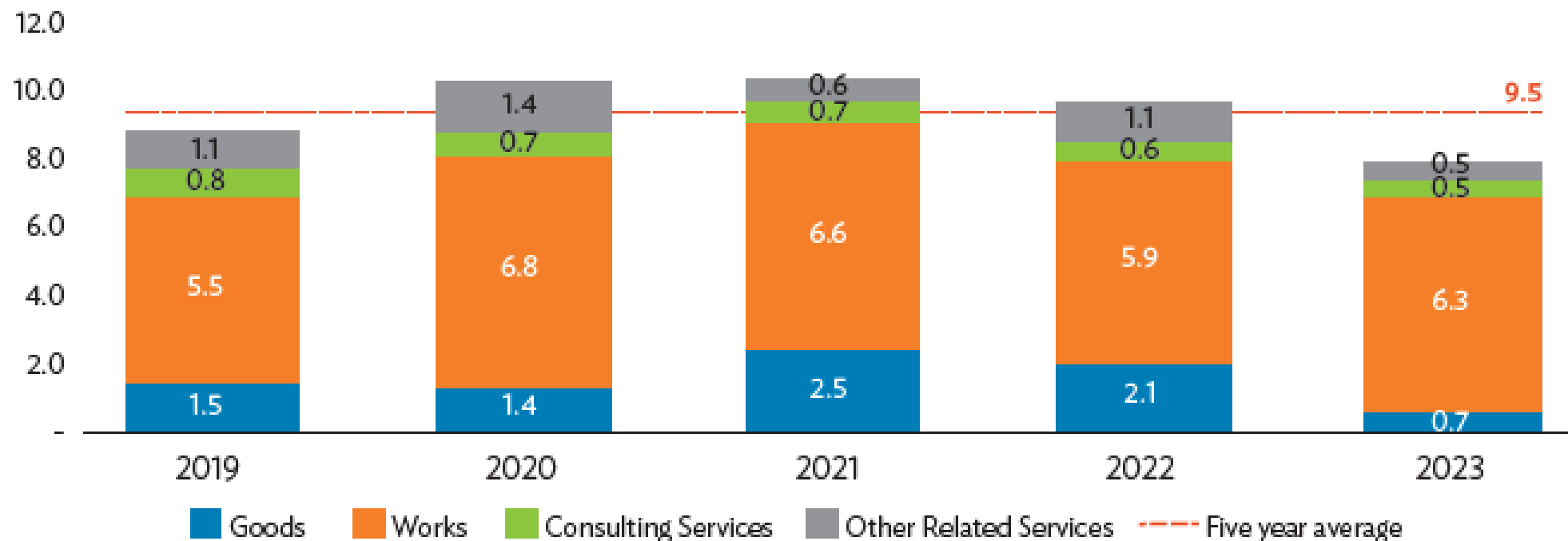


Procurement in 2023 (US\$ million)



