

# ADB Project Procurement: Principles and Opportunities

Olivier Leonard, Principal Procurement Specialist, Procurement, Portfolio, and Financial Management Department

Solving Complex Challenges Together

- 1. About ADB
- 2. Business Opportunities
- 3. ADB Procurement Framework
  - 4. Bidding Strategies
  - 5. Consulting Services
  - 6. How to find information



### 1. About ADB

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# A brief about ADB



- 69 members
- 50 regional & 19 non-regional
- Founded in 1966, HQ in Philippines
- 41 borrowing members

# To support its clients, ADB works with:

- Private sector
- NGOs and CSOs
- Foundations
- Academia & Think tanks
- Donors & International Organizations



# **Strategy 2030: Seven Operational Priorities**

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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



and food security



Promoting rural development Strengthening governance

and institutional capacity

Fostering regional cooperation and integration

### **Key Approaches**



1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for

develonment

\$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



## 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



# **Overview of ADB Operations**





adequacy reforms that unlock an additional \$100 billion of lending

headroom.

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# 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



# **Types of Opportunities**

### Supply of goods

Machinery, equipment, ICT, furniture

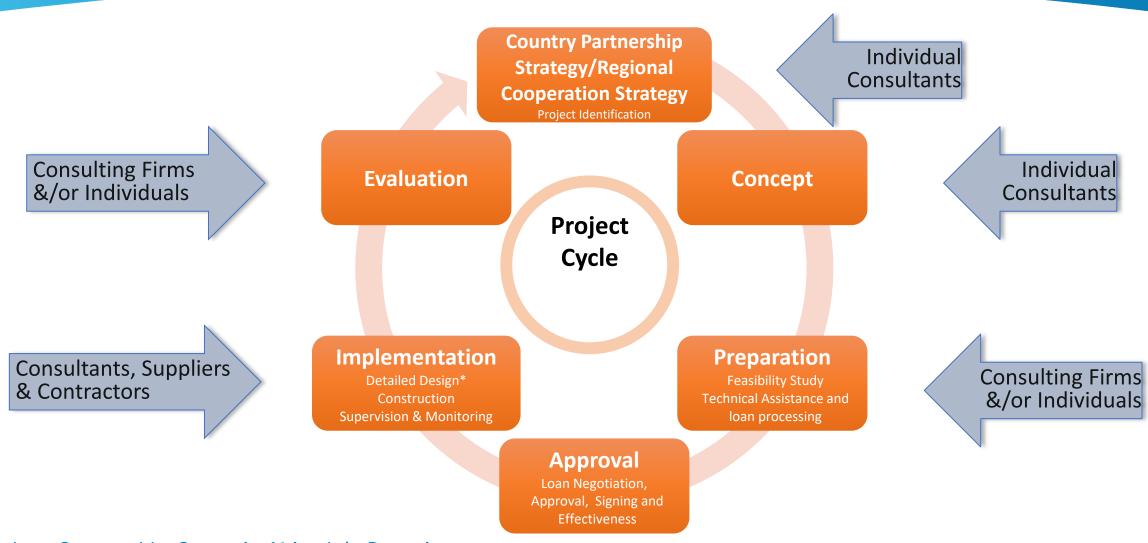
### Civil works

- Roads, railways, bridges, irrigation canals, schools, etc.
- EPC Power plants, pump stations, water treatment plants, heating plants, airports, etc.

### Consulting services

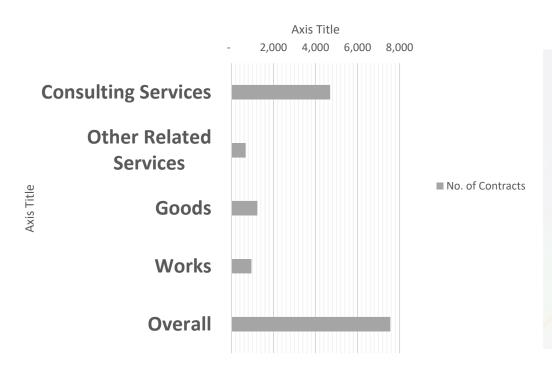
- Project preparation & implementation, site supervision (PMC), detailed design, knowledge products, policy/advisory, staff consultants
  - Nonconsulting services
  - Surveys, training, translation, event management

