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ADB

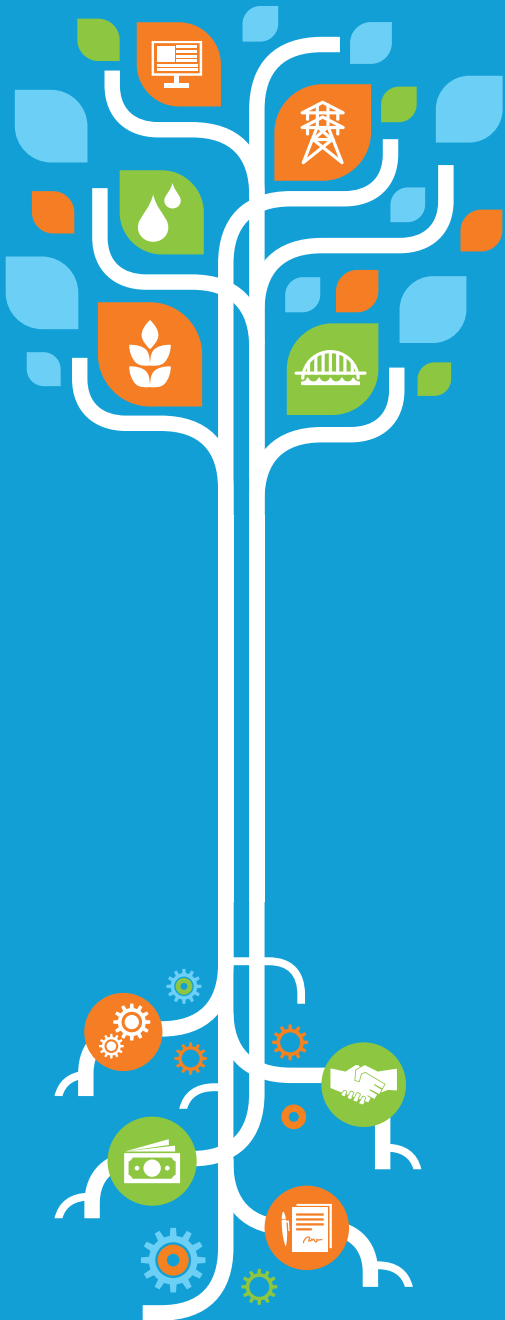
# ADB Procurement Frameworks and Business Opportunities

Joong-Jae Shim  
Senior Procurement Specialist, ADB.

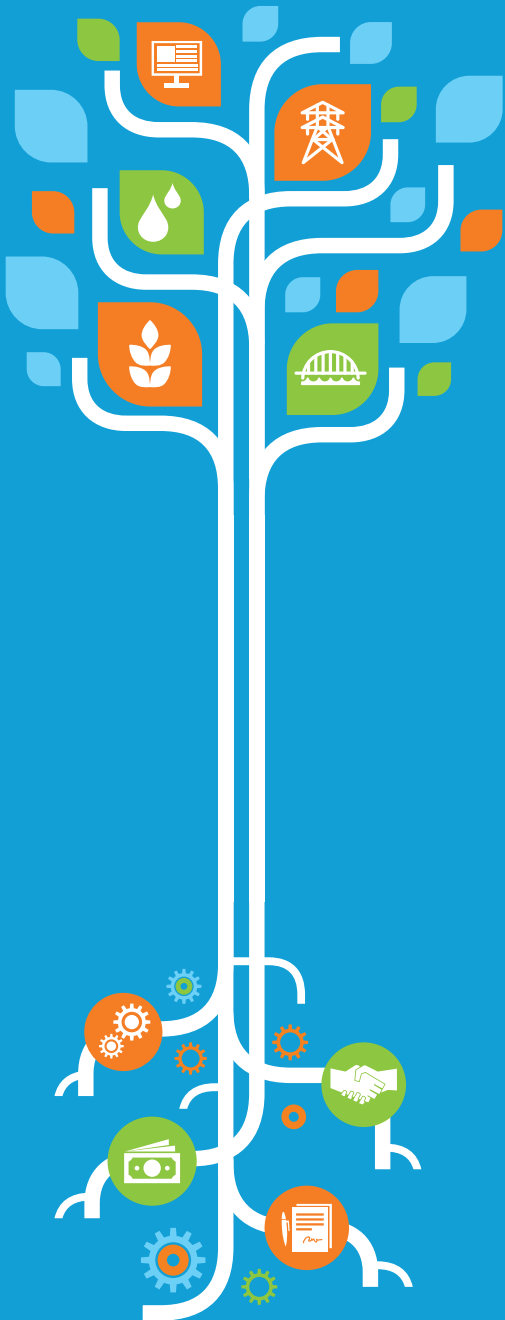
Seoul, 16 September 2025

ADB Business Opportunities Seminar

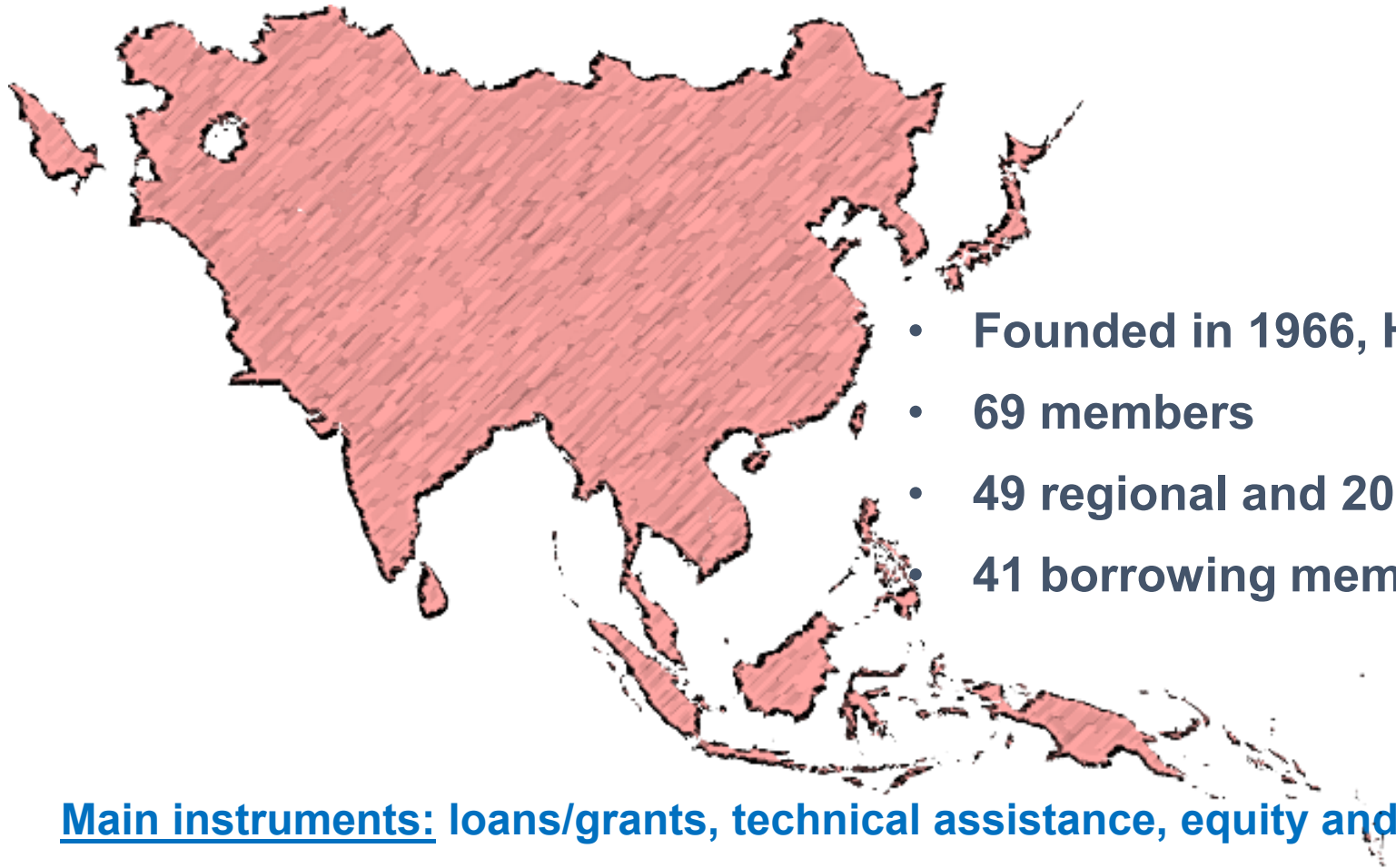
BUSINESS  
OPPORTUNITIES



# Introduction to ADB Operations



## A brief about ADB



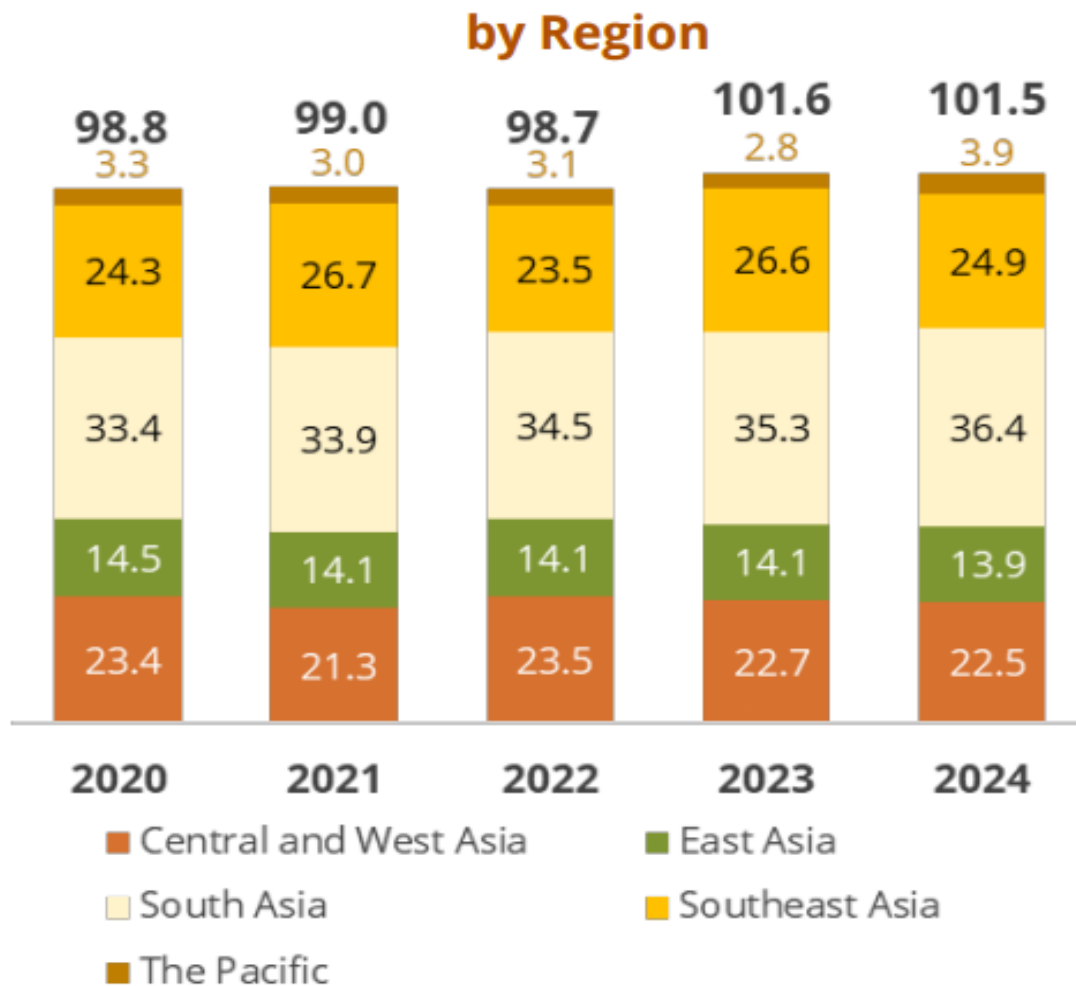
- Founded in 1966, HQ in Philippines
- 69 members
- 49 regional and 20 non-regional
- 41 borrowing members