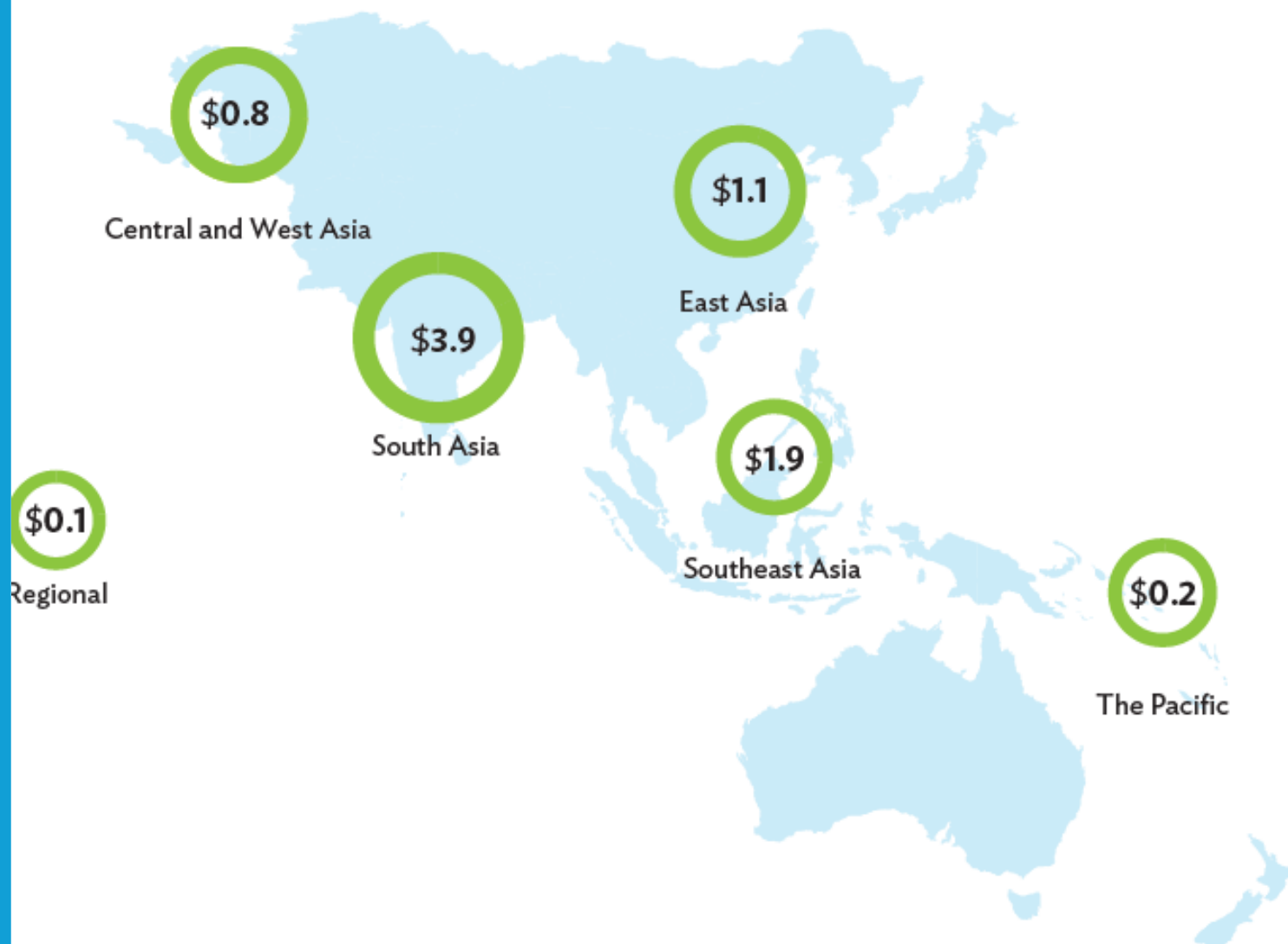
Source: Asian Development Bank, PPFD.

Annual Procurement Statistics - 2019-2023 (\$bn)



Source: Asian Development Bank, PPFD.

