

*The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.*

ADB

# Asian Development Bank Business Opportunities Seminar

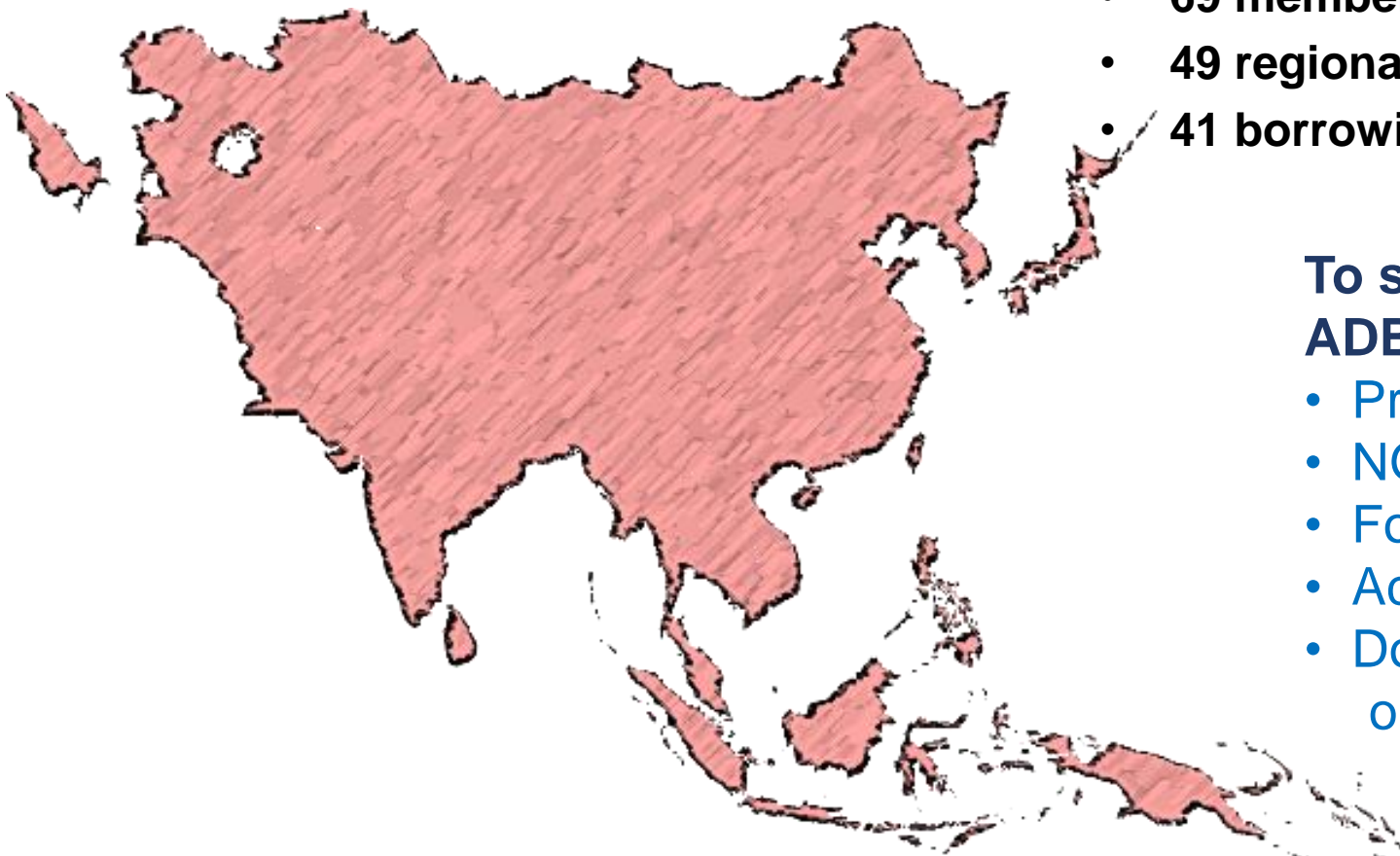
Doing Business with ADB and the ADB Procurement System

20 February 2025 – Malaysia

BUSINESS  
OPPORTUNITIES



# A brief about ADB



- Founded in 1966, HQ in Philippines
- 69 members
- 49 regional & 20 non-regional
- 41 borrowing members

## To support its clients, ADB works with:

- Private sector
- NGOs and CSOs
- Foundations
- Academia & think tanks
- Donors & international organizations

**Main instruments: loans/grants, technical assistance, equity and guarantees**

**Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing**

# ADB Regions

Central and West Asia	East Asia	South Asia	Southeast Asia	Pacific
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>

# Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>








# ADB Sovereign Portfolio By Percentage (2023)



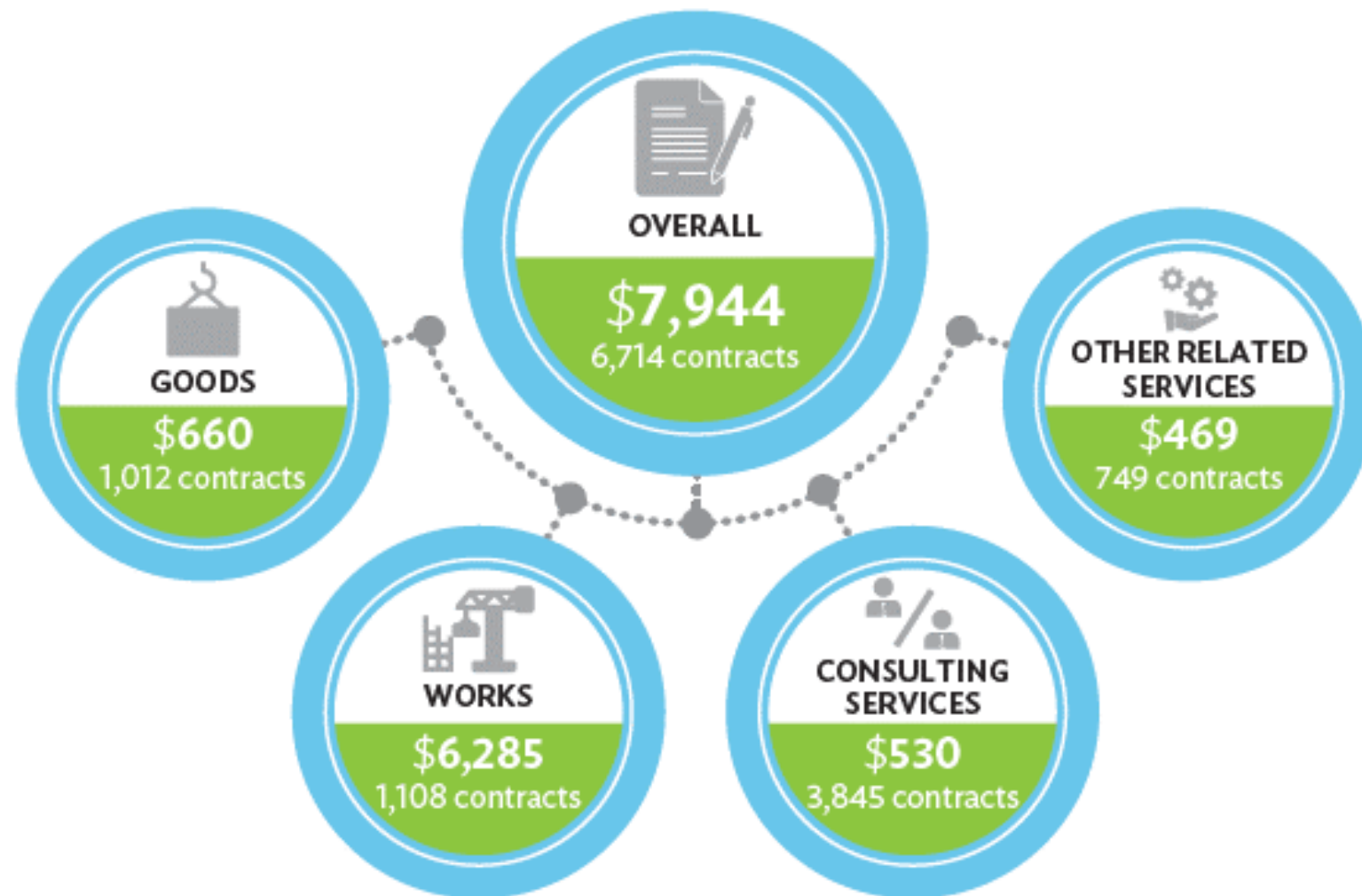
ADB = Asian Development Bank.  
Source: Asian Development Bank data.

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

ADB Business Opportunities Seminar

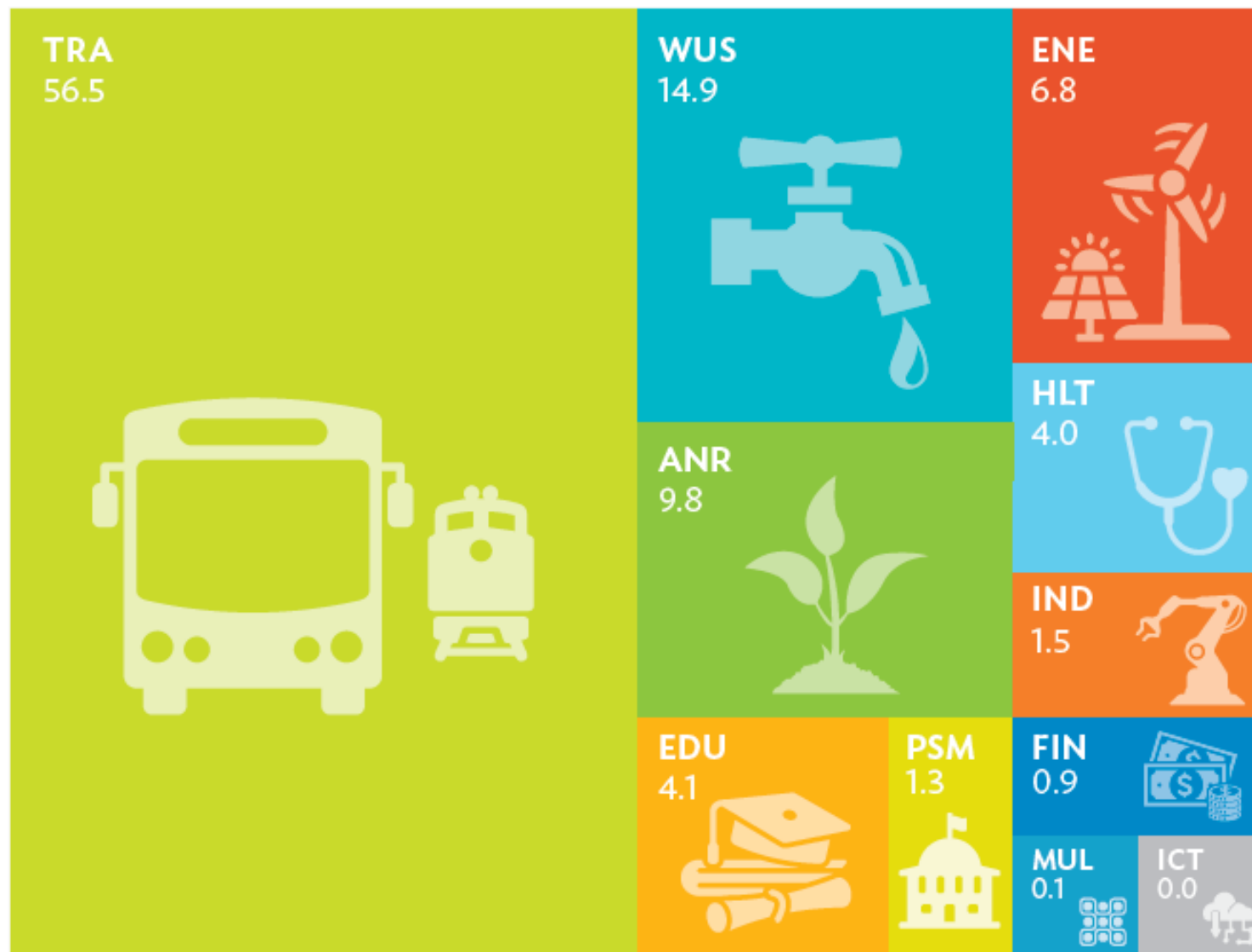
Sector		2018	2023	
		\$28.9B	\$30.2B	↑
TRANSPORT				
		\$20.6B	\$17.1B	↓
ENERGY				
		\$9.0B	\$14.6B	↑
AGRICULTURE				
		\$11.0B	\$13.8B	↑
WATER & URBAN				
		\$1.4B	\$7.0B	↑
HEALTH				
		\$5.5B	\$6.8B	↑
EDUCATION				
		\$5.4B	\$5.8B	↑
OTHERS				