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

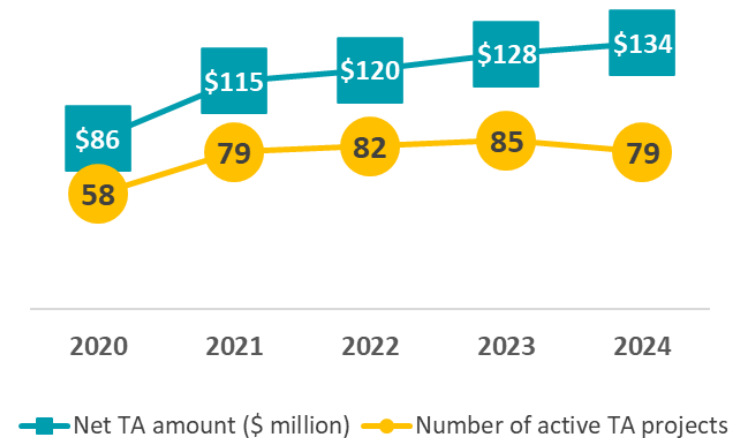
Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing

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

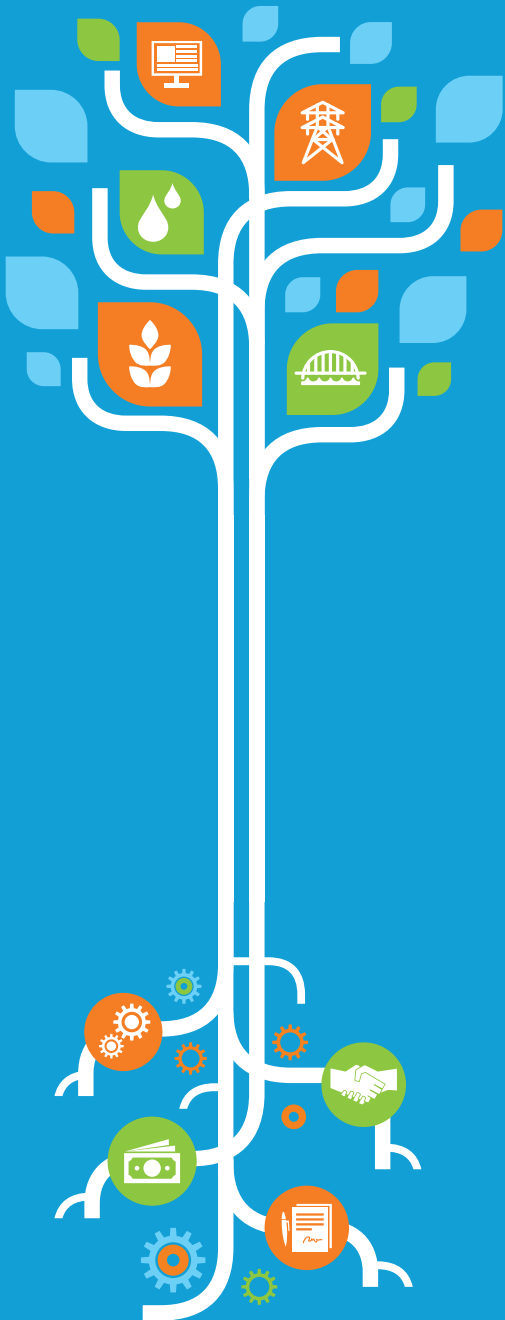
# ADB Sovereign Portfolio Distribution, 2020-2024 (\$ billion)



## Technical Assistance

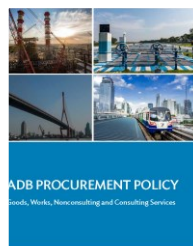


# ADB Procurement Frameworks

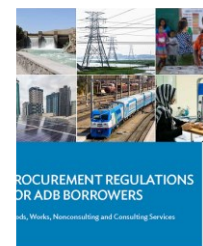


# Procurement Framework

Accessible and Downloadable at:  
<https://www.adb.org/business/operational-procurement>



## ADB Procurement Policy



## Procurement Regulations for ADB Borrowers



## Standard Bidding Documents (SBD) / Request for Proposal (SRFP) and User Guides



## Guidance Notes



## Procurement Staff Instructions

Updates are expected in January 2026. Please check the site regularly to get the latest information.

# 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

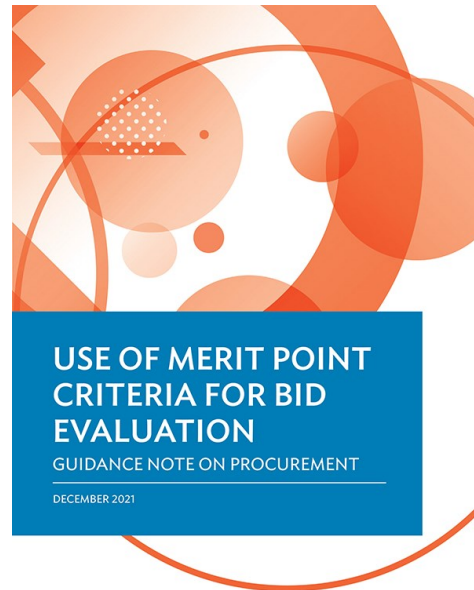


Do good both through what is built  
and through how it is built

# Evaluate with Quality Criteria

Merit Point Criteria (MPC) 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)**

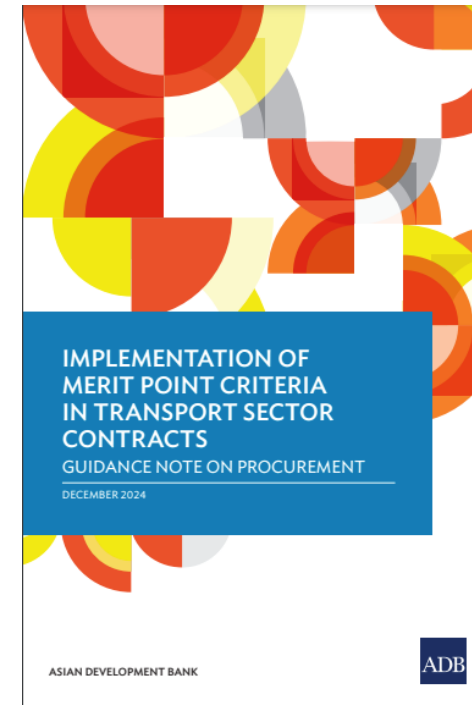


## USE OF MERIT POINT CRITERIA FOR BID EVALUATION

GUIDANCE NOTE ON PROCUREMENT

DECEMBER 2021

ASIAN DEVELOPMENT BANK

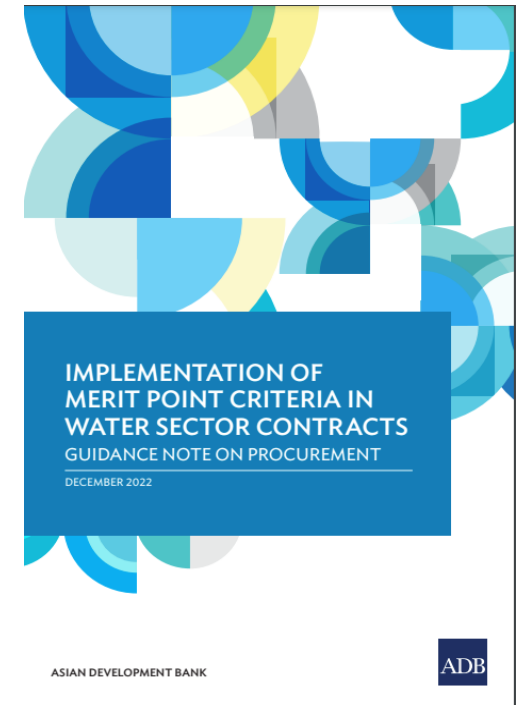


## IMPLEMENTATION OF MERIT POINT CRITERIA IN TRANSPORT SECTOR CONTRACTS

GUIDANCE NOTE ON PROCUREMENT

DECEMBER 2024

ASIAN DEVELOPMENT BANK



## IMPLEMENTATION OF MERIT POINT CRITERIA IN WATER SECTOR CONTRACTS

GUIDANCE NOTE ON PROCUREMENT

DECEMBER 2022

ASIAN DEVELOPMENT BANK

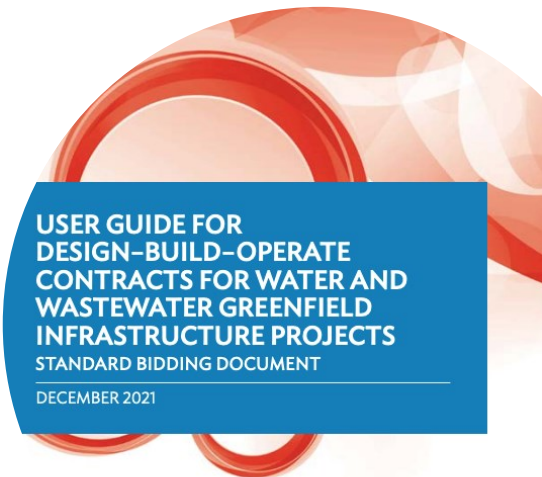


# Include O&M after construction

SBD for Design, Build and Operate Contracts: for Water and Wastewater Greenfield Projects (Dec 2021): for projects with 10-30 years of O&M period handled by the same contractor,

SBD for Collaborative O&M Contracts for Water and Wastewater Infrastructure Projects (Dec 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

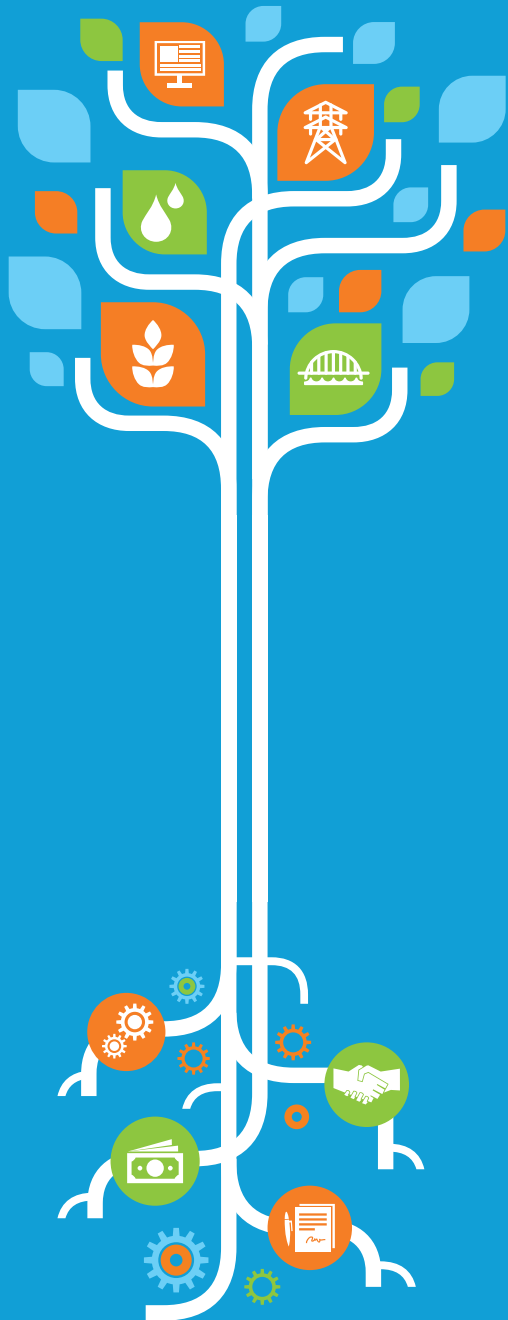


USER GUIDE FOR  
DESIGN-BUILD-OPERATE  
CONTRACTS FOR WATER AND  
WASTEWATER GREENFIELD  
INFRASTRUCTURE PROJECTS  
STANDARD BIDDING DOCUMENT  
DECEMBER 2021



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

# Introduction to Merit Point Criteria (MPC) in Bid Evaluation



# Background

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**Quality** is a core procurement principle of ADB and key consideration throughout the project and procurement cycle.

