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ADB

Asian Development Bank Business Opportunities Seminar

Doing Business with ADB

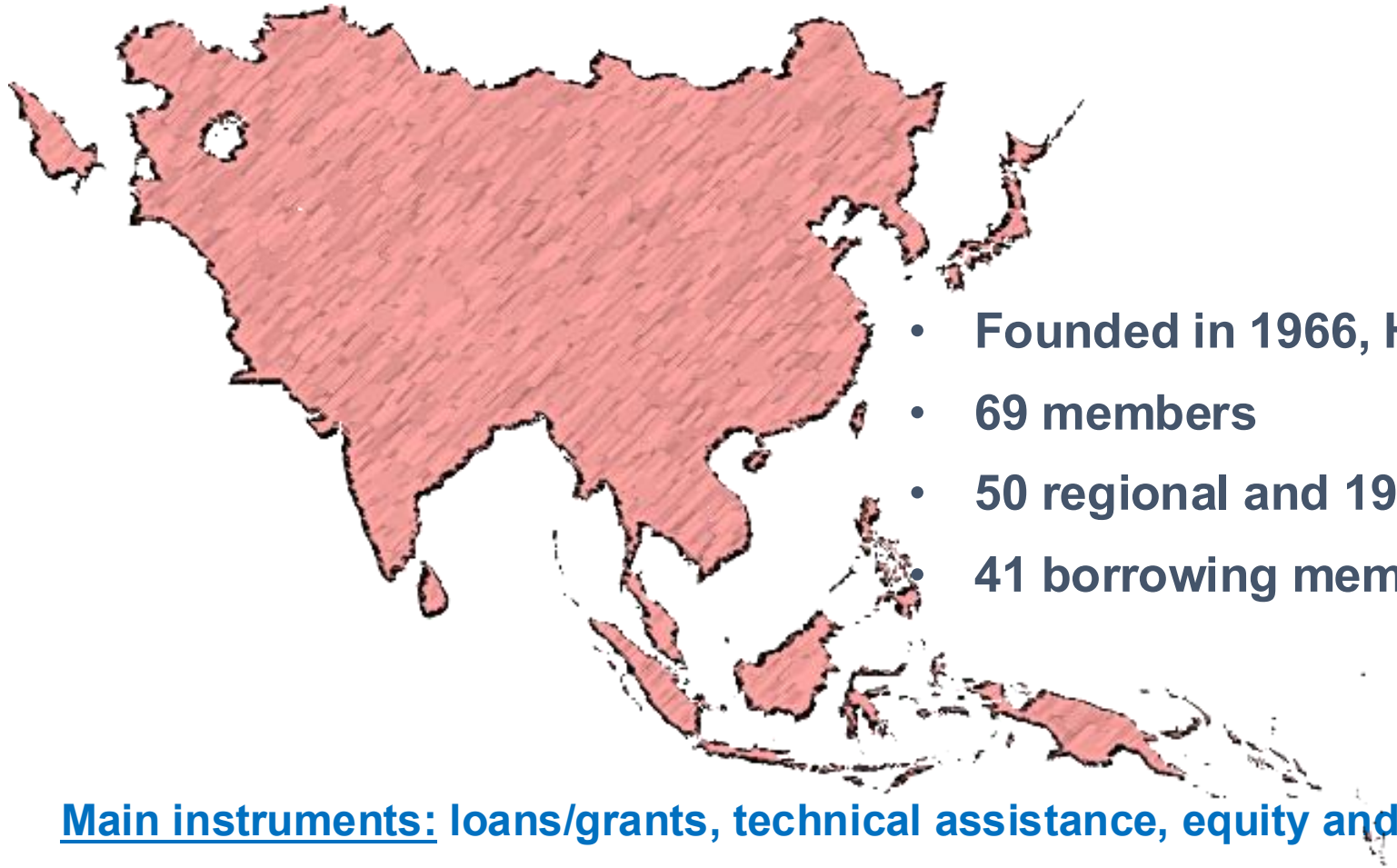
Speaker : Stephane BESSADI, Sr Procurement Specialist
Procurement, Portfolio and Financial Management Department