# Procurement in 2023 (US\$ million)



Source: Asian Development Bank, PPFD.

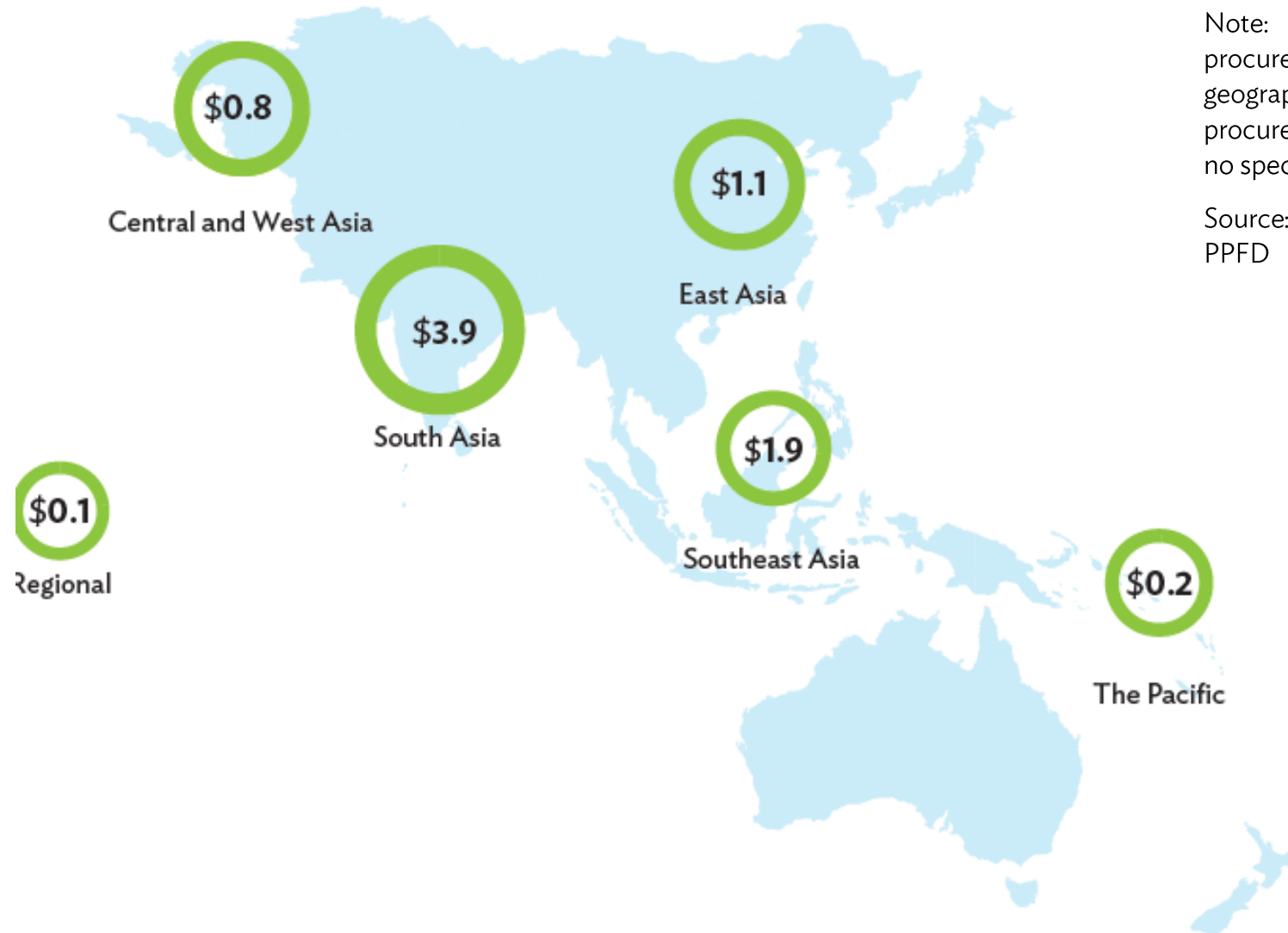
# Procurement by Sector, 2023 (% of total Procurement)



