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ADB

# Doing Business with ADB: Focus on Procurement

ADB Business Opportunities Outreach  
5 March 2025

**Julian Doczi**

Procurement Specialist

Procurement, Portfolio and Financial  
Management Department

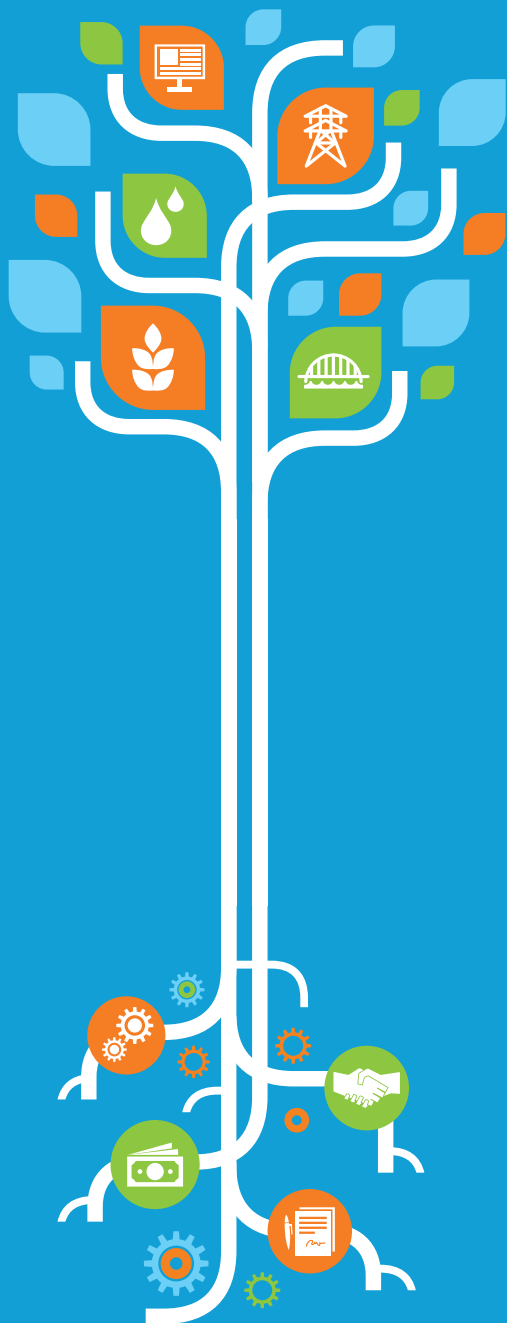
BUSINESS  
OPPORTUNITIES 



# Overview

- ADB operations
- ADB business opportunities
- ADB procurement framework
- Bidding strategies and identifying opportunities





ADB

# ADB Operations

BUSINESS  
OPPORTUNITIES 

# A brief about ADB



- Founded in 1966, HQ in Philippines
- 69 members
- 49 regional & 20 non-regional
- 42 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**

**Largest borrowers in 2023: India, PR China, Bangladesh, Philippines, Pakistan**



# 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

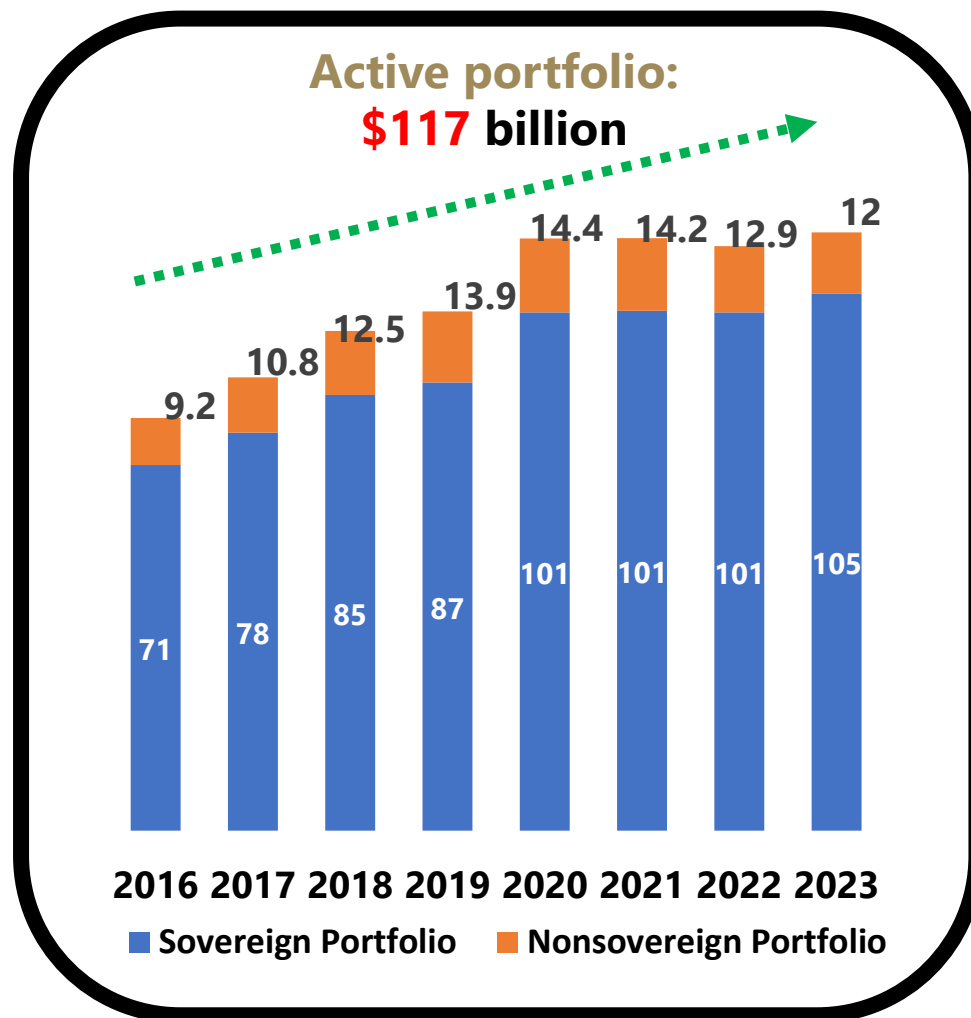
\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

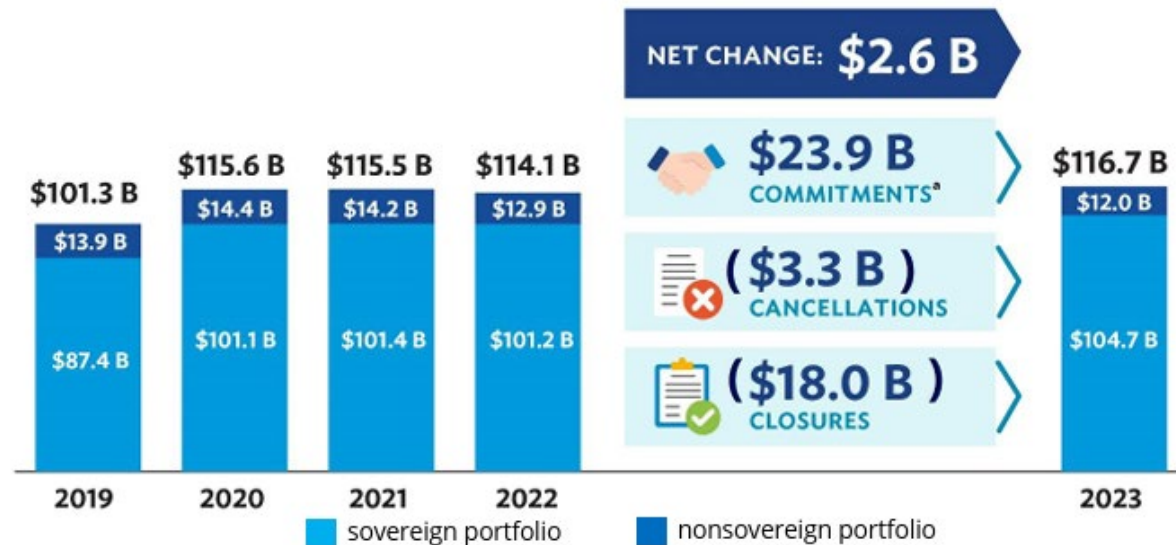
<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>

# Overview of ADB Operations



Expected to increase significantly over next decade from capital adequacy reforms that unlock an additional **\$100 billion** of lending headroom

(<https://www.adb.org/news/adb-capital-management-reforms-unlock-100-billion-new-funding-over-next-decade-support-asia>)



