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**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025**

**16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA**

**QUALITY INNOVATION IMPACT**

# Recruitment of Consulting and Non-Consulting Services

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# Why Pursue ADB-financed Consultant Contracts?



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



Availability of funds is assured



Internationally accepted procurement procedures



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



# Active Sovereign Portfolio by Region vs Consulting Services Spend, 2024

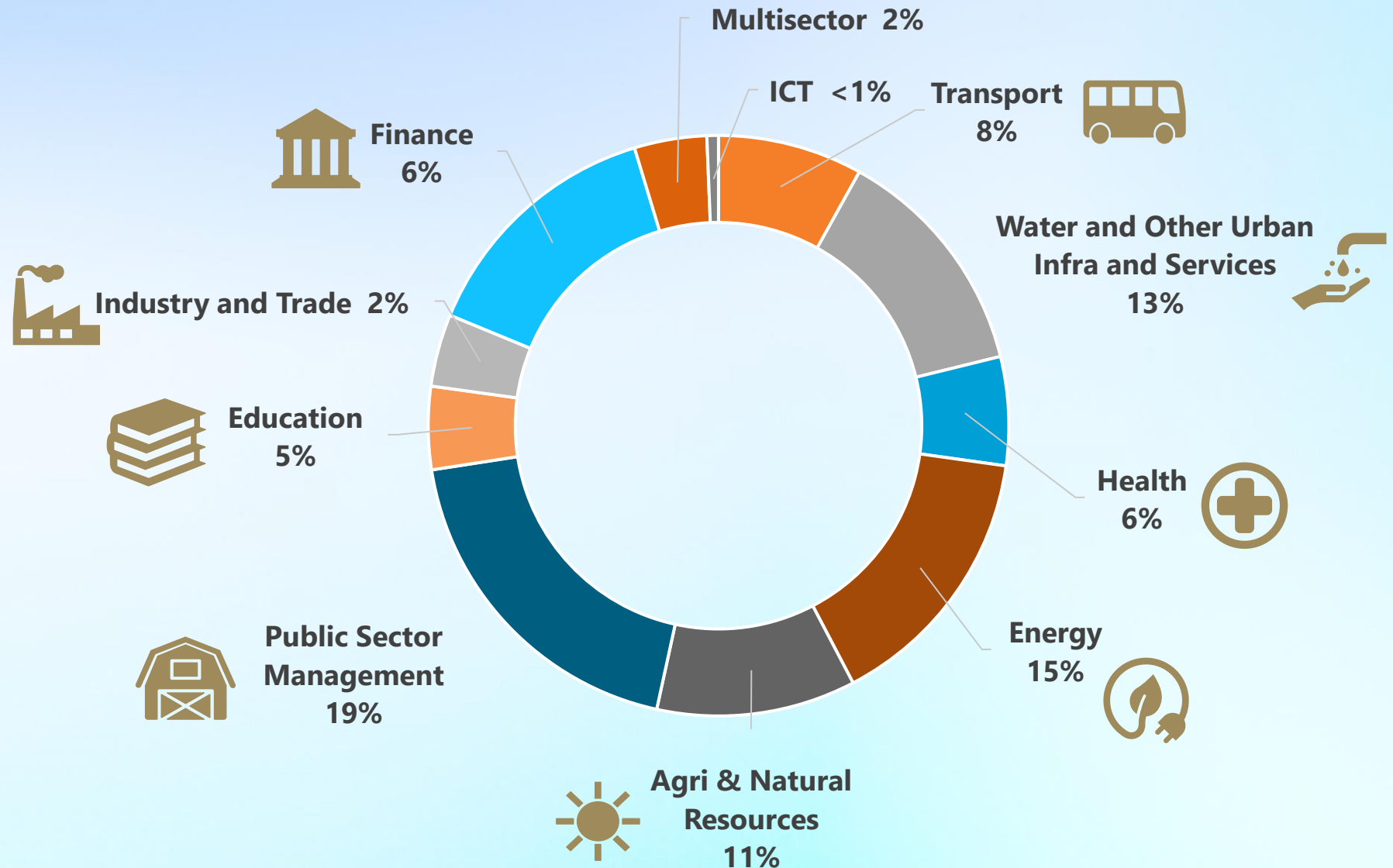


## 2024 Consulting Services

Central & West Asia	East Asia	Pacific	South Asia	Southeast Asia	Regional
\$65.9 M	\$42.4 M	\$ 31.8 M	\$120.7 M	\$91.2 M	\$126.6 M



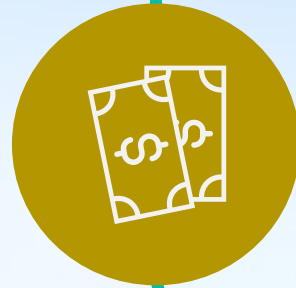
## Operational Procurement by sector, Consultancy, 2024