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, PPF

# 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, PPF



# ADB Procurement Policy - Core Principles



**Economy**



**Efficiency**



**Fairness**



**Transparency**

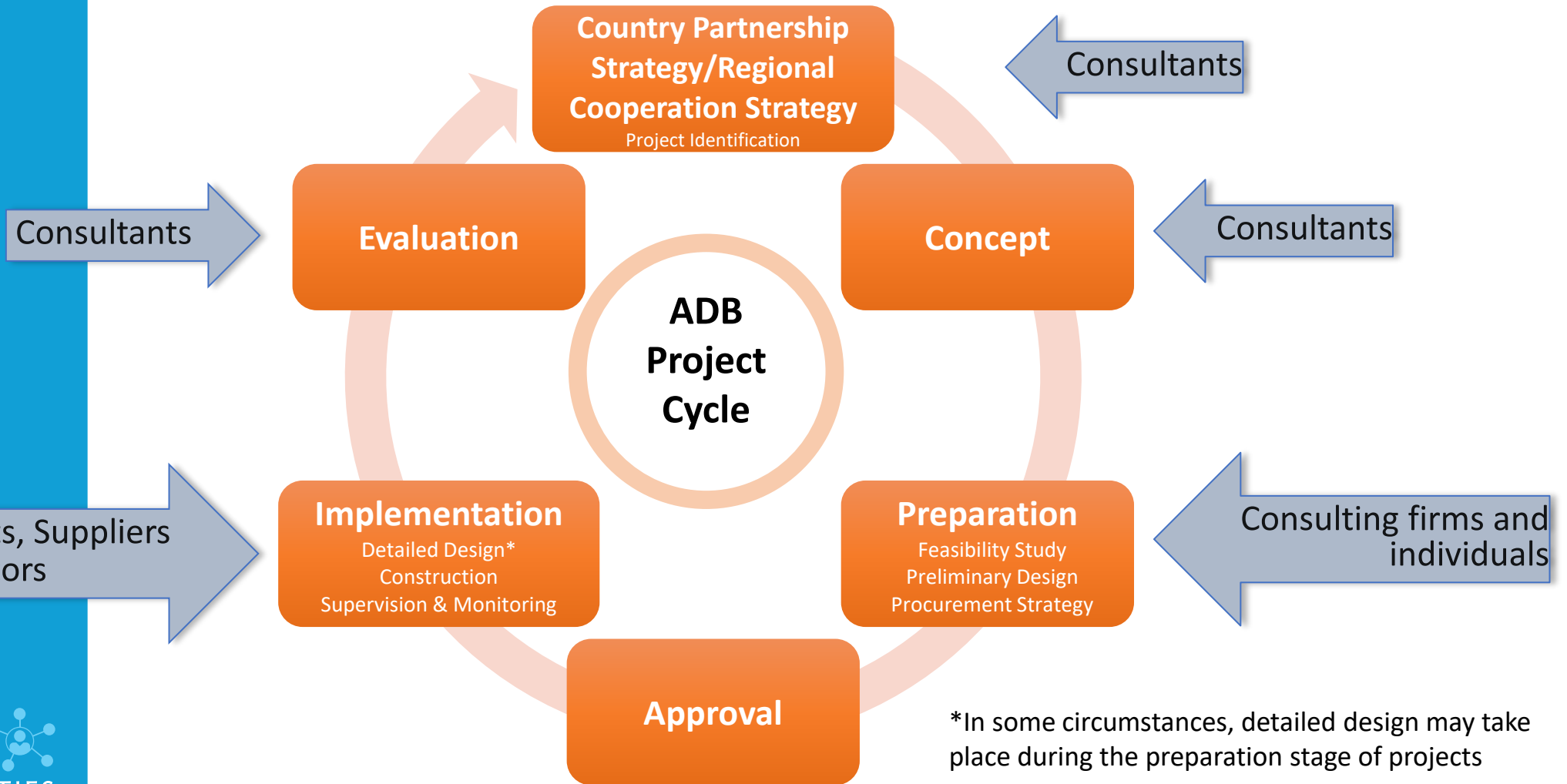


**Quality**

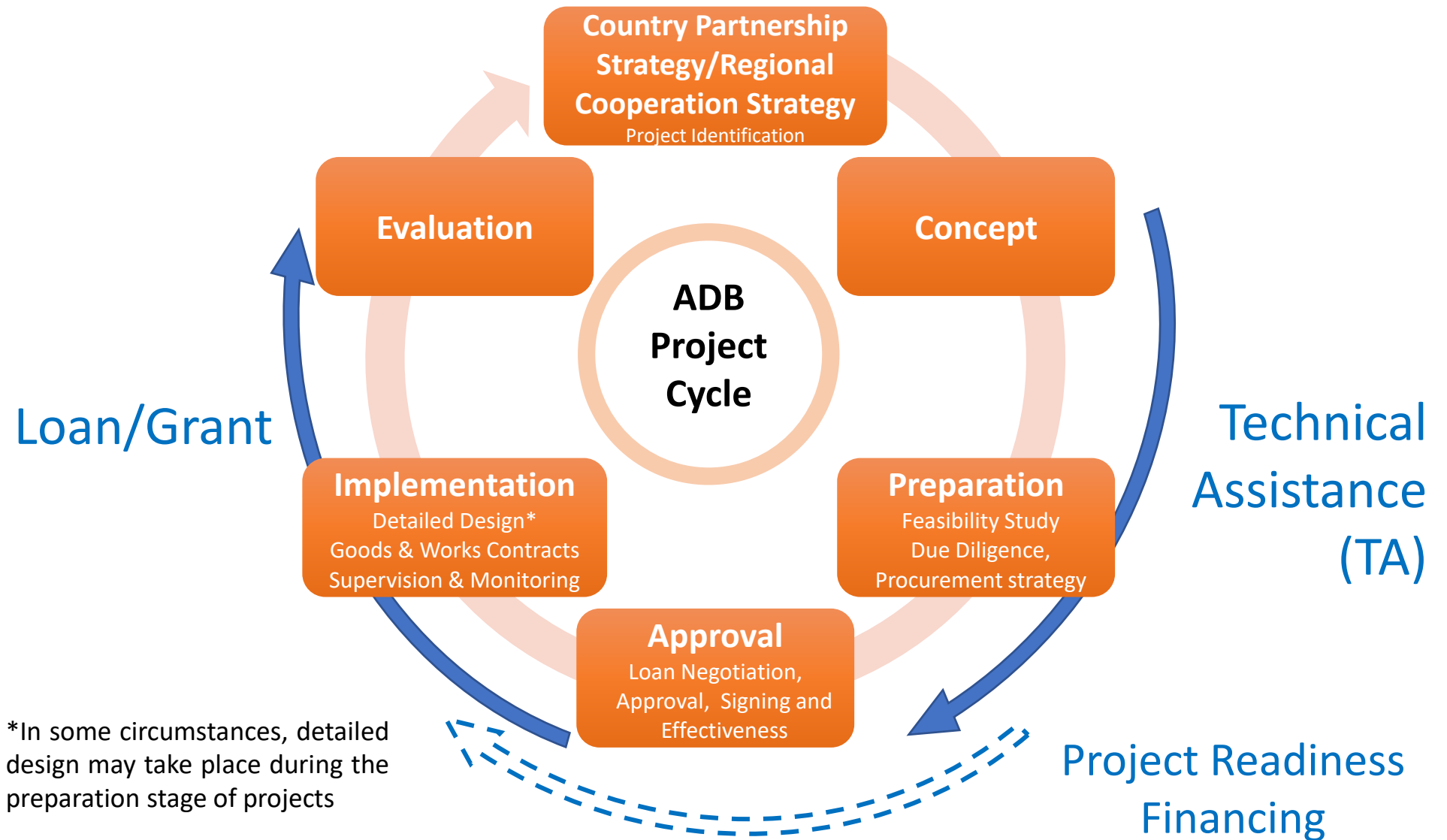


**Value for money**

# When is the Private Sector engaged?



# Financing Modalities and the Project Cycle



# 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

# 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

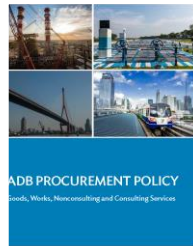
## Knowledge & Support Technical Assistance (KSTA)

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

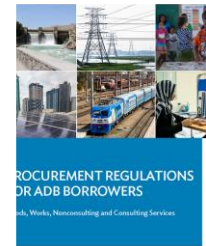
\* **Sector, thematic, and economic work; search for potential transactions and inputs for project concept paper preparation; flagship knowledge and innovative solutions; and high-level technologies**

ADB Business Opportunities Seminar

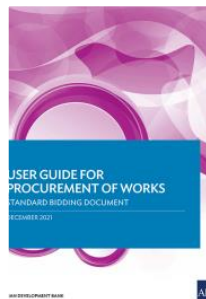
# Procurement Framework



## 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



# Sustainable public procurement

achieved through

- policy and regulation
- contract requirements
- specification
- criteria setting