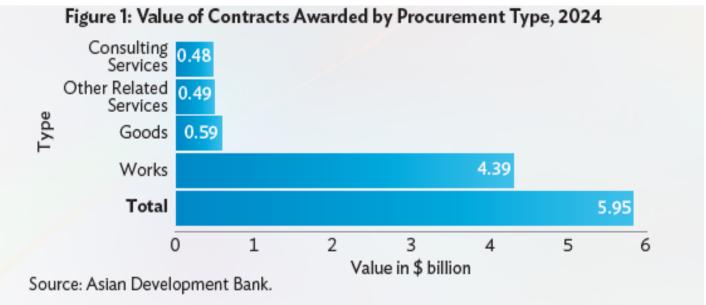




### Procurement value and contract in 2024

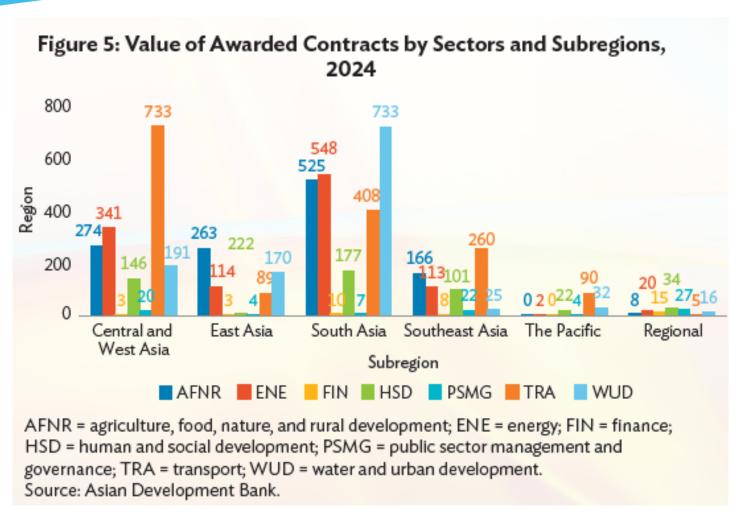


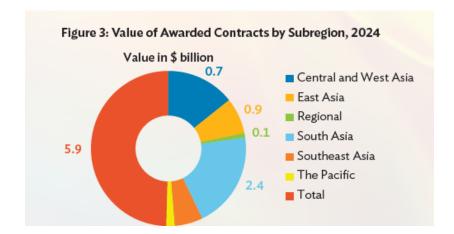


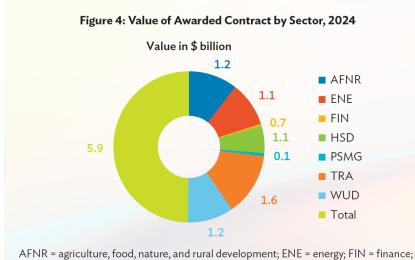




# Total Procurement by Region/Sector







AFNR = agriculture, food, nature, and rural development; ENE = energy; FIN = finance HSD = human and social development; PSMG = public sector management and governance; TRA = transport; WUD = water and urban development. Source: Asian Development Bank.



# 2024 Top 10 Countries - Goods, Works and Consulting Services



Nationality of Contractor	Total Procurement		
Nationality of Contractor	Amount (US\$M)	% of Total	Rank
India	2,400.09	18.27	1
Indonesia	1,812.81	13.80	2
China, People's Republic of	1,742.17	13.26	3
Bangladesh	1,293.68	9.85	4
Pakistan	1,231.64	9.38	5



# 2024 Top 5 Suppliers - Goods & Works

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(by nationality)

Nationality of Contractor	Goods & Works and Related Services			
Nationality of Contractor	Amount (US\$M)	% of Total	Rank	
India	2,317.72	18.31	1	
Indonesia	1,797.24	14.20	2	
China, People's Republic of	1,714.34	13.55	3	
Bangladesh	1,276.64	10.09	4	
Pakistan	1,222.99	9.66	5	



