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12TH ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2024

9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA

Consulting Opportunities for Civil Society Organizations

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CSO Statistics 2023



- ➔ ADB currently has around 3,500 CSOs registered on its Consultant Management System (CMS)
- ➔ In 2023, 23 firms contracts and 20 individuals contracts awarded to CSOs
- ➔ Combined value of \$7.2M
- ➔ Over half of the firms contracts awarded to CSOs were Direct Awards
- ➔ CSOs were also subcontracted by other entities on 23 occasions

What is a Consulting Firm?

“any private or public entity with the capacity to provide consulting services. Such entities include international and national consulting firms, [...], **universities, research institutions, Government agencies, civil society organizations (CSO) and non-governmental organizations (NGOs)**, when such entities provide consulting services”



Source: Staff Instructions ADB Administered Consulting Services

CSO: You are a Consultant to ADB!



ADB not a donor to be “pitched” to



CSOs not expected to co-finance projects



CSOs compete against the private sector



CSOs can compete on price

CSO: You are a Consultant to ADB!



Must adhere to

- procurement rules (RFP etc.)
- contract provisions (invoicing etc.)



You **can** make a profit and/or cover costs and overheads (not just “at cost”) – can be a salary “multiplier”



You **can** request advance payments

- Submit request 2 weeks prior
- One advance at a time
- No advance within 30 days of completion date
- Repayable if terminated

Tips for winning ADB-financed assignments



- 1 Collect relevant business intelligence – network!
- 2 Study the bidding documents and understand the selection method and evaluation criteria
- 3 Know the contract
- 4 Keep good records of inputs and expenditures
- 5 Develop reputation through performance
- 6 Consider individual consultant contracts opportunities
- 7 Position yourself for Direct Contracting
- 8 Consider being Subcontracted



Must Read!!!

<https://www.adb.org/sites/default/files/identifying-business-ngos.pdf>

Working with ADB: A Primer for Identifying Business Opportunities for NGOs

An Overview:
How ADB and civil society work together





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Thank You!

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