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ADB

# Asian Development Bank Business Opportunities Seminar

Doing Business with ADB

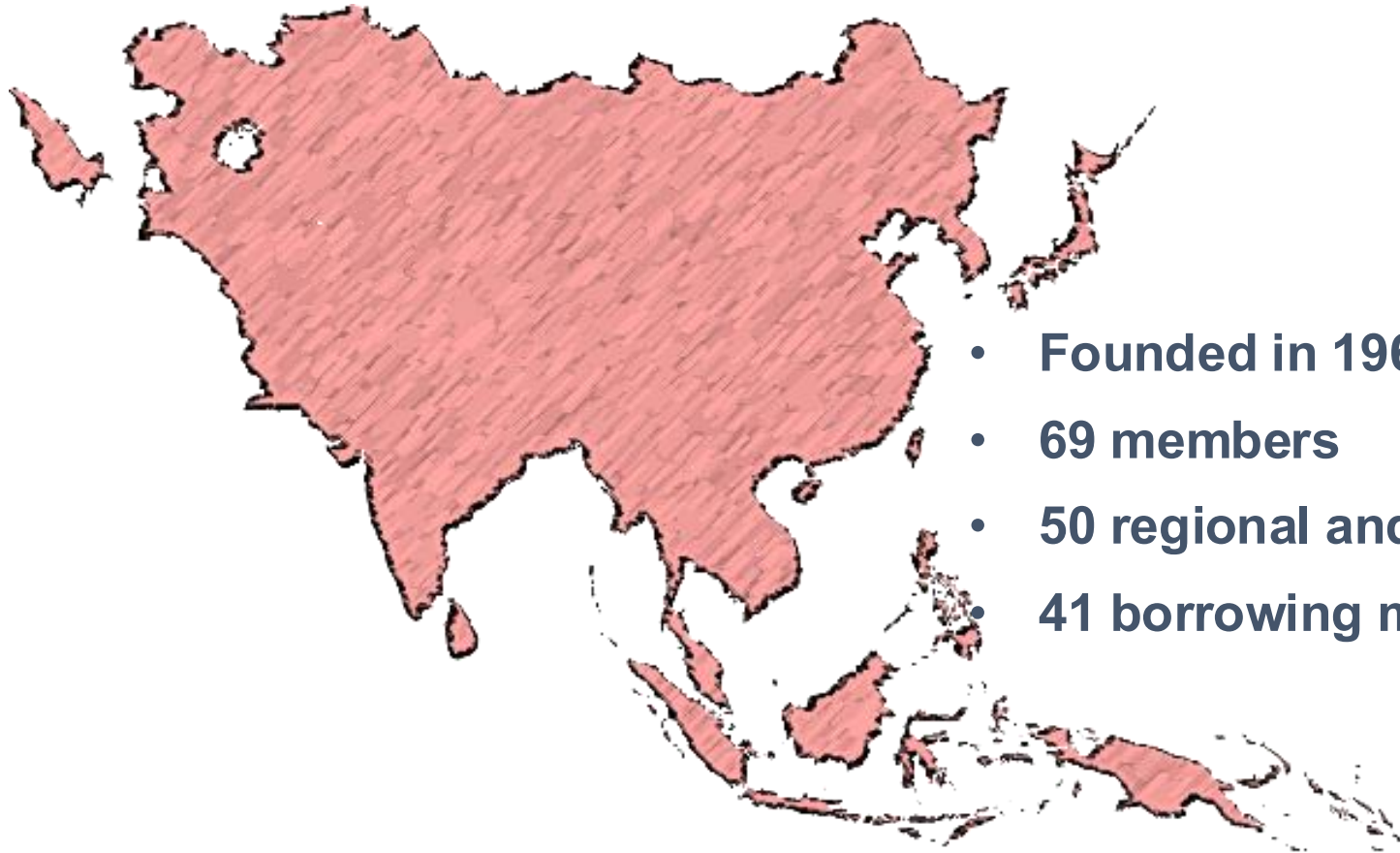
Speaker : Stephane BESSADI, Sr Procurement Specialist  
Procurement, Portfolio and Financial Management Department

Date : 10 June 2025

Partner : Germany (OAV, AHK, GTAI)