BY SECTOR

**26%**  
Transport

**19%**  
Energy

**13%**  
ANR

**12%**  
WUS

**8%**  
Finance

**6%**  
Health

**6%**  
Public Sector Management

**6%**  
Education

**1%**  
Industry and Trade

**0.2%**  
ICT

**...**  
Multisector

BY DEVELOPING MEMBER COUNTRY

**1 India**  
14%

**2 People's Republic of China**  
12%

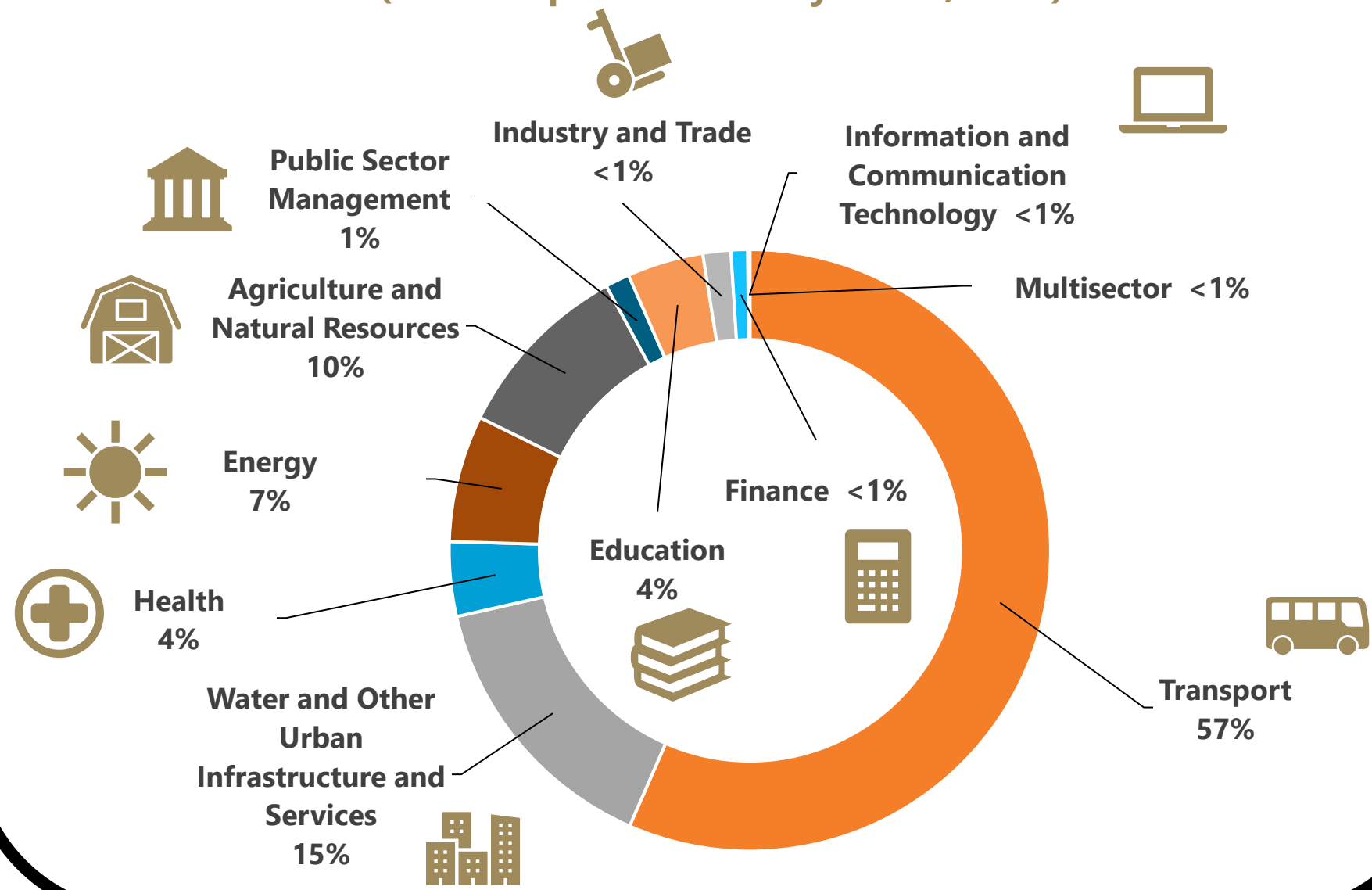
**3 Bangladesh**  
11%

**4 Philippines**  
9%

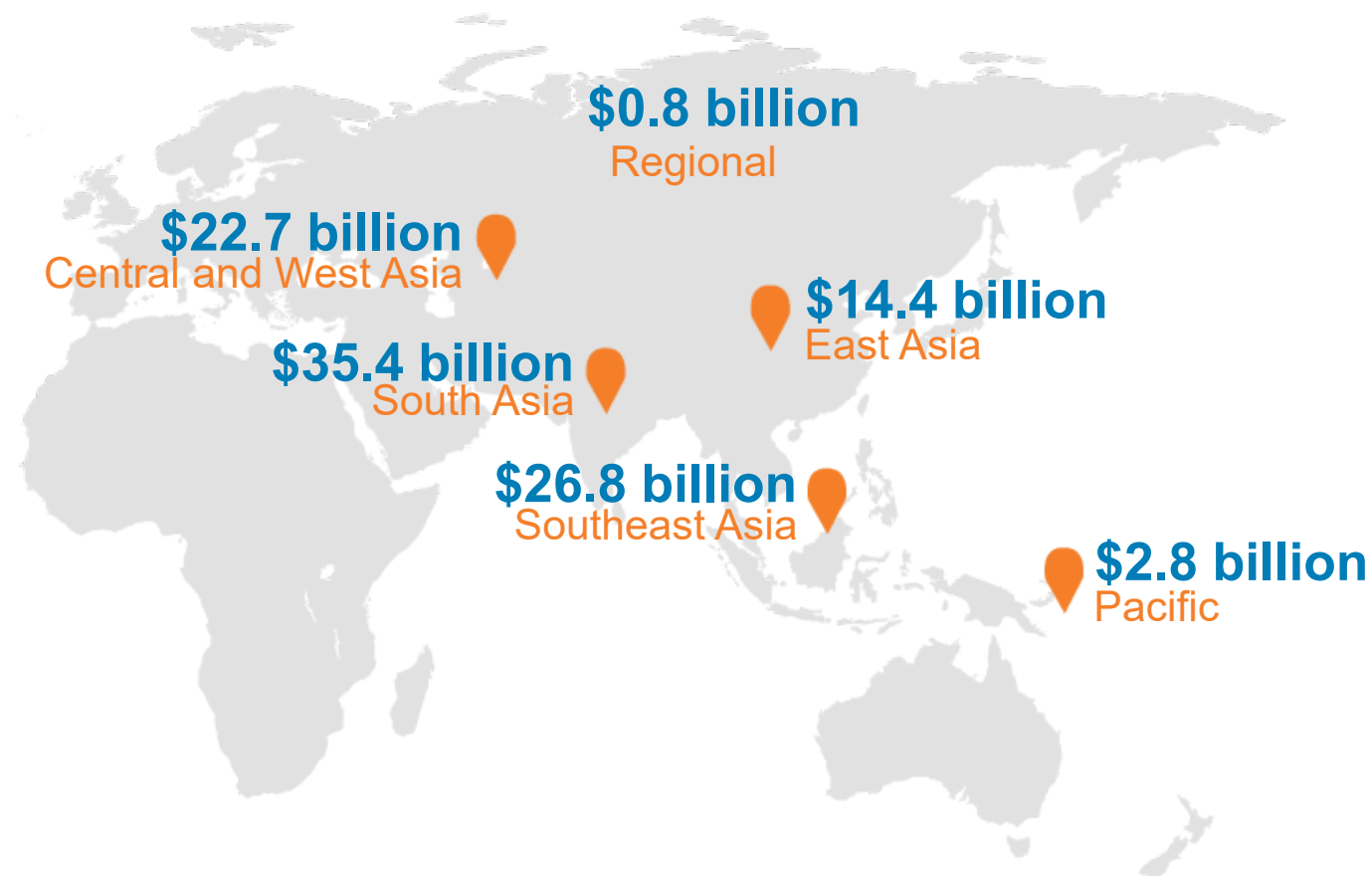
**5 Pakistan**  
9%

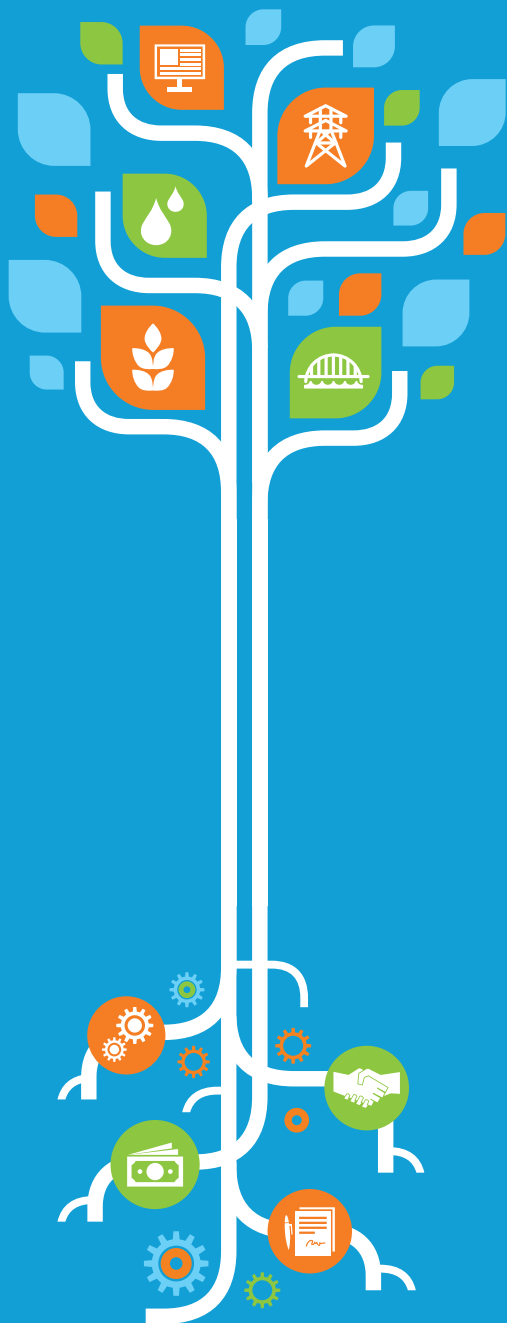
**6 Others**  
44%

# What do we work on? (Share of procurement by sector, 2023)



# Active sovereign portfolio by region





# ADB Business Opportunities





# Why pursue ADB funded contracts?

- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight

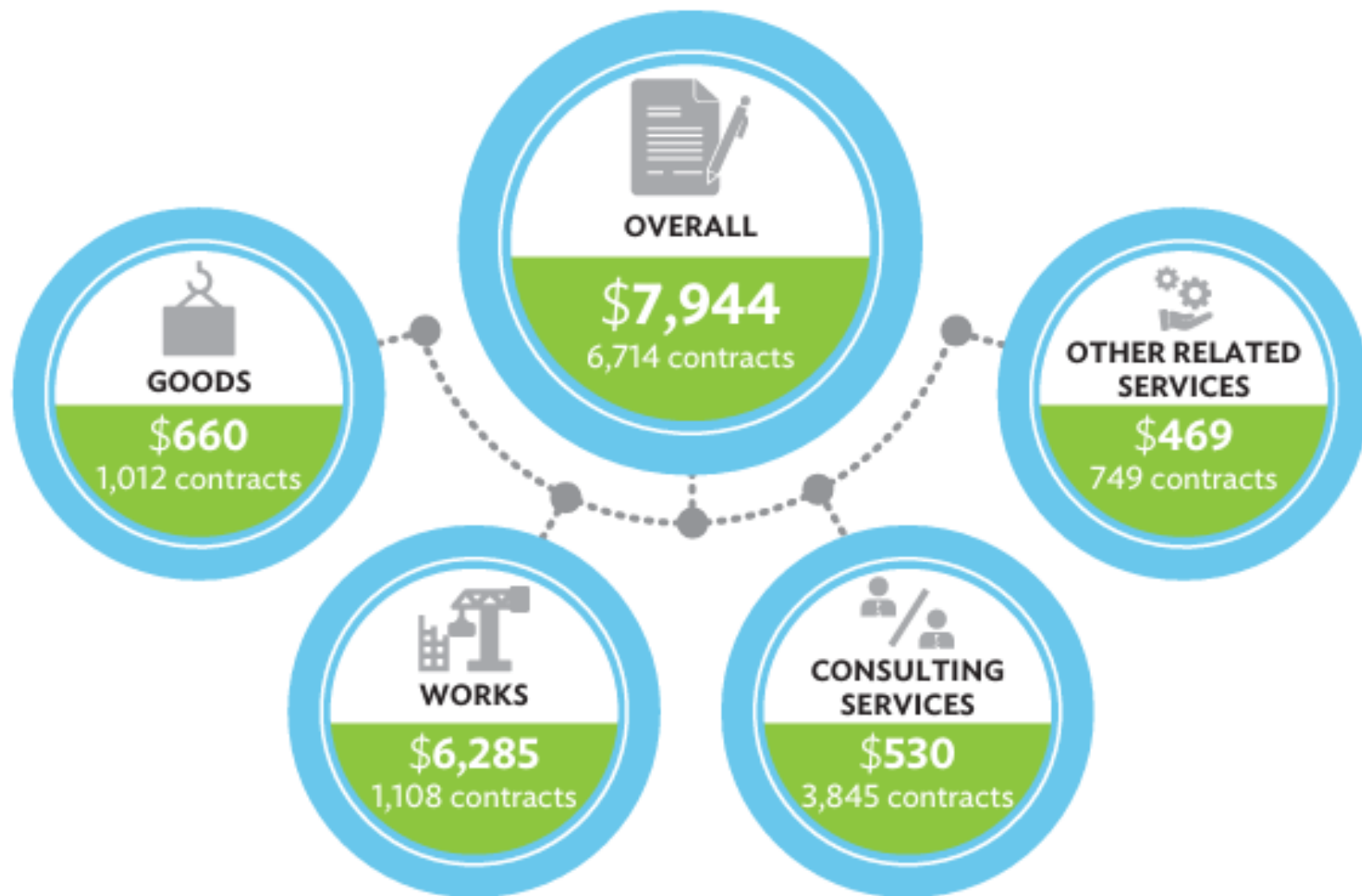


# Types of business opportunities

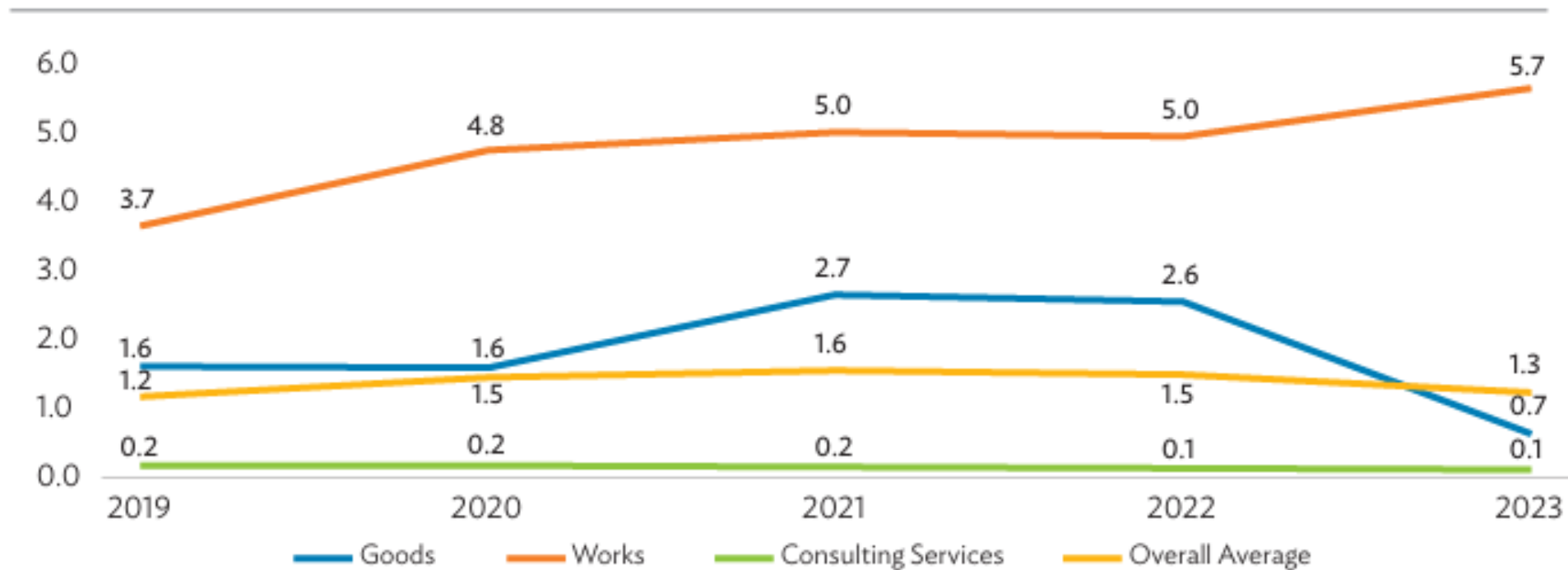
- Supply of goods
  - Machinery, equipment, computers, furniture
- Civil works
  - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
  - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
  - Project preparation & implementation, site supervision, detailed design, knowledge products, policy/advisory, staff consultants
- Nonconsulting services
  - Surveys, training, translation, event management



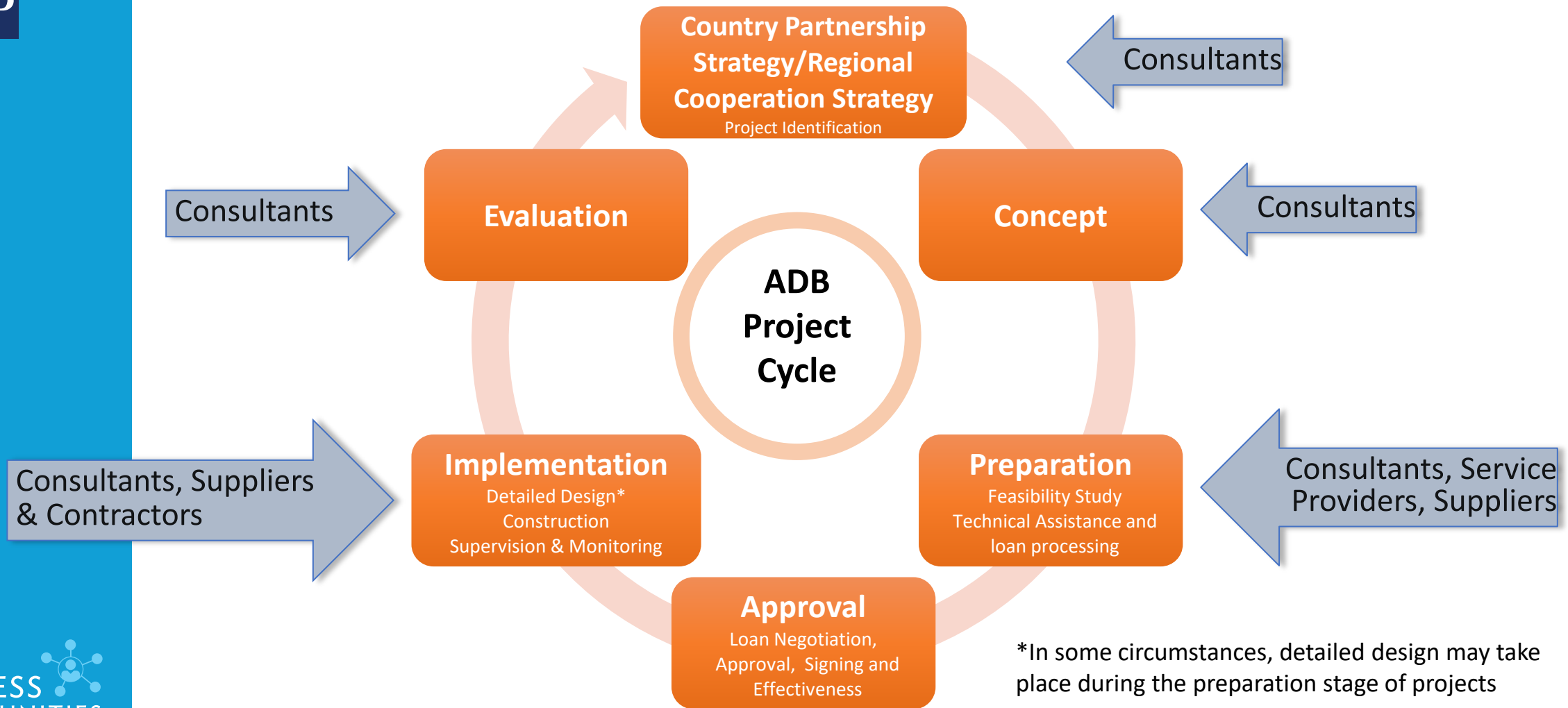
# Overall Procurement in 2023



# Average contract size



# When is the Private Sector engaged?



# Top Members for Goods

## Procurement Ranking – Goods

	2018	2019	2020	2021	2022	2023