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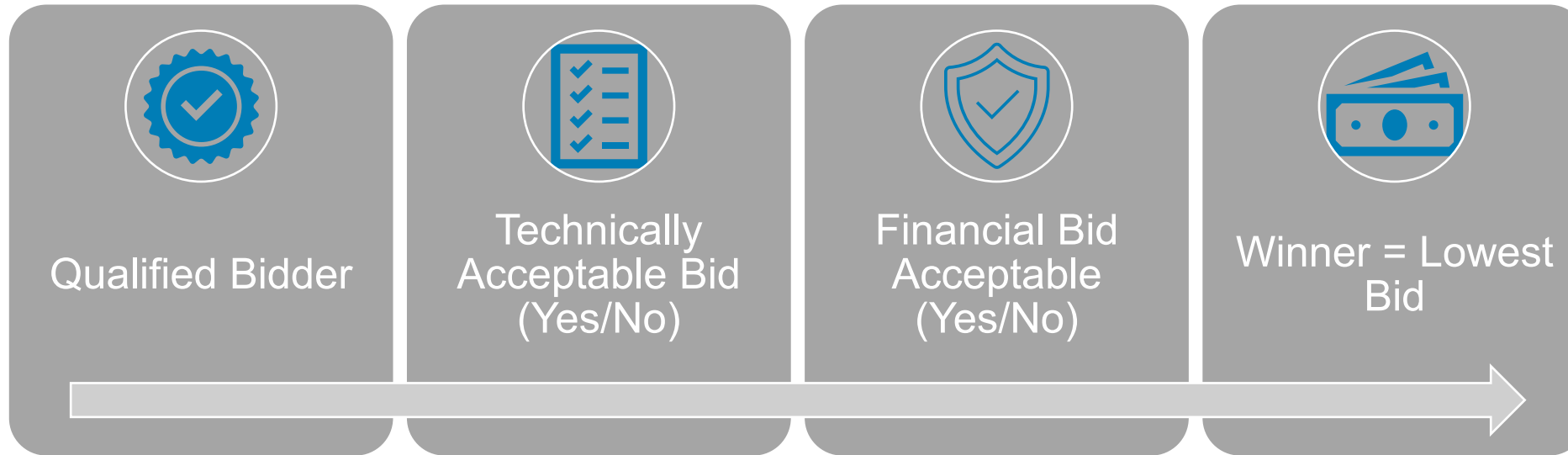
MPC allows for the qualitative aspects of a bid to be evaluated in parallel with price aspects

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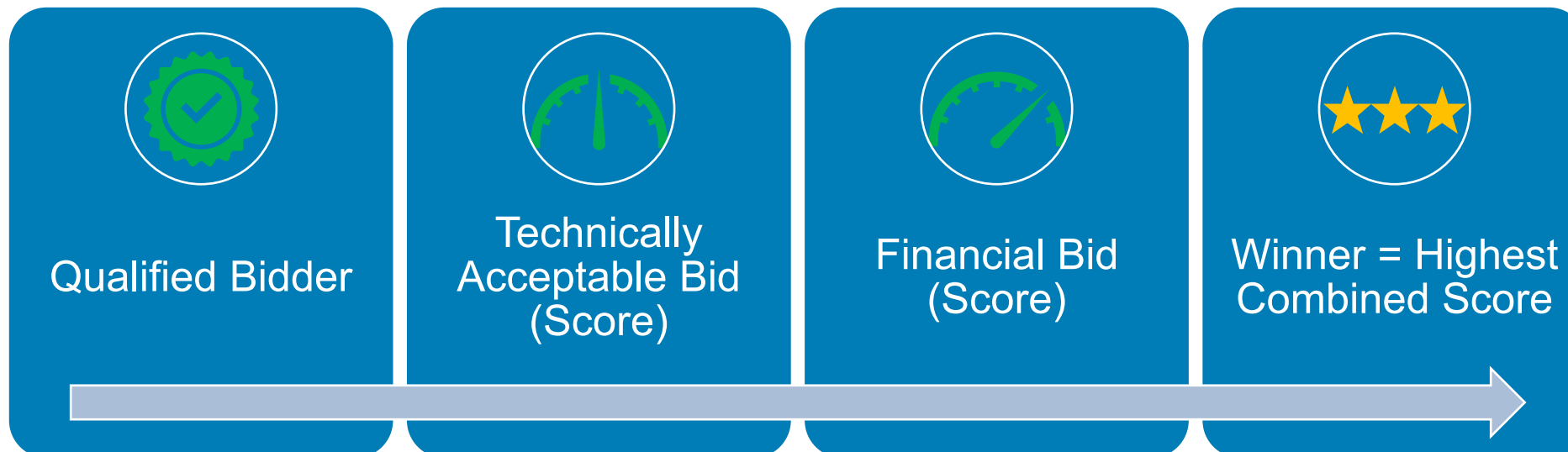
Many ADF Donors at the Annual Meeting stated their expectation that ADB would mandate the use of MPC



# What are the two key methods of evaluation ADB use?



Lowest Evaluated  
Substantially  
Responsive Bid  
(LESRB)



Merit Point  
Criteria (MPC)

# Simple example for transport project

## Technical Evaluation Subcriteria

Scoring will be done to each item and subitem according to predetermined score, as shown below, and based on the level of its responsiveness in percentage to the corresponding requirements.

| No.      | Evaluation Criteria                                                                 | Total Score |
|----------|-------------------------------------------------------------------------------------|-------------|
| <b>1</b> | <b>Site Organization</b>                                                            | <b>150</b>  |
|          | (i) Organization Chart                                                              | 50          |
|          | (ii) Key Personnel                                                                  | 100         |
| <b>2</b> | <b>Method Statement (Example)</b>                                                   | <b>500</b>  |
|          | (i) Bored pile construction                                                         | 125         |
|          | (ii) Supply, fabrication, delivery, and erection of structural steel                | 100         |
|          | (iii) Supply, fabrication, delivery, and erection of pre-cast concrete              | 125         |
|          | (iv) Method of proper fit-up of prefabricated and pre-cast elements during assembly | 100         |
|          | (v) Roadway construction                                                            | 100         |
|          | (vi) Existing bridge dismantling, demolition, and salvage                           | 50          |
| <b>3</b> | <b>Mobilization Schedule and Construction Schedule</b>                              | <b>200</b>  |
|          | Mobilization Schedule                                                               | 75          |
|          | Construction Schedule                                                               | 125         |
| <b>4</b> | <b>Environmental Compliance</b>                                                     | <b>50</b>   |
|          | Environmental compliance requirements and monitoring measurements                   | 40          |
|          | Coordination with environmental authorities                                         | 10          |
| <b>5</b> | <b>Quality Assurance Program</b>                                                    | <b>50</b>   |
|          | Quality Assurance Program                                                           | 50          |
| <b>6</b> | <b>Safety Program</b>                                                               | <b>50</b>   |
|          | Safety Program                                                                      | 50          |

## Criteria scope/Narrative

### 2. Method Statement

500 points

Bidders are expected to prepare and submit a detailed method statement, describing the methodology proposed to be adopted in the execution of the contract.

Specifics shall include methodology and/or information for

- (i) Bored pile construction;
- (ii) Supplier of structural steel;
- (iii) Fabrication, delivery, and erection of structural steel;
- (iv) Supplier of pre-cast concrete;
- (v) Fabrication, delivery, and erection of pre-cast concrete;
- (vi) Method of proper fit-up of prefabricated and pre-cast elements during assembly;
- (vii) Roadway construction; and
- (viii) Existing bridge dismantling, demolition, and salvage.

# Financial and Combined Evaluation



$$CS = \frac{P_{low}}{P} * F_{weight} + \frac{T}{T_{high}} * T_{weight}$$

$F_{ws}$  = Financial weighted score;

$P$  = Evaluated Bid Price of the Bid;

$P_{low}$  = Lowest of all evaluated Bid Price among all bids in compliance; and

$F_{weight}$  = Financial weight being equal to *[insert a figure consistent with ITB 38.1 of the BDS]*.

$T_{ws}$  = Technical weighted score;

$T$  = Total technical score given to the Bid;

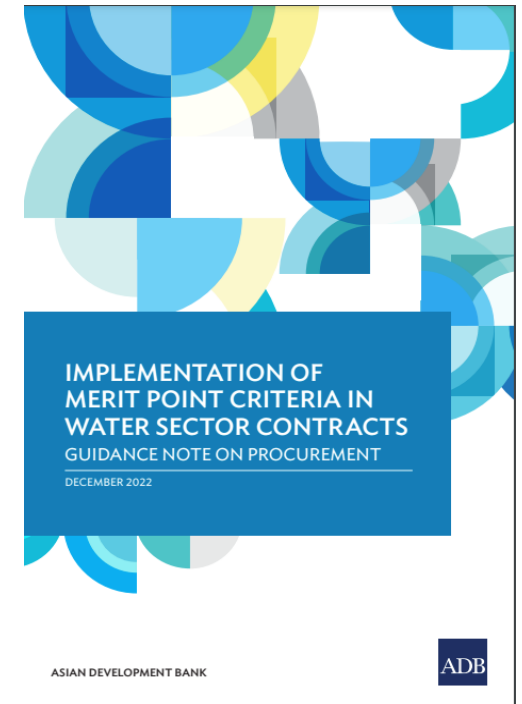
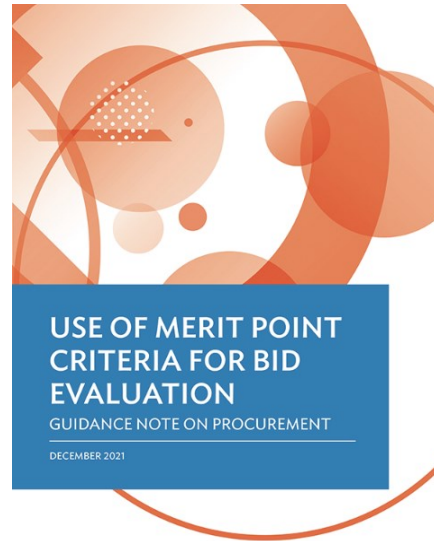
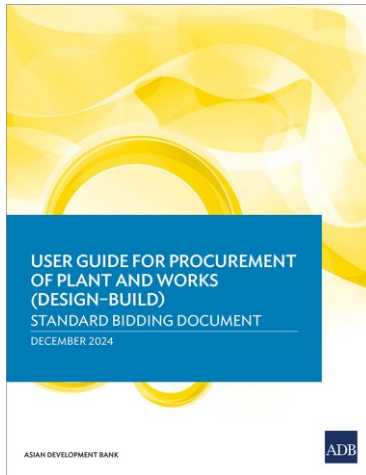
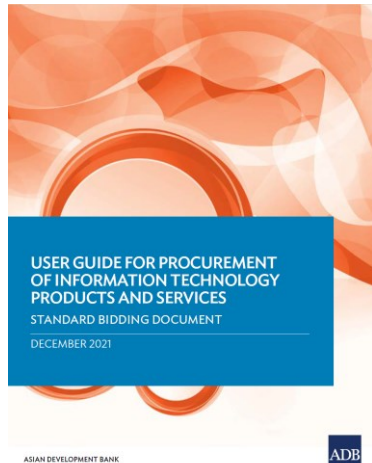
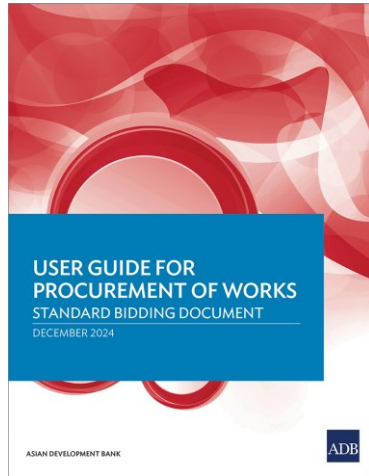
$T_{high}$  = Highest technical score among all bids in compliance; and

$T_{weight}$  = Technical weight being equal to *[insert a figure consistent with ITB 38.1 of the BDS]*.