BUSINESS  
OPPORTUNITIES

# A brief about ADB



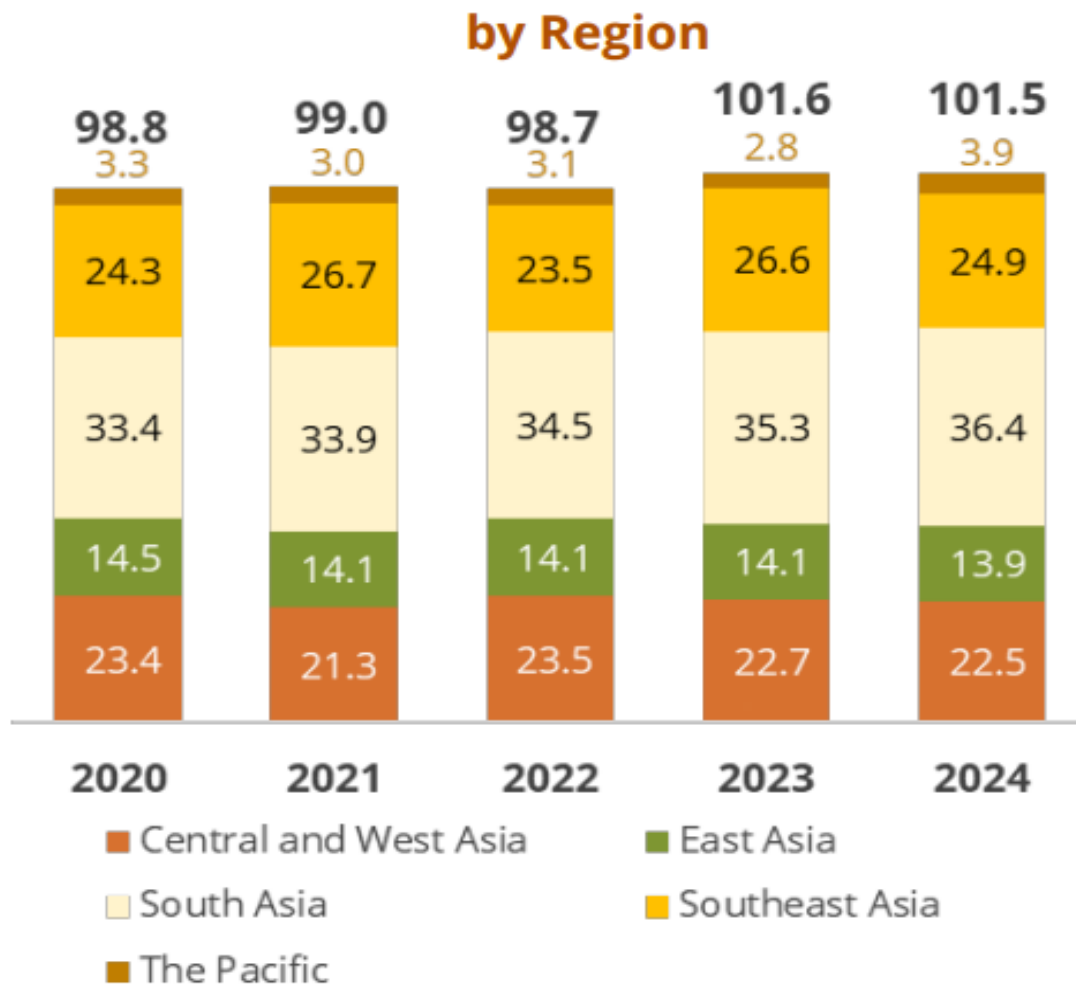
- Founded in 1966, HQ in Philippines
- 69 members
- 50 regional and 19 non-regional
- 41 borrowing members

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

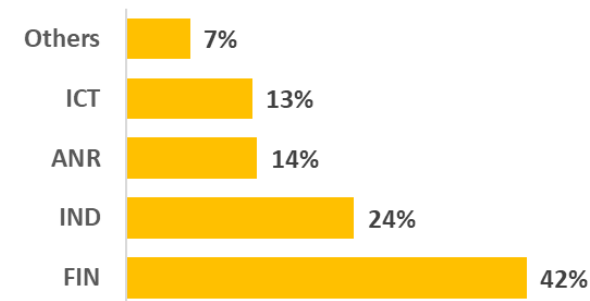
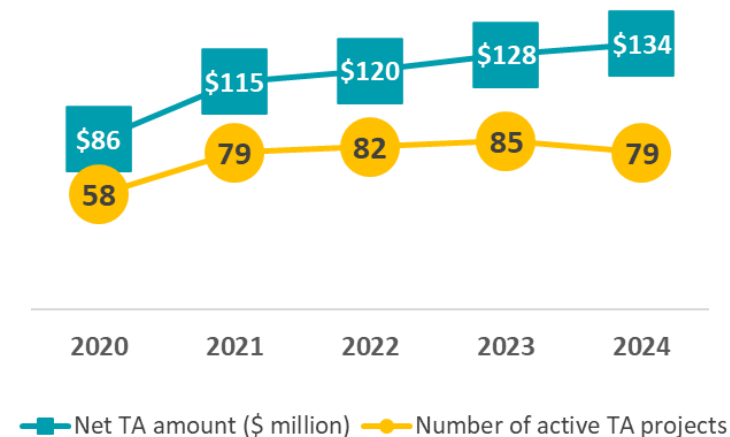
**Delivered through:** ADB's own resources (ordinary; concessional; special funds) and cofinancing

**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)



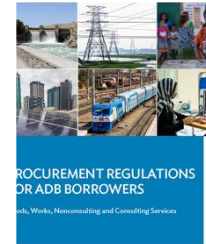
## Technical Assistance



# Procurement Framework



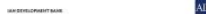
## ADB Procurement Policy



## 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

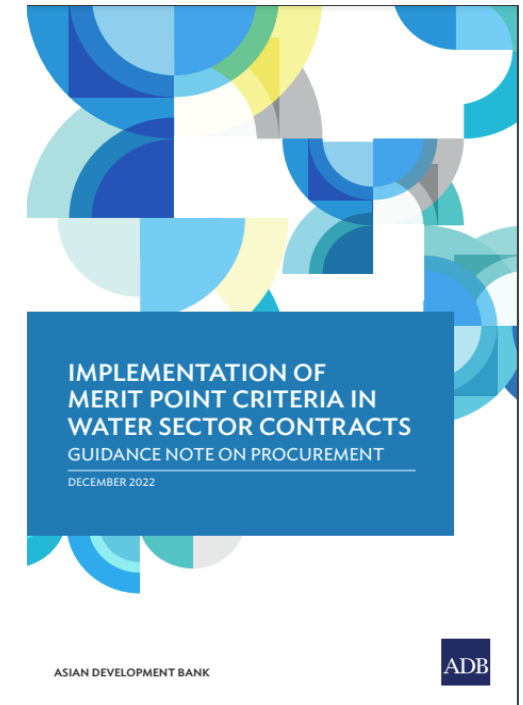
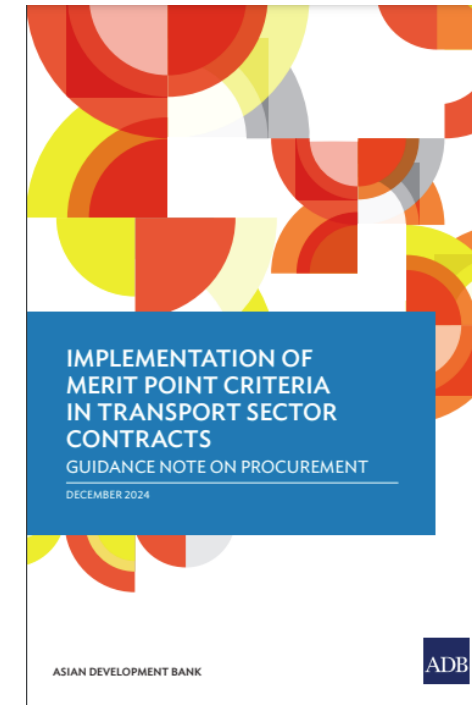


