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ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA

QUALITY INNOVATION IMPACT

Rewarding Quality and Cost in Fiji Roading Tender Evaluation

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Content

❖ Background

- FRA responsibilities with the management, maintenance and development of roads, bridges and jetties across Fiji.
- FRA long history of collaboration with the Asian Development Bank and other development partners in pursuit of the development of transport infrastructure across Fiji.

❖ TIISP Sub Projects

- Under the TIISP Loan some of the civil works' projects included

❖ Tender Evaluation

- FRA developed and agreed with ADB a new **Merit Point Criteria- MPC** for Tender Evaluation and deployed this system for all remaining Civil Works Packages that were implemented under TIISP

❖ Merit Point Criteria applied with points awarded under 4 quality focused areas

❖ Adoption of New ESF Policies

- Under TIISP, the design and due diligence of all bridges and jetties has been undertaken using the ADB Shared Safeguards Approach.

❖ Summary

- FRA experienced better implementation outcomes as a result with all contracts successfully completed.
- FRA rolling out the use of MPC in other ADB financed project civil works procurement



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Project Overview

- ▶ The Fiji Roads Authority (FRA) is responsible for the management, maintenance and development of roads, bridges and jetties across the Republic of Fiji.
- ▶ FRA has a long history of collaboration with the Asian Development Bank and other development partners in pursuit of the development of transport infrastructure across Fiji.
- ▶ Most recently, FRA has completed all civil works contracts to fully implement the Transport Infrastructure Investment Sector Project (TIISP) Loan and is currently evaluating Civil Works Tenders for the Critical Bridge Resilience Project (CBRP).





TIISP Sub Projects

- ▶ Under the TIISP Loan some of the civil works' projects included:
 - ▶ Rehabilitation of over 85km of national highway on Viti Levu.
 - ▶ Rehabilitation of 1.6km of arterial road into Suva.
 - ▶ Resealing of 300km of across Viti Levu and Vanua Levu.
- ▶ In addition, FRA procured Consultants for the provision of Construction Supervision Services as well for the design and due diligence of bridges and jetties in preparation for the CBRP loan.





Rewarding Quality and Cost in Tender Evaluation

- In 2020, FRA moved away from using the Lowest Priced Substantially Conforming tender evaluation methodology for ADB funded projects.
- The reason for this change was due to difficulty in assessing bidder's experience and knowledge of the challenges that must be overcome when working within the Pacific Islands.
- To address this, FRA developed and agreed with ADB a new Merit Point Criteria for Tender Evaluation and deployed this system for all remaining Civil Works Packages that were implemented under TIISP.
- The goal of the new system was to ensure that contractors only passed the technical evaluation if they could demonstrate a sound understanding of the technical, environmental, social and logistic challenges that would need to be overcome. The evaluation was 70% Technical and 30% Price.
- During implementation, FRA found that the Contractors were much better prepared at commencement, and this ultimately led to the satisfactory completion of all civil works packages.



Merit Point Criteria Used

- Points are awarded under 4 key criteria
 - 1) Work Plan
 - 2) Management Expertise of Key Staff
 - 3) Quality Management Systems
 - 4) Environmental, Health and Safety Management
- Within the scoring matrix there are points awarded to Bidders who can demonstrate how they will enhance local capacity of contractors and employees in Fiji and how they will involve local industry.
- Points are also awarded to key staff with Pacific Island experience