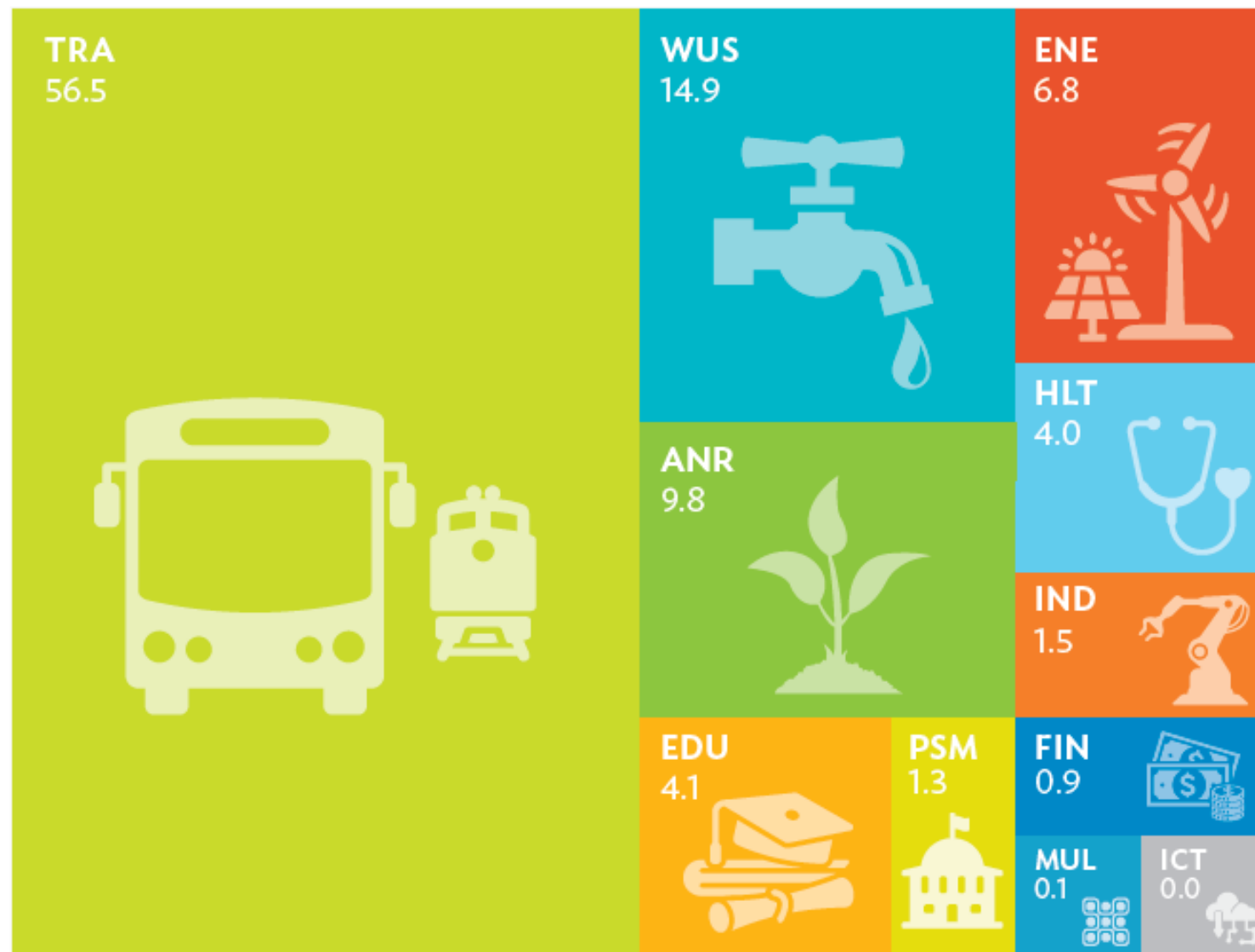
Total Procurement by Region, 2023 (USD billion)



Note: This map depicts total procurement in 2023 across five geographic regions and shows procurement for regional projects with no specific member economy.

Source: Asian Development Bank, PPFD

Procurement by Sector, 2023 (% of total Procurement)

