Talent and Workforce Development

ADB Careers & Talent Strategy | IT Talent Recruitment & IT Graduate Program
Partnering with ADB on IT Institutional Requirements

Business Opportunities Outreach – Valencia | 2 December 2025

ADB

Solving Complex Challenges Together

Partnering with ADB on Institutional Requirements

Nadia Abbas, Principal IT Procurement and Contracts Specialist, Procurement and Contracts Admin Unit
Corporate Services Department

Business Opportunities Outreach – Valencia | 2 December 2025

3

Agenda Focus

Solving Complex Challenges Together

Focused on **furthering and strengthening our partnerships within the IT sector in Spain**, this session will explore partnering and collaboration **opportunities for vendors** seeking to engage with the Asian Development Bank.

Gain insight into our streamlined sourcing and engagement processes and frameworks, thoughtfully and strategically designed to make collaboration easier and more impactful.

Business Opportunities Outreach – Valencia | 2 December 2025

4

ADB

Principles of Procurement

Administrative Order 4.07

Environmental and social considerations

Value for money

Transparency

Accountability

Total cost of ownership

Efficiency

Equity

Integrity

CORPORATE
SERVICES
DEPARTMENT

ADB

Partnering with ADB

ADB and its Digital Ambition

2020	2025
$105M	**$160M**

Operations

Financial Services

Digital Workplace & Connected Data

Admin & Corporate Services

Enabling the Digital Backbone

Digital Learning Labs

ADB

Partnering with ADB

ADB, its Digital Ambition and Strategic Procurement

Elevating Enhancing Enabling

Smart and Sustainable Procurement and Partnerships

➢ **Smart Partnering**

➢ **Agile Mechanisms**

Transactional Contracting | **Smart Partnering** | **Co-creation and Mutual Growth**

➢ Shift from **Transactional Engagements** to **Leveraging Partnerships**

➢ **Partnering Long-term** to foster **mutual exploration and innovation**

➢ **Co-creation** as the key principle in pursuing **innovation and new tech**

7

Partnering with ADB

The Smart Partner Framework

A streamlined partnering framework where pre-qualified partners are invited to build projects with ADB

Pre-qualification

Work Order

Product

Category or Resource-based

Partnering with ADB

Our Procurement Process

Step 1	Step 2	Step 3	Step 4
Preparation and Submission of Requisition	Request For Proposal	Evaluation	Contract Award

Partnering with ADB

Release of RFP → **Submit Clarifications** → **Pre-bid** → **Preparation & Submission of Proposals**

📄 Proposal

Ranking ← **Technical and Financial Evaluations** ←

Negotiations with First Rank

Contract Finalization and Acceptance → **ADB Approval Process** → **Contract Execution** → **Project Kick-off**

Legend

ADB	(blue)
Vendor	(yellow)
ADB & Vendor	(green)
Documents	📄

10

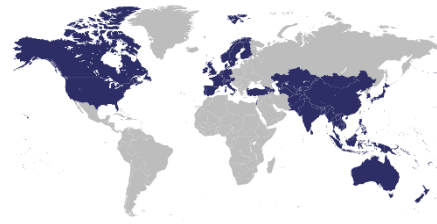INTERNAL. This information is accessible to ADB N... ...e shared outside ADB with appropriate permission.

How do I become a partner-supplier for corporate procurement in ADB?