Do good both through what is built  
and through how it is built

# 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)**



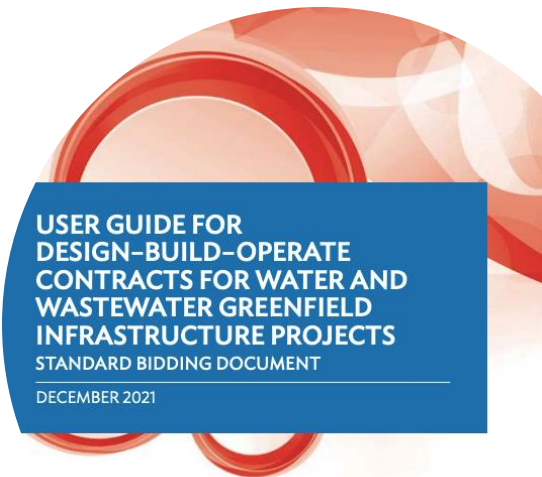


# Include O&M after construction

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



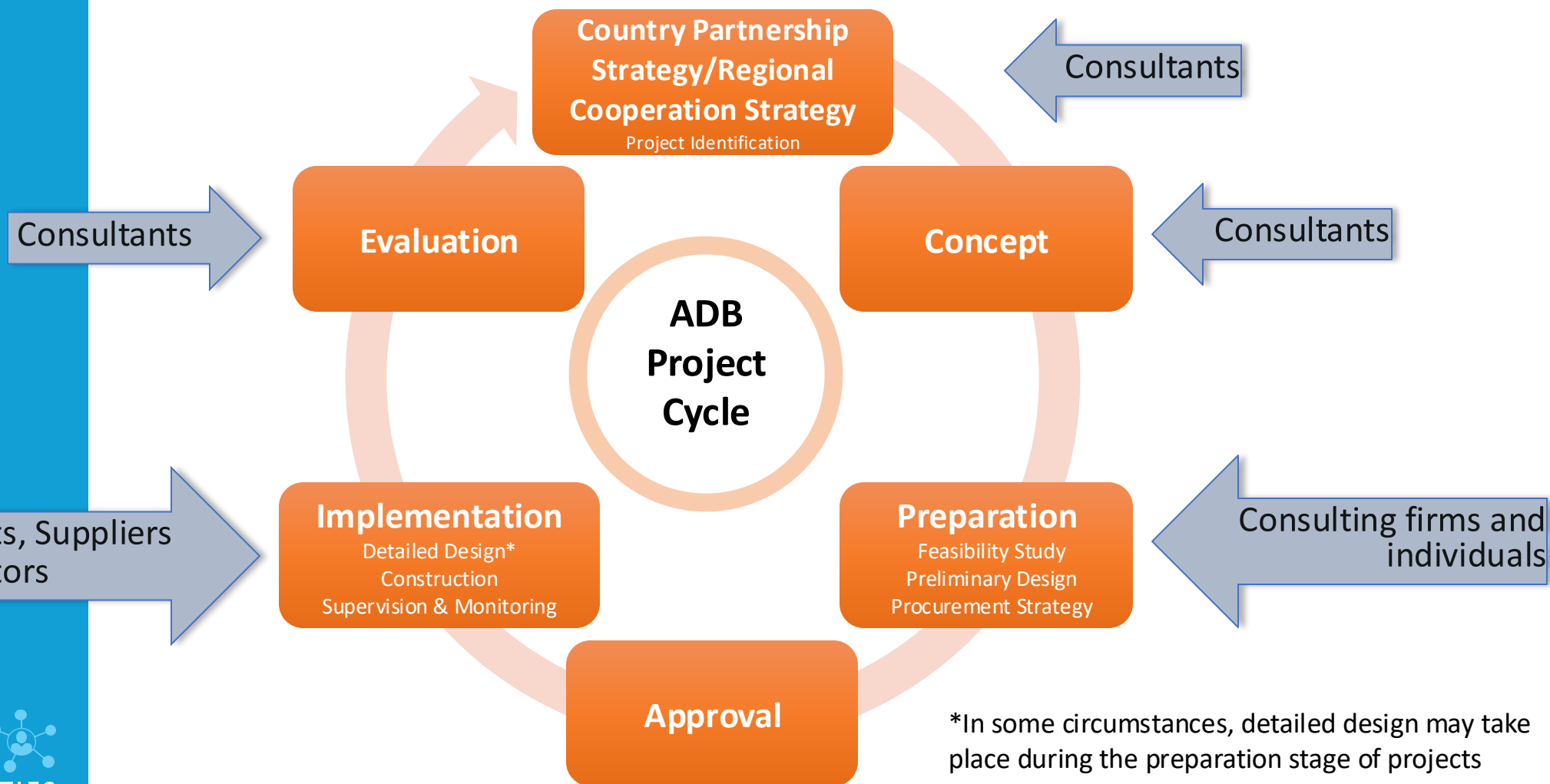
USER GUIDE FOR  
DESIGN-BUILD-OPERATE  
CONTRACTS FOR WATER AND  
WASTEWATER GREENFIELD  
INFRASTRUCTURE PROJECTS  
STANDARD BIDDING DOCUMENT  
DECEMBER 2021