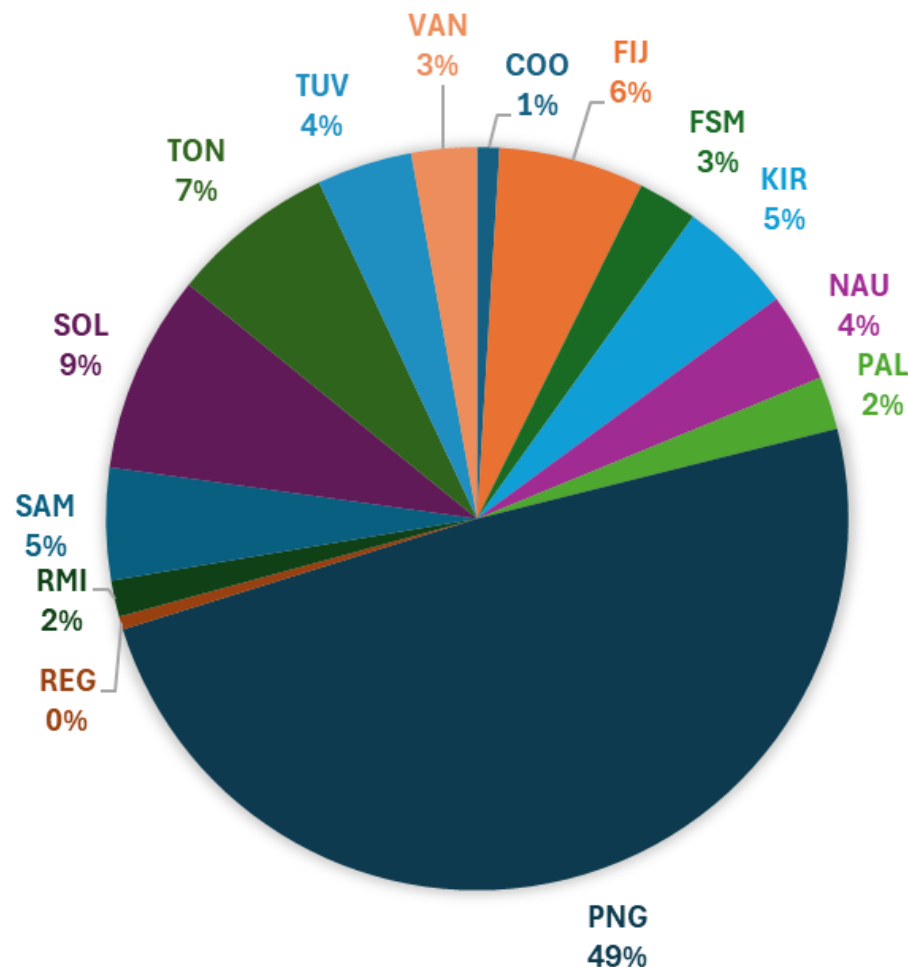


ANR = Agriculture, Natural Resources and Rural Development; EDU = Education; ENE = Energy; FIN = Finance; HLT = Health; IND = Industry and Trade; ICT = Information and Communication Technology; MUL = Multisector; PSM = Public Sector Management; TRA = Transport; WUS = Water and Other Urban Infrastructure and Services. 0.0 = less than 0.05.

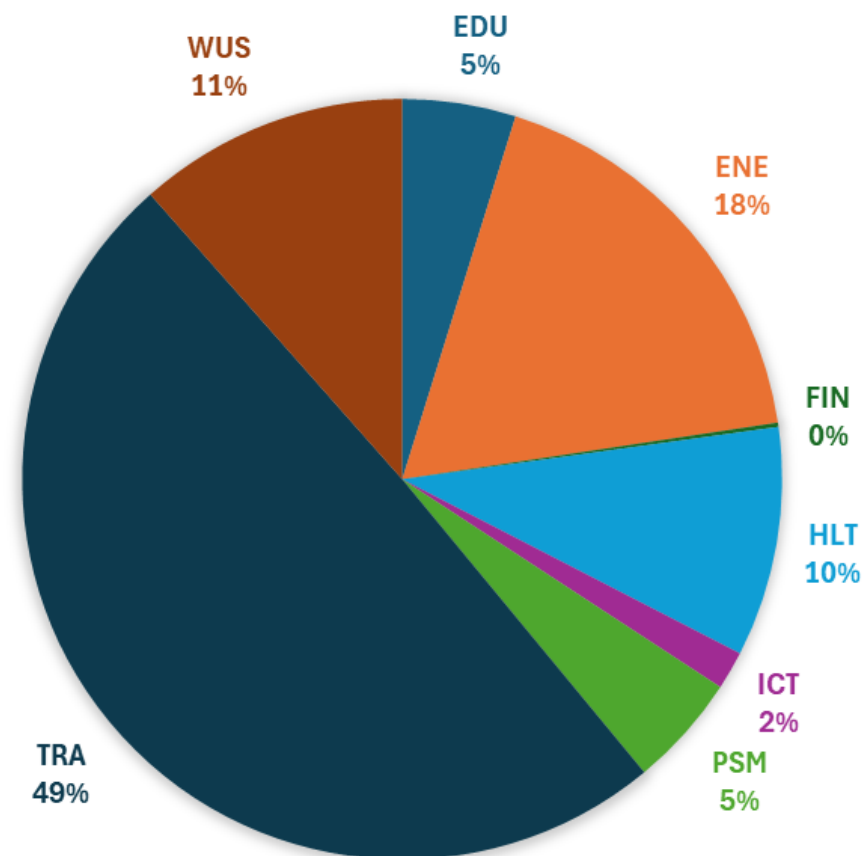
Source: Asian Development Bank, PPFD

2024 ADB Pacific Active Sovereign Portfolio

PARD ACTIVE LOANS AND GRANTS BY COUNTRY
VOLUME AS OF 31 MAY 2024



PARD ACTIVE LOANS AND GRANTS BY SECTOR
VOLUME AS OF 31 MAY 2024



ANR = Agriculture, natural resources, and rural development, EDU = Education, ENE = Energy, HLT = Health, ICT = Information and Communication Technology, PSM = Public Sector Management, TRA = Transport, WUS = Water and other Urban Infrastructure & Services