informed by prioritization and  
market analysis

ENVIRONMENTAL



SOCIAL



ECONOMIC



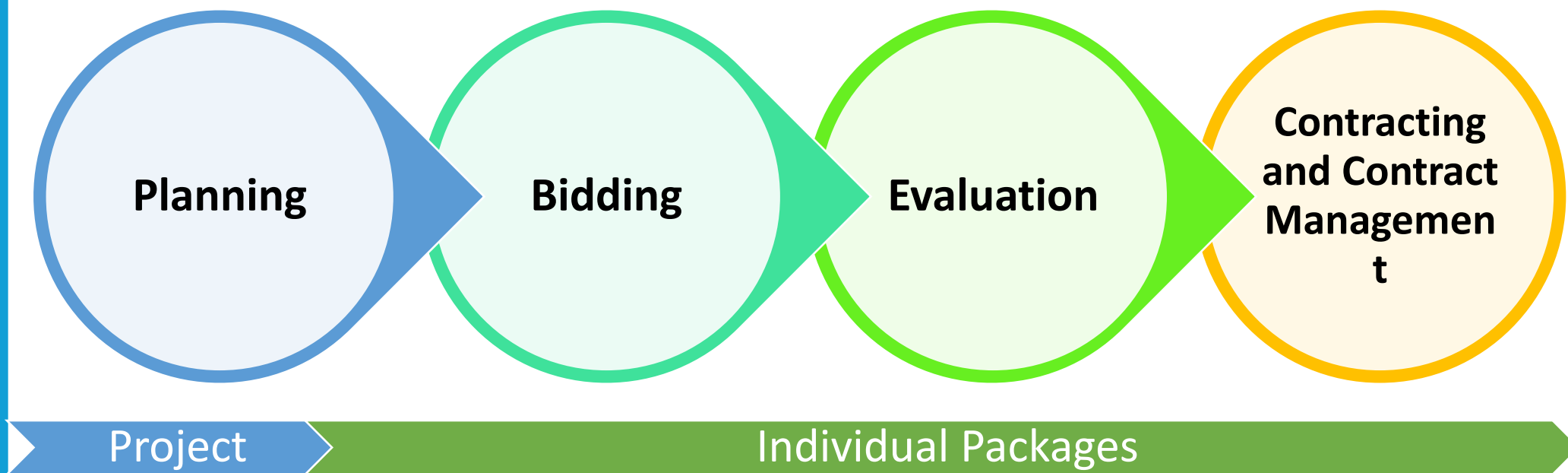
INSTITUTIONAL



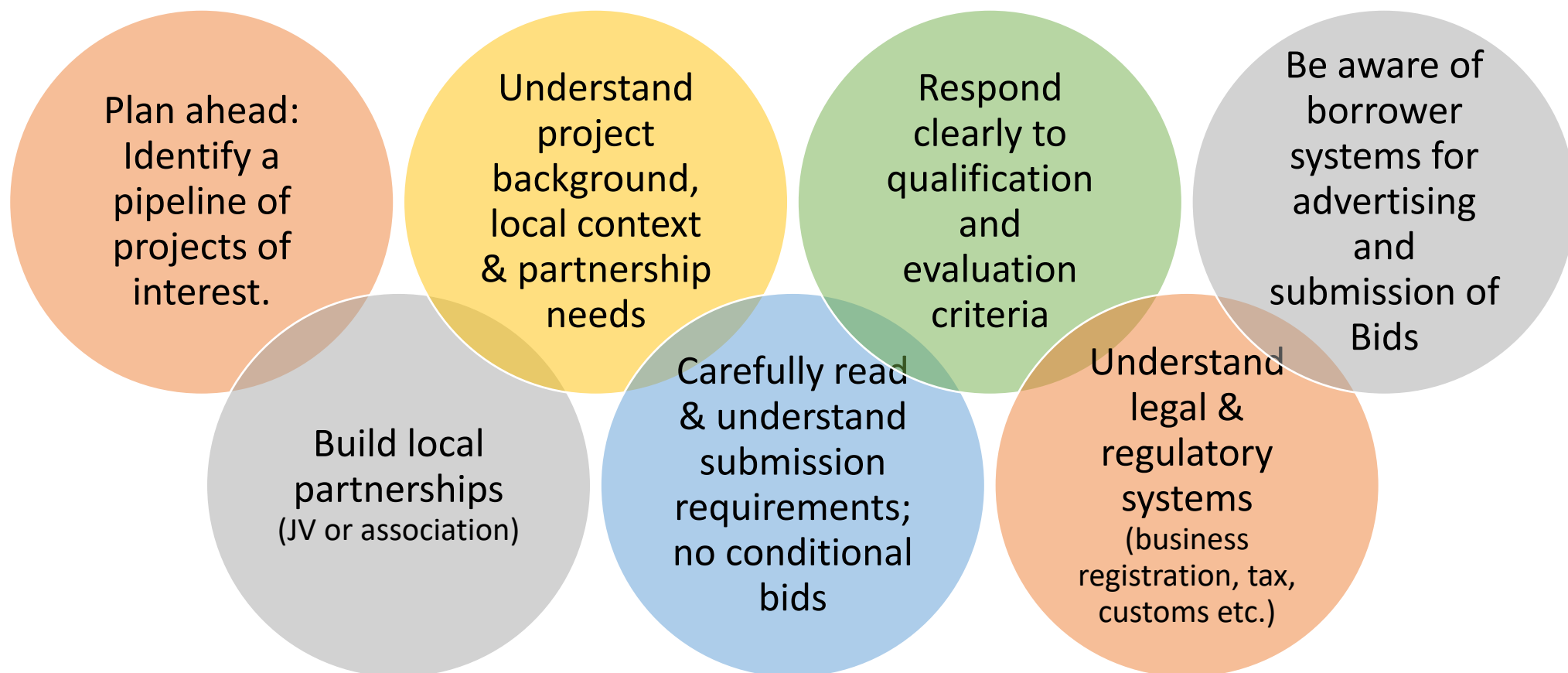
Do good both through what is built  
and through how it is built