Date : 10 June 2025

Venue: ICMAI

BUSINESS
OPPORTUNITIES

A brief about ADB



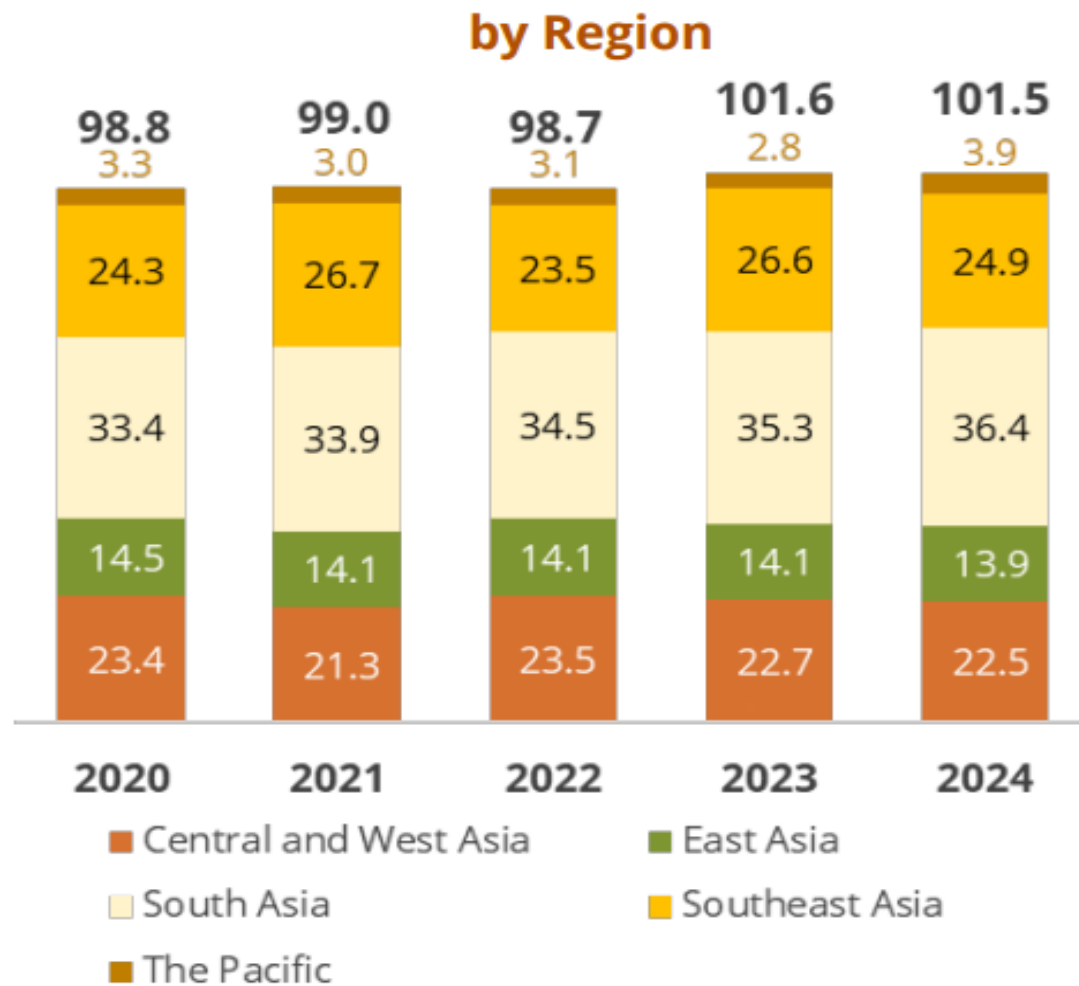
- Founded in 1966, HQ in Philippines
- 69 members
- 50 regional and 19 non-regional
- 41 borrowing members

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

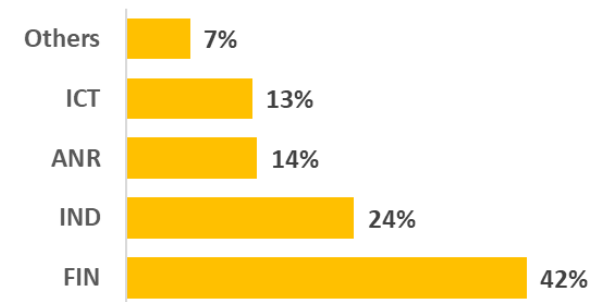
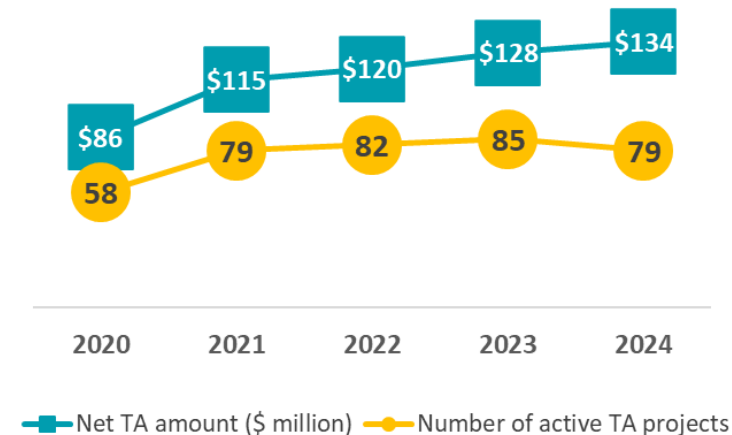
Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing

Knowledge and Partnerships : Focusing on practical value that fits local conditions, promoting dialogue and collaboration among diverse partners and stakeholders

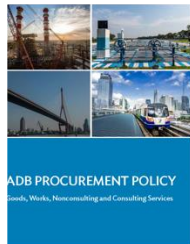
ADB Sovereign Portfolio Distribution, 2020-2024 (\$ billion)