FIJ = Fiji
FSM = Federated States of Micronesia
KIR = Kiribati
NAU = Nauru
PAL = Palau
PNG = Papua New Guinea
RMI = Marshall Islands
SAM = Samoa
SOL = Solomon Islands
TON = Tonga
TUV = Tuvalu
VAN = Vanuatu

Contract Awards to USA Firms (2019-2023)

Top 5 Consultants from the United States Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2019–31 December 2023

Consultant	Sector	Contract Amount (\$ million)
T.Y. Lin International	TRA	58.80
HJI Group Corp.	ANR, EDU, ENE, HLT, IND, WUS	22.18
Sheladia Associates Inc.	ENE, TRA	19.98
Tetra Tech ES Inc.	ENE	7.40
Paradigm Applications LLC	FIN, PSM	6.78
Individual Consultants		51.16
Others		59.12
Total		225.43

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; FIN = finance; HLT = health; IND = industry and trade; PSM = public sector management; TRA = transport; WUS = water and other urban infrastructure and services.

Top 5 Contractors/Suppliers from the United States Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2019–31 December 2023

Contractor/Supplier	Sector	Contract Amount (\$ million)
Progress Rail Locomotive Inc.	TRA	135.34
SubCom LLC	ICT	12.19
Astrophysics Inc.	TRA	5.37
Algimed Trade Ltd.	HLT	0.90
CAM Innovation Inc.	TRA	0.85
Others		119.35
Total		273.99

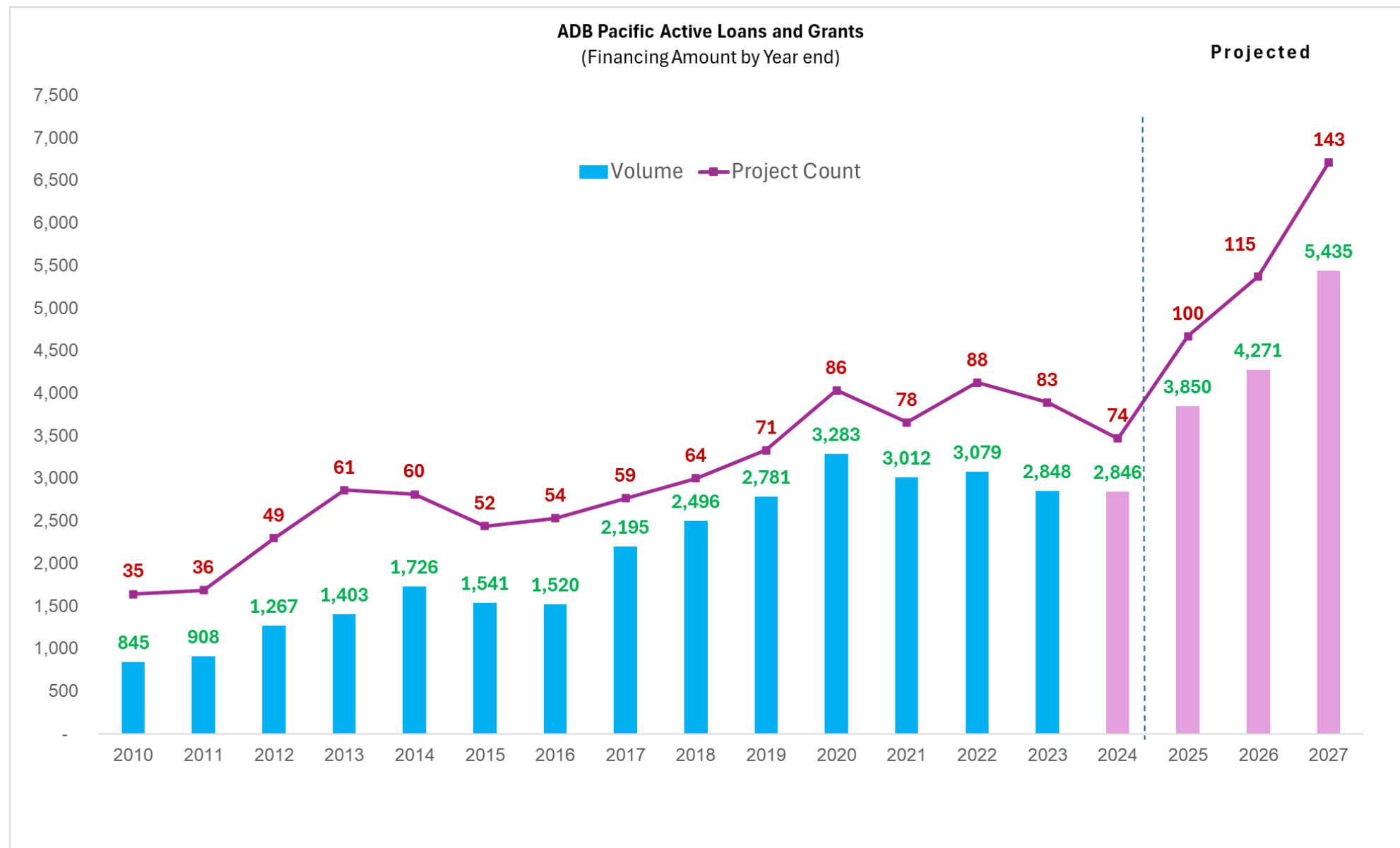
ICT = information and communication technology, HLT = health, TRA = transport.