1	PRC	IND	IND	PRC	IND	PRC
2	BAN	PRC	PRC	BAN	PRC	BAN
3	IND	USA	INO	PHI	HKG	HKG
4	SWE	BAN	TUR	IND	BAN	UZB
5	VIE	VIE	HKG	DEN	SIN	SRI

# Top Members for Works

## Procurement Ranking – Works

	2018	2019	2020	2021	2022	2023
1	PRC	PRC	IND	IND	PRC	IND
2	IND	IND	PRC	PRC	KOR	PRC
3	BAN	BAN	PHI	VIE	IND	PHI
4	GER	INO	BAN	PAK	SPA	BAN
5	PAK	PAK	PAK	INO	PAK	INO

# Top Members for Consulting Services

## Procurement Ranking – Consulting Services

	2018	2019	2020	2021	2022	2023
1	KOR	IND	USA	IND	IND	IND
2	IND	AUS	KOR	INO	AUS	AUS
3	FRA	USA	IND	JPN	BAN	UKG
4	UKG	GER	INO	FRA	KOR	USA
5	AUS	FRA	AUS	AUS	UKG	JPN



# ADB and Austria

- Austria joined ADB in 1966 as a founding member
- Austria's membership enables Austrian companies to do business with ADB
- As of 2023:
  - 0.34% of ADB's shares and 0.566% of voting power on its Board of Directors
  - Contributed \$484.6 million in capital subscriptions and \$329.9 million to special funds (since 1966) that support ADB's lending and grant operations
  - Cofinanced 8 projects for ~\$376.5 million since 2019
  - Contributed ~\$11 million to 2 trust funds
  - Austrian companies have won \$702.3 million of contracts from ADB to date, with \$22 million won in 2023



<https://www.adb.org/sites/default/files/publication/42922/aut-2023.pdf>

### Top 5 Contractors/Suppliers from Austria 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)
VAMED Engineering GmbH	HLT	9.13
<b>Total</b>		<b>9.13</b>

HLT = health.