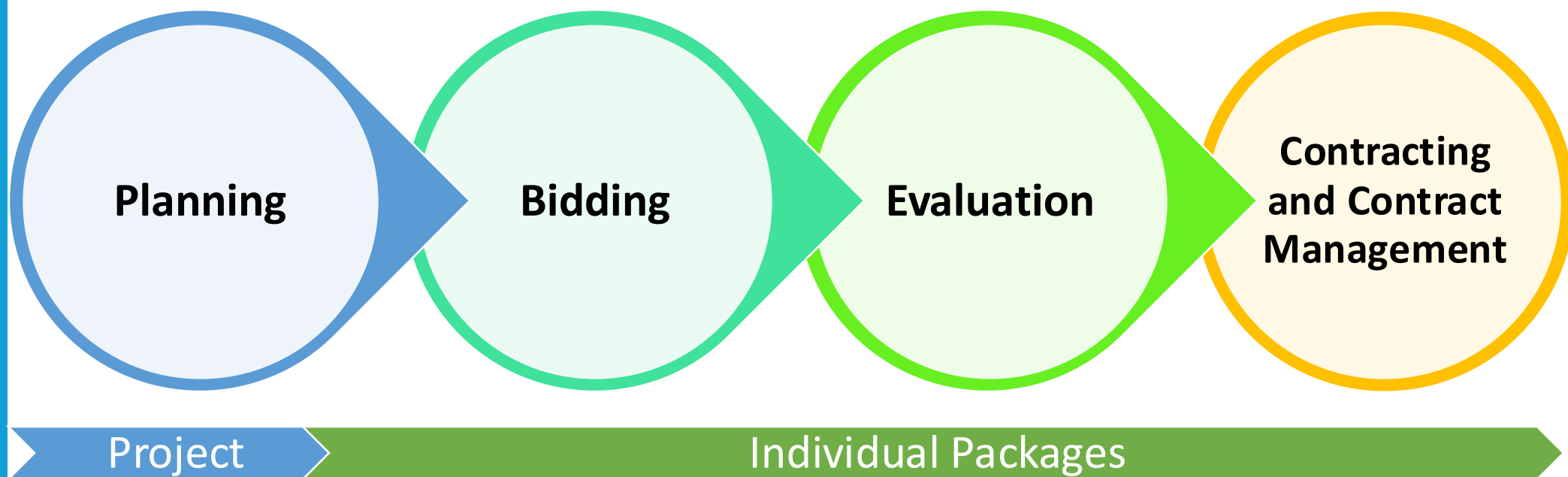
USER'S GUIDE TO  
COLLABORATIVE  
OPERATION AND MAINTENANCE  
CONTRACTS  
FOR WATER AND WASTEWATER  
INFRASTRUCTURE PROJECTS  
STANDARD BIDDING DOCUMENT  
December 2022



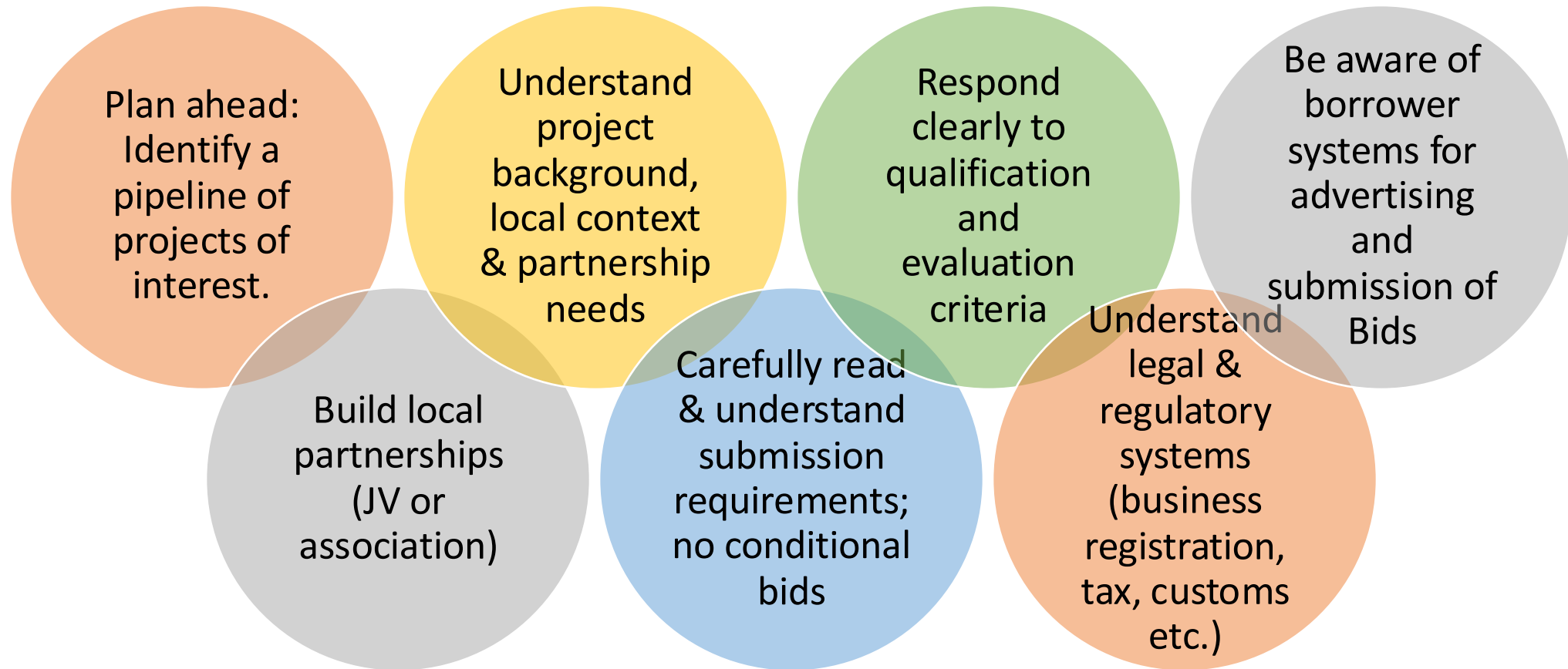
# When is the Private Sector engaged?