① Institutional Procurement Notices

② Pre-qualified and by invitation

Partnering with ADB

ELIGIBILITY TO WORK WITH ADB

SUPPLIER IDENTIFICATION THROUGH EVIDENCE

COMPANY REGISTRATION

DUE DILIGENCE ON FINANCIAL AND REPUTATIONAL RISK

SANCTION

Partnering with ADB

❖ **INDIVIDUAL APPLICANTS**

1. Be a citizen of an ADB-member country

2. Have valid contact details (valid email and postal address

3. Identification (ID) such as passport | driver's license (valid: 6 mths)

4. Signed curriculum vitae

5. Bank Details

6. Not listed in ADB; UN Sanction List or Other multi-lateral development institution's Sanction List

7. No legal cases, no adverse information, no conflict of interest

❖ **BUSINESS CORPORATIONS, PARTNERSHIPS, SOLE PROPRIETOR COMPANIES**

1. Be a citizen of an ADB-member country or be legally established in an ADB-member country

2. Have valid contact details (valid email and postal address

3. Bank Details

4. Business Registration or License

5. Articles of Incorporation

6. Audited Financial Statements (last 2 years)

7. Not listed in ADB; UN Sanction List or Other multi-lateral development institution's Sanction List

8. Must have sound financial standing (positive working capital)

7. No legal cases, no adverse information, no conflict of interest

Business Opportunities Outreach – Valencia | 2 December 2025

13

ADB

Digital Innovation Sandbox Procurement Framework

ADB

Solving Complex Challenges Together

Co creation

Ideas for **Our Future**. What's *your* great idea?

ADB's Digital Learning Labs Program

The "Digital Learning Labs" (formerly referred to as the "Digital Innovation Sandbox Program") allows innovative companies (often start-ups and other small companies with limited track record) access to ADB's platforms to test new products and services with a small number of actual users in a simulated environment. Through the piloting of a product or business model in the lab, start-ups can build and test business ideas without having to spend significant time and resources developing completed products and services which may not work in practice or to scale.

Giving start-ups access to its platforms allows ADB to better understand if a product or service is likely to work in practice. Through the Digital Learning Labs Program, only once the feasibility of a proposed product is developed and proven successful to meet the institution's objectives, can it then be scaled-up and mainstreamed. The Digital Learning Labs Program can be viewed more in the nature of partnerships and not purely commercial relationships.
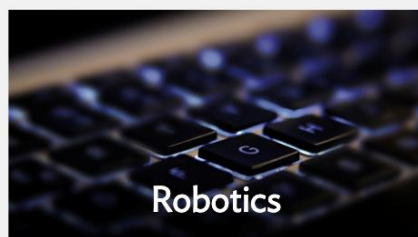
ADB has created the Digital Learning Labs Program through which it seeks innovative solutions from technology companies, start-ups, and academic institutions to address one or more programs, each program corresponding to a particular emerging technology.

ADB

Programs

The Digital Learning Labs Programs

Artificial Intelligence

Greater incorporation of artificial intelligence into ADB's technology systems to enable ADB workforce to better focus on more value-added work.

Robotics

Development of robotics software that can be easily programmed to do repetitive and routine tasks.
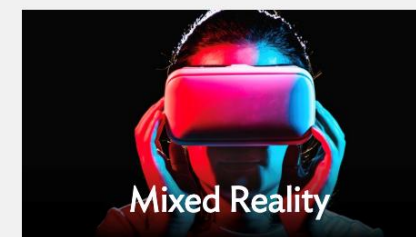
Blockchain

Adoption of blockchain technology to eliminate repetitive manual processes.

Big Data

Analysis of data to unlock real-time decisions that optimize ADB's agility and responsiveness to the growing needs and demands of its developing member countries.

Mixed Reality

Using multidisciplinary approach to understand current opinion and identify the dynamics that are creating the future.

WELCOME TO ADB CHALLENGES

ADB CHALLENGES IS MORE THAN JUST A PROGRAM – IT'S A MOVEMENT.

Here, visionaries and innovators come together to transform big ideas into real-world solutions for Asia and the Pacific.

ADB

POWERED BY:

agorize

ABOUT
ADB CHALLENGES

HOW TO
PARTICIPATE
IN A CHALLENGE

SUBMIT TO
SOLUTIONS
MARKETPLACE

HIGHLIGHTS
& UPDATES

Programs

APPLICATION

See a challenge that interest you/your company? Click on the Participate button to submit your solution.

DELIVERABLES

Once in the challenge, pick a category and work on your deliverable(s). Remember to submit before the deadline!

SELECTION

The selection committee will be reviewing your deliverable(s) after the Application phase has ended. Give them some time and stay tuned!

NOTE: There maybe multiple rounds of selection where you will fine-tune your submissions.

FINAL EVENT

If shortlisted, you will be notified with further instructions to help you prepare for your final pitch. Feel free to reach out to the respective challenge admins if you have any questions!

Partnering with ADB

Scan the QR Code to access ADB's Institutional Procurement Opportunities

Contact us:

itprocurement@adb.org

19

ADB

Event Contact

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

ADB IT Delivery and Resiliency Center IDRC@adb.org

20

ADB