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

Consultant	Sector	Contract Amount (\$ million)
VAMED AG	HLT	7.43
BERNARD Gruppe ZT GmbH	TRA	3.57
MC Mobility Consultants GmbH	TRA	1.89
Superwien Urbanism ZT OG	WUS	0.40
Hydrophil GmbH	WUS	0.15
Individual Consultants		2.83
Others		0.10
<b>Total</b>		<b>16.37</b>

HLT = health, TRA = transport, WUS = water and other urban infrastructure and services.

<https://www.adb.org/sites/default/files/publication/42922/aut-2023.pdf>





# ADB Operational Procurement Stats

## Operational Procurement Statistics Dashboard (ProcDash)

Asian Development Bank Public sector governance

### Welcome to ADB's Operational Procurement Statistics Dashboard (ProcDash)

The Operational Procurement Statistics Dashboard (ProcDash) presents the value of all goods, works and consulting services contracts awarded for projects under the Asian Development Bank operations. It has four sections, namely, overview, operational procurement by nationality, operational procurement by origin of goods and services, and operational procurement by threshold. For purposes of this dashboard, **value of operational procurement is reported in terms of the amount financed by ADB.**

The overview section presented below shows data on operational procurement statistics by region, nature, sector and by borrowing country. Data can be further filtered by contract year and modality. To determine the allocated procurement for policy-based support and results-based lending, click these two items in the modality filter.

For other details about ProcDash, refer to [ProcDash FAQ](#).

ProcDash can also be used to supplement the operational procurement statistics under the Operational Data section of the ADB [Annual Report](#) and the figures from the member Fact Sheets. More information on operational procurement contracts is available on the [Tenders](#) page of ADB's website (choose "Contracts Awarded" from the "Type" selection).

The ProcDash currently shows data as of 31 March 2021. This will be updated every quarter.

Overview By Nationality of contractor By Origin of goods and services By Threshold

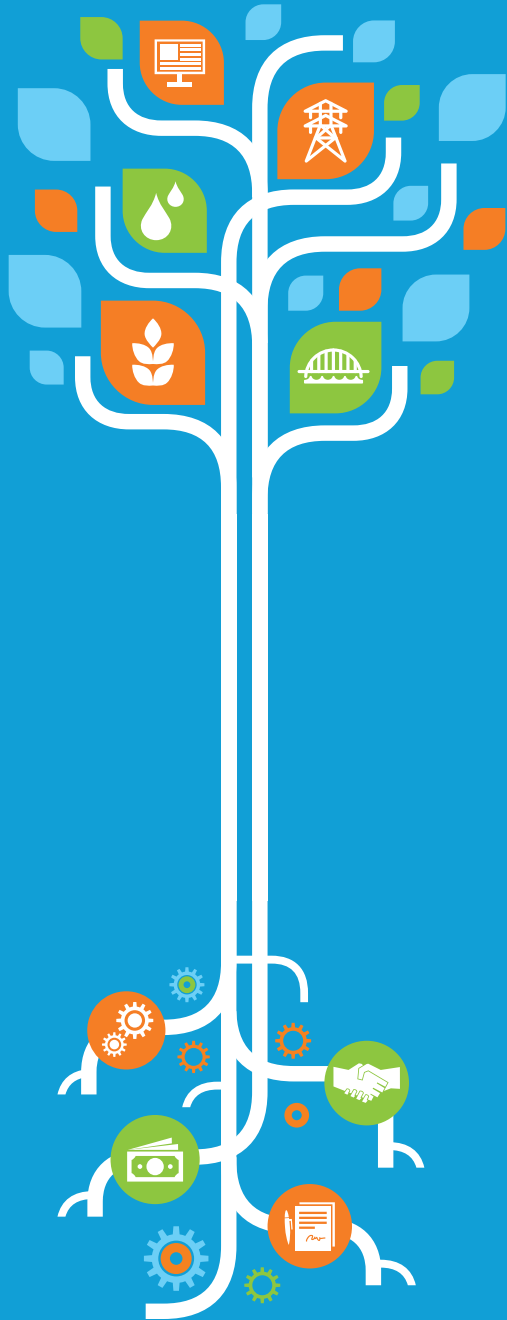
### Total operational procurement based on contract year, US\$ million

\$2,062.5

### Operational Procurement by Region, US\$ million



<https://data.adb.org/dashboard/operational-procurement-statistics>



ADB

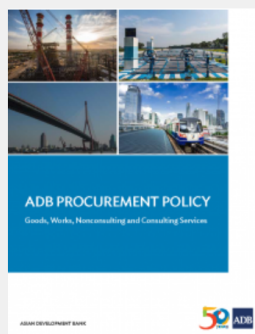
# ADB Procurement Framework

BUSINESS  
OPPORTUNITIES 

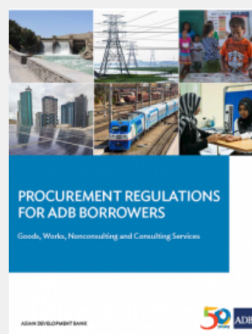
# ADB's procurement frameworks

For projects with concept papers approved **on or after 1 July 2017**

ADB's new procurement framework comprises a Procurement Policy and Procurement Regulations for ADB Borrowers. It modernizes project procurement processes through a principles-based approach, to meet the diverse needs of clients as ADB scales up its operations in line with Strategy 2030.



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

For projects with concept papers approved **before 1 July 2017**

ADB's Procurement Guidelines and Guidelines on the Use of Consultants defined the policies and procedures for selecting, contracting, and monitoring suppliers of goods, works, and services for ADB-financed projects.