# 2024 Top 5 Consulting Services (by nationality)



Nationality of Contractor	Consulting Services		
Nationality of Contractor	Amount (US\$M)	% of Total	Rank
India	82.36	17.21	1
Korea, Republic of	48.64	10.16	2
Germany	27.99	5.85	3
China, People's Republic of	27.83	5.81	4
Australia	26.03	5.44	5

Source: Asian Development Bank



# **Focus on Spain**

## Spain's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

	Goods, Works, and Related Services		
	Amount	% of	
Item	(\$ million)	ADB Total	
2023	31.05	0.22	
2024	10.05	0.08	
Cumulative (as of 31 Dec 2024)	1,304.24	0.48	

	Consulting Services	
	Amount	% of
Item	(\$ million)	ADB Total
2023	5.77	1.03
2024	6.52	1.36
Cumulative (as of 31 Dec 2024)	263.69	1.59

	Total Procurement	
	Amount	% of
Item	(\$ million)	ADB Total
2023	36.82	0.25
2024	16.56	0.13
Cumulative (as of 31 Dec 2024)	1,567.92	0.54

#### Top 5 Contractors/Suppliers from Spain Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2020–31 December 2024

Contractor/Supplier	Sector	Contract Amount (\$ million)
Intecsa Ingenieria Industrial S.A.	ENE	434.55
Urbaser S.A.U.	WUS	77.60
Levantina Ingeniería y Construcción S.L.	TRA	41.10
ArcelorMittal España, S.A.	TRA	9.73
Kobbeco S.A High Line Division S.L. (JV)	ENE	3.39
Others		2.75
Total		569.10

#### Top 5 Consultants from Spain Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2020–31 December 2024

Consultant	Sector	Contract Amount (\$ million)
IDOM Consulting, Engineering, Architecture S.A.U.	ANR, TRA	31.09
Eptisa Servicios de Ingeniería S.L.	ANR, WUS	22.28
Mercados Aries International S.A.	ENE	6.81
OCA Global Consulting and Technical Advisory Services S.L.U.	ENE, WUS	6.07
MRC Consultants and Transaction Advisers S.L.	ENE	1.98
Individual Consultants		7.17
Others		2.86
Total		78.25



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## **Procurement Framework**



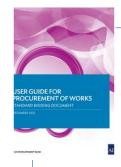


ADB Procurement Policy 2017



Procurement Directive for ADB Borrowers

2026



Standard Bidding Documents and User Guides



**Guidance Notes** 



**Procurement Staff Instructions** 



# **Procurement Principles**

	Principles		Outcomes
4	lus	Fairness	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
Į	<b>9</b>	Economy	Using price, quality, and any nonprice attributes to deliver viable projects.
	3 ■	Efficiency	Ensures procurement processes are proportional to value and risks.
		Transparency	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	Quality		Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
		Value for Money	Obtain optimal benefits through effective, efficient, and economic use of resources.



# Align with new ADB Policy Architecture

- Change taxonomy (replace Regulations with Directive).
- Place details at appropriate level (high-level in Directive; specifics in guidance notes and Staff Instruction).

# **Promote Innovation and Enhance Supplier Base**

- Mandate early market engagement for international contracts.
- Include competitive dialogue as a procurement method.

Improve Quality and Value for Money

• Mandate merit point criteria for contracts advertised internationally.

# Foster Economic Growth and Local Development

• Mandate minimum local labor participation.

# Reward Sustainable Procurement

• Provide incentives for environmental, social, economic & institutional considerations (job creation/skills development).