SUMMARY EVALUATION SHEET FOR TECHNICAL SCORING					
	Project Reference				
	EVALUATION CRITERIA	Max.	Bidder 1	Bidder 2	Bidder 3
		Score	Score	Score	Score
1.	Work Plan	400			
a.	Quality and Detail of Methodology/Method Statement	300			
ai	Method Statement for Works to be undertaken	150			
aii	Required Plant and Equipment for Works	50			
aiii	Site Organization	50			
aiv	Local industry participation and capacity building approach	50			
b.	Work Programme - Logic, interdependencies, sequencing and constraints	50			
c.	Risk Assessment - Comprehensive Inclusion of Project Specific Risks	50			
2.	Management Expertise that Meets Request For Tender (RFT) Requirements and Proposed Labour	150			
a.	Project Manager/Contractor's Representative (20% allocated to Overseas / Country experience – See 1.3.2.3 below)	25			
b.	Construction Manager / General Foreman (20% allocated to Overseas / Country experience)	25			
c.	QA/QC Manager (20% allocated to Overseas / Country experience)	15			
d.	Ground Improvement Engineer (20% allocated to Overseas / Country experience)	15			
e.	Piling Supervisor (20% allocated to Overseas / Country experience)	15			
f.	Structural Engineer (20% allocated to Overseas / Country experience)	15			
g.	Earthworks/ Pavement Engineer (20% allocated to Overseas / Country experience)	10			
h.	Health and Safety Manager (20% allocated to Overseas / Country experience)	10			
i.	Environmental Manager (20% allocated to Overseas / Country experience)	10			
j.	Traffic Manager (20% allocated to Overseas / Country experience)	10			
3.	Quality Management Systems and Inspection Testing Plan	50			
4.	Environmental, Health and Safety Management	100			
a.	Practical Methodology of Environment and Social Management Proposal (including personnel, approach, monitoring and reporting)	50			
b.	Practical Methodology of Health, Safety and Welfare Management Proposal (including personnel, approach, monitoring and reporting)	50			
	TOTAL	700			



TIISP Project Examples

- **Suva Arterial Road Upgrade Project (SARUP 2) – US\$16.5m Contract**
- Arterial Road Pavement and footpath reconstruction with underground relocation of utilities for Climate Resilience
- **Project Challenges**
 - Detail Design and due diligence completed prior to tender and contract award
 - Following contract award, national electric utility provider requested large scope change to agreed design to include additional and upgrade assets along existing restricted corridor
- **Solution and outcome**
 - FRA implementation team had to work hard to rapidly seek approvals for large variation to contract to enable the new design to be coordinated with other infrastructure assets and new electric assets procured whilst minimizing the delay to the contractor.
 - FRA worked together with the contractor to ensure all works not affected by the utility design change could proceed to minimize the delay
 - Despite 9 month timeframe for design change and procurement of materials, the project was completed with an overall delay of only 4 months
- **Lessons learnt**
 - Greater engagement with utility companies prior to tendering to ensure design is frozen before contract award



TIISP Project Examples

- **Queens Road Upgrade Project (QRUP) – US\$30m Contract**
- National Highway Pavement and footpath reconstruction
- **Project Challenges**
 - During implementation, rapid deterioration of large stormwater culverts occurred
 - Decision taken to make design change to replace deteriorated culverts on the grounds of public safety and to ensure future climate resilience of newly constructed assets
- **Solution and outcome**
 - As works were required outside of FRA National Road Reserve, this variation required significant due diligence to be undertaken including temporary land use agreements, community consultations and environment assessments.
 - FRA team worked together ADB safeguards staff, Construction Supervision Consultant and the contractor to ensure variation completed and works undertaken without delay to the project.
 - FRA collaborated with the contractor to resequence works whilst relevant variation and due diligence approvals were sought and culverts procured.
- **Lessons learnt**
 - A proactive Construction Supervision Consultant with design and safeguards resources to assist FRA technical and safeguards staff was invaluable in ensure rapid due diligence and approvals during implementation.



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Adoption of New ESF Policies

- ▶ The Fiji Roads Authority has been quick to adopt the latest ADB's Environmental and Social Framework Policy.
- ▶ Under TIISP, the design and due diligence of all bridges and jetties has been undertaken using the ADB Shared Safeguards Approach.
- ▶ The ADB Shared Safeguards Approach, developed with partner organizations, provides a common framework and procedures for managing environmental and social risks in the Pacific region, tailoring standard safeguard policies to the unique circumstances of Pacific Island Countries.
- ▶ The upcoming CBRP will be one of the first projects in the Pacific to be implemented under the Shared Safeguards Approach.





Summary

- ▶ By implementing a Merit Point Criteria FRA had greater confidence at contract signing that the Contractors for major civil works packages were well prepared to successfully implement the Contracts.
- ▶ FRA experienced better implementation outcomes as a result with all contracts successfully completed.
- ▶ The use of Merit Points Criteria has been refined and is currently in use by FRA for the procurement of major bridge civil works packages currently being tendered. FRA intends to continue the Merit Point Criteria use for future ADB funded projects procured under Phase 2 of the CBRP
- ▶ FRA expect to adopt future criteria in line with new ESF requirements



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Vinaka ! Thank You!