Procurement Guidelines



Guidelines on the Use of Consultants

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

# ADB's procurement principles

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



# Consulting Services

# Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



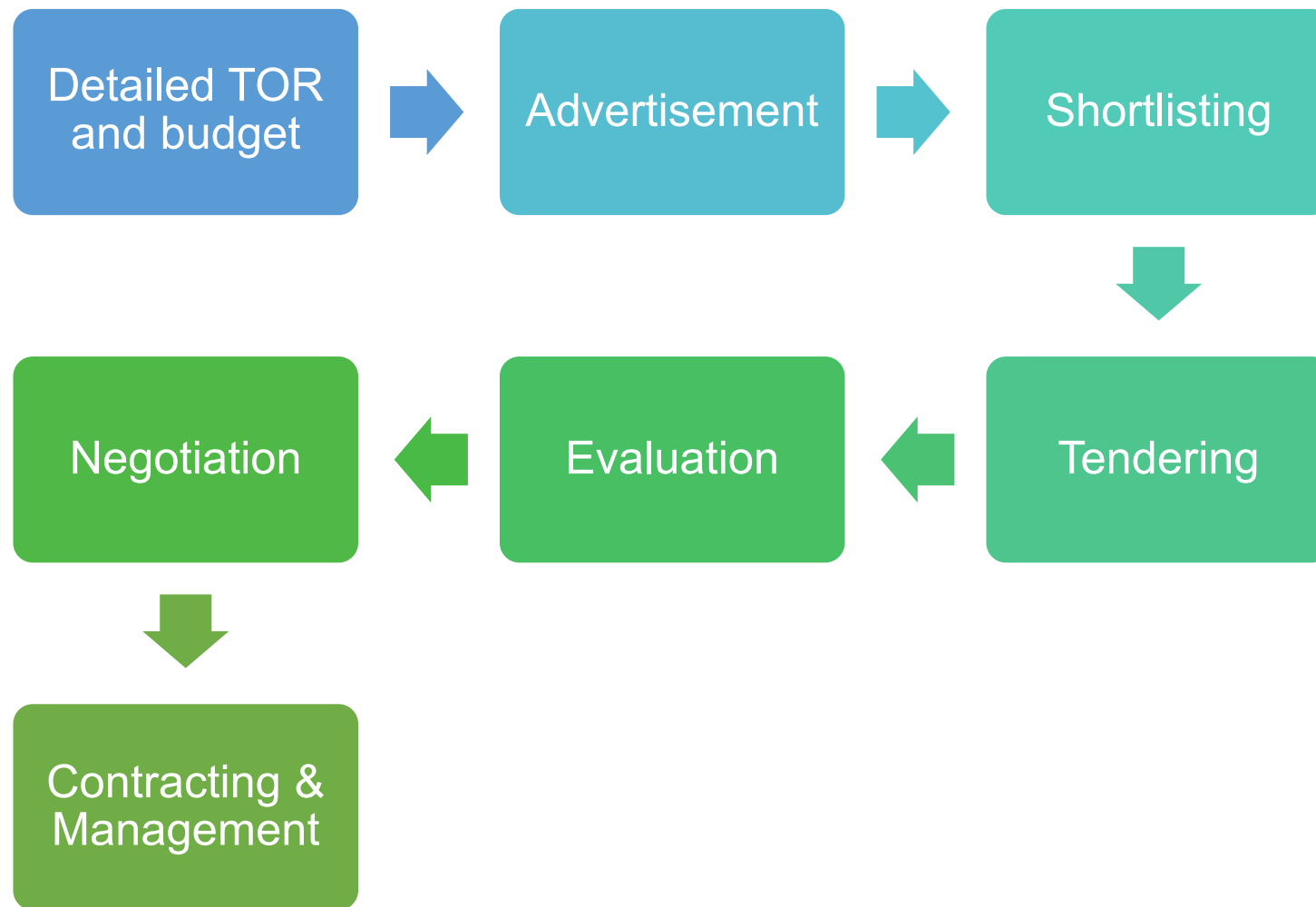
Staff Consultants

ADB staffing budget

## 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.

# Recruitment Process



# Procurement Methods to Recruit Firms



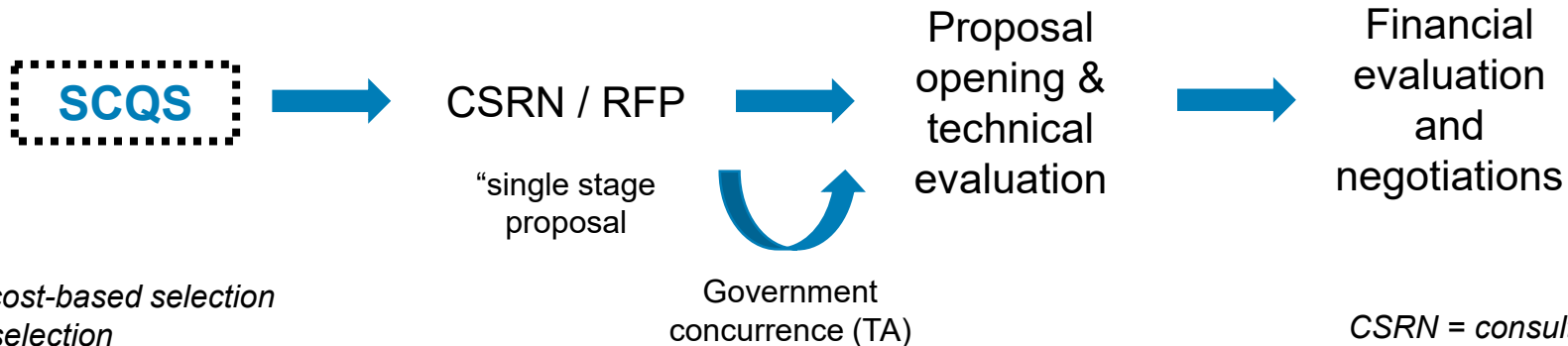
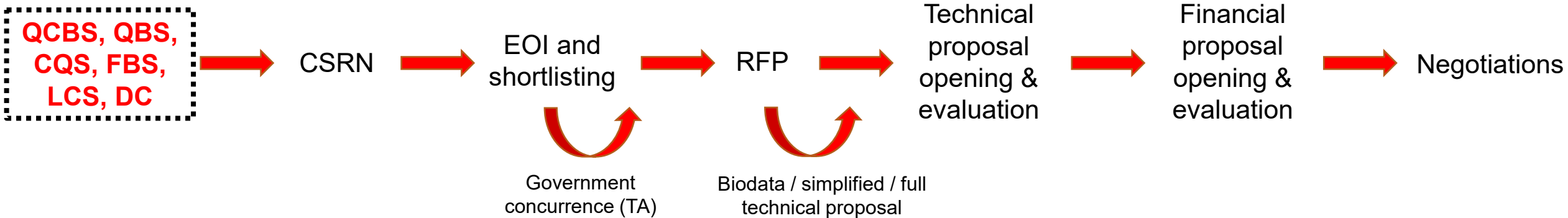


# New selection method for firms

- ADB has launched a new, pilot selection method for recruiting consulting firms known as “**simplified consultants’ qualifications selection**” (SCQS)
- It aims to reduce recruitment times by half or more
- Time-saving features include:
  - Single-stage, single-envelope proposal process
  - Proposal length kept short for faster submission and evaluation
  - Fully electronic submission forms in CMS
  - Evaluation is based on highest technical score within maximum budget
  - Financial evaluation follows cost competitive principles
  - Documents necessary for negotiations and any desired changes to the standard contract are raised within the proposal itself
- Opportunities are now being advertised on CMS using SCQS
- The pilot is initially approved for ADB-administered selections with maximum budget up to \$500k



# New selection method for firms



QCBS = quality- and cost-based selection  
QBS = quality-based selection  
CQS = consultants' qualifications selection  
FBS = fixed budget selection  
LCS = least-cost selection  
DC = direct contracting

CSRN = consulting services recruitment notice  
(i.e., advertisement)  
EOI = expression of interest  
RFP = request for proposals

# New selection method for firms

- Informational video, procedures, and reference guide available here: <https://www.adb.org/news/videos/working-adb-time-money>



**CUT RECRUITMENT TIMES**  
FOR CONSULTING FIRMS  
**BY HALF OR MORE!**

*Check out ADB's new  
consultant selection method.*

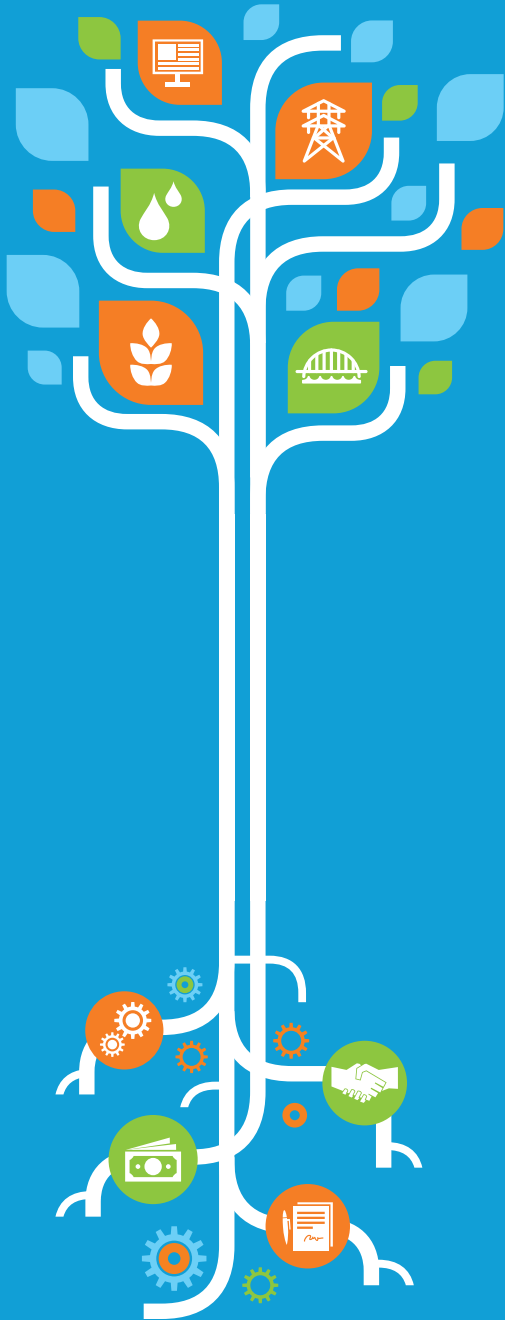
**SCQ\$**

*Time is Money*

SIMPLIFIED CONSULTANTS' QUALIFICATIONS SELECTION



# Bidding Strategies



# Tips for winning ADB-financed assignments

- Collect relevant business intelligence – network!
- Focus on performance and reputation for successful work
- Express interest
- Understand the country, project, and client requirements
- Position yourself to your competitive advantage
- Study the bidding documents and understand the selection method and evaluation criteria
- Engage partnership with firms likely to be shortlisted
- Prepare a responsive and strong technical proposal
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments

# What NOT to do

- Failure to disclose conflict of interest (e.g., employees from EA included in a proposal)
- 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, JV agreement missing, bid envelopes not properly marked, etc.
- Integrity violations in the bidding process

***When in doubt, always seek written clarification***

# Debriefing and Complaints

## Debriefing:

- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

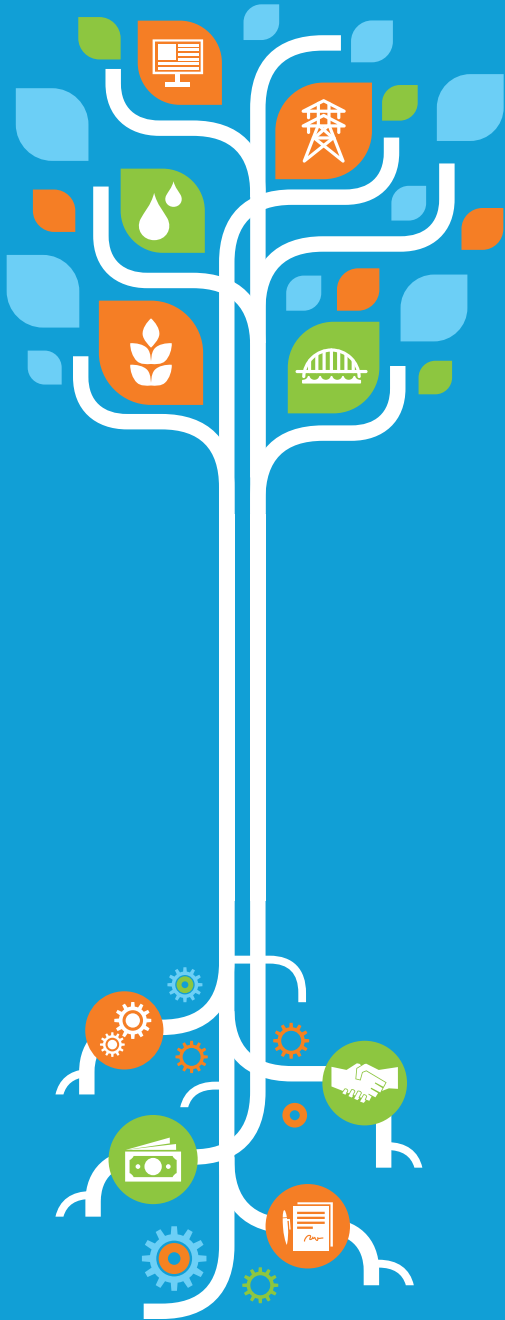
## Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form:  
<https://www.adb.org/forms/complaints>

## How to report fraud:

- [www.adb.org/site/integrity/how-to-report-fraud](http://www.adb.org/site/integrity/how-to-report-fraud)