# Current supporting guidance: More to come



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



# Merit Point Criteria (MPC) – Approach 2025

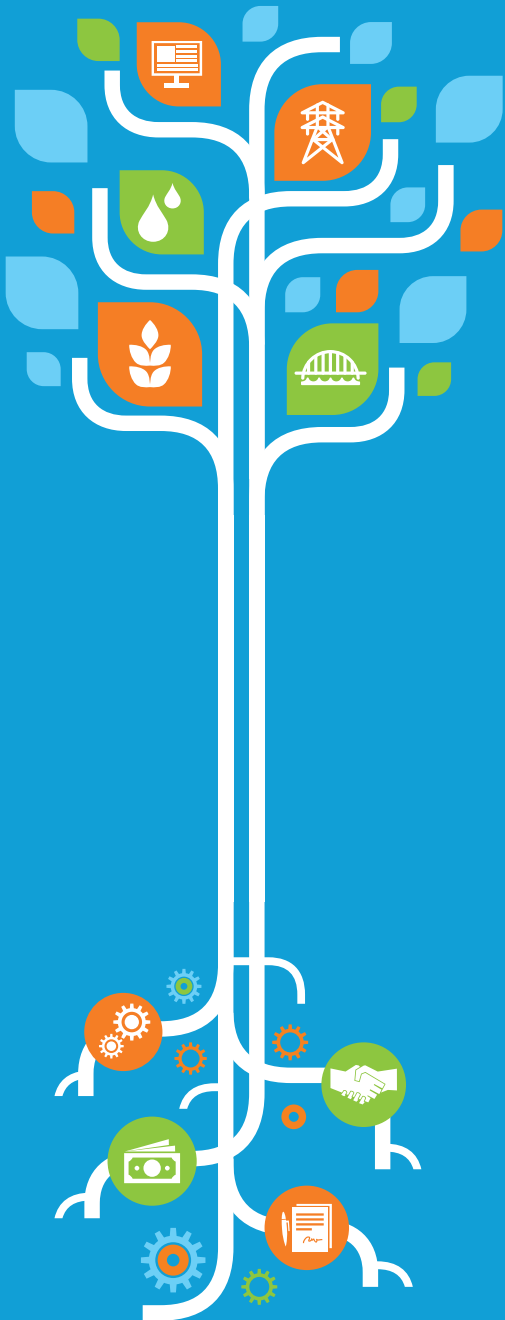
## General Approach

- MPC is default **evaluation method** for all works transactions where IFBs are advertised internationally and >USD 10 million for nationally advertised using ADB's SBDs.
- MPC discussions should begin early in **project processing**, with details outlined in the SPP. If the Borrower is hesitant to use MPC, the matter should be escalated to the Procurement Director.
- **Approved PP:** No need to change the evaluation method.

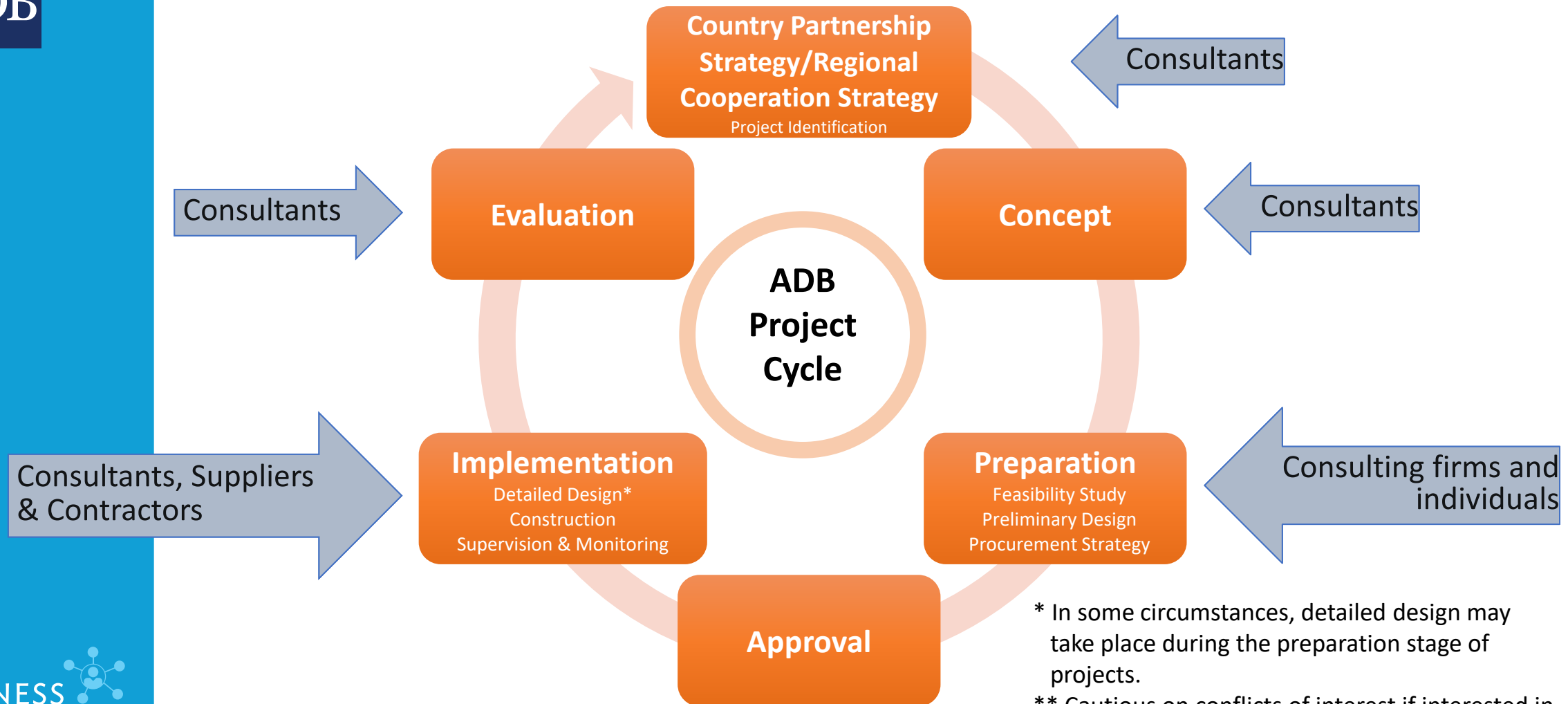
## Small Island Developing States (SIDS)

- MPC is the **mandatory evaluation method**, with the Lowest Evaluated Bid accepted only in specific cases approved by the Procurement Director.
- **Approved PP:** Change the evaluation method to MPC or seek approval from Procurement Director to keep Lowest Evaluated Bid.
- **BD reviewed and NOL issued:** No need to change evaluation method.
- Must incorporate a scoring component for **Local Participation**, comprising at least 10% of the total marks in the technical evaluation.

# Procurement Process and Tips



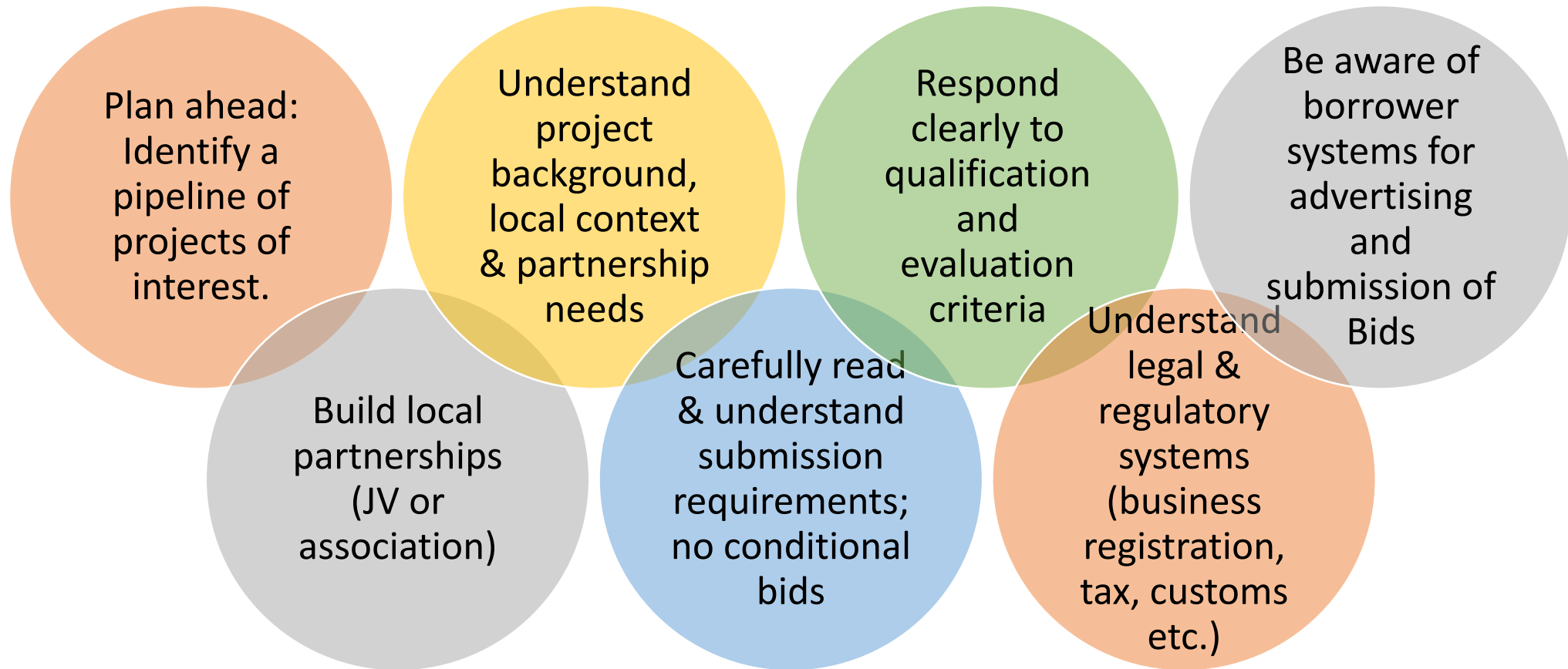
# When is the Private Sector engaged?



\* In some circumstances, detailed design may take place during the preparation stage of projects.

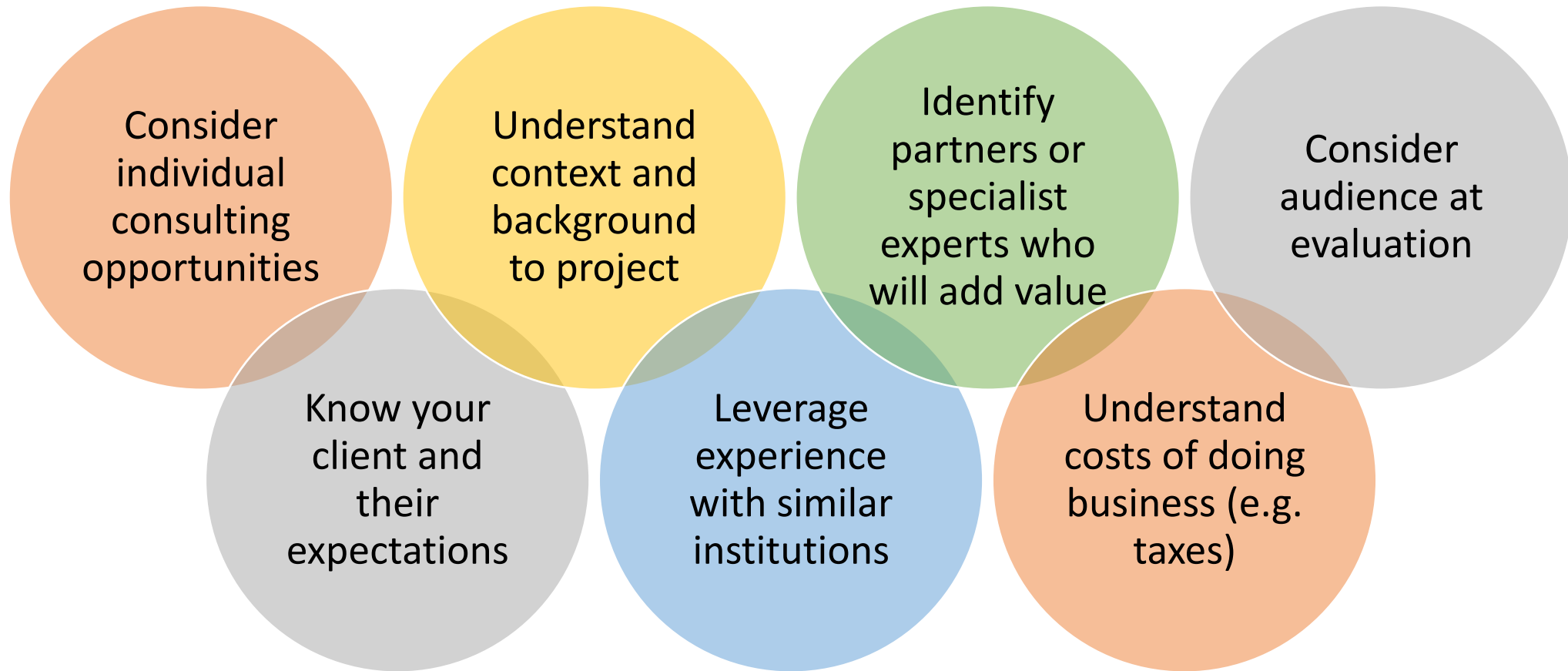
\*\* Cautious on conflicts of interest if interested in consulting services in multiple stages of the same project

# Advice when approaching Loan & Grant Opportunities



- Request Clarification on BD before Bid Submission: Prepare Bid with full understanding
- Before proposal submission, review your bid from the Evaluator's viewpoint.
- Request Debriefing if failed: Understand the cause of Failure!