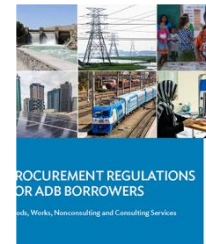
Technical Assistance



Procurement Framework



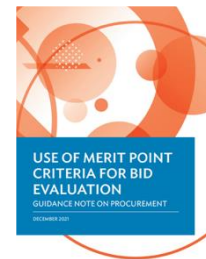
ADB Procurement Policy



Procurement Regulations for ADB Borrowers



Standard Bidding Documents and User Guides



Guidance Notes



Procurement Staff Instructions

ADB Procurement Policy - Core Principles



Economy



Efficiency



Fairness



Transparency



Quality



Value for money

Sustainable Public Procurement

Sustainable public procurement

achieved through

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

informed by prioritization and
market analysis

ENVIRONMENTAL



SOCIAL



ECONOMIC



INSTITUTIONAL

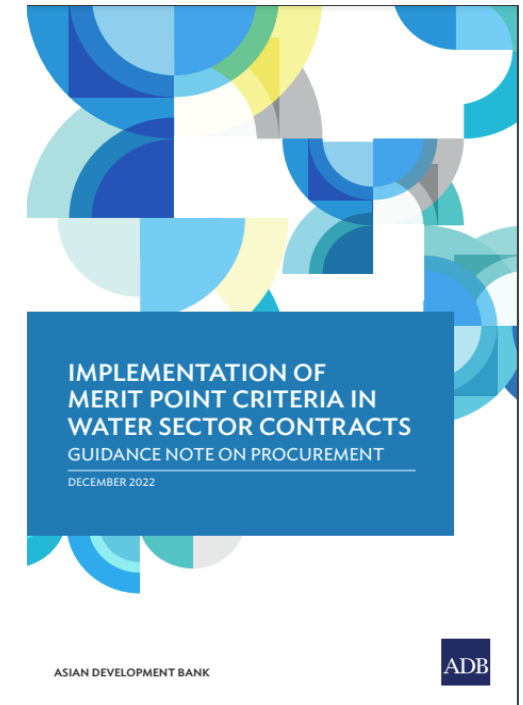
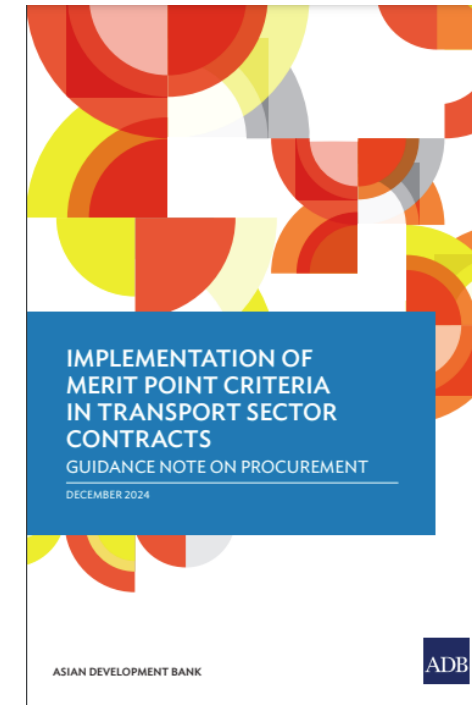


Do good both through what is built
and through how it is built

Evaluate with quality criteria

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

**A sector focused approach is recommended
(water and transport - as of now)**

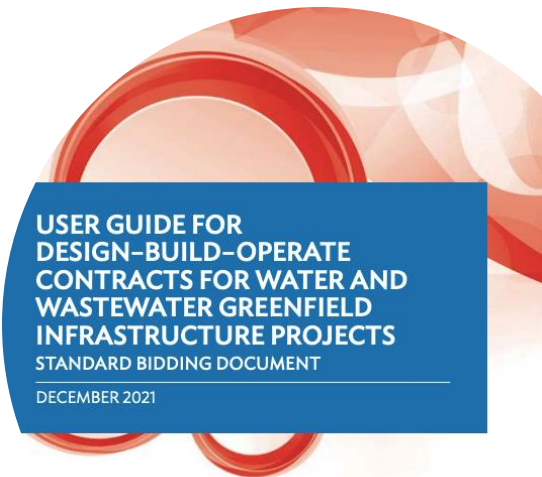


Include O&M after construction

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

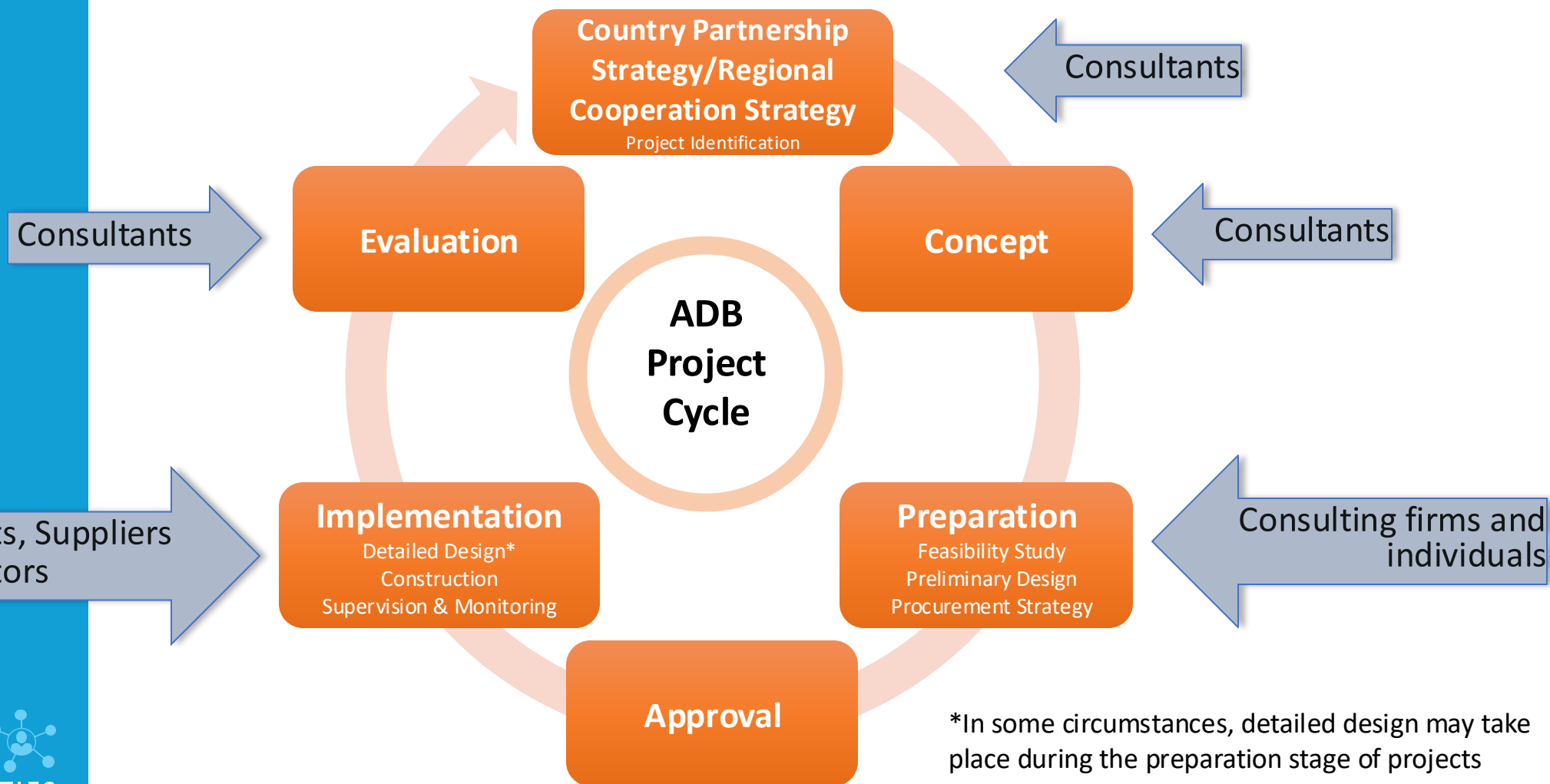


USER GUIDE FOR
DESIGN-BUILD-OPERATE
CONTRACTS FOR WATER AND
WASTEWATER GREENFIELD
INFRASTRUCTURE PROJECTS
STANDARD BIDDING DOCUMENT
DECEMBER 2021