# Finding Information





# Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- 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)

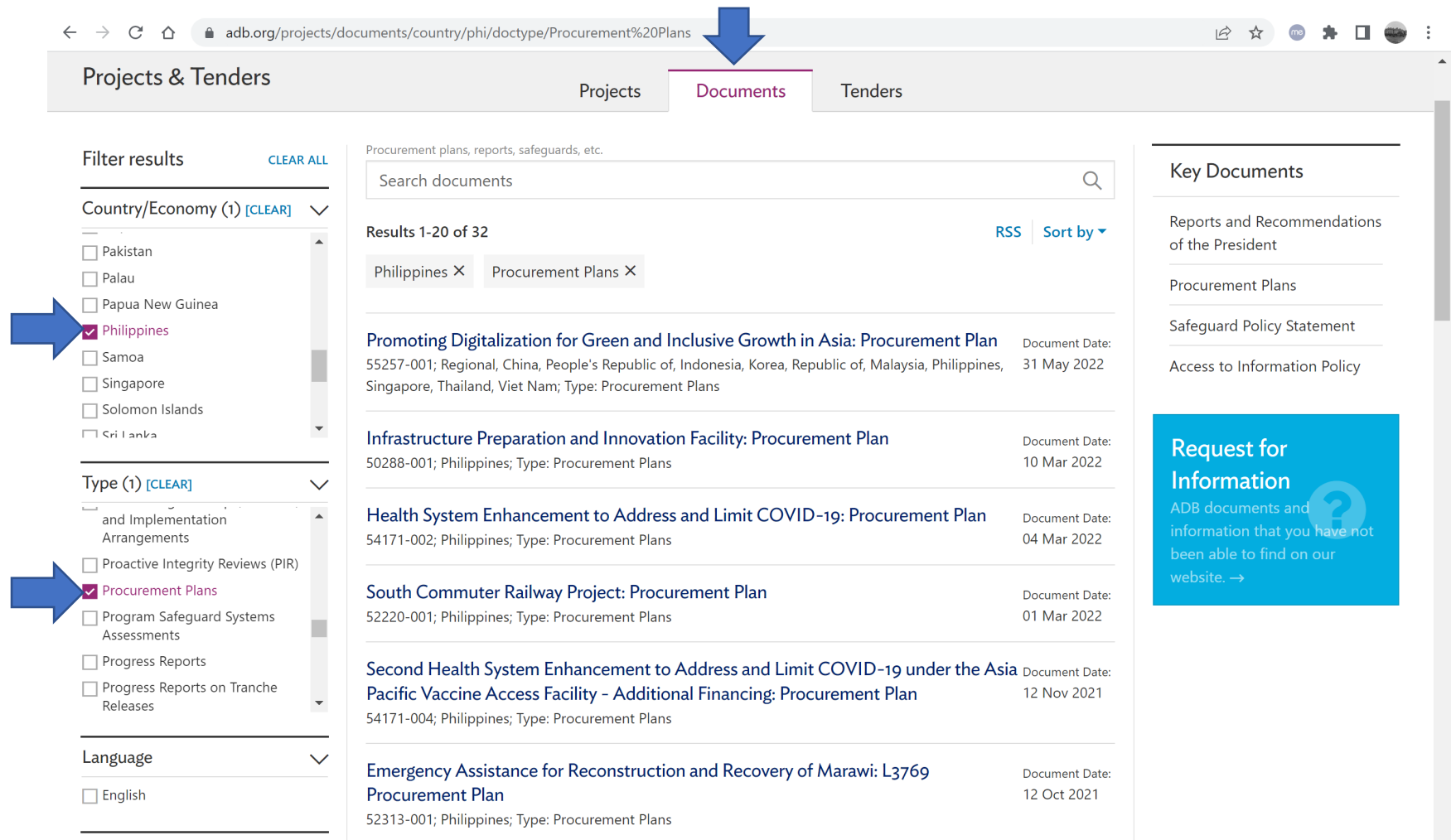
Operational  
Procurement

# How to find Information on our Website

The screenshot shows the ADB website with the following elements:

- Browser Bar:** Address bar shows <https://www.adb.org>. Navigation icons for back, forward, and refresh are visible.
- Top Navigation:** Links for "News and Events", "ADB Institute", "Contact", and "English" with a dropdown arrow.
- ADB Logo:** "ADB ASIAN DEVELOPMENT BANK".
- Main Menu:** "WHO WE ARE", "WHAT WE DO", "WHERE WE WORK", and "WORK WITH US" (highlighted with a purple circle).
- Search Bar:** A search input field with a magnifying glass icon.
- Left Sidebar (Yellow):**
  - "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:**
    - Operational Procurement
    - Institutional Procurement
    - Business Opportunities Outreach
    - Projects & Tenders** (highlighted with a red rectangle)

# Goods & Works – Procurement Plans



adb.org/projects/documents/country/phi/doctype/Procurement%20Plans

Projects & Tenders Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy (1) [CLEAR] ✓

- ☐ Pakistan
- ☐ Palau
- ☐ Papua New Guinea
- ☒ Philippines
- ☐ Samoa
- ☐ Singapore
- ☐ Solomon Islands
- ☐ Sri Lanka

Type (1) [CLEAR] ✓

- ☐ and Implementation Arrangements
- ☐ Proactive Integrity Reviews (PIR)
- ☒ Procurement Plans
- ☐ Program Safeguard Systems Assessments
- ☐ Progress Reports
- ☐ Progress Reports on Tranche Releases

Language ✓

- ☐ English

Procurement plans, reports, safeguards, etc.

Search documents

Results 1-20 of 32 RSS Sort by ▾

Philippines X Procurement Plans X

**Promoting Digitalization for Green and Inclusive Growth in Asia: Procurement Plan** Document Date: 31 May 2022  
55257-001; Regional, China, People's Republic of, Indonesia, Korea, Republic of, Malaysia, Philippines, Singapore, Thailand, Viet Nam; Type: Procurement Plans

**Infrastructure Preparation and Innovation Facility: Procurement Plan** Document Date: 10 Mar 2022  
50288-001; Philippines; Type: Procurement Plans

**Health System Enhancement to Address and Limit COVID-19: Procurement Plan** Document Date: 04 Mar 2022  
54171-002; Philippines; Type: Procurement Plans

**South Commuter Railway Project: Procurement Plan** Document Date: 01 Mar 2022  
52220-001; Philippines; Type: Procurement Plans

**Second Health System Enhancement to Address and Limit COVID-19 under the Asia Pacific Vaccine Access Facility – Additional Financing: Procurement Plan** Document Date: 12 Nov 2021  
54171-004; Philippines; Type: Procurement Plans

**Emergency Assistance for Reconstruction and Recovery of Marawi: L3769 Procurement Plan** Document Date: 12 Oct 2021  
52313-001; Philippines; Type: Procurement Plans

Key Documents

- Reports and Recommendations of the President
- Procurement Plans
- Safeguard Policy Statement
- Access to Information Policy

**Request for Information**  
ADB documents and information that you have not been able to find on our website. →

# Procurement Plans...

65

## Appendix A - PROCUREMENT PLAN

### Basic Data

<b>Project Name:</b> South Commuter Railway Project (Facility)		
<b>Project Number:</b> 52220-001	<b>Approval Number:</b>	
<b>Country:</b> Philippines	<b>Executing Agency:</b> Department of Transportation	
<b>Project Procurement Classification:</b> A	<b>Implementing Agency:</b>	
<b>Project Procurement Risk:</b> High	N/A	
<b>Project Financing Amount:</b> US\$6,395,200,000	<b>Project Closing Date:</b> 31 December 2028	
<b>ADB Financing:</b> US\$4,300,000,000		
<b>Cofinancing (ADB Administered):</b>		
<b>Non-ADB Financing:</b> US\$1,670,000,000		
<b>Date of First Procurement Plan:</b> 1 March 2022	<b>Date of this Procurement Plan:</b> 1 March 2022	
<b>Procurement Plan Duration (in months):</b> 18	<b>Advance Contracting:</b>	<b>e-GP:</b>
	Yes	No

### A. Methods, Review and Procurement Plan

Except as the Asian Development Bank (ADB) may otherwise agree, the following methods shall apply to procurement of goods, works, and consulting services.

Procurement of Goods and Works		
Method		Comments
Open Competitive Bidding (OCB) for Goods		International advertisement
Open Competitive Bidding (OCB) for Works		International advertisement

Consulting Services		
Method		Comments
Quality- and Cost-Based Selection for Consulting Firm		

### B. Lists of Active Procurement Packages (Contracts)

The following table lists goods, works, and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.

Works							
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Procedure	Advertisement Date (quarter/year)	Comments
CP-S-02	Viaduct and elevated stations	415,000,000.00	Open Competitive Bidding (OCB)	Prior	1S1E	Q4 / 2020	Prequalification of Bidders: No  Domestic Preference Applicable: No  Advance Contracting: Yes  Bidding
CP-S-03a	Viaduct and elevated stations	401,000,000.00	OCB	Prior	1S1E	Q1 / 2021	
CP-S-03b	Viaduct, Tunnel, underground and elevated station	714,000,000.00	OCB	Prior	1S1E	Q2 / 2021	
CP-S-03c	Viaduct and elevated stations	343,000,000.00	OCB	Prior	1S1E	Q1 / 2021	

# Goods & Works – Specific Procurement Notices

Projects & Tenders

ProjectsDocumentsTenders

Filter results

CLEAR ALL

Country/Economy (1) [CLEAR]

☐ Nepal
 ☐ Pakistan
 ☐ Papua New Guinea
 ☒ Philippines
 ☐ Samoa
 ☐ Solomon Islands
 ☐ Sri Lanka
 ☐ Tajikistan

Sector (1) [CLEAR]

☐ Health
 ☐ Public sector management
 ☒ Transport
 ☐ Water and other urban infrastructure and services

Type (2) [CLEAR]

☐ Advance Notice
 ☐ Contracts Awarded
 ☐ Firm - Consulting
 ☐ Individual - Consulting
 ☒ Invitation for Bids
 ☒ Invitation for prequalification

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 22

RSSSort by

Philippines X

Transport X

Invitation for Bids X

Invitation for prequ... X

45296: Davao Public Transport Modernization Project [OCB 22-002-7 Contract No. 05 and Contract No. 06]