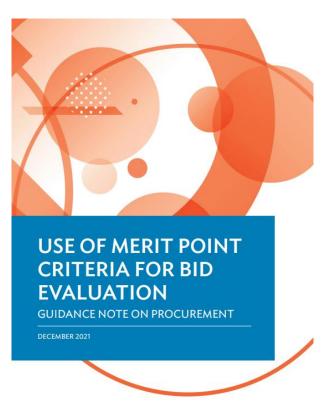


# **Evaluating Quality**

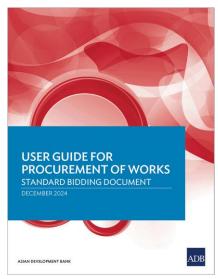
Solving Complex Challenges Together

A sector focused approved is recommended

Rated criteria or merit point criteria facilitate evaluation of bids/proposals by considering non-price attributes including quality, technical and substantiality aspects









ASIAN DEVELOPMENT BANK

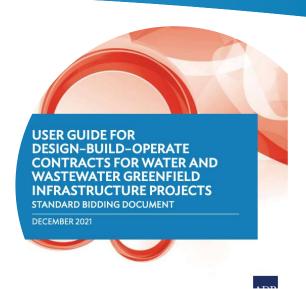




**Design, Build and Operate** template (2021) for water and wastewater greenfield projects template for projects with 10-30 years of O&M period handled by the same contractor,

A new Collaborative O&M Contract Template for water and wastewater infrastructure projects (December 2024) introduces collaborative approach during a shorter O&M period (5 years) to:

- Quickly improve service to end users,
- Implement new technology and sustainable solutions
- Prepare future infrastructures investment



USER'S GUIDE TO
COLLABORATIVE
OPERATION AND MAINTENANCE
CONTRACTS
FOR WATER AND WASTEWATER
INFRASTRUCTURE PROJECTS

nbar 2022



## **Sustainable Public Procurement**











- Responsible and accountable for carrying out all procurement activities.
- Responsible for project implementation.
- Contract are between Borrower and Provider; ADB is not a party.

**Borrower** 



- ADB ensures funds are used only for their intended purpose by providing implementation support.
- ADB monitors and oversees procurement processes: ensures procurement is carried out per agreed procedures
- Prior or post review of procurement transactions

**ADB** 



 Comply with requirements in bidding documents and contracts with Borrowers.

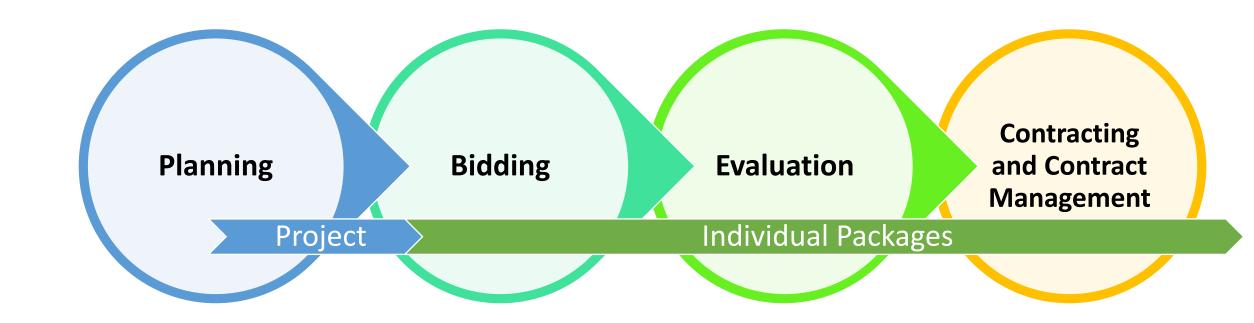
Providers of Goods, Works & Services





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#### Understand the country, project, and client requirements,

- Collect relevant business intelligence **network!**
- Engage in partnerships with firms likely to be shortlisted, involve in-country partners where possible, consider JVs
- If in doubt, get official clarification
- Carefully review qualification and evaluation criteria and use these to help writing the content and detail of your bid
- Attend **pre-bid meeting** and site visits

#### Submit a professional proposal:

- Comprehensive, fully address all the requirements
- Includes all supporting documents
- Signed by an authorized individual
- Submitted before the deadline
- Cite relevant technical and regional experience the more significant and similar the better
- Emphasize your **methodology for delivery innovate** if you can
- Propose a strong project manager and experienced experts
- Don't deviate from standard bidding document forms and conditions can lead to rejection

Focus on **performance and reputation** for successful work

Be ready for possible bid extensions or amendments

Firm or JV partners not from an ADB member country.