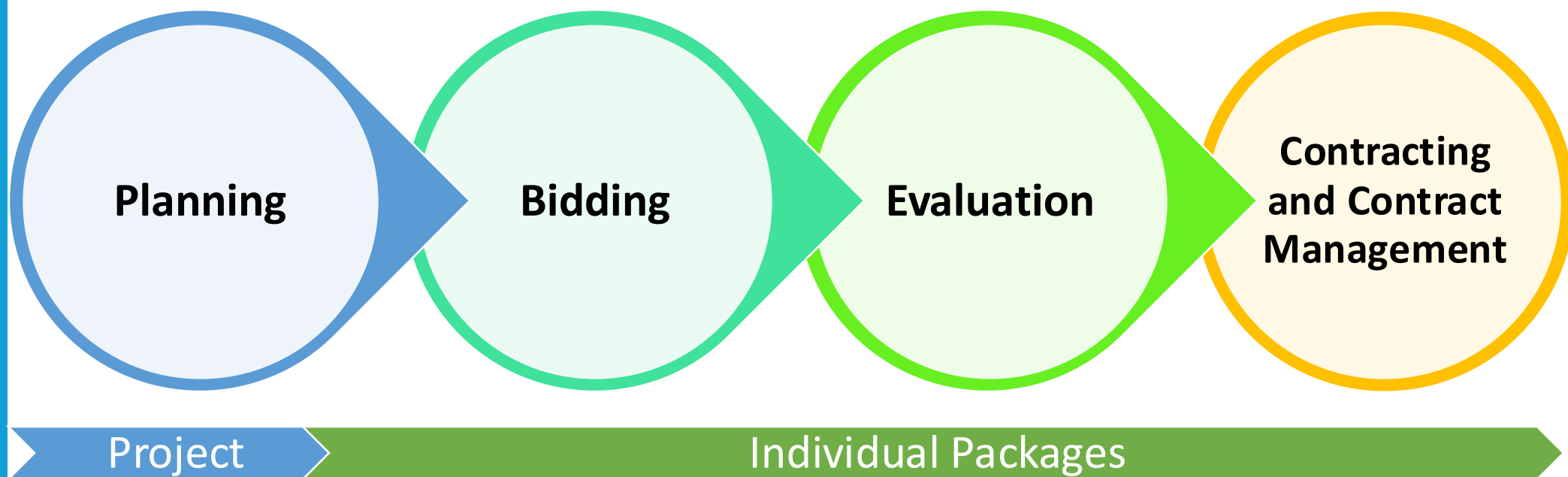


USER'S GUIDE TO
COLLABORATIVE
OPERATION AND MAINTENANCE
CONTRACTS
FOR WATER AND WASTEWATER
INFRASTRUCTURE PROJECTS
STANDARD BIDDING DOCUMENT
December 2022

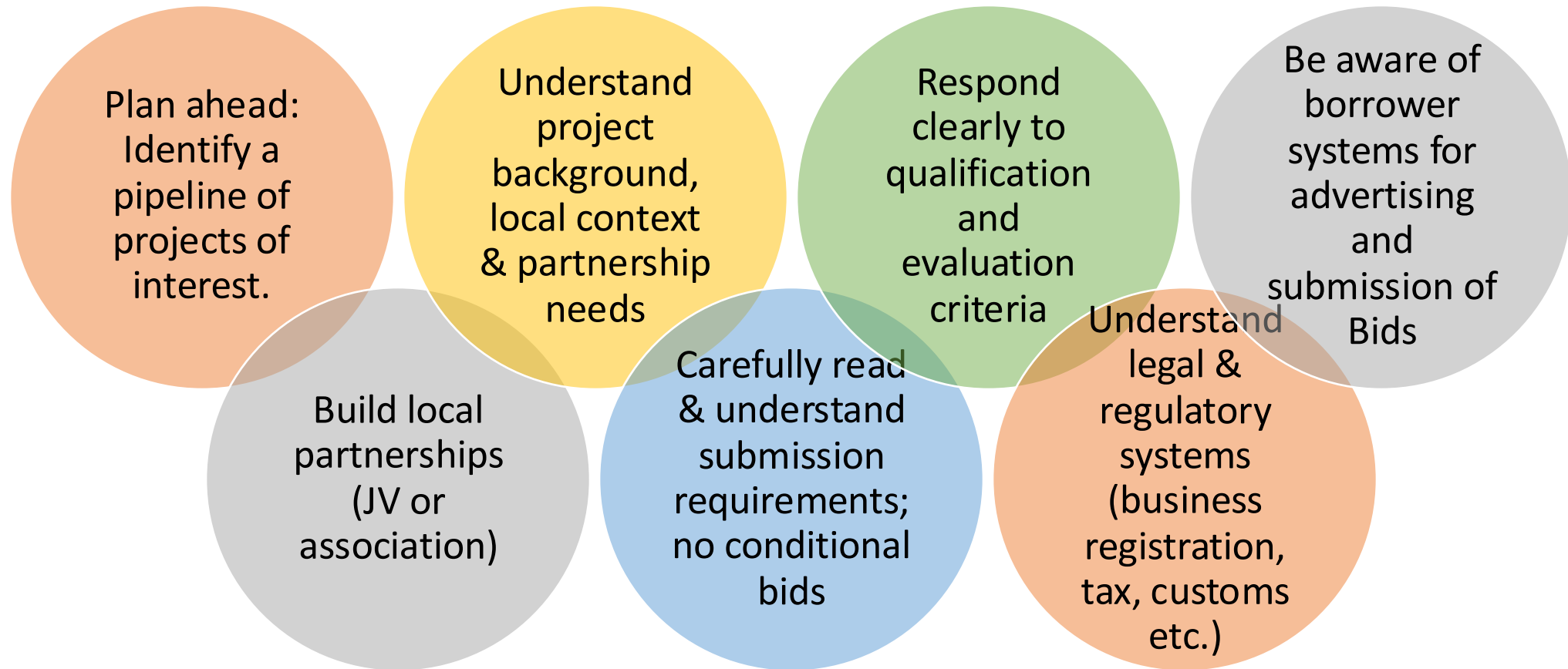
When is the Private Sector engaged?



