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# BERNARD GRUPPE

## ■ Doing business with ADB: Austrian company testimonial

Martin Kraft-Fish | 05.03.2025

Employees

600

Projects in

countries

40+

Founded

1983

Number of projects

8000+

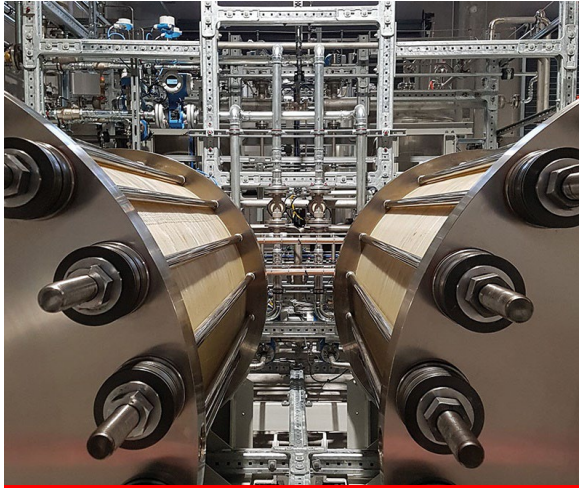


# ■ Business Units

**BERNARD**  
GRUPPE



**Energy**



**Industry**



**Infrastructure**



**Mobility**

# ■ ADB project highlights

- 2023 – ongoing: Armenia: Rehabilitation of Dilijan and Pushkin Tunnels
- 2021 – 2024: Turkmenistan: TMA Modernisation
- 2020 – 2019: Bangladesh: Pilot Testing of Sensor System for Prevention of Elephant-Train Collisions
- 2018 – 2021: Myanmar Railway Modernisation





# ■ Why work with ADB?

## ■ Professional approach

- Ethics / integrity
- Management of executing agencies
- Experienced ADB Operation Leader

## ■ Secured financing

## ■ Fair conditions of contract

## ■ Emphasis on quality

- Weighted evaluation criteria for consultancy
- Introduction of Merit Point Criteria as default for bid evaluation of suppliers / contractors

# ■ First steps for working with ADB

## ■ Find out what ADB is financing and where:

- Internet research
- ADB Business Outreach / Opportunities Fair
- ADB Consultants/Suppliers Networks (Linkedin)

<https://www.adb.org/business/opportunities-outreach>

<https://www.adb.org/news/events/13th-business-opportunities-fair-2025>

## ■ For specific projects (consultants):

- ADB Consultant Management System
- Register and create a company profile
- In the tab “Contact Directory” add persons to receive “CSRN Weekly”

<https://cms.adb.org/>

### Consultant Management System CSRN Weekly

Consulting Opportunities for the Week of 2 March 2025

The Consulting Services Recruitment Notice (CSRN) provides detailed information on the consulting services required for ADB financed or administered projects. Go to <http://csrn.adb.org> to see the complete list of advertisements.

You may also click on the Project name below for detailed information on the advertisement and to send your expression of interest or single-stage proposal for the assignment.

#### AGRICULTURE, NATURAL RESOURCES AND RURAL DEVELOPMENT

Project	Package Name	Consultant Type	Consultant Source	Selection Methods*	Engagement Type	Published Date	Submission Deadline
<a href="#">TA-6852 PAK: Preparing Climate-Resilient Agriculture and Natural Resources Development Projects - International Flood Telemetry Engineer (55225-001)</a>	International Flood Telemetry Engineer	Individual	International	ICS	Standard Selection	25-Feb-2025	03-Mar-2025

# ■ Tips for preparing EOIs

## ■ Carefully consider whether to participate:

- Good project references? Experience in country and region?
- Can you cover the full scope and provide requested experts?
- Partner(s) needed?
- Risk analysis

## ■ Preparing EOI:

- Prepare high-quality standard answers to section “Management Competence”
- Primary focus on qualifications of lead partner, secondary focus on junior partners
- Full answers to questions; select 10 best references
- Utilise EOI attachments to provide further information
- No need to submit CVs

# ■ Tips for proposals

- Use and follow templates
- Allocate time for proposal preparation based on evaluation criteria
- Experts exceeding requirements will score better
- Involve team members with experience of previous ADB projects:
  - Safeguards (environmental, social, gender)
  - Financial management
  - Economic/financial analysis
  - Procurement
- Consider climate change impact on project
- Understand conditions of contract



# ■ Experience of implementation

- Little difference to other projects
- Highly competent team leader:
  - Always available
  - Fluent English
  - Understands contract and terms of reference
  - Understands all aspects of the project
- Local competence and representation
- Raise issues promptly – contract variations take a while to process
- Keep records (including timesheets)



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