# 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

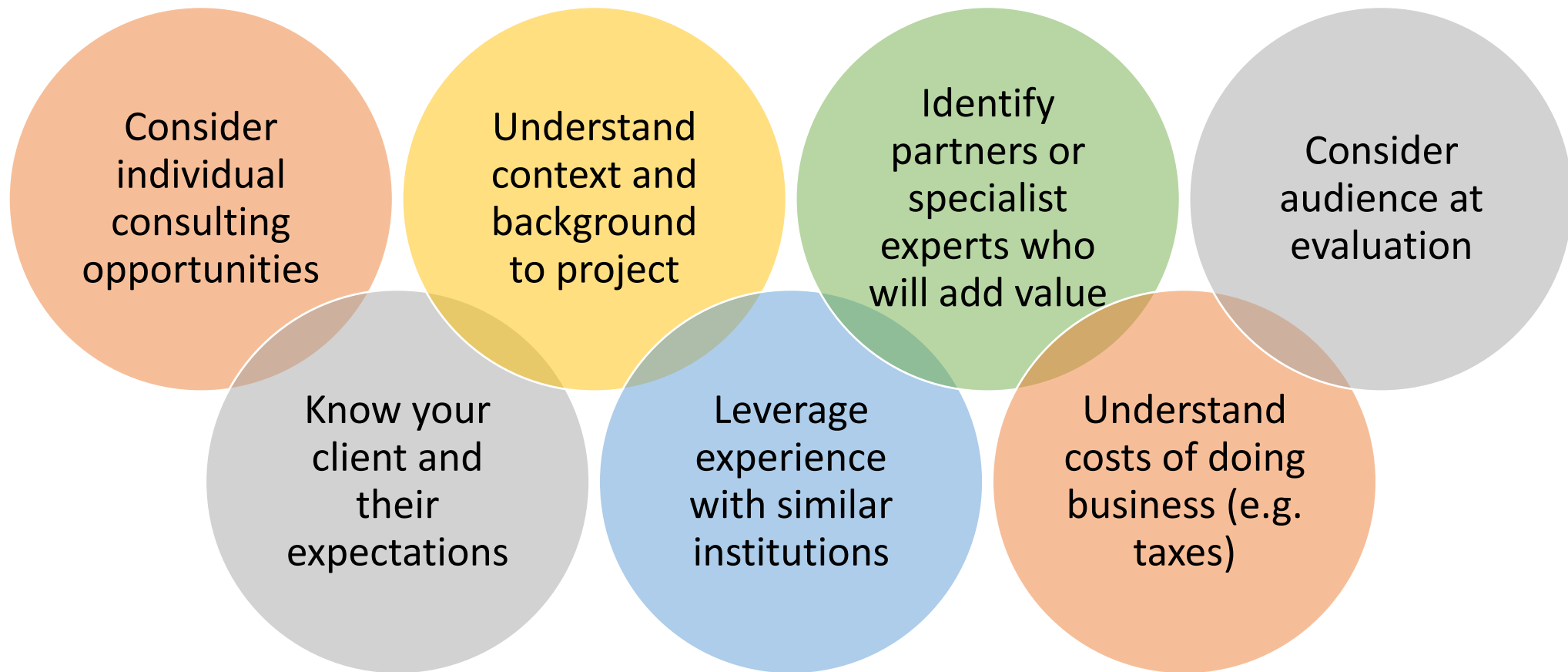
Failure to meet  
Qualification Criteria

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.



# How to find Information on our Website

The screenshot shows the ADB website with the following structure:

- Top navigation: News and Events, ADB Institute, Contact, English
- Main navigation: WHO WE ARE, WHAT WE DO, WHERE WE WORK, **WORK WITH US** (highlighted with a purple circle)
- Search bar: Search
- Left sidebar (orange 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.
- Main content area:
  - 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
  - PROCUREMENT AND OUTREACH** (highlighted with a red rounded rectangle)
    - Operational Procurement
    - Institutional Procurement
    - Business Opportunities Outreach
    - Projects & Tenders

**Business Center - [www.adb.org/business](http://www.adb.org/business)**

**[www.adb.org/business/operational-procurement](http://www.adb.org/business/operational-procurement)**





# Business Center - [www.adb.org/business](http://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](http://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

<b>Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project)</b> 49177-002; Timor-Leste; Energy	Status: <b>Approved</b>	Approval Date: 26 Oct 2021
<b>Development of the Pacific Energy Regulators Alliance</b> 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: <b>Active</b>	Approval Date: 25 Oct 2021
<b>Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience</b> 55079-002; Sri Lanka; Energy	Status: <b>Approved</b>	Approval Date: 14 Oct 2021
<b>Power Sector Reform Support Program</b> 54269-003; Uzbekistan; Energy	Status: <b>Approved</b>	Approval Date: 02 Oct 2021
<b>Research on Addressing Climate Change in Ningxia through the Use of Science and Technology</b> 55033-001; China, People's Republic of; Energy	Status: <b>Approved</b>	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

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

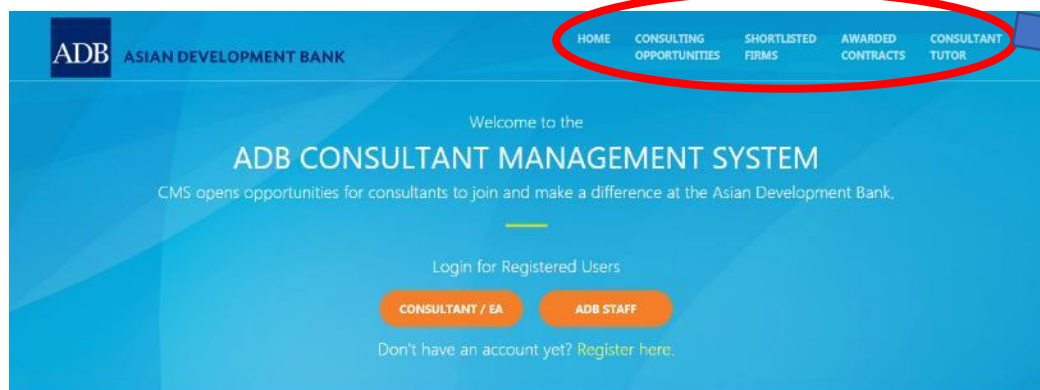
Follow ADB:      

<b>Alerts</b> 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

<b>Events</b>	<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
<b>Procurement Notices (Goods and Works)</b> <small>Note: Weekly notifications on consulting opportunities available for registered users of the <a href="#">Consultant Management System (CMS)</a>.</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.