Submitting proposal late

Failure to respond to client requirements

Conditional bids

Incomplete/noncompliant bids, e.g., missing bid security, letter of bid not signed, bid envelopes not properly marked, lack of supporting documents (e.g., JV agreement, test reports, audited financial statements, performance certificates)

Failure to disclose conflict of interest e.g., employees from EA included in a proposal

Integrity violations in the bidding process



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### **Types of Consultants**

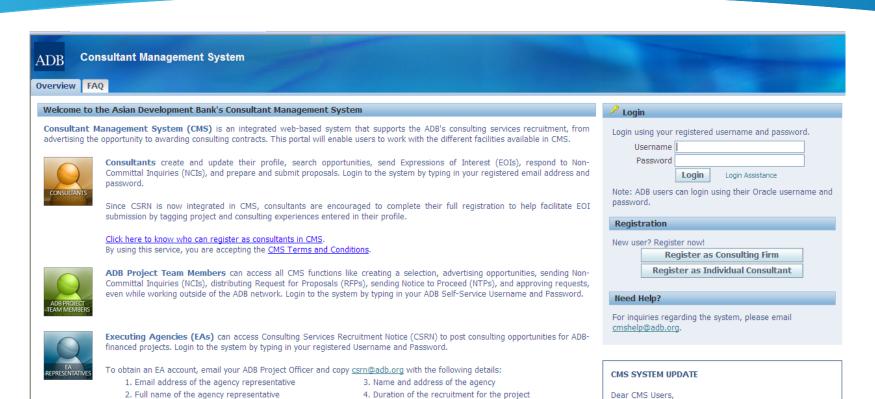




#### Recruitment may be national or international

- International may be for any ADB member country (global if eligibility restriction waived)
- A firm is considered national if it is legally incorporated in that DMC
- An individual is national if a citizen of the DMC or, if a national from another member country, he/she legally resides and works in that DMC.





#### Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

Click here to view the list of advertisements of consulting opportunities.

#### Should you have any inquiries, contact cmshelp@adb.org.

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management

System (CMS) has concluded. We thank you for your

cooperation during this interim process.

CMS Team

NOTE: CMS undergoes weekly maintenance activities from



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# Identifying opportunities for contracts with project Executing Agencies and ADB



- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
  - Advance notices
  - Invitation for prequalification
  - Invitation for bids
  - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
  - Prequalified contractors / consultants
  - Contracts awarded
- Institutional procurement notices (ADB only)