<https://www.adb.org/sites/default/files/publication/27810/usa-2023.pdf>

Pacific Contract Awards 2019-2023 (companies from USA)

Row Labels	No. of Contracts	Value (USDm)
Consulting Services	49	15.2
Goods	31	14.1
Other Services	12	0.3
Grand Total	92	29.6

Growing pacific portfolio increases opportunities





How to find Information on our Website

The screenshot shows the ADB website homepage. The navigation bar includes links for News and Events, ADB Institute, Contact, and English. The main menu has four categories: WHO WE ARE, WHAT WE DO, WHERE WE WORK, and WORK WITH US. The WORK WITH US category is highlighted with a purple circle. Below it, the sub-menus are listed: CAREERS AND SCHOLARSHIPS, INFORMATION ON WORKING WITH ADB FOR..., and FOR INVESTORS. The PROCUREMENT AND OUTREACH sub-menu is highlighted with a red rounded rectangle. The text on the left side of the page describes the diversity of ADB employees and the opportunity to work with them to achieve a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

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

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





Business Center - www.adb.org/business

ADB ASIAN DEVELOPMENT BANK

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

ADB Business Center

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

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

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

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

Working with ADB

How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing agencies

Development institutions



Projects & Tenders - www.adb.org/projects

Projects & Tenders

Projects Documents Tenders

Filter results [CLEAR ALL](#)

Country/Economy [v](#)

- ☐ Regional
- ☐ Afghanistan
- ☐ Armenia
- ☐ Azerbaijan
- ☐ Bangladesh
- ☐ Bhutan
- ☐ Cambodia
- ☐ China, People's Republic

Sector (1) [\[CLEAR\]](#) [v](#)

- ☐ Agriculture, natural resources and rural development
- ☒ **Energy**
- ☐ Finance
- ☐ Health
- ☐ Industry and trade
- ☐ Information and

Theme [v](#)

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

- ☐ Nonsovereign
- ☒ **Sovereign**

Project data sheets for loans, grants, TAs

Search projects [Q](#)

Results 1-20 of 809 [RSS](#) [Sort by v](#)

Energy X Sovereign X

Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project) 49177-002; Timor-Leste; Energy	Status: Approved	Approval Date: 26 Oct 2021
Development of the Pacific Energy Regulators Alliance 49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy	Status: Active	Approval Date: 25 Oct 2021
Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience 55079-002; Sri Lanka; Energy	Status: Approved	Approval Date: 14 Oct 2021
Power Sector Reform Support Program 54269-003; Uzbekistan; Energy	Status: Approved	Approval Date: 02 Oct 2021
Research on Addressing Climate Change in Ningxia through the Use of Science and Technology 55033-001; China, People's Republic of; Energy	Status: Approved	Approval Date: 28 Sep 2021

Projects & Tenders

Projects Documents **Tenders**

Filter results [CLEAR ALL](#)

Country/Economy [v](#)

Sector (1) [\[CLEAR\]](#) [v](#)

- ☐ Agriculture, natural resources and rural development
- ☒ **Energy**
- ☐ Finance
- ☐ Health
- ☐ Industry and trade
- ☐ Information and

Type [v](#)

- ☐ Advance Notice
- ☐ Contracts Awarded
- ☐ Firm - Consulting
- ☐ Individual - Consulting
- ☐ Invitation for Bids
- ☐ Other Notice
- ☐ Prequalified applicants