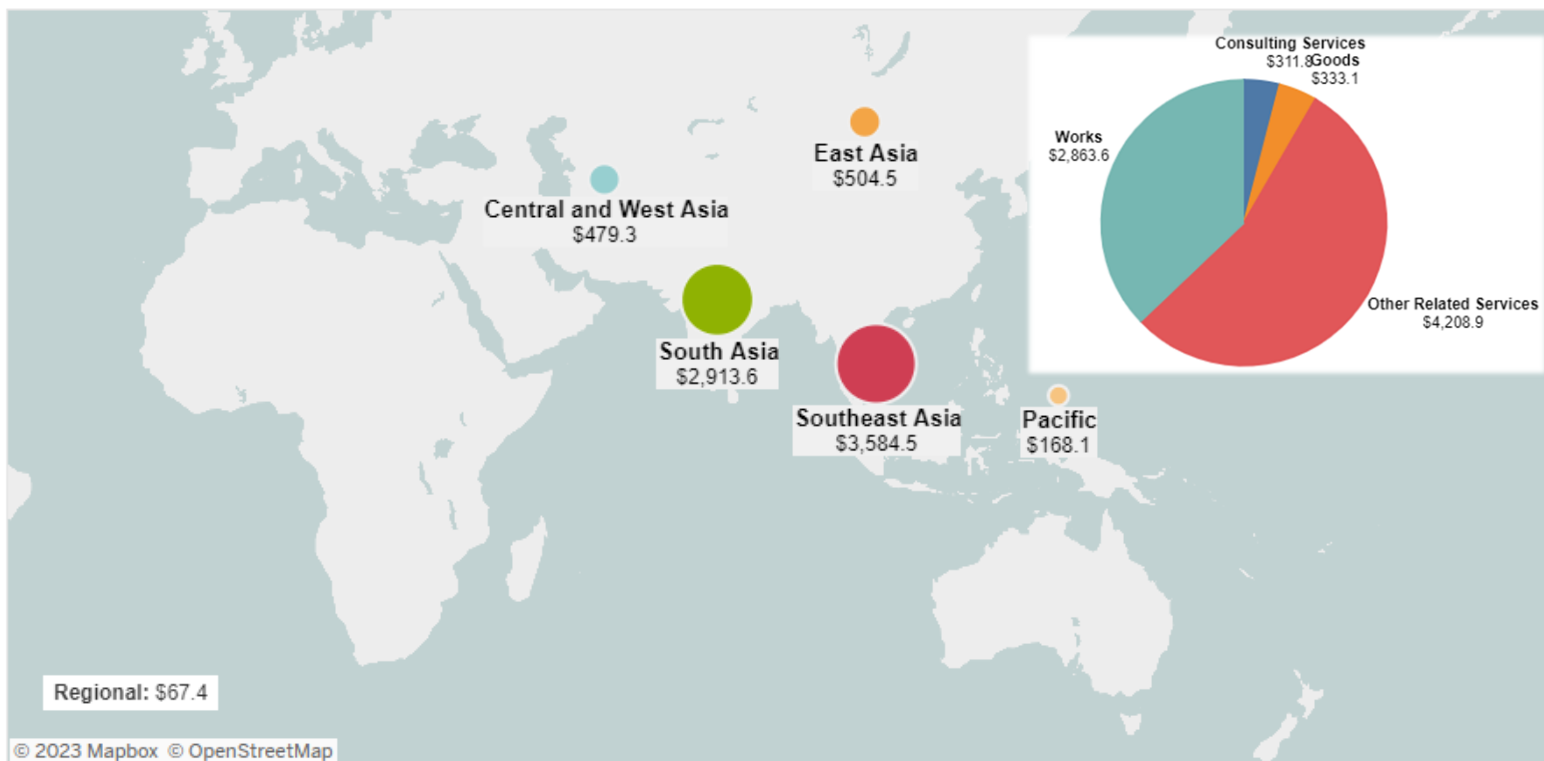


## View Awarded Contracts

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



# Useful Links

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

<http://cms.adb.org/>

[www.youtube.com/user/Asiandevelopmentbank](http://www.youtube.com/user/Asiandevelopmentbank)

[www.adb.org/news/videos/series/procurement](http://www.adb.org/news/videos/series/procurement)

[www.adb.org/business/main](http://www.adb.org/business/main)

<https://www.adb.org/documents/adb-procurement-policy>

<https://www.adb.org/business/how-to/where-can-i-find-adbs-standard-bidding-documents>

<https://www.adb.org/documents/guidance-notes-on-procurement>

**Join the community of ADB Consultants and Suppliers in LinkedIn:**

**1) ADB Consultants Network:**

**<https://www.linkedin.com/groups/3796524/>**

**2) ADB Suppliers Network:**

**Also follow “ADB Business Center” in LinkedIn:**

# THANK YOU!

Sina Velioglu  
Procurement, Portfolio and Financial  
Management Department (PPFD)  
[svelioglu@adb.org](mailto:svelioglu@adb.org)