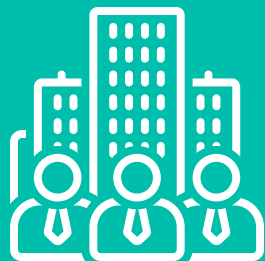
# Procurement Process



# 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

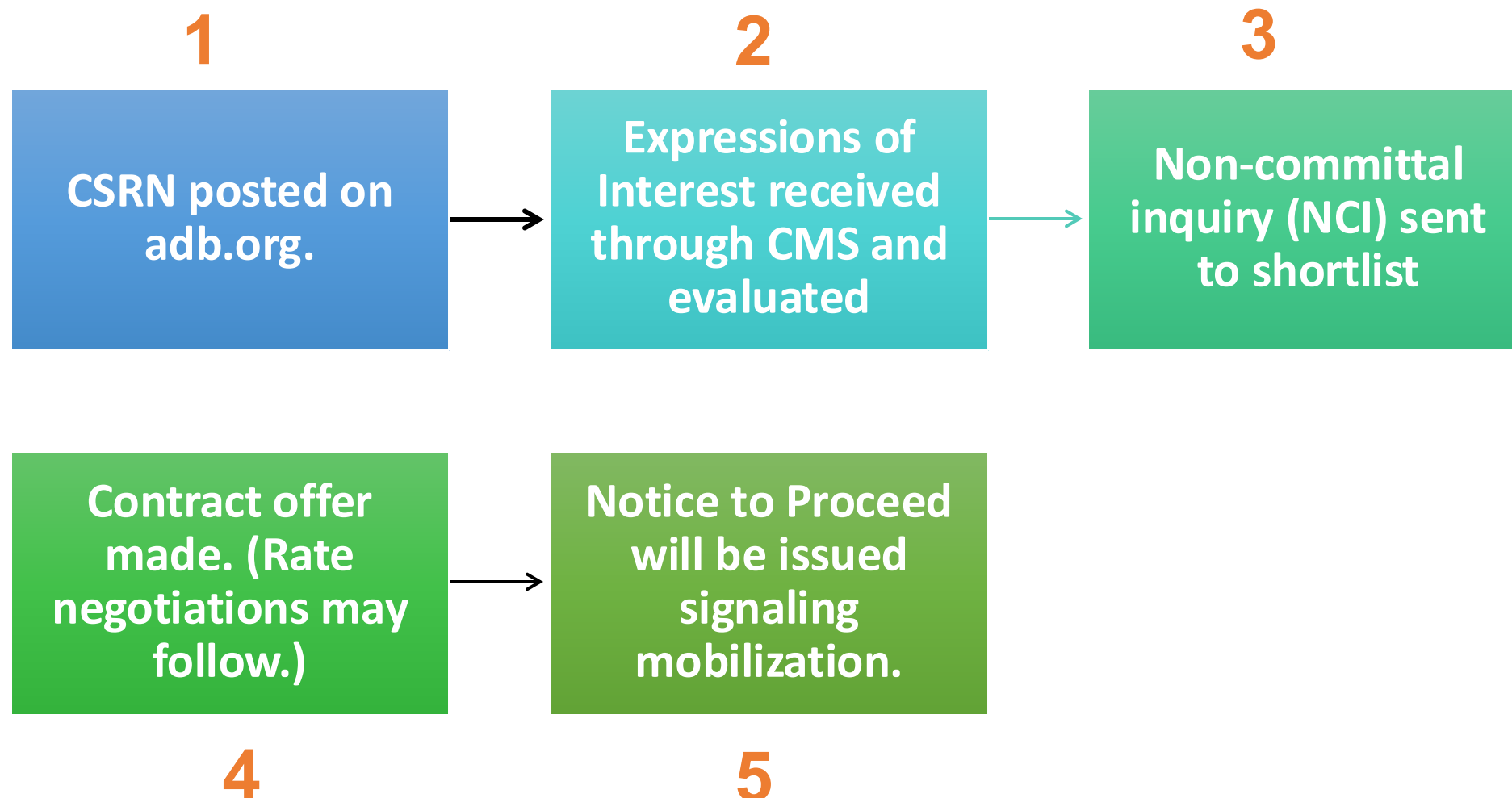
Contracting and Management