Group [v](#)

- ☐ Consulting Services
- ☒ **Goods, Works, and Nonconsulting Services**

Procurement of goods, works, and consulting services


Search tenders [Q](#)







Results 1-20 of 3032 [RSS](#) [Sort by v](#)

Energy X

51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B] 51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021 Notice Type: Invitation for Bids	Status: Active	Deadline: 05 Jan 2022
National Senior Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
National Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
Project Coordination Expert 54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021

Goods and Works - Subscribe to receive alerts* - <https://alerts.adb.org>

 **SUBSCRIBER SERVICES** →
Subscribe to ADB's Newsletters, Alerts and RSS feeds.

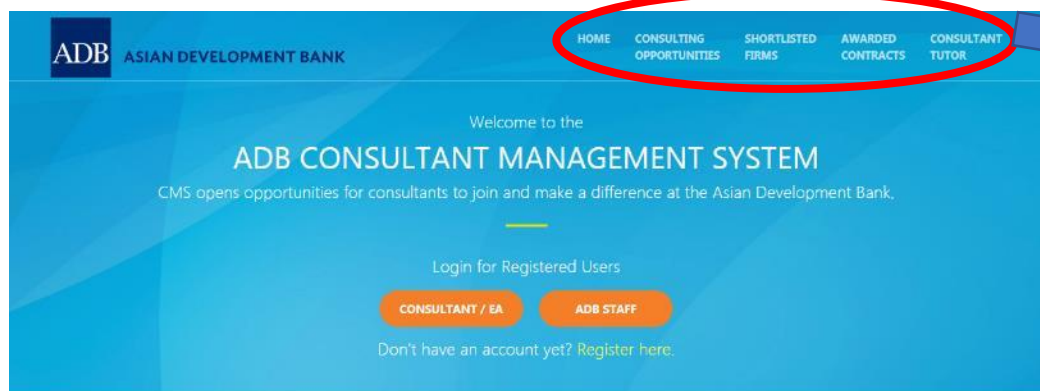
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Alerts Links to content posted on ADB.org delivered to your inbox daily or weekly.	<input checked="" type="radio"/> Daily <input type="radio"/> Weekly <input type="radio"/> Off
Articles and Videos	<input checked="" type="radio"/> On <input type="radio"/> Off
Asian Development Blog	<input checked="" type="radio"/> On <input type="radio"/> Off
Board Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Business Center Materials	<input checked="" type="radio"/> On <input type="radio"/> Off
Country Planning Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Economic Data and Research	<input checked="" type="radio"/> On <input type="radio"/> Off
Evaluation Reports	<input checked="" type="radio"/> On <input type="radio"/> Off

Events	<input checked="" type="radio"/> On <input type="radio"/> Off
News Releases and News from Country Offices	<input checked="" type="radio"/> On <input type="radio"/> Off
Procurement Notices (Goods and Works) <small>Note: Weekly notifications on consulting opportunities available for registered users of the Consultant Management System (CMS).</small>	<input checked="" type="radio"/> On <input type="radio"/> Off
Project Information and Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Publications	<input checked="" type="radio"/> On <input type="radio"/> Off
Safeguard Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Vacancies	<input checked="" type="radio"/> On <input type="radio"/> Off

Does not include Consulting services Alerts
which are received through
<http://cms.adb.org>

Consulting – Finding Opportunities on <http://cms.adb.org>



CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

- Consulting opportunities are visible through ADB's CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- Step-by-step guides available at <http://consultanttutor.adb.org>



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.