Procurement Process



Advice when approaching Loan & Grant Opportunities



Types of Consultant



Firms

Private Sector

CSO/NGO

Universities

International Organizations



Individuals

Private Individual

Individual through firm

Resource Person

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.

Procurement Methods to Recruit Consulting Firms

QCBS	• Quality & Cost Based Selection
QBS	• Quality Based Selection
CQS and SCQS	• Consultants Qualifications Selection
FBS	• Fixed Budget Selection
LCS	• Least Cost Selection
DC	• Direct Contracting

Eligibility

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

- Can be certain exceptions, depending on funding source which can expand or restrict eligibility.
- Experts employed by eligible consulting firm under a consulting firm contract will be considered eligible, regardless of their 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 spouse

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



Summary of ADB Recruitment Process – for Firms

1

Detailed TOR and budget



2

Advertisement



3

Shortlisting



4

Request for Proposals



Evaluation



5

Negotiations



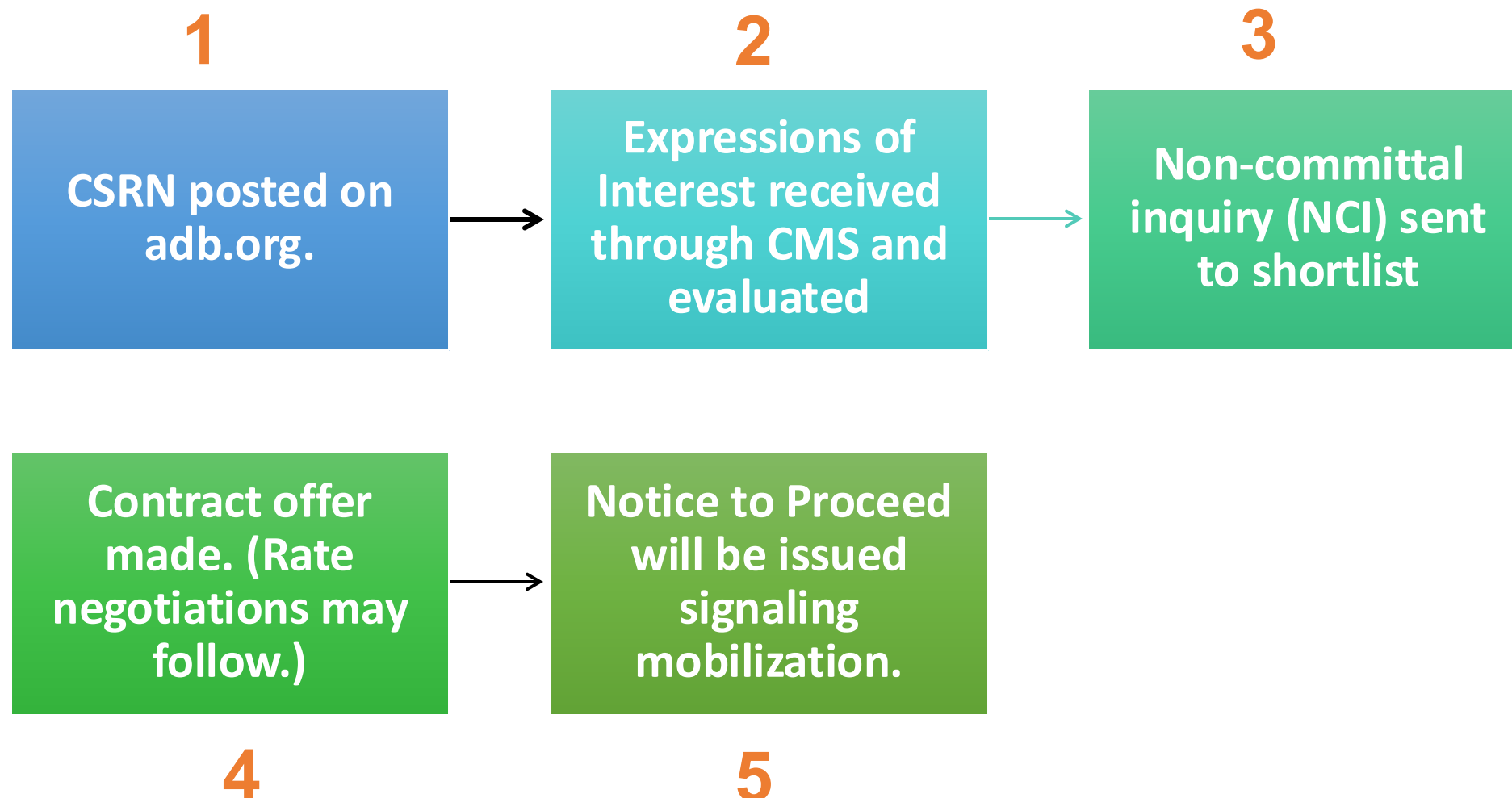
6

Contracting and Management

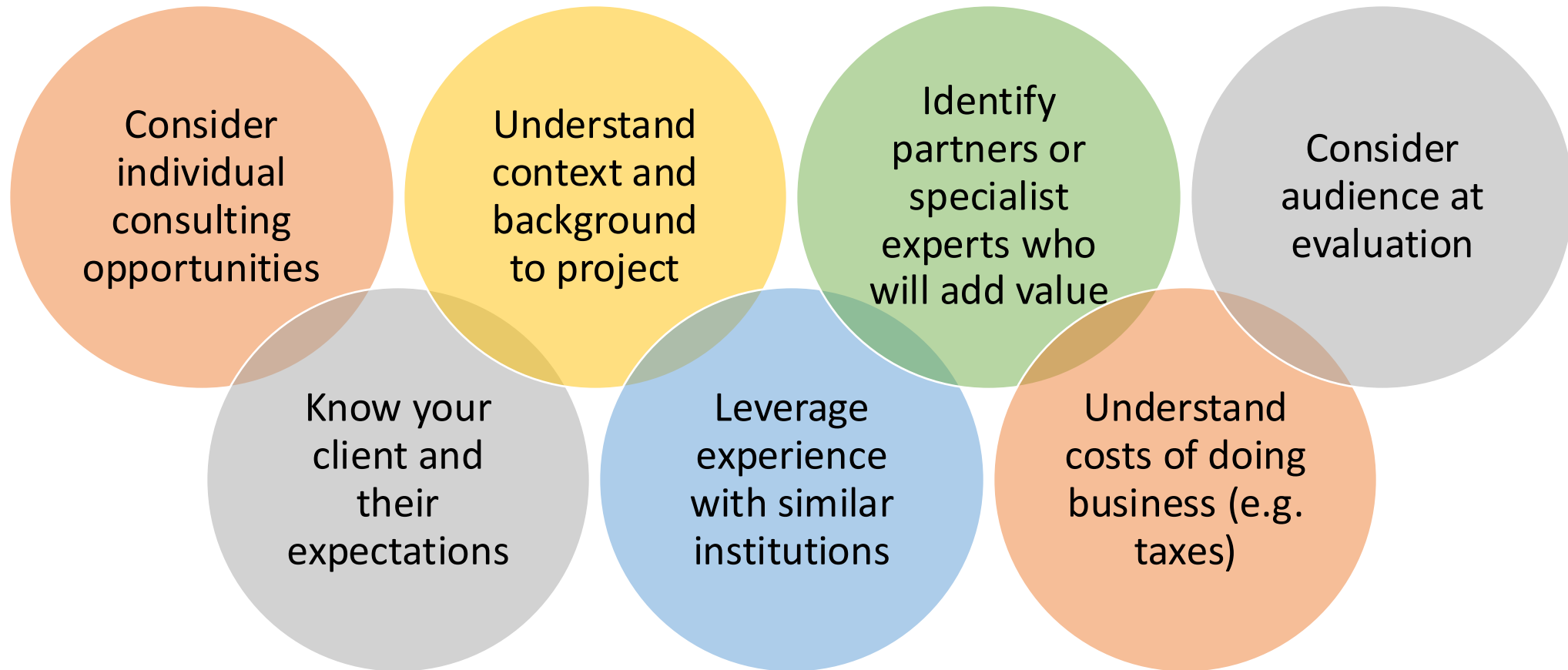


7

Individual Consultants ADB administered



General points on ADB Consulting Contracts



ASK QUESTIONS

Annual Procurement Report 2024

ADB



Solving Complex
Challenges Together

[News and Events](#) [ADB Institute](#) [Contact](#) [English](#)

[WHO WE ARE](#)

[WHAT WE DO](#)

[WHERE WE WORK](#)

[WORK WITH US](#)



Operational Procurement

ADB procures goods, works, and services from external suppliers for its development projects and programs, and engages consultants to help prepare studies, appraisals, and reports.

[Home](#)

[Goods, Works, and Non-Consulting Services](#)

[Consulting Services](#)

[Procurement Statistics](#)

[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.

[Learn more](#)

[View all reports](#)