45296-006; Philippines; Transport; Posting date: 30 Mar 2022

Notice Type: Invitation for Bids

Status: Active

Deadline: 12 Aug 2022

45296-006 PHI: Davao Public Transport Modernization Project (OCB 22-003-5)

45296-006; Philippines; Transport; Posting date: 29 Mar 2022

Notice Type: Invitation for Bids

Status: Active

Deadline: 08 Aug 2022

45296-PHI: Davao Public Transport Modernization Project [OCB 21-142-6]

45296-006; Philippines; Transport; Posting date: 19 Nov 2021

Notice Type: Invitation for Bids

Status: Closed

Deadline: 10 Feb 2022

ADB Loan No. 3631-PHI: Improving Growth Corridors in Mindanao Road Sector Project (IGCMRSP) [PR-01a] - Rebidding


41076-048; Philippines; Transport; Posting date: 14 Sep 2021

Notice Type: Invitation for Bids

Status: Closed

Deadline: 09 Nov 2021

Approval Number: 3631

	
Invitation for Bids	
Date:	30 March 2022
Loan No. and Title:	45296: Davao Public Transport Modernization Project
Contract No. and Title:	OCB 22-002-7 Supply of Buses for the Davao High Priority Bus System (HPBS) Project Contract No. 05 Bus Fleet - Diesel Vehicles Contract No. 06 Bus Fleet - Electric Vehicles
Deadline for Submission of Bids:	Extended to 12 August 2022   10:00AM (GMT + 8)
<p>1. The Government of the Republic of the Philippines has applied for financing from the Asian Development Bank (ADB) toward the cost of the <b>Davao Public Transport Modernization Project</b>. Part of this financing will be used for payments under the Contracts named above. Bidding is open to qualified Bidders from eligible source countries of ADB.</p> <p>2. The Department of Transportation (DOT) ("the Employer") through its Procuring Agent, Procurement Services - Department of Budget Management (PS-DBM), invites sealed bids from eligible Bidders for the supply of Goods and Services as broadly described above.</p> <p>Bidders may bid for a single contract only or for both contracts. In case the Bidder would wish to submit bids for more than one contract, such bids should be submitted independently and not combined into a single Bid.</p> <p>In accordance with ITB 14.4 and ITB 14.6, any discounts offered by Bidders submitting bids for multiple contracts and the methodology for the application of any discount shall be stated in the Letter of Bid included in its bids for each contract.</p> <p>The Employer shall evaluate and compare Bids on the basis of each contract separately or multiple contracts combined in order to arrive at the least-cost combinations for the Employer, by taking into account such discounts offered by Bidders for the award of multiple contracts.</p> <p>3. <del>Open competitive bidding (international advertisement) will be conducted in</del></p>	

# How to find Information on our Website

The screenshot shows the ADB website with the 'WORK WITH US' menu item highlighted by a purple circle. Below it, the 'OPERATIONAL PROCUREMENT' link is highlighted by a red rectangle. The page layout includes a header with navigation links, a search bar, and a main content area with a yellow sidebar and a grid of sub-sections.

ADB ASIAN DEVELOPMENT BANK

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

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.

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

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


# Operational Procurement

[Guides and Documents](#) [Operational Procurement](#) [Institutional/Corporate Procurement](#) [Projects and Tenders](#)

[Home](#) > [Work with Us](#) > [Business Center](#) > [Operational Procurement](#)

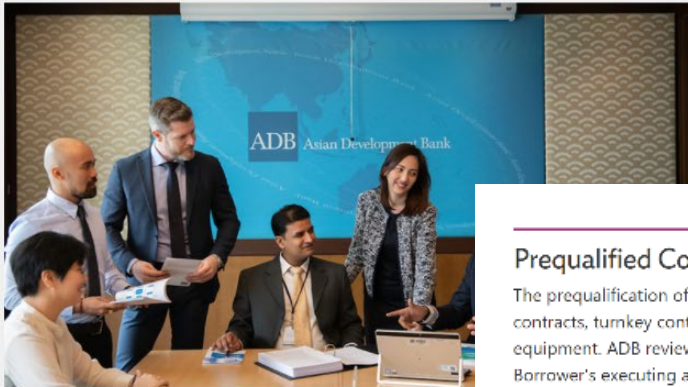
## Operations Procurement

The Procurement, Portfolio and Financial Management Department (PPFD) provides fiduciary oversight of procurement of goods, works, non-consulting and consulting services. PPFD supports ADB staff and borrowers on procurement planning and implementation, contract management, and related risk assessment and mitigation throughout the project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.



**Goods, Works, and Non-Consulting Services →**

ADB provides technical assistance to its borrowing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



**Consulting Services →**

ADB engages individual consultants and consulting entities to provide contract preparation and project supervision, and to help ADB to prepare contracts and reports.

- Procurement Plans
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures

### Prequalified Contractors

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

[Current Prequalified Applicants](#)[Archive](#)

### Contracts Awarded

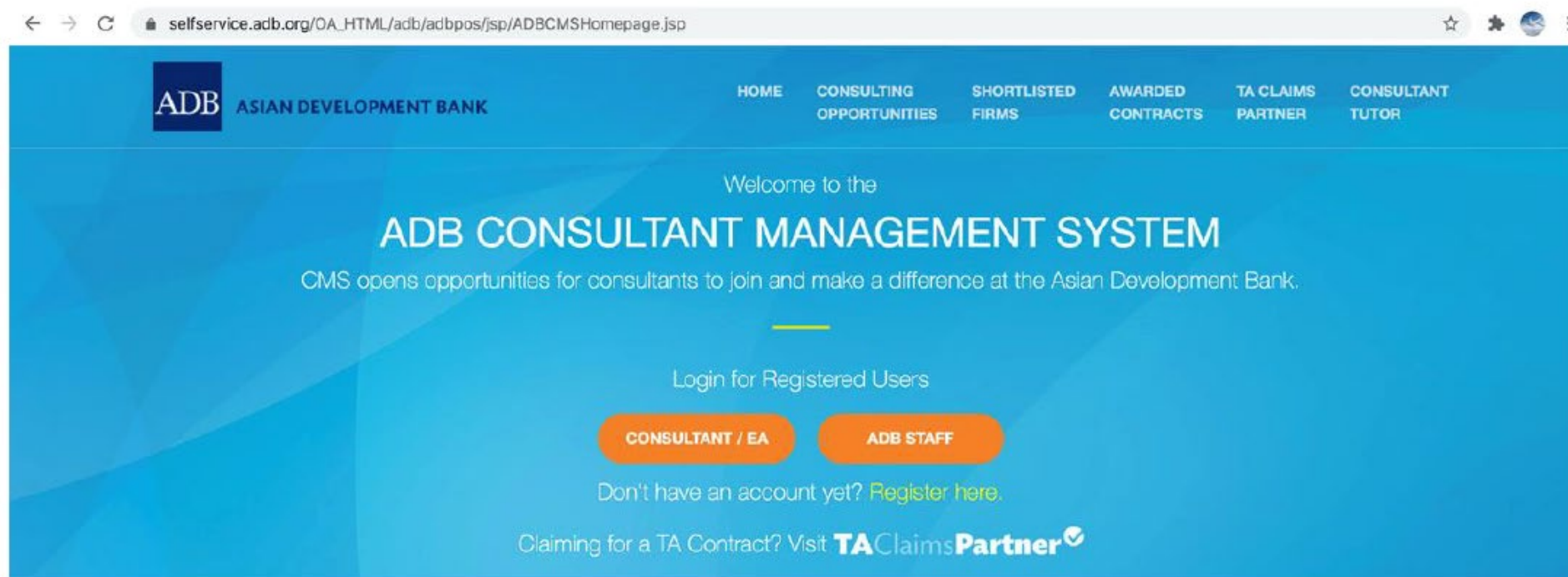
Contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

[Current Awarded Contracts](#)[Archive](#)



ADB

# ADB Consultant Management System (cms.adb.org)



[https://selfservice.adb.org/OA\\_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp](https://selfservice.adb.org/OA_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp)





# Consultants to Register in CMS (cms.adb.org)

## Welcome to the Asian Development Bank's Consultant Management System

**Consultant Management System (CMS)** is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



**Consultants** create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)

By using this service, you are accepting the [CMS Terms and Conditions](#).



**ADB Project Team Members** can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



**Executing Agencies (EAs)** can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy [csrn@adb.org](mailto:csrn@adb.org) with the following details:

- |   |  |
|---|--|
| 1. Email address of the agency representative | 3. Name and address of the agency              |
| 2. Full name of the agency representative     | 4. Duration of the recruitment for the project |

## 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.](#)



## Login

Login using your registered username and password.

Username   
Password

Login

[Login Assistance](#)

Note: ADB users can login using their Oracle username and password.

## Registration

New user? Register now!

[Register as Consulting Firm](#)

[Register as Individual Consultant](#)

## Need Help?

For inquiries regarding the system, please email [cmshelp@adb.org](mailto:cmshelp@adb.org).

## CMS SYSTEM UPDATE

Dear CMS Users,

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.

Should you have any inquiries, contact [cmshelp@adb.org](mailto:cmshelp@adb.org).

CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from

# Consulting Opportunities - CSRN

## Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkbox or by entering keywords to search by expertise.