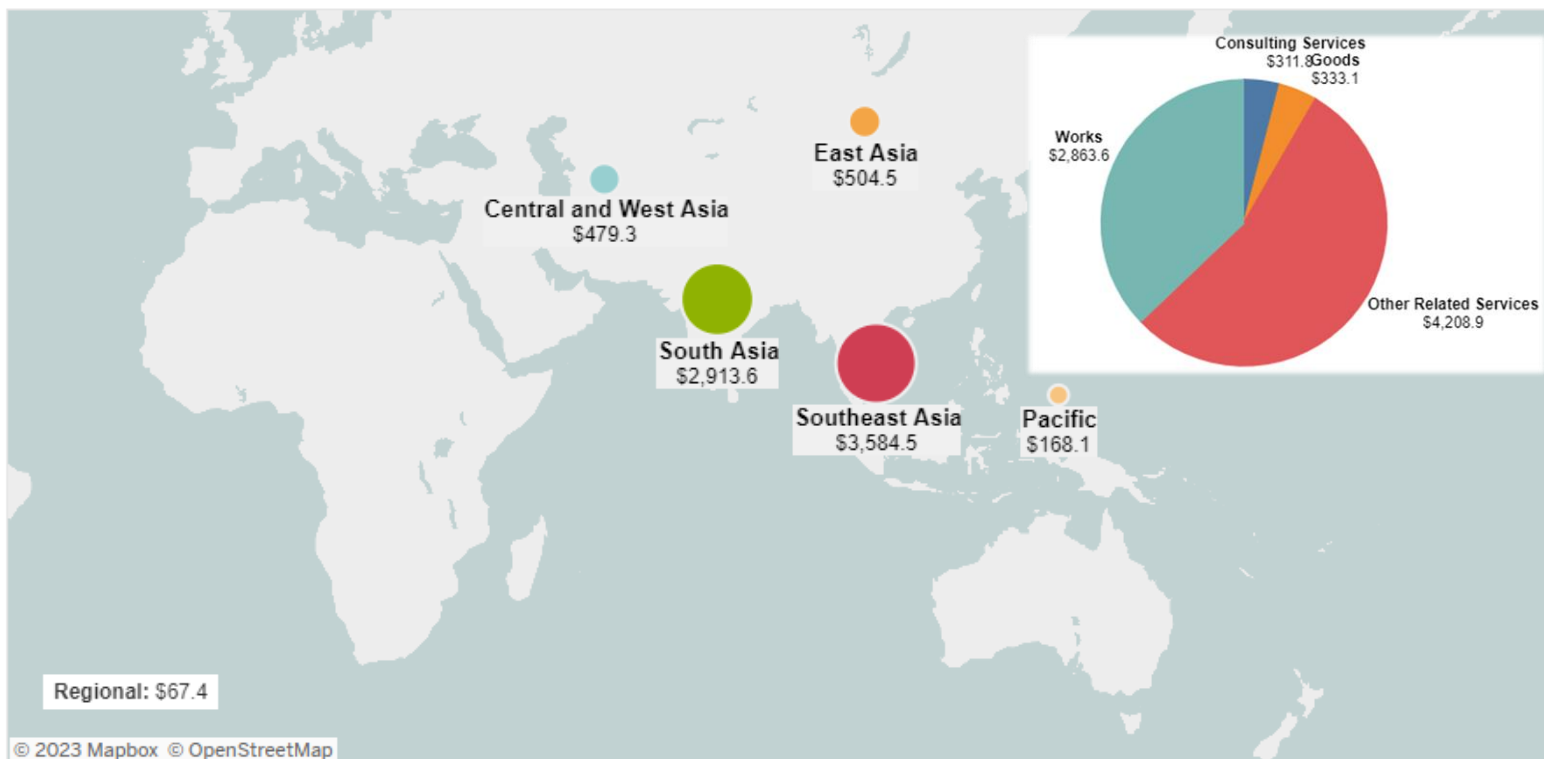


View Awarded Contracts

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.

ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year

2023

Modality

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

Nature

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

Region

- ☒ (All)
- ☒ Central and West Asia
- ☒ East Asia
- ☒ Pacific
- ☒ Regional
- ☒ 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



Attending events, exploring opportunities

- Visit ADB Headquarters / Resident missions
 - Visit departments responsible for projects
 - Business Opportunities Fairs
 - Business Opportunities Seminars
- Undertake local due diligence and find partners in the countries where looking to operate.





**12TH ASIAN DEVELOPMENT BANK
BUSINESS OPPORTUNITIES FAIR 2024**
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



On 9-10 October 2024, ADB will conduct the 12th edition of its Business Opportunities Fair (BOF).

The ADB BOF is a one-stop forum for consultants, contractors, manufacturers, suppliers, and civil society organizations looking to provide goods, works, and services for ADB projects.

Its an excellent opportunity to network with peers in the industry and with ADB specialists in the energy, transport, water, urban development, climate change, agriculture, environment, public management, finance, health, and education sectors.

[Register Here](#) to join us in Manila and [Click this Link](#) for more information



THANK YOU!

Kevin Moore

Procurement, Portfolio and Financial Management Department

kmoore@adb.org