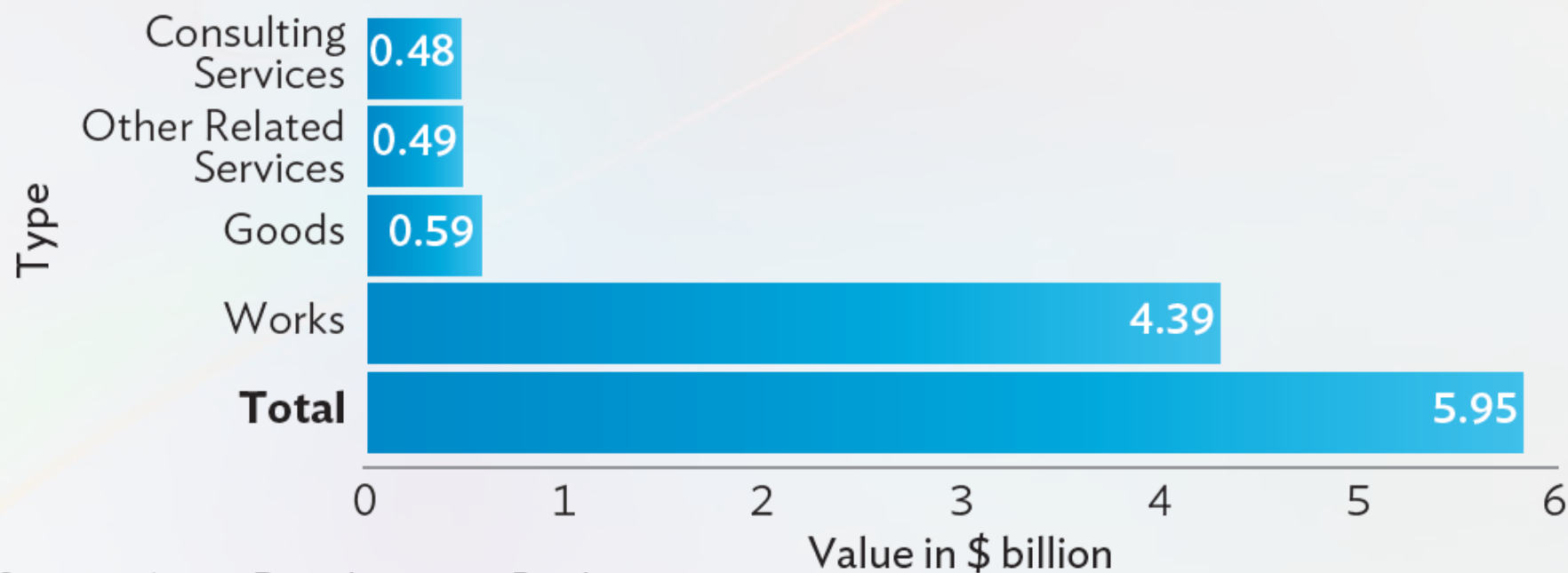


Previous Reports:



Procurement in 2024 (US\$ billion)

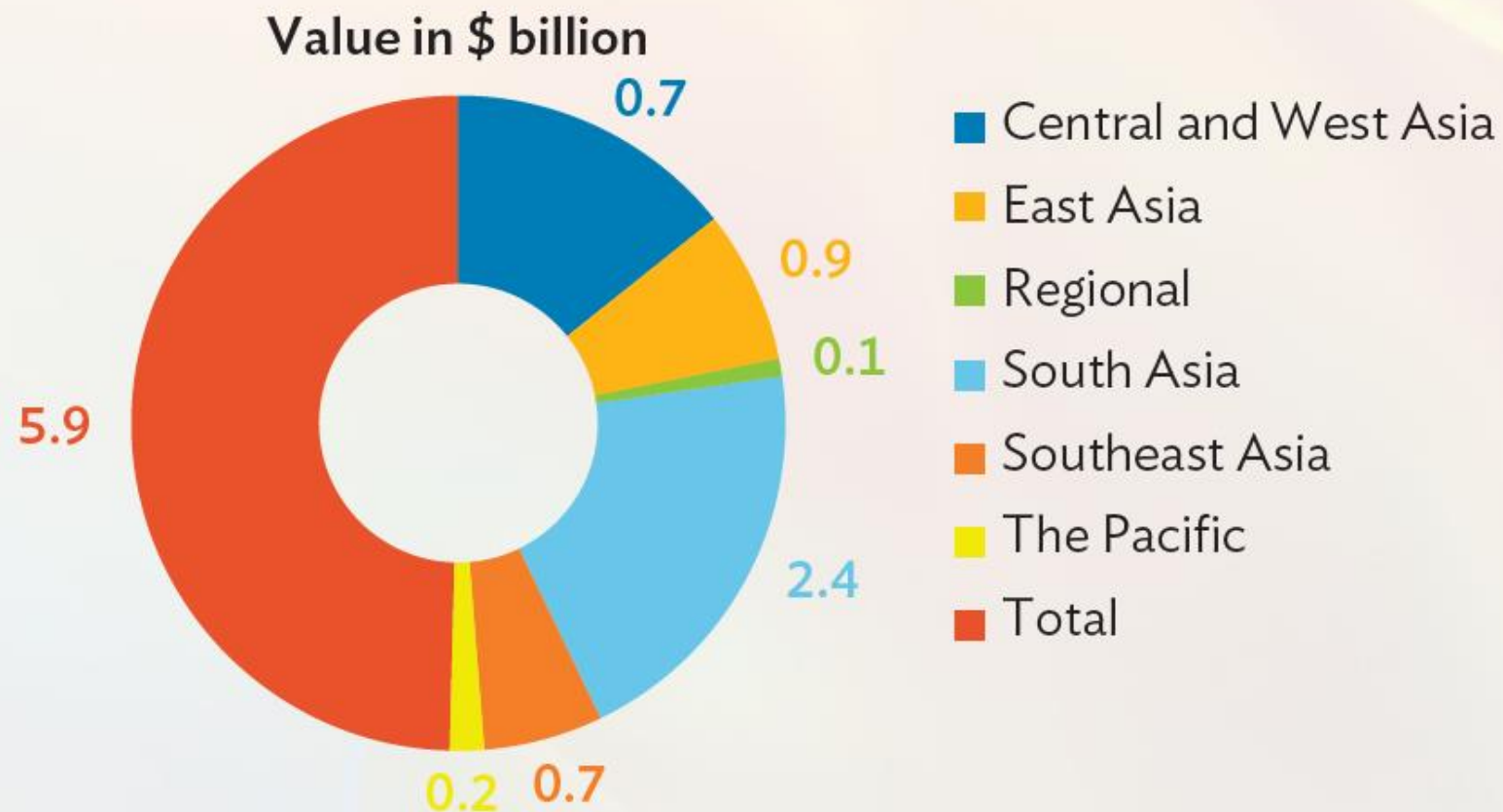
Figure 1: Value of Contracts Awarded by Procurement Type, 2024



Source: Asian Development Bank.