# General points on ADB Consulting Contracts

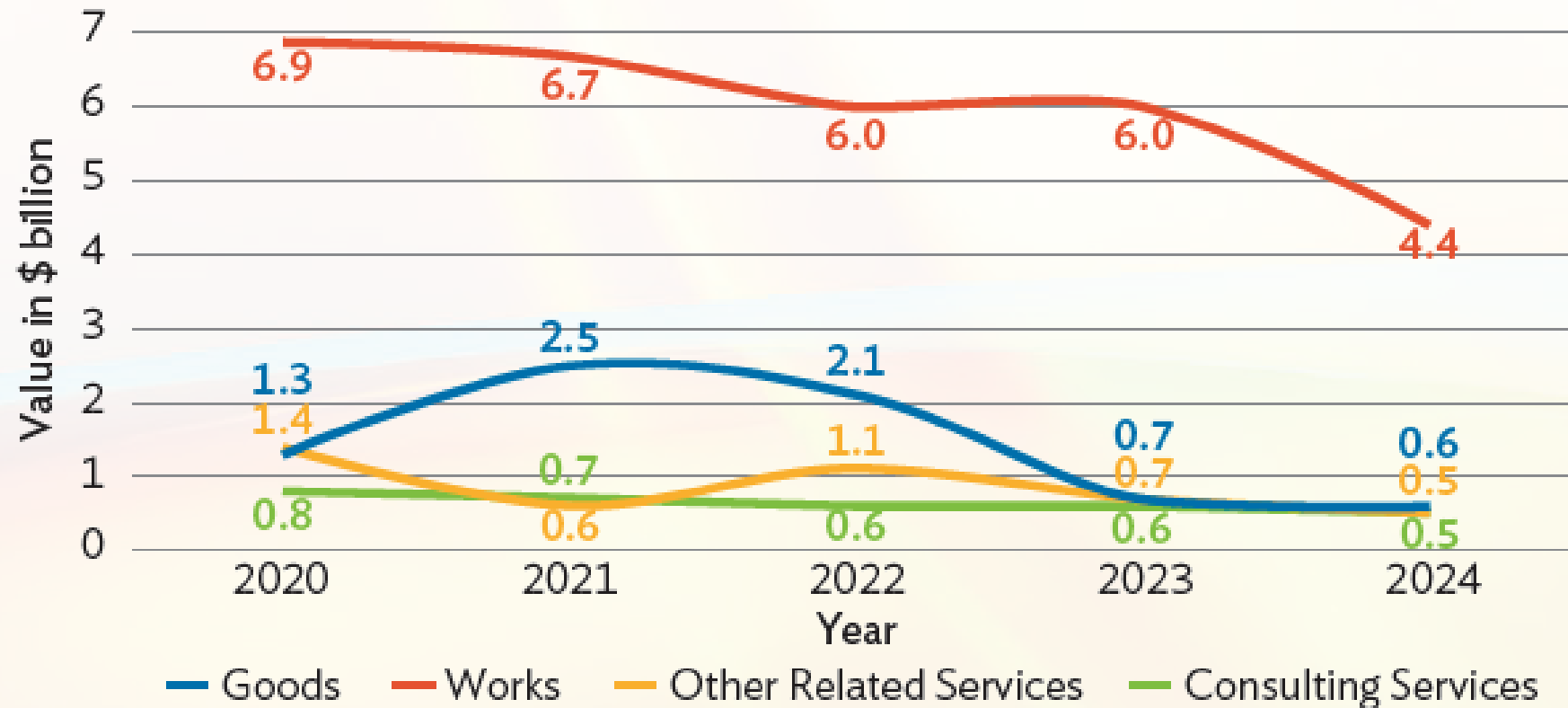


- Request Clarification on RFP before Proposal Submission: Prepare Proposal with full understanding
- Before proposal submission, review your proposal from the Evaluator's viewpoint.
- Request Debriefing if failed: Understand the cause of Failure!

# Procurement Statistics and Performance of Korean companies in ADB Projects

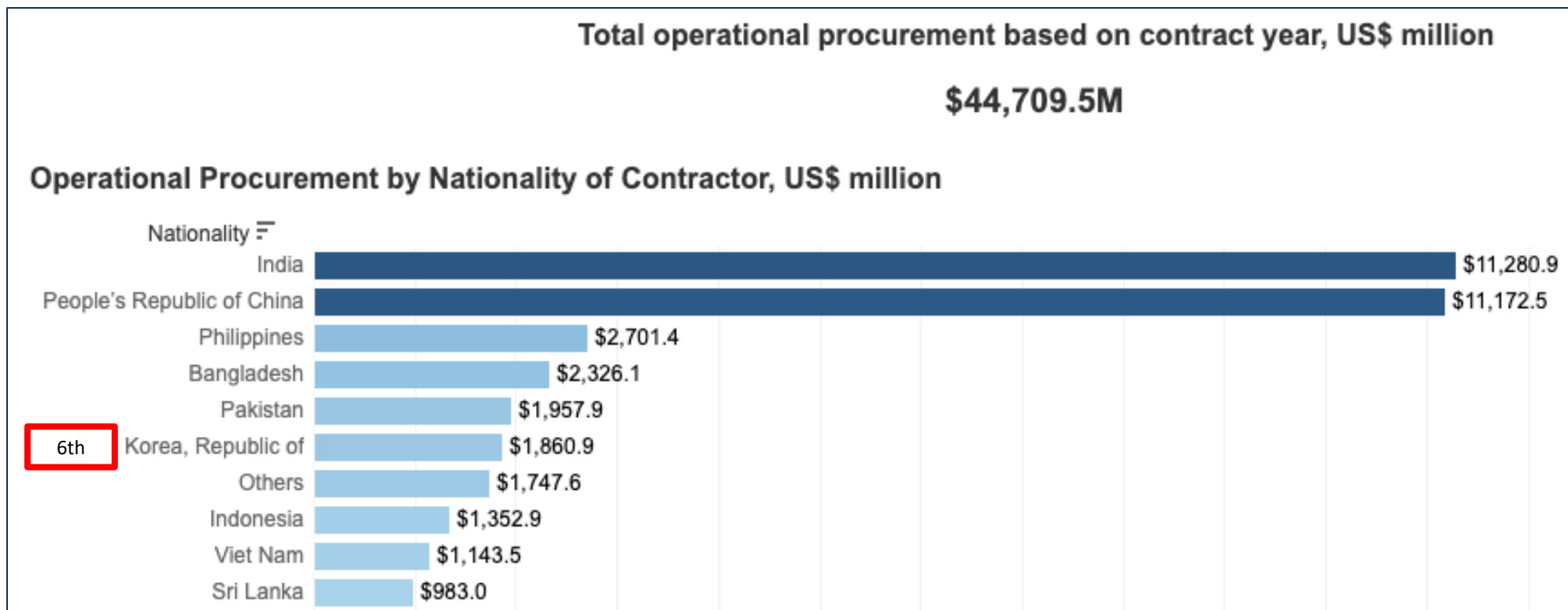
# Procurement by Type in 2020 - 2024

**Figure 2: Total Value of Contracts Awarded by Procurement Type, 2020-2024**



Source: Asian Development Bank.

# Procurement of Goods, Works, and Consulting and other Services by Nationality in 2020 - 2024



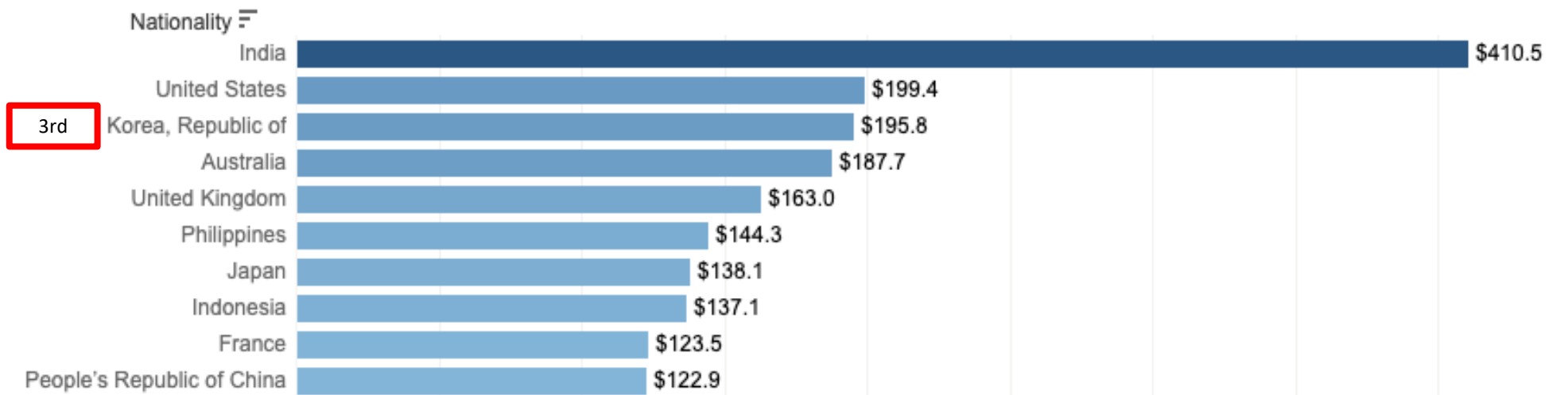
Better performers have cost competitiveness and geographical proximity.

# Procurement of Consulting Services by Nationality in 2020 - 2024

Total operational procurement based on contract year, US\$ million

**\$3,146.9M**

## Operational Procurement by Nationality of Contractor, US\$ million



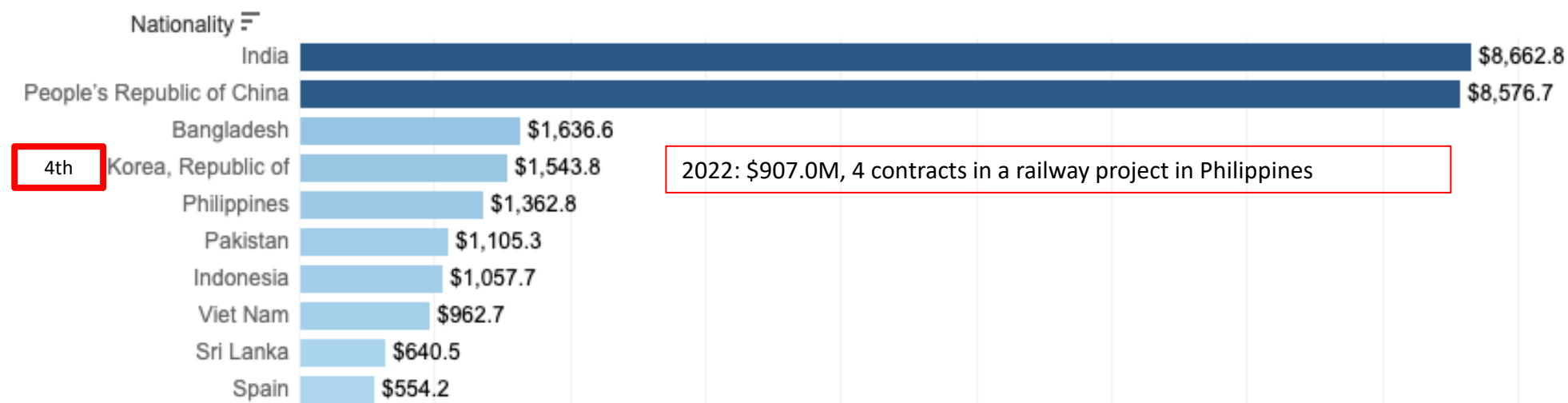
Cost competitiveness and geographical proximity may not be the winning factor in Consulting Services selection where Quality- and Cost-Based Selection (QCBS) is widely used with much higher weighting on quality score (ex. 90:10, 80:20).