### Refine by [Clear All](#)

#### ☒ COVID-19 Related Assignment

☐ Yes (29)

☐ No (136)

#### ☒ Consultant Type

☒ Firm (31)

☒ Individual (134)

#### ☒ Eligibility of Consultant Country

☐ Open to Member Countries Only (165)

☐ Non-Member Countries Allowed (0)

#### ☒ Engagement Period

☐ Less than 3 months (9)

☐ 3 months to 1 year (109)

☐ More than 1 year (47)

#### ☒ Country

[Select All](#) | [Select None](#)

☐ Pakistan (18)

☐ Palau (6)

☐ Papua New Guinea (5)

☒ Philippines (38)

☐ Samoa (4)

☐ Solomon Islands (5)

☐ Sri Lanka (3)

☐ Tajikistan (3)

☐ Thailand (5)

☐ Timor-Leste (2)

#### ☒ Sector

### Search by Expertise

Go

Previous 1-25 Next 25						
Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
SC 119172 PHI: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	
<a href="#">TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants</a>	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 11:59 PM	
<a href="#">TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)</a>	Technical Assistance Coordinator	Individual	28	27-Jul-2022	09-Aug-2022 11:59 PM	
SC 108187 PHI: BPMSD Information Technology and Human Resources Consultant	Information Technology and Human Resources	Individual	12	14-Jul-2022	08-Aug-2022 11:59 PM	
<a href="#">LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS-002 Financial, Administrative, and Technical Support Firm (52173-002)</a>	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N31 National Capacity Development Specialist/Team Leader LGDP-N31 (53071-001)</a>	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N36 National Social Dev't, Gender and Land Acquisition Expert LGDP-N36 (53071-001)</a>	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N35 National Project Finance and Economics Specialist LGDP-N35 (53071-001)</a>	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)</a>	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N32 National Civil Engineer/Water Supply and Sanitation Expert LGDP-N32 (53071-001)</a>	engineering	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / institutions specialist	National climate resilient agriculture / institutions specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National legal specialist	National legal specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: Accelerating Climate-Resilient Agriculture in the Philippines - Climate Resilient Agriculture / Institutional Specialist	Climate Resilient Agriculture / Institutional Specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / governance specialist	National climate resilient agriculture / governance specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
<a href="#">TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)</a>	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	

## CSRN Profile

TA 55064-005 REG: **Water Organization Partnerships for Resilience - WOP4R Program Consultants**Date Published: **29-Jun-2022** Deadline of Submitting EOI: **10-Aug-2022 11:59 PM Manila local time**[Back](#)[Express Interest](#)[EXTENSION](#)[Profile](#) [Terms of Reference](#) [Cost Estimate](#)**Selection Profile**

Consultant Type	<b>Firm</b>	Source	<b>International</b>
Selection Method	<b>Quality and Cost-Based Selection (QCBS)</b>	Technical Proposal	<b>Full Technical Proposal (FTP)</b>
Selection Title	<a href="#">Water Organization Partnerships for Resilience</a>		
Package Number		Package Name	<b>WOP4R Program Consultants</b>
Advance Action	<input checked="" type="radio"/> <b>Yes</b> <input type="radio"/> <b>No</b>	Approval Number	
Engagement Period	<b>36 MONTH</b>	Approval Date	
Consulting Services Budget	<b>USD 418,000</b>	Estimated Short-listing Date	<b>15-Jul-2022</b>
Budget Type	<input checked="" type="radio"/> <b>Estimated</b> <input type="radio"/> <b>Maximum</b>	Estimated Commencement Date	<b>01-Sep-2022</b>
Open to non-Member Countries	<input type="radio"/> <b>Yes</b> <input checked="" type="radio"/> <b>No</b>		

**[Additional Information](#)**

Possibility of contract extension In general, ADB consulting contracts may be extended to a reasonable degree when doing so is justified within ADB's core procurement principles. Any extensions are subject to operational needs, consultant performance, and continued availability of funds.

Specific considerations for this assignment, if any, are discussed here: **Need for contract extension may be discussed during implementation.**

Possibility of consideration for downstream assignment ☐ **Yes** ☐ **No** ☒ **Not known**

Country of assignment **Philippines**

COVID-19 Related Assignment ☐ **Yes** ☒ **No**

**[Contact Information](#)**

Project Officer **Allison Woodruff**  
Designation **Principal Water Security Specialist**  
**Asian Development Bank**  
Email [awoodruff@adb.org](mailto:awoodruff@adb.org)

**CSRN Additional Information / Attachments**

Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete
No results found.								

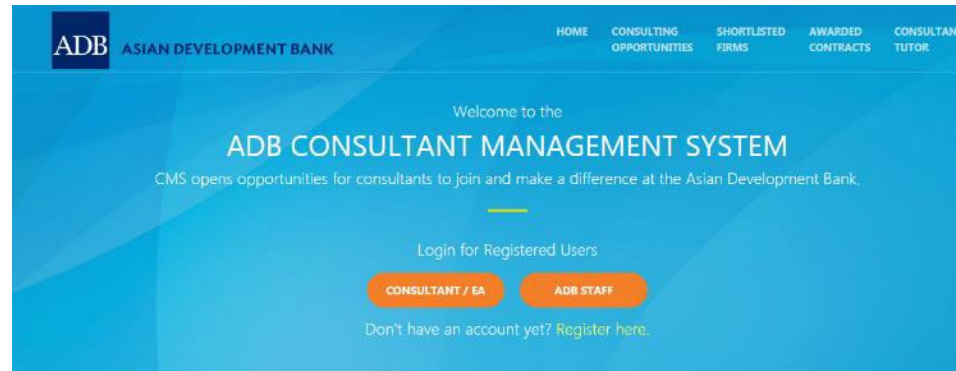
**Agencies**

Primary	Agency	Country	Agency Role	Contact Person	View Details
<input checked="" type="checkbox"/>	Asian Development Bank	Regional	Executing Agency		<a href="#">📄</a>

**Publishing History**

Type	Publication Date	Published By	Duration of Advertisement	Deadline	View Remarks
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# Register for alerts



## Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.



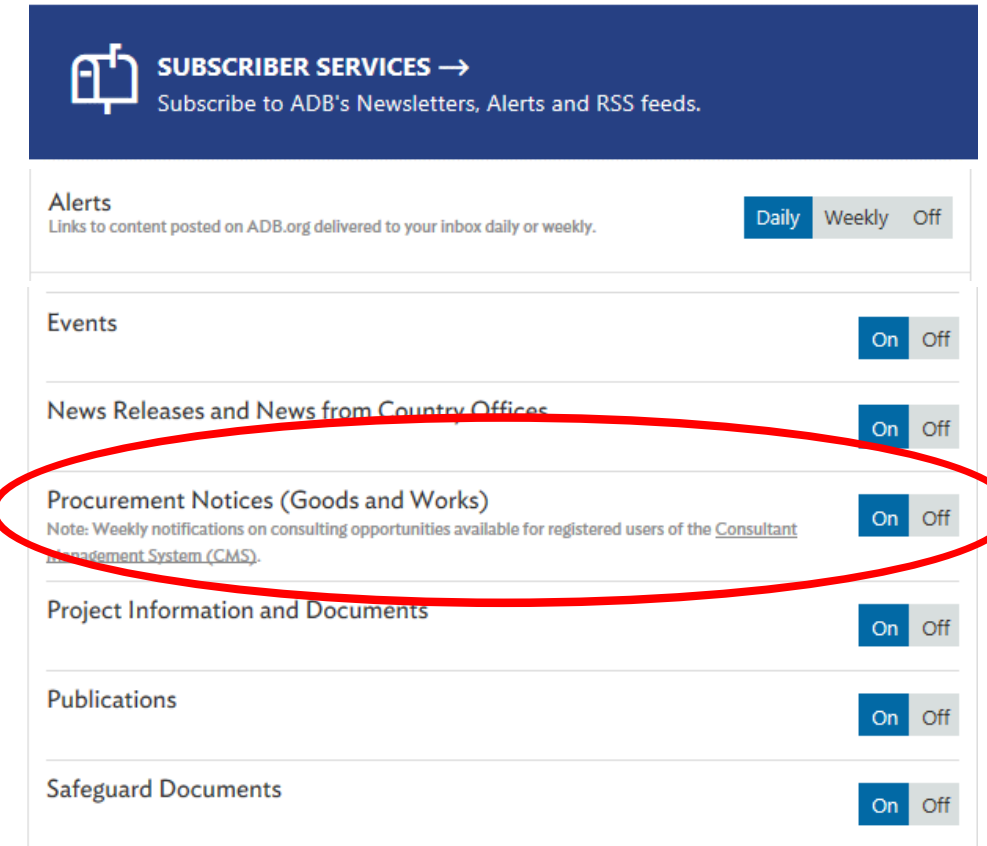
## View Shortlisted Firms

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.



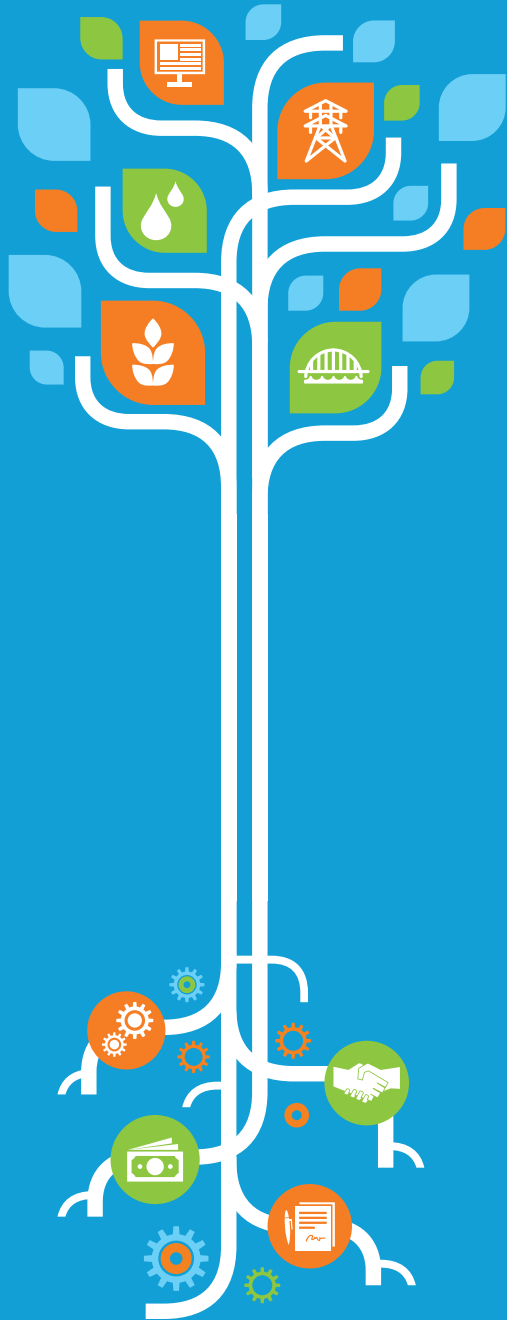
## View Awarded Contracts

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's CMS System: <http://cms.adb.org>

Goods & Works Notices: <https://alerts.adb.org>



For more: [adb.org](http://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/>