## Main Differences

### Loan/ Grant



Selected by	EA (ADB reviews)
Contracted by	EA
Rules	Policy/Regulations/ Staff Instructions
Systems	Mainly Offline – SRFP
Complaints	EA

### Technical Assistance/ Staff Consultancy



Selected by	ADB
Contracted by	ADB
Rules	Policy/Staff Instructions
Systems	CMS
Complaints	ADB



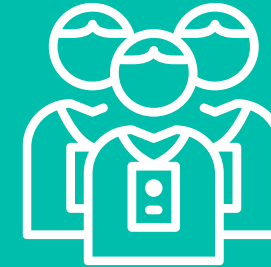


## Types of Consultant



### Firms

Private Sector  
CSO/NGO  
Universities  
International Organizations



### Individuals

Private Individual  
Individual through firm  
Resource Person



# Eligibility

Generally, a consultant must be from ADB member (incorporation/ citizenship/ right to work).

- Certain exceptions, depending on funding source which can expand or restrict eligibility.
- Experts employed by eligible consulting firm under a firm contract considered eligible, regardless of nationality.
- Refer to CSRN / RFP.

Specific rules apply for

- Conflict of interest.
- Government Organizations and Civil Servants, including State-Owned Universities.
- Consultants currently engaged by ADB or the EA.
- Former ADB staff and ADB staff spouses.

Must not be

- Subject to an ADB debarment or temporary suspension (ADB's Anticorruption Policy/ Integrity Principles and Guidelines).
- Suspended by ADB for poor performance.



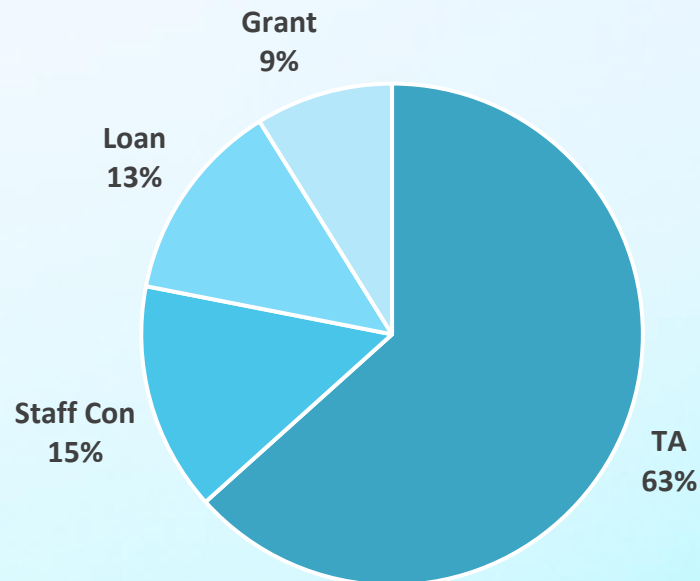


2024  
Consultant  
Recruitment, by  
consultant type,  
fund source –  
pie chart by  
value

## Individuals



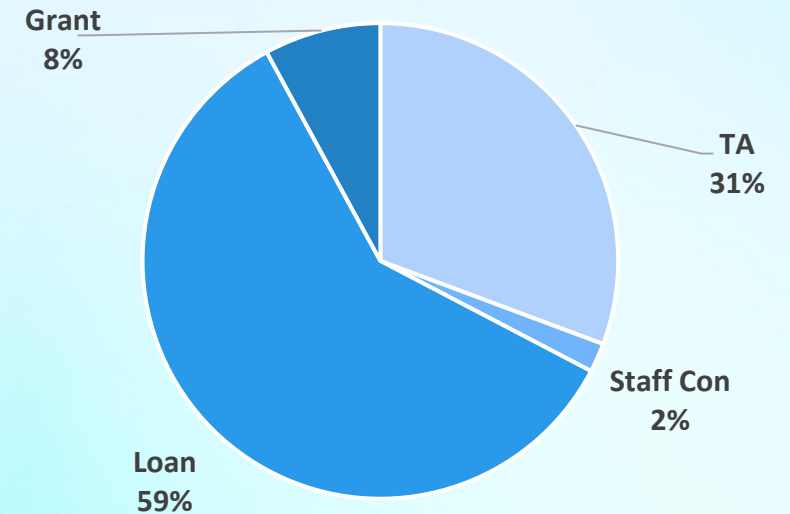
Type	Total Value (\$)	Count
Technical Assistance	106,370,355	2,754
Staff Consulting	24,729,374	738
Loan	21,933,361	406
Grant	14,878,614	252
<b>Total</b>	<b>167,911,704</b>	<b>4,150</b>