# Procurement of Works by Nationality in 2020 – 2024

Total operational procurement based on contract year, US\$ million

**\$30,163.7M**

Operational Procurement by Nationality of Contractor, US\$ million



2022: \$907.0M, 4 contracts in a railway project in Philippines

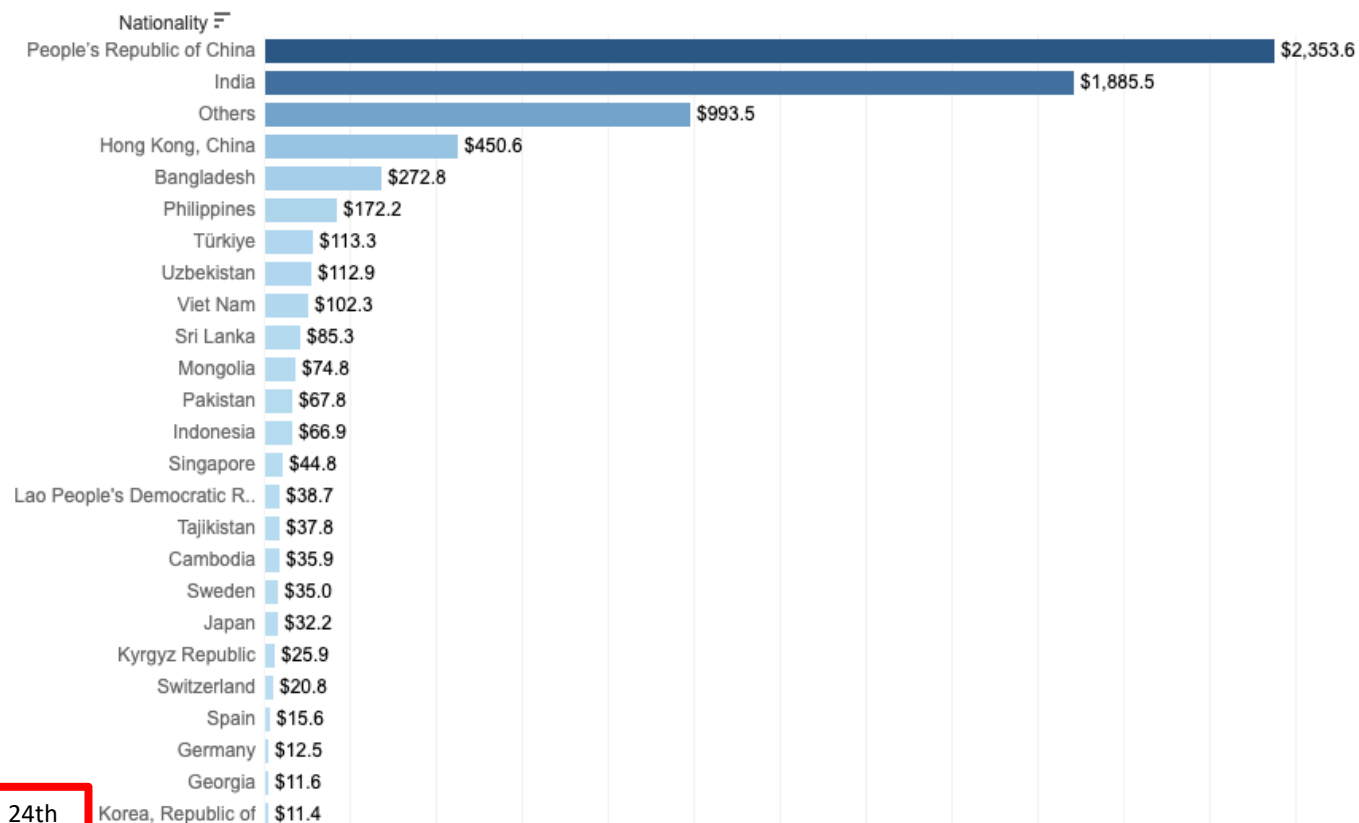
Better performers have cost competitiveness and geographical proximity.  
Will it be changed due to wider use of MPC?

# Procurement of Goods by Nationality in 2020 - 2024

Total operational procurement based on contract year, US\$ million

**\$7,196.4M**

## Operational Procurement by Nationality of Contractor, US\$ million



# Korean Companies' Performance in 2020 – 2024 (1)

- During the period, Korean companies participated in the bidding for goods, works, and consulting and non-consulting services around 270 times\*.
- The overall success rate of Korean companies are around one out of 4 participations. After excluding contracts awarded by direct contracting, the rate is decreased to one out of 5 participations.
- Type of Contract: Consultancy contracts show the biggest number of Korean participants and the highest success rate.
- Sector: Transport sector has the biggest number of Korean participation with average success rate. Water and Urban Development sector is the 2<sup>nd</sup> biggest and the success rate is higher than average. Energy sector is the 3<sup>rd</sup>, but the success rate is lower than average.
- Region: Korean Firm participated most in the South-East Asia (SE) and South Asia (SA) regions. Further, the success rate in SE is higher than average, while that in SA is lower than average.

\* Excluding the biddings where the Korean companies failed to pass technical bid evaluation, thus their price bids were not opened.

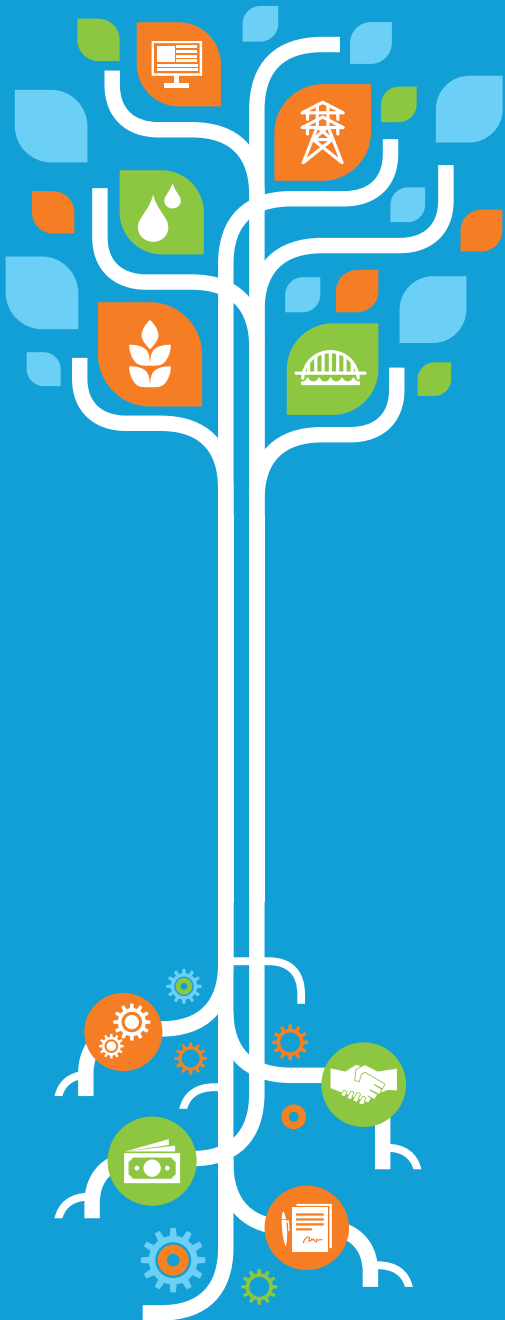
## Korean Companies' Performance in 2020 – 2024 (2)

- Year: Korean companies actively participated in 2020 with the biggest participation and highest success rate. However, from that point onward, both the number of participations and the success rate fluctuated through to 2024. After the lowest record in 2023, the participation in 2024 recovered and the success rate was higher than average.
- Contract amount
  - Works: Most of the contracts awarded are around USD 50M. They also secured 3 high priced contracts amounting to more than 450M each.
  - Consulting service: Most contracts are below 10 million, but was able to secure 16 contracts (out of 49) amounting more than 20 million, highest contract awarded was around USD 47M
  - Goods: Most awarded contracts are below USD 4M while 2 contracts are within 10M-20M and the largest contract amount awarded is USD 58M.



- How to respond to changes and to improve competitiveness?
  - Updates of Procurement Regulations and Standard Bidding Documents (Expected in Jan 2026)
    - MPC will be used more widely
    - Strengthening the Environmental and Social requirements
- How to improve cost competitiveness?
  - Partnering strategy with local companies
  - Increase local participation (also related to MPC)
- How to improve pass rates in the technical bid evaluation (Works Contracts)?
  - Contracts of Similar Size and Nature
    - Only Participation Value with Similar Nature is counted
    - Satisfaction of all sub-criteria related to similarity shall be clearly stated in the bid (Form EXP-1)
  - Construction Experience in Key Activities: Satisfaction of all sub-criteria shall be clearly stated in the bid (Form EXP-2)
  - Financial Resources: Cautious in using Credit Lines and other Resources
- Entry strategy may be different from long-term bidding strategy.

# How to find Business Opportunities in ADB Projects





# How to find Information on our Website

## Business Center - [www.adb.org/business](http://www.adb.org/business)

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK **WORK WITH US**

### ADB Business Center

All you need to work with us—in one place.

Guides and Documents Business Opportunities Outreach ▼ Procurement Statistics Dashboard (ProcDash) More ▼

🏠 > Work with Us > Business Center > Working with ADB

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

### Working with ADB

#### How-Tos

Information for...

- Consultants
- Contractors and suppliers**
- Governments
- Executing and implementing agencies
- Development institutions

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? →

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

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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><br>49177-002; Timor-Leste; Energy                                                                                                           | Status: <b>Approved</b> | Approval Date: 26 Oct 2021 |
| <b>Development of the Pacific Energy Regulators Alliance</b><br>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><br>55079-002; Sri Lanka; Energy                                                                                                                             | Status: <b>Approved</b> | Approval Date: 14 Oct 2021 |
| <b>Power Sector Reform Support Program</b><br>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><br>55033-001; China, People's Republic of; Energy                                                                                                                | Status: <b>Approved</b> | Approval Date: 28 Sep 2021 |

Projects & Tenders Projects Documents **Tenders**

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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><br>51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021<br>Notice Type: Invitation for Bids | Status: <b>Active</b> | Deadline: 05 Jan 2022 |
| <b>National Senior Transmission Engineer</b><br>52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021<br>Notice Type: Individual - Consulting                                                         | Status: <b>Active</b> | Deadline: 03 Nov 2021 |
| <b>National Transmission Engineer</b><br>52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021<br>Notice Type: Individual - Consulting                                                                | Status: <b>Active</b> | Deadline: 03 Nov 2021 |
| <b>Project Coordination Expert</b><br>54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021<br>Notice Type: Individual - Consulting                                                                   | Status: <b>Active</b> | Deadline: 03 Nov 2021 |

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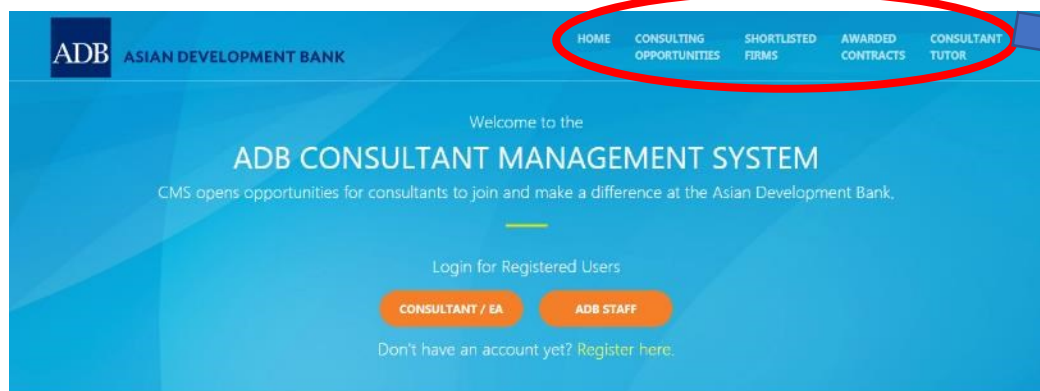
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| Articles and Videos                                                                          | <input checked="" type="radio"/> On <input type="radio"/> Off                                 |
| Asian Development Blog                                                                       | <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><br><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>