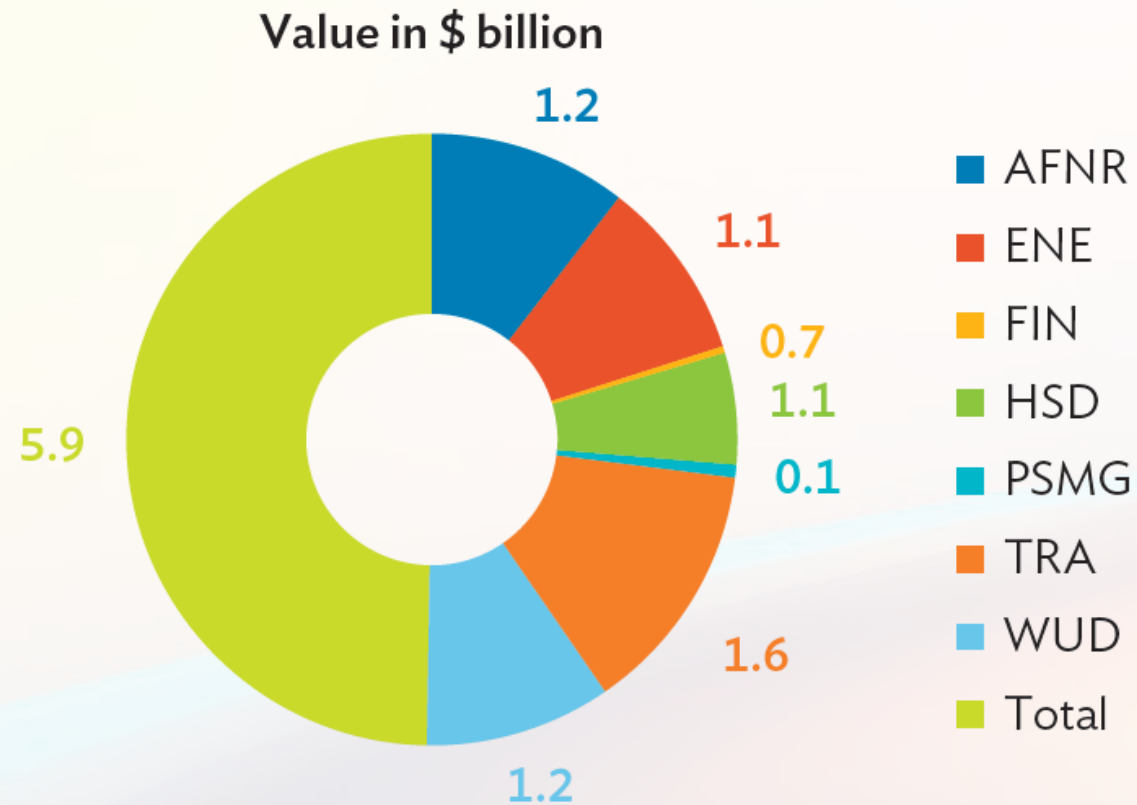
Total Procurement by Region, 2024 (USD billion)

Figure 3: Value of Awarded Contracts by Subregion, 2024



Source: Asian Development Bank.

Figure 4: Value of Awarded Contract by Sector, 2024



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 5 Supplier Countries of Goods & Works and Related Services (by nationality of supplier)

Nationality of Contractor	Goods & Works and Related Services		
	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 Countries

(by nationality of consulting firm/individual consultant)

Nationality of Contractor	Consulting Services		
	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

How to find Information on our Website

Business Center - www.adb.org/business

The screenshot shows the top section of the ADB Business Center website. At the top left is the ADB logo and the text "ASIAN DEVELOPMENT BANK". To the right are navigation links: "WHO WE ARE", "WHAT WE DO", "WHERE WE WORK", and "WORK WITH US" (which is highlighted in orange). Below this is a large banner with a smiling woman and the text "ADB Business Center" and "All you need to work with us—in one place." Below the banner is a dark navigation bar with links: "Guides and Documents", "Business Opportunities Outreach" (with a dropdown arrow), "Procurement Statistics Dashboard (ProcDash)", and "More" (with a dropdown arrow). Below the navigation bar is a breadcrumb trail: "Home > Work with Us > Business Center > Working with ADB".

- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

The screenshot shows the "Working with ADB" page. On the left is a sidebar titled "Information for..." with a list of categories: "Consultants", "Contractors and suppliers" (which is circled in green), "Governments", "Executing and implementing agencies", and "Development institutions". To the right of the sidebar is the main content area titled "Working with ADB" with a sub-header "How-Tos". Below the sub-header are five links, each followed by a right-pointing arrow: "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? →", and "What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →".

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

Projects & Tenders - 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

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

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

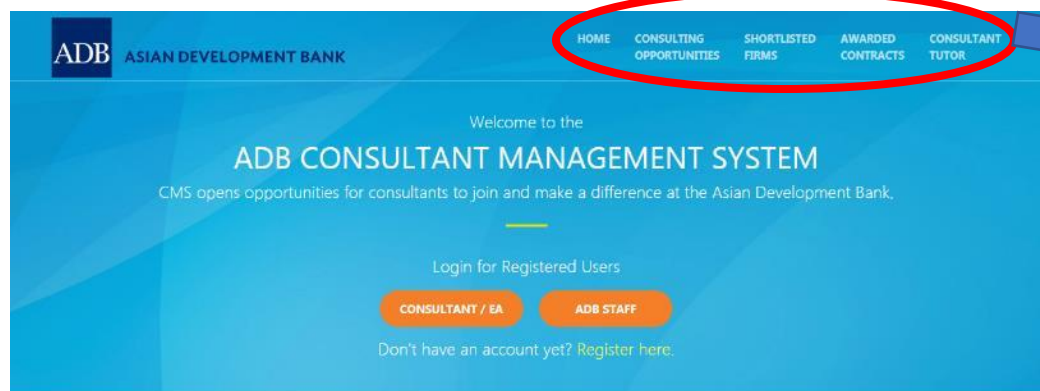
Follow ADB:      

Alerts	<input checked="" type="button" value="Daily"/> <input type="button" value="Weekly"/> <input type="button" value="Off"/>
Articles and Videos	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Asian Development Blog	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Board Documents	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Business Center Materials	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Country Planning Documents	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Economic Data and Research	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Evaluation Reports	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>

Events	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
News Releases and News from Country Offices	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Procurement Notices (Goods and Works) <small>Note: Weekly notifications on consulting opportunities available for registered users of the Consultant Management System (CMS).</small>	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Project Information and Documents	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Publications	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Safeguard Documents	<input checked="" type="button" value="On"/> <input type="button" value="Off"/>
Vacancies	<input checked="" type="button" value="On"/> <input type="button" value="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.



13TH ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA



THANKS



Launch Video.mp4

<https://nam.dcv.ms/OttKTCsPv5>