## Consulting Firms



Type	Total Value (\$)	Count
Technical Assistance	100,899,469	269
Staff Consulting	6,516,785	38
Loan	195,286,064	163
Grant	26,091,245	62
<b>Total</b>	<b>328,793,563</b>	<b>532</b>





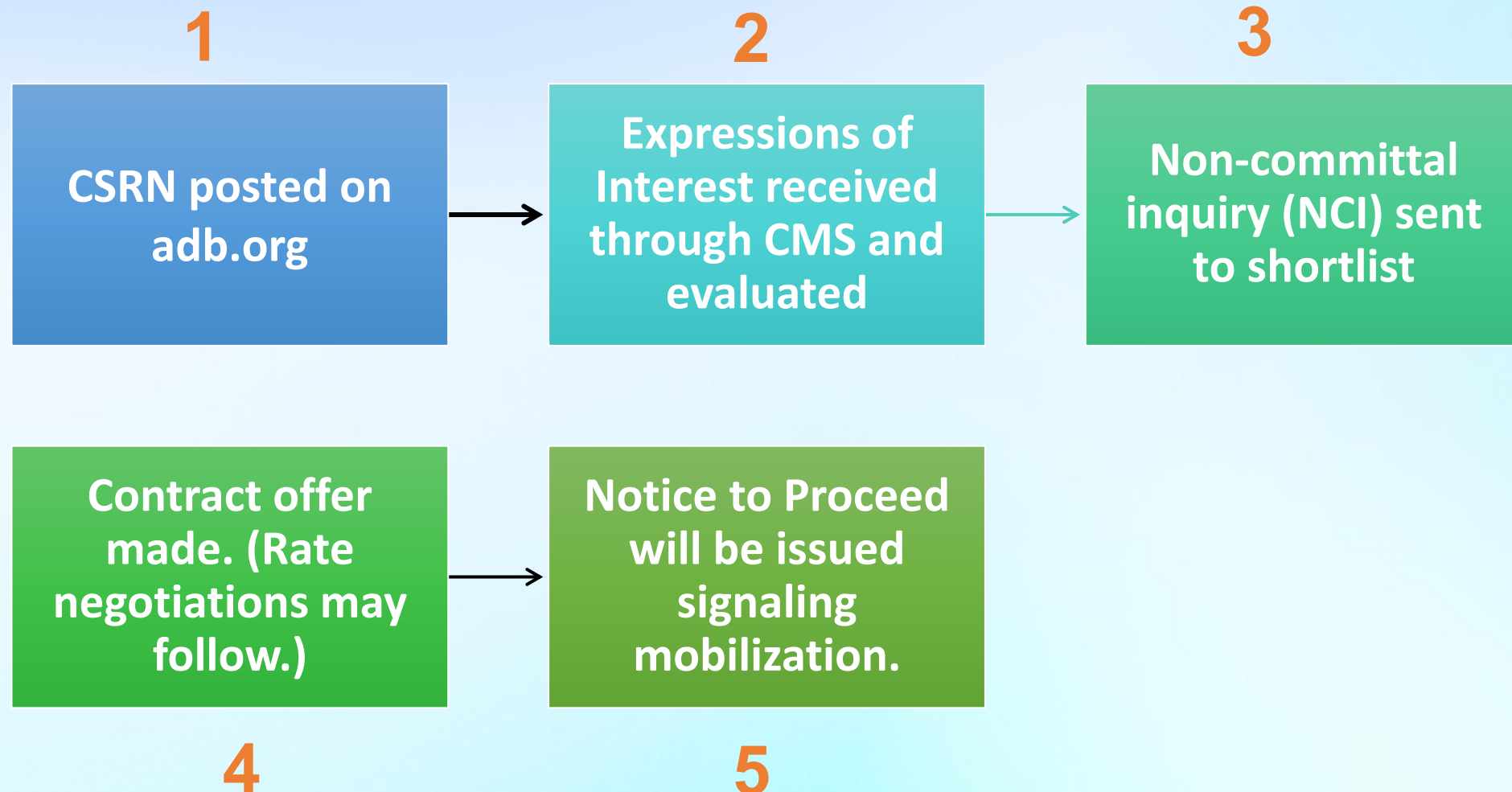


## Summary of ADB Recruitment Process – for Firms





Individual  
Consultants  
ADB  
administered





## Technical Assistance Non-Consulting Services

Only Applies to Technical Assistance Funded

“Non-consulting” services are

- Services where the physical aspects predominate (surveys, IT implementation)
- Routine services using standardized approaches (standard audits, translation, event management)

Individuals or Firms

National (if available locally) or international



## Technical Assistance Non-Consulting Services



### **Request for quotation**

Simple services - 3 bids – simple services



### **Limited Competitive Bidding**

Invitation for Bids (to limited number of firms)



### **Open competitive bidding**

Request for Proposals (seek to evaluate technical aspects)

Invitation for Bids (for standardized services)



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# Thank You!

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