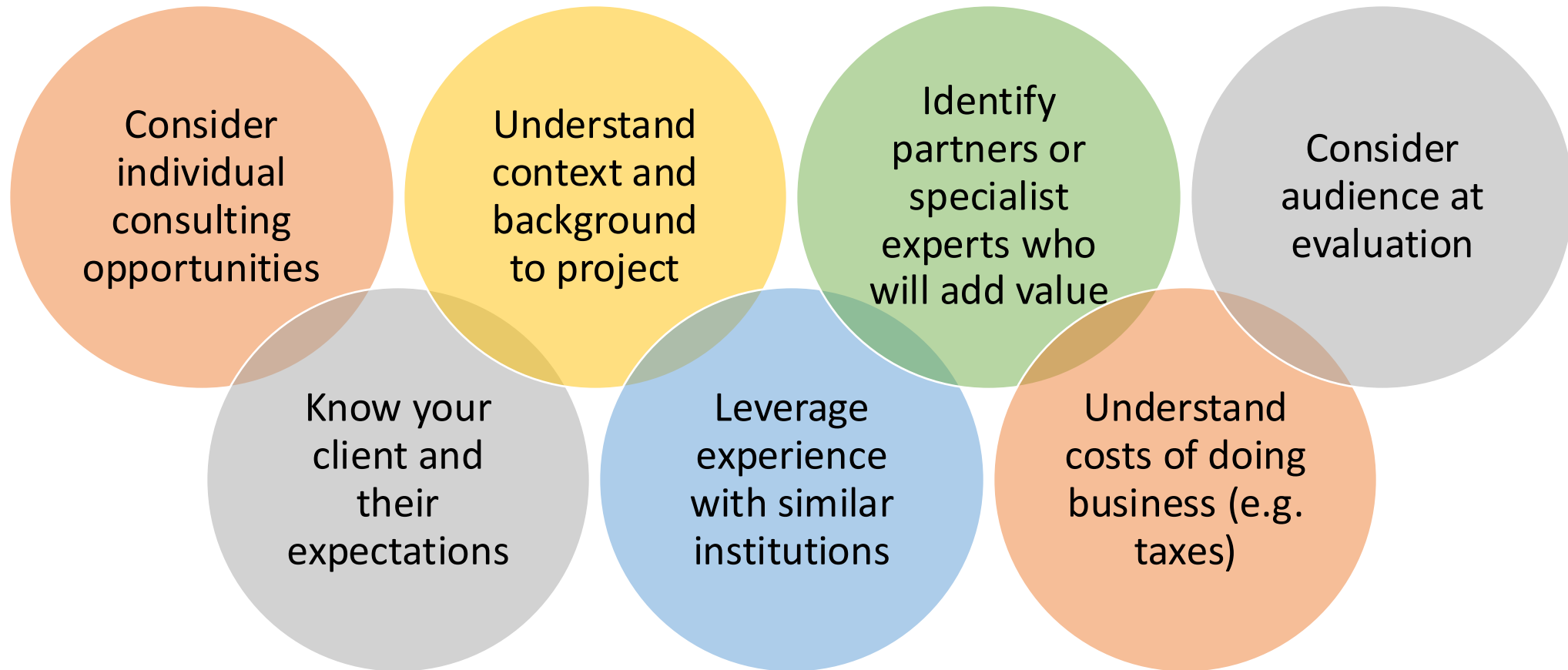
7



# 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

Search



## 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

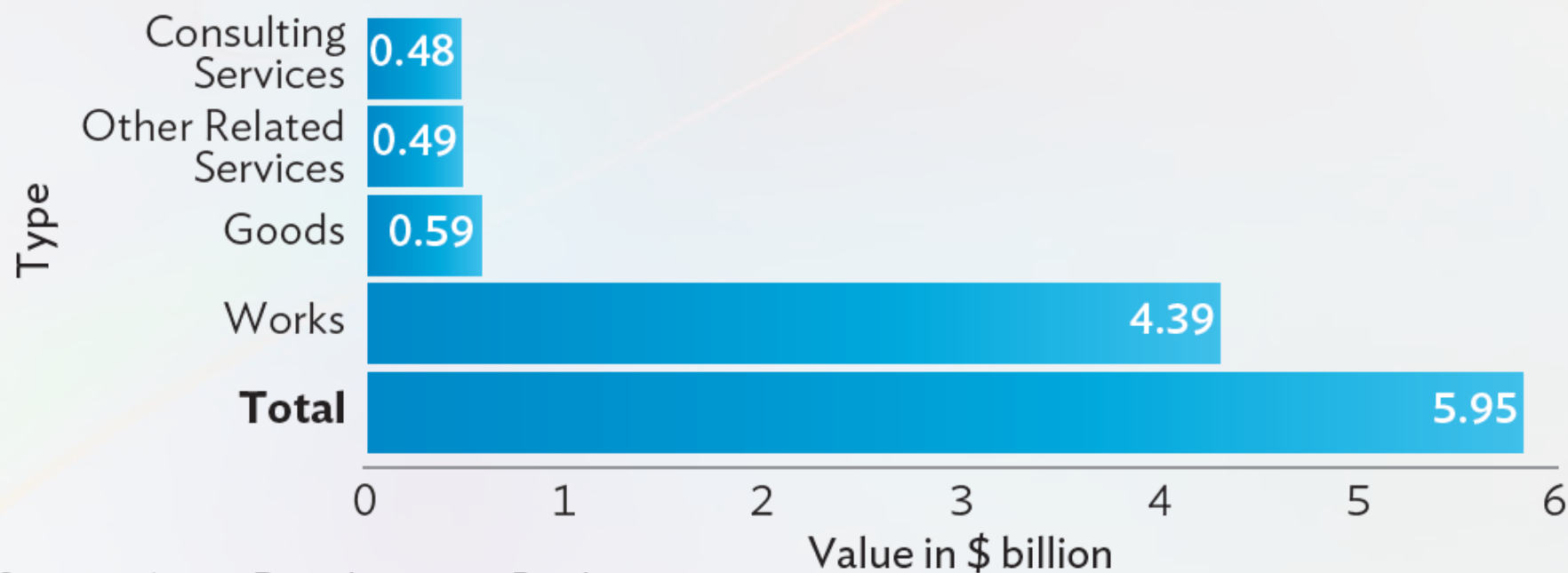


Previous Reports:



# Procurement in 2024 (US\$ billion)

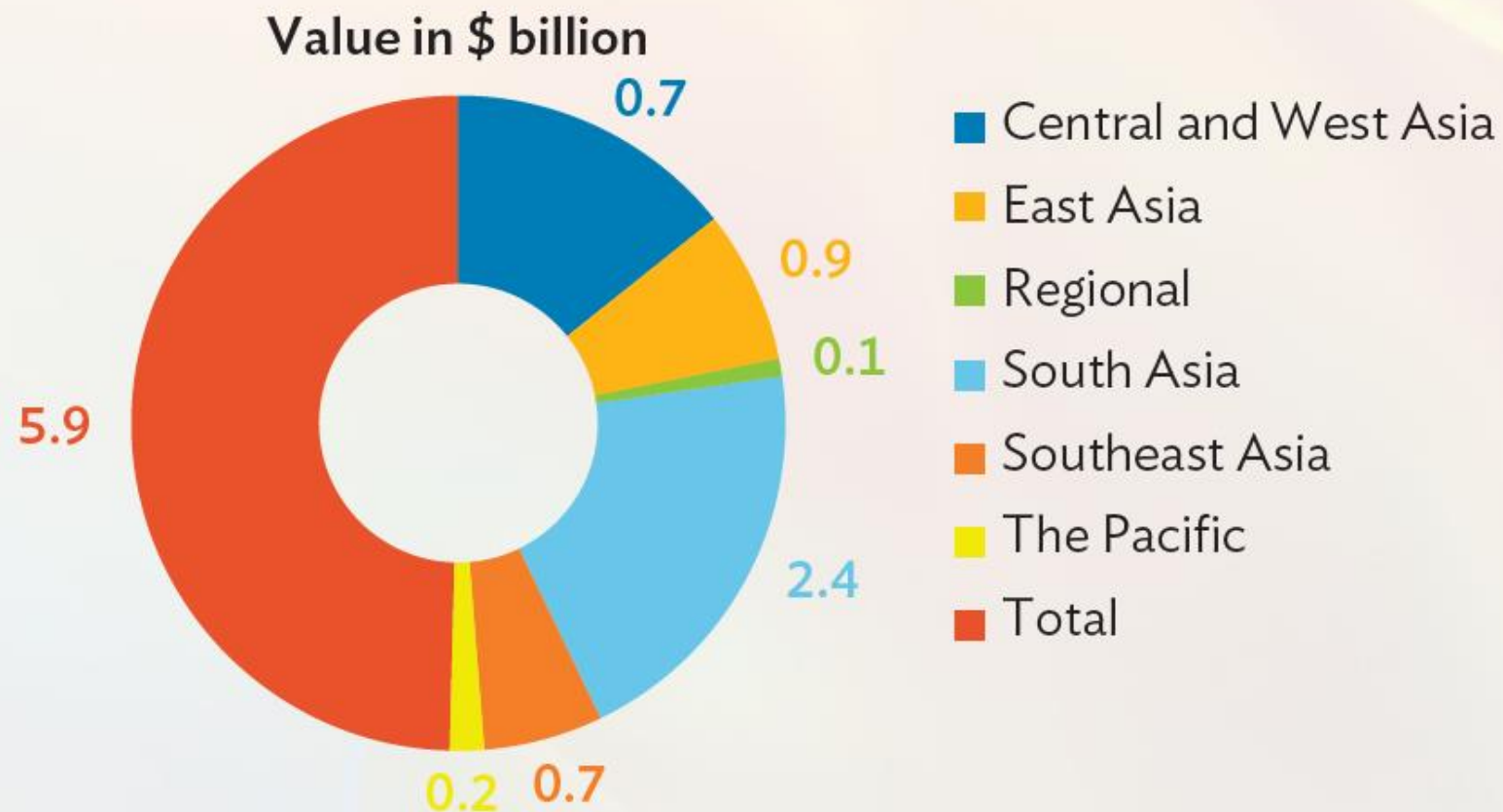
**Figure 1: Value of Contracts Awarded by Procurement Type, 2024**



Source: Asian Development Bank.

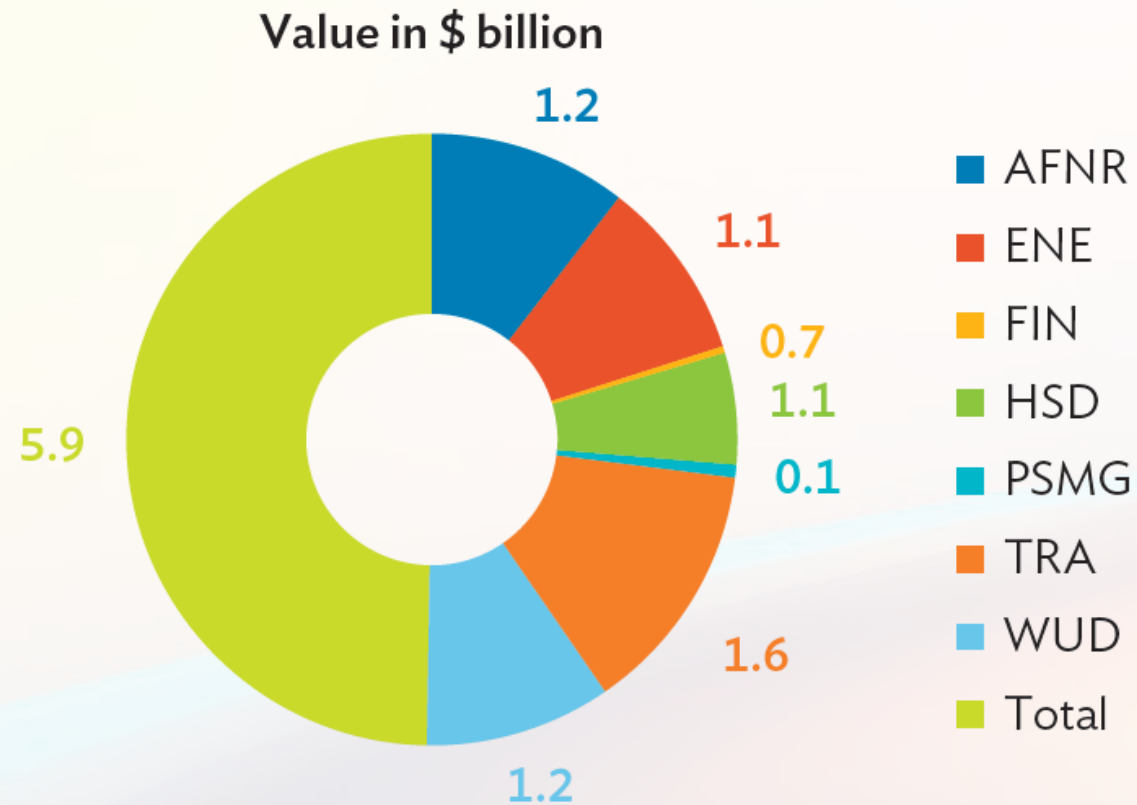
# Total Procurement by Region, 2024 (USD billion)