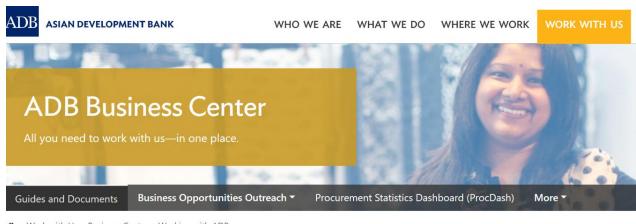
Operational Procurement



### **How to find Information on our Website**



# Business Center <a href="https://www.adb.org/business">www.adb.org/business</a>



→ Work with Us → Business Center → Working with ADB

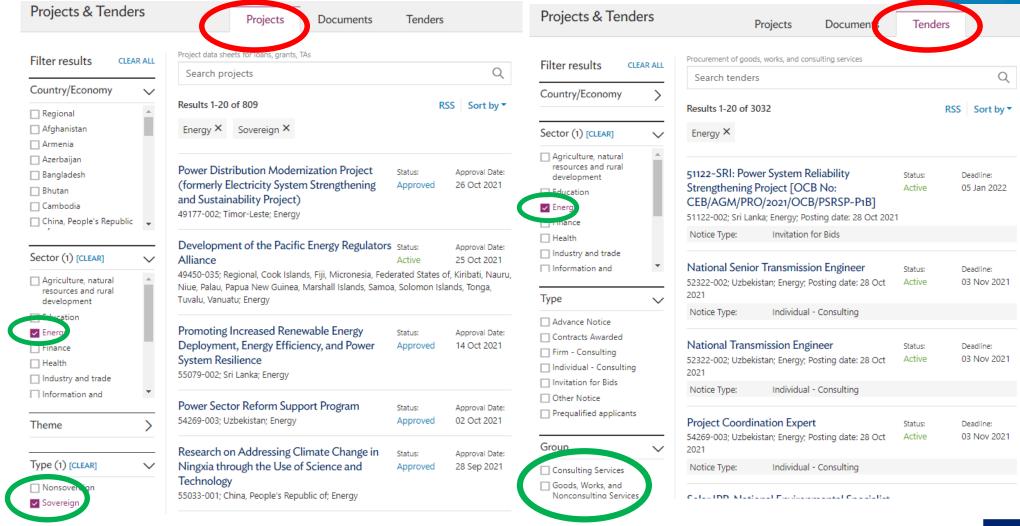
### Working with ADB

- How-Tos
- Policy & Directive
- Procedures & Guidance
- Documents & Forms

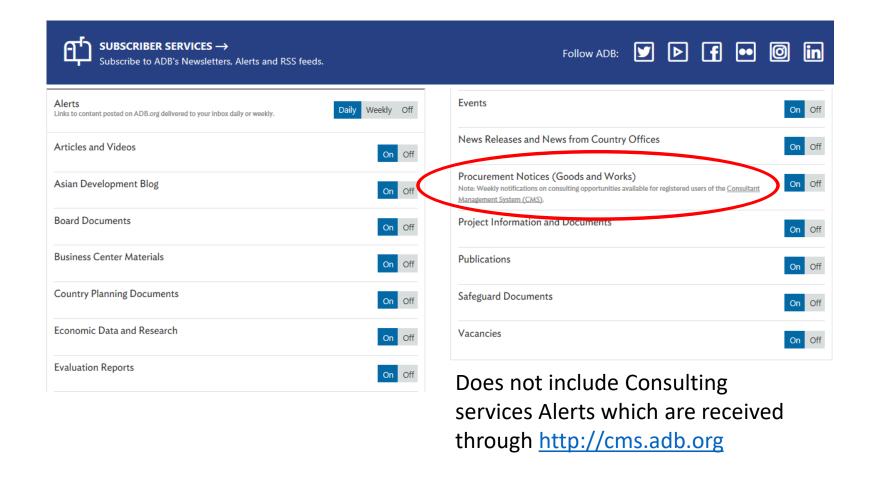




# Projects & Tenders - www.adb.org/projects Solving Complex Challenges Together

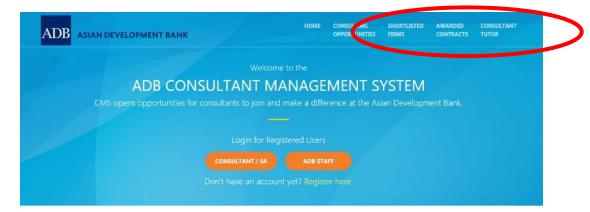


# Goods and Works - Subscribe to receive alerts solving Complex Challenges Together https://alerts.adb.org





### Consulting - http://cms.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.



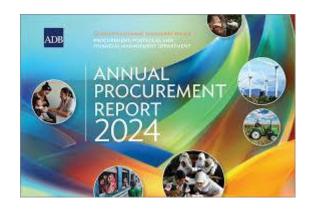
- Consulting opportunities are visible through ADB's CMS (<a href="http://cms.adb.org">http://cms.adb.org</a>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts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

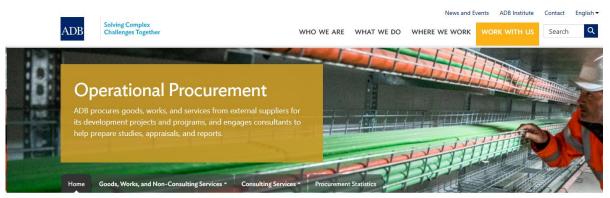


## **Annual Procurement Report**

Solving Complex Challenges Together

Operational Procurement | Asian Development Bank





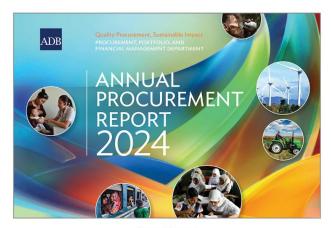
\* > Work with Us > Operational Procurement

#### 2024 Annual Procurement Report

The 2024 Annual Procurement Report by ADB's Procurement, Portfolio, and Financial Management Department of the Asian Development Bank offers an insightful exploration of ADB's commitment to procurement excellence. Through compelling stories and forward-thinking initiatives, the report highlights ADB's dedication to quality, innovation, and sustainable development. It illustrates how core procurement principles translate into transformative, high-impact projects that uplift communities and drive progress. Showcasing cutting-edge initiatives, collaborative strategies, and enhanced transparency, this report underscores ADB's mission to deliver sustainable, transformative solutions across Asia and the Pacific.

The incorporation of cutting-edge technologies and multimedia elements in this year's report enhances transparency, better engages with stakeholders, and supports the execution of projects.





Previous Reports:











Solving Complex Challenges Together

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







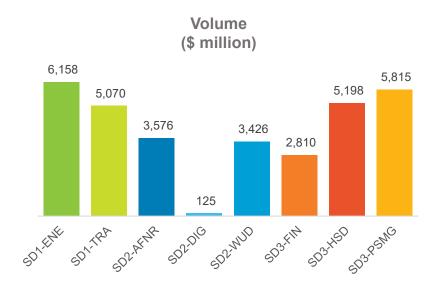


ADB

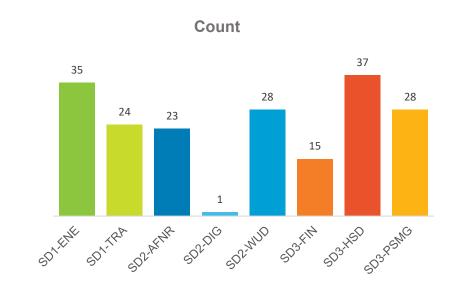
## Pipeline by Sector

### 2026 Approval Pipeline

(As of 14 November 2025)



- 1. Energy (ENE)
- 2. Transport (TRA)
- 3. Water-Urban (WUD)
- 4. Human and Social Development (HSD)



- Agriculture, Food, Nature, and Rural Development (AFNR)
- 6. Finance (FIN)
- 7. Public Sector Management and Governance

(PSMG)

Business Opportunities Outreach - Valencia | 2 December 2025

#### 1. Energy (ENE)

- 2. Transport (TRA)
- 3. Water-Urban (WUD)
- 4. Human and Social Development (HSD)
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- 6. Public Sector Management and Governance (PSMG)

### Lei Zhang

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- 3. Water-Urban (WUD)
- 4. Human and Social Development (HSD)
- 5. Agriculture, Food, Nature, and Rural Development (AFNR)
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- 1. Energy (ENE)
- 2. Transport (TRA)
- 3. Water-Urban (WUD)

### 4. Human and Social Development (HSD)

- 5. Agriculture, Food, Nature, and Rural Development (AFNR)
- 6. Public Sector Management and Governance (PSMG)

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#### **Dai Chang Song**

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For more information: adb.org

To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:

https://www.linkedin.com/groups/3796524/

2) ADB Suppliers Network:

https://www.linkedin.com/groups/3796532/

Also follow "ADB Business Center":

https://www.linkedin.com/showcase/adb-business-center/

Contact: Olivier J. Leonard oleonard@adb.org



ADB: Business Opportunities Fair 2025

The ADB BOF is a one-stop forum for consultants, consulting firms, contractors, manufacturers, suppliers, and civil society organizations looking to provide goods, works, and services for ADB projects. It has proven to be an excellent opportunity to network with peers in the industry and with ADB specialists in the energy, transport, water, urban development, agriculture, public management, finance, health, education, and human and social development sectors, as well as specialists from the following thematic areas, namely, climate change, environment, gender, fragility and engagement, digital technology, and regional cooperation and integration and trade.

13th Business Opportunities Fair | ADB Knowledge Events





# **Event Contact**

https://www.adb.org/news/events/adb-businessopportunities-seminar-valencia-spain-2025

ADB IT Delivery and Resiliency Center <a href="mailto:IDRC@adb.org">IDRC@adb.org</a>