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

<https://adb.eventsair.com/business-opportunities-fair-2025/>

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

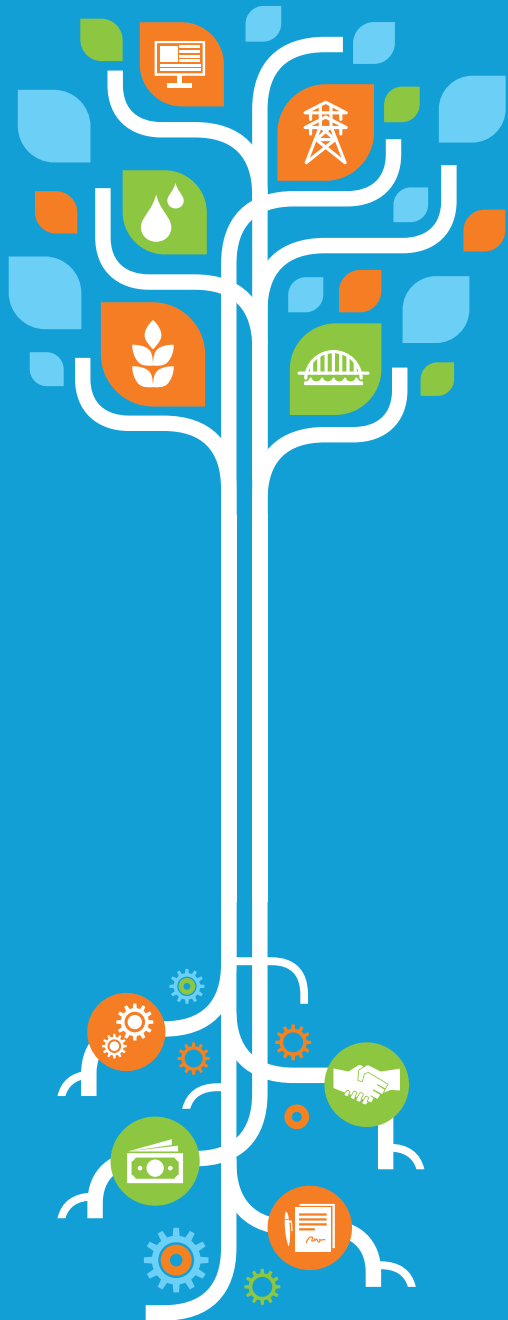
# THANK YOU!

Joong-Jae SHIM  
Senior Procurement Specialist

Procurement Division  
Procurement, Portfolio and Financial Management Department  
jjshim@adb.org

BUSINESS  
OPPORTUNITIES 

# Appendix



# ADB Procurement Policy - Core Principles



**Economy**



**Efficiency**



**Fairness**



**Transparency**

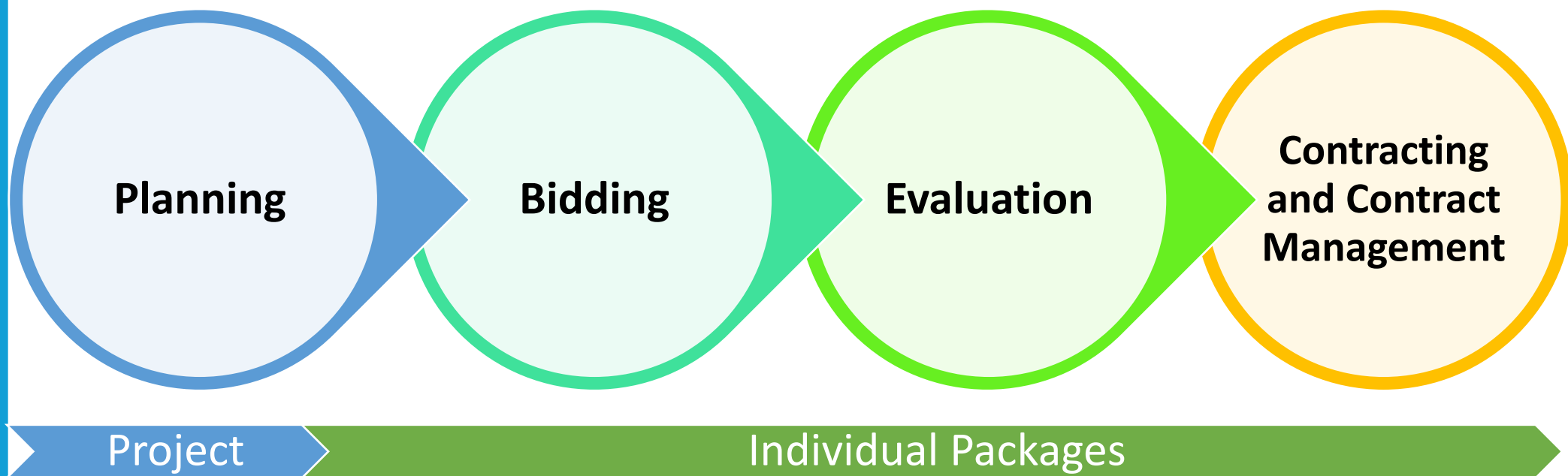


**Quality**



**Value for money**

# Procurement Process



# 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.

# Evolution of approach to MPC in ADB

## Ability to consider MPC

ADB Proc Policy permits contract award on basis other than price.

2017



2020



## MPC starts to be used across region

Focused roll-out of MPC across the Pacific portfolio commenced.

## ADF 14

### commitment

MPC communicated as default method in Pacific.

2024



2026



## MPC mandate across ADB

Updated Proc. Regulations will mandate use of MPC.

# Application of Merit Point Criteria elsewhere

- Many bilateral and multilateral development banks, and governments have adopted the use of MPC

- WB
- IADB
- AFD
- EU
- USA
- Japan
- Australia
- UN
- Others

Agence Française de Développement

|    |                                                     |      |                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----|-----------------------------------------------------|------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 39 | Evaluation of Combined Technical and Financial Bids | 39.1 | The Employer's evaluation of responsive Bids will take into account technical factors, in addition to cost factors in accordance with Section III, Evaluation and Qualification Criteria. The weights to be assigned for the Technical factors and cost are specified in Section III, Evaluation and Qualification Criteria. The Employer will rank the bids based on the combined weighted technical and price scores. |
|----|-----------------------------------------------------|------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Section III – Evaluation and Qualification Criteria

1.3 **Scoring of the Technical Bid:**

Substantially responsive Technical Bids shall be scored in accordance with ITB 33.3. The technical factors and sub-factors, and the corresponding weights are:

| The technical factors (sub-factors) and the corresponding weight out of 100% are: |                                           |
|-----------------------------------------------------------------------------------|-------------------------------------------|
| Technical Factors                                                                 | Weight in percentage (insert weight in %) |
| 1. Approach and Methodology:                                                      |                                           |

JRC TECHNICAL REPORT

Revision of the EU Green Public

The International Federation of Consulting Engineers (FIDIC) conducted a worldwide survey of engineering associations and multilateral development banks and concluded that “...**this Low Bid method is not providing client/owners with ultimate best-value. As a result, there is a growing recognition that alternative selection processes which include qualifications criteria are required**” (FIDIC 2017).

Manual

Transport Infrastructure Project Delivery System  
Volume 1 (Selection of Delivery Options)

September 2022



# Potential Impacts of an MPC Mandate

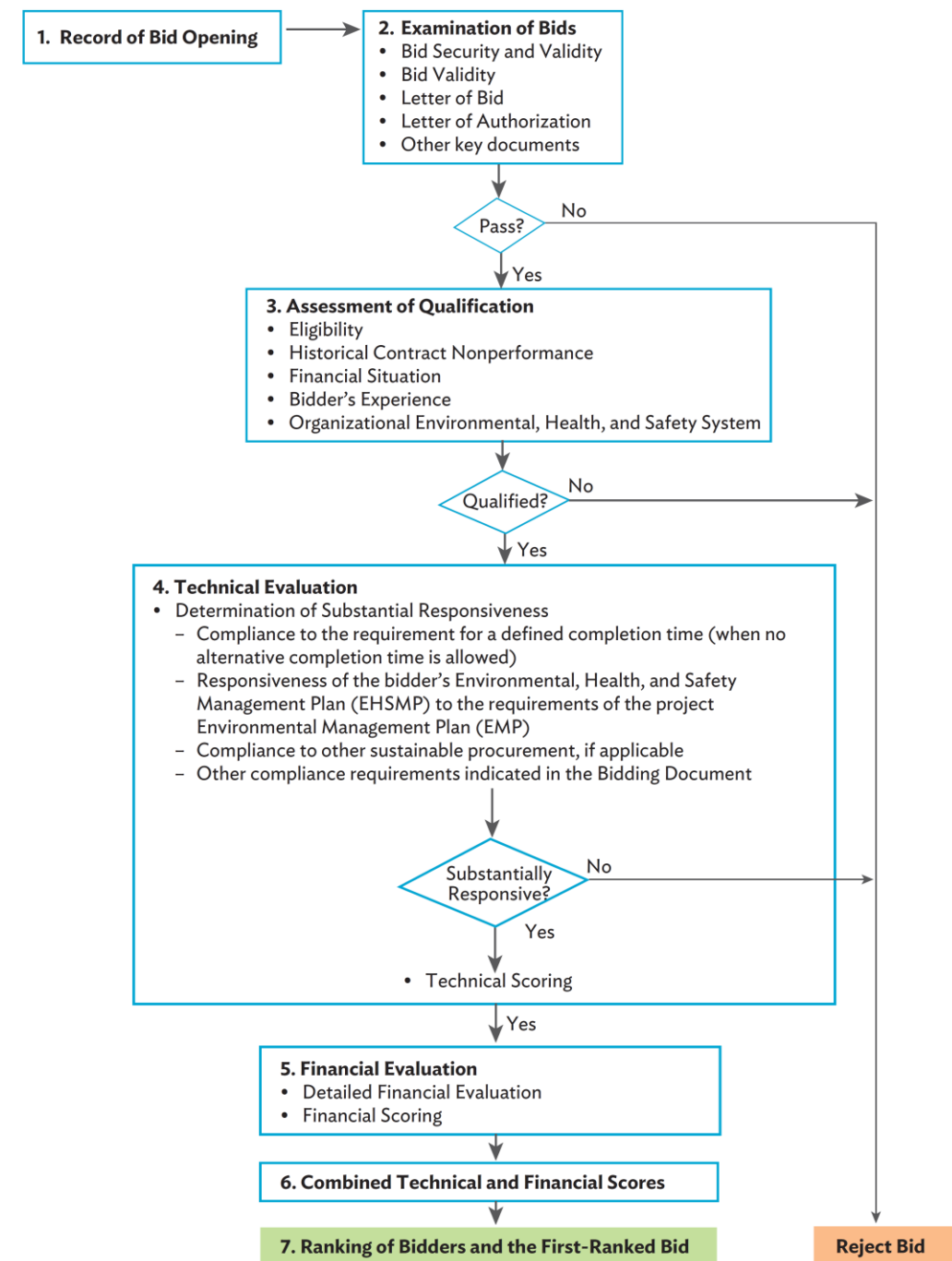
## Potential Advantages

- Increased quality focus leading to extended lifecycle of infrastructure.
- New market players bid for contracts
- Ability to factor other social & environmental considerations
- Borrowers can use mandate to justify use internally