**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](http://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 an orange box). Below this is a large banner with a smiling woman's face. On the left side of the banner, the text "ADB Business Center" is displayed in large white letters, followed by the tagline "All you need to work with us—in one place." in smaller white text. 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. The main heading is "Working with ADB". Below it is a sub-heading "How-Tos". On the left side, there 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, under the "How-Tos" heading, there 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](http://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

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

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

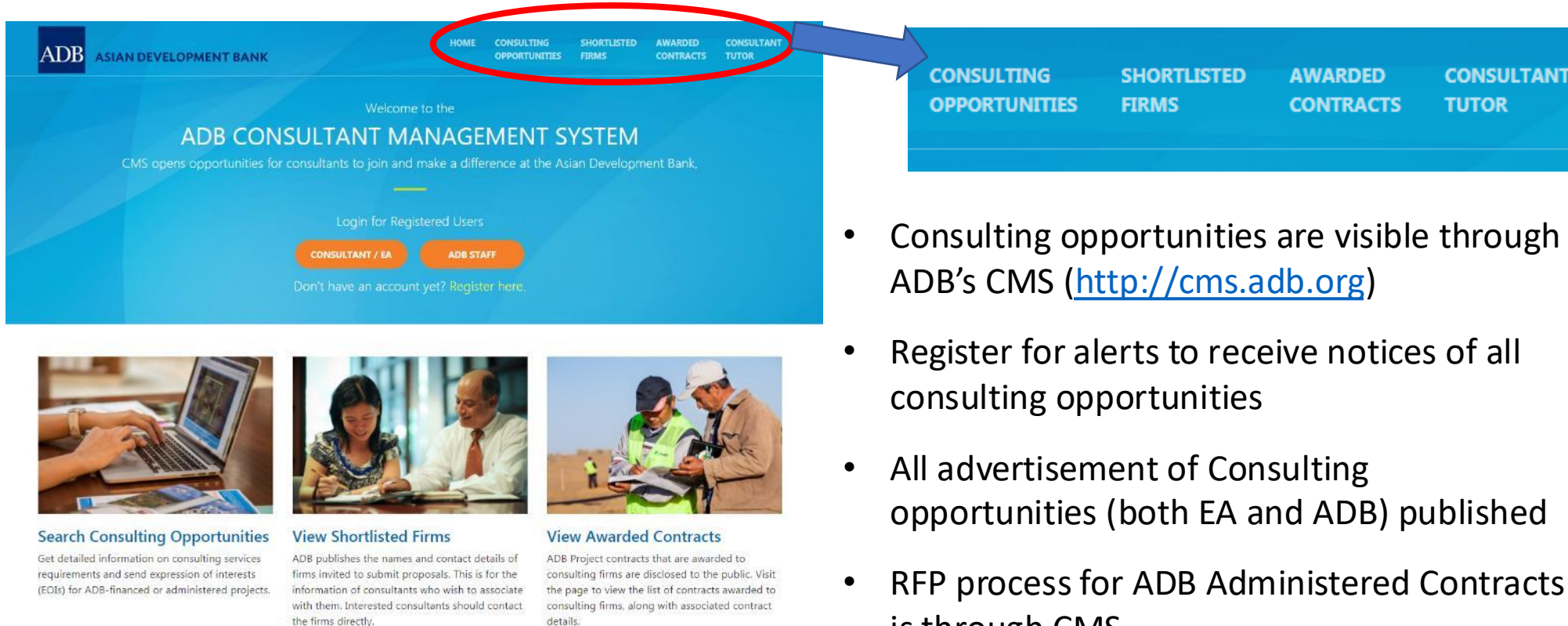
Follow ADB:      

<b>Alerts</b> Links to content posted on ADB.org delivered to your inbox daily or weekly.	<input checked="" type="radio"/> Daily <input type="radio"/> Weekly <input type="radio"/> Off
Articles and Videos	<input checked="" type="radio"/> On <input type="radio"/> Off
Asian Development Blog	<input checked="" type="radio"/> On <input type="radio"/> Off
Board Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Business Center Materials	<input checked="" type="radio"/> On <input type="radio"/> Off
Country Planning Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Economic Data and Research	<input checked="" type="radio"/> On <input type="radio"/> Off
Evaluation Reports	<input checked="" type="radio"/> On <input type="radio"/> Off

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

Does not include Consulting services Alerts  
which are received through  
<http://cms.adb.org>

# Consulting – Finding Opportunities on <http://cms.adb.org>



ADB ASIAN DEVELOPMENT BANK

HOME CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

Welcome to the  
**ADB CONSULTANT MANAGEMENT SYSTEM**  
CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.

Login for Registered Users

CONSULTANT / EA ADB STAFF

Don't have an account yet? [Register here.](#)

**CONSULTING OPPORTUNITIES** **SHORTLISTED FIRMS** **AWARDED CONTRACTS** **CONSULTANT TUTOR**

**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.

- 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>



ADB



13TH ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

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

ADB

# THANKS

[Launch Video.mp4](#)