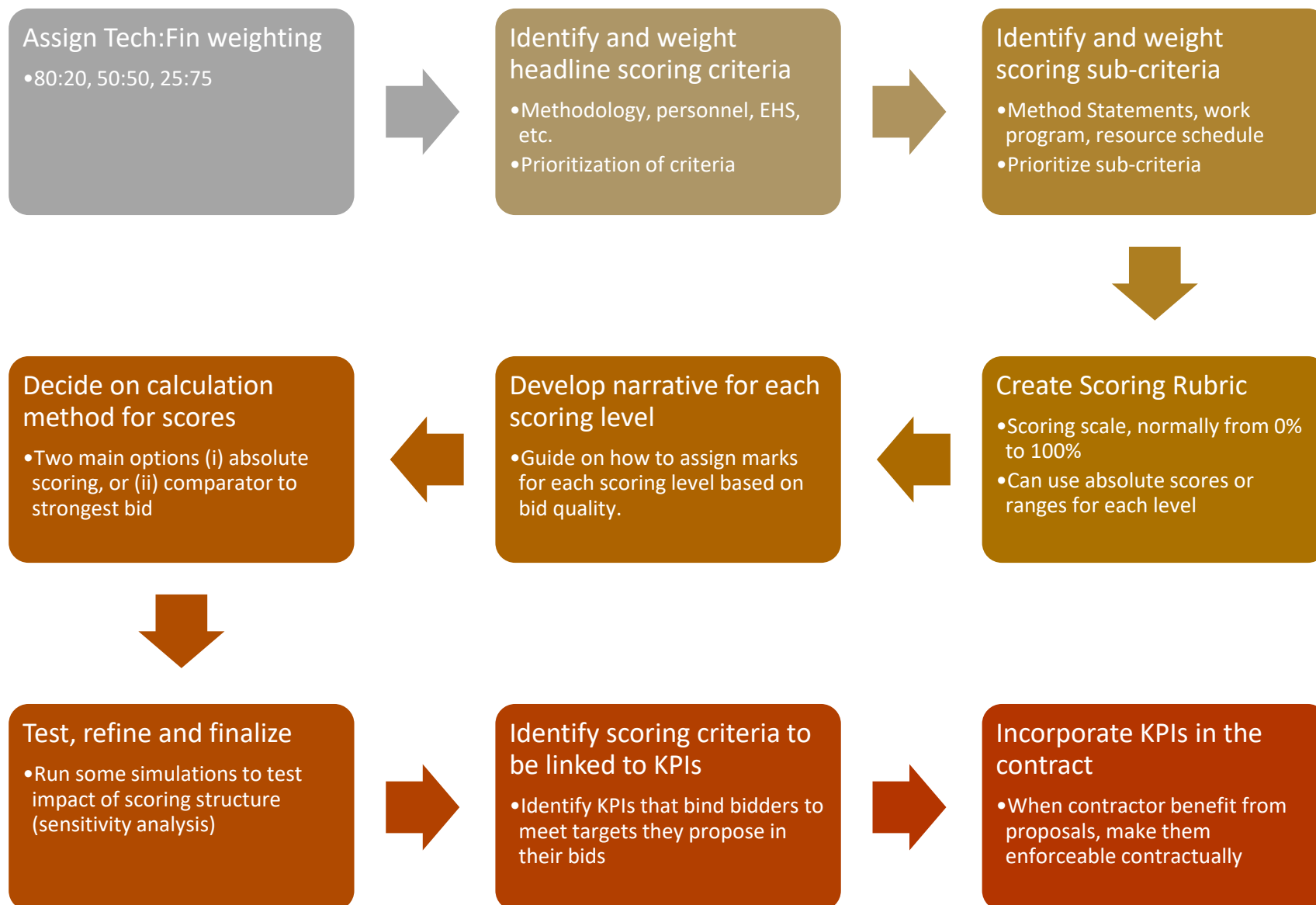
## Potential Disadvantages

- Increased costs with marginal quality benefit.
- Increased evaluation complexity for borrowers
- Potential for longer procurement times
- More procurement capacity support requirements for borrowers

# Evaluation process using MPC

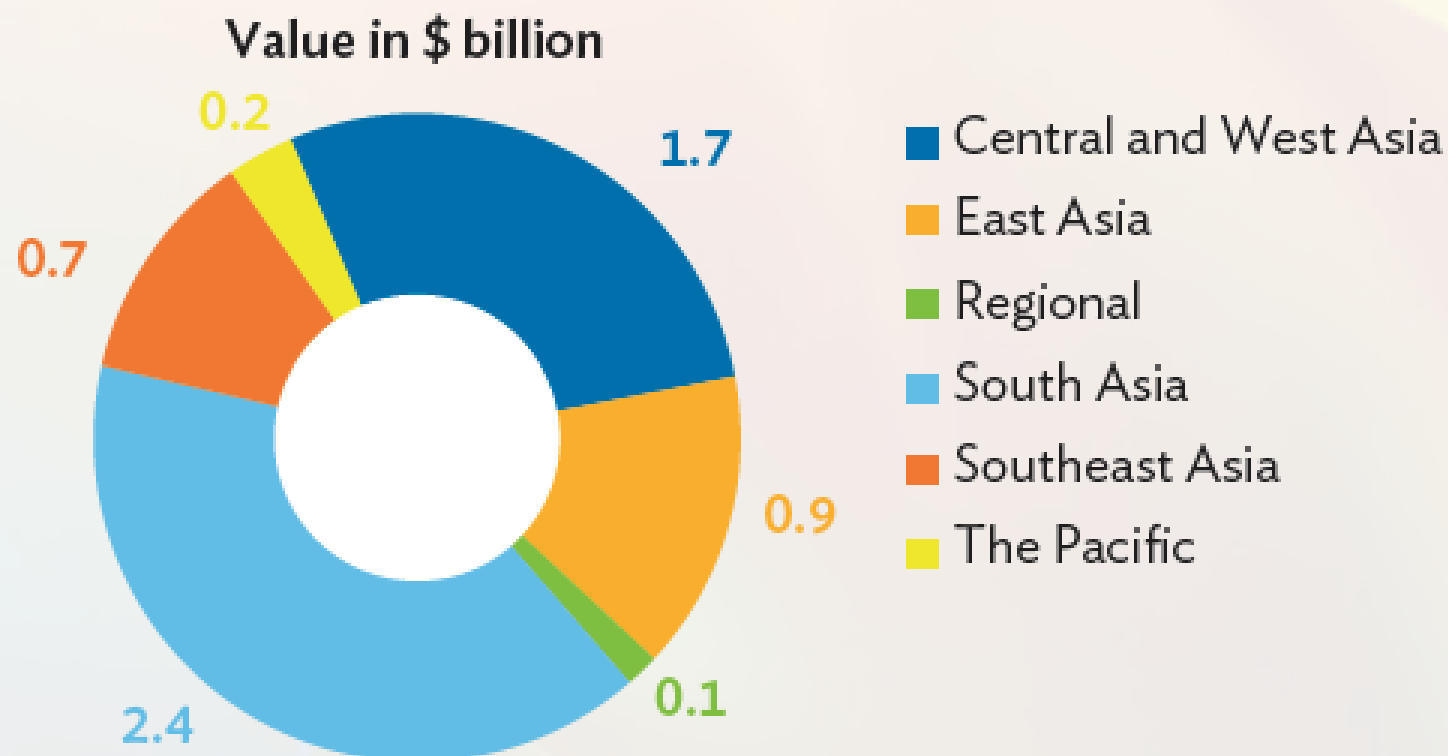


# MPC development Process Flow



# Procurement by Region in 2024

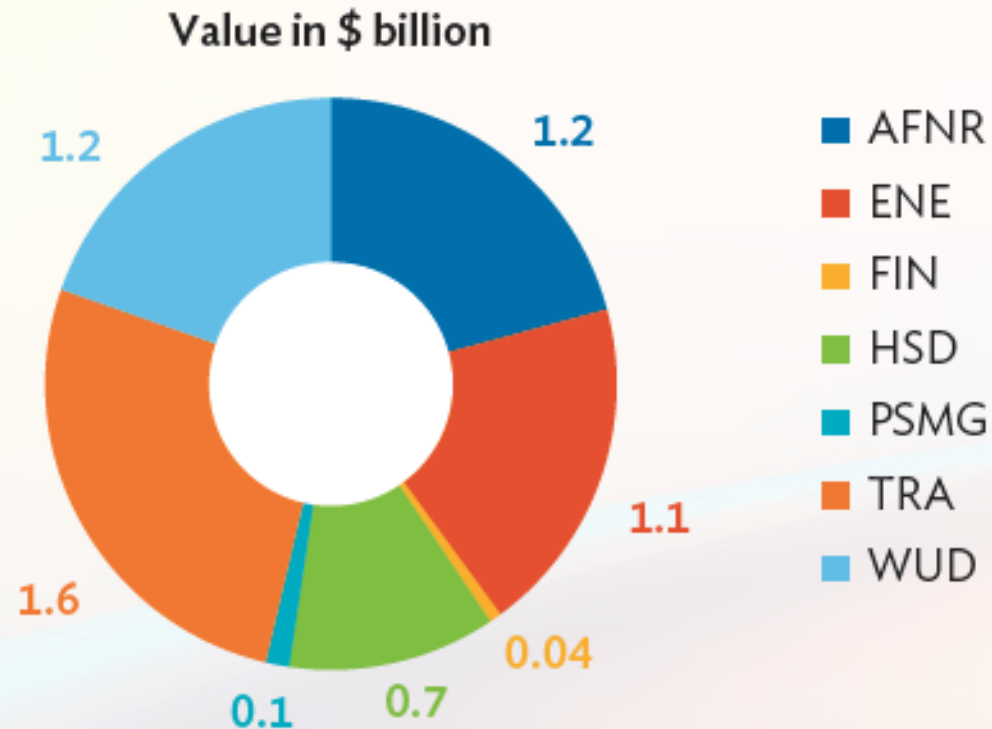
**Figure 3: Value of Awarded Contracts by Region, 2024**



Source: Asian Development Bank.

# Procurement by Sector in 2024

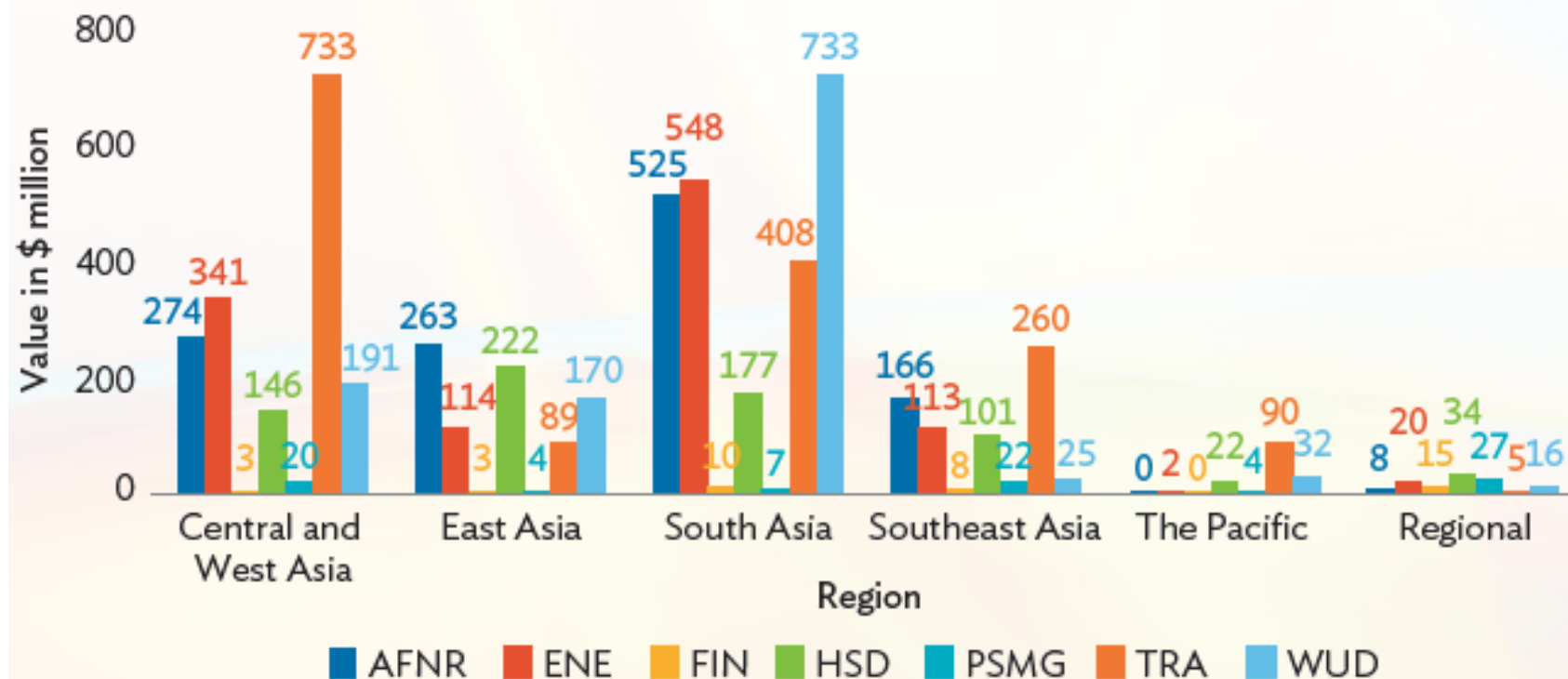
Figure 4: Value of Awarded Contract by Sector, 2024



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.

# Procurement by Sector in 2020 - 2024

**Figure 5: Value of Awarded Contracts by Sectors and Regions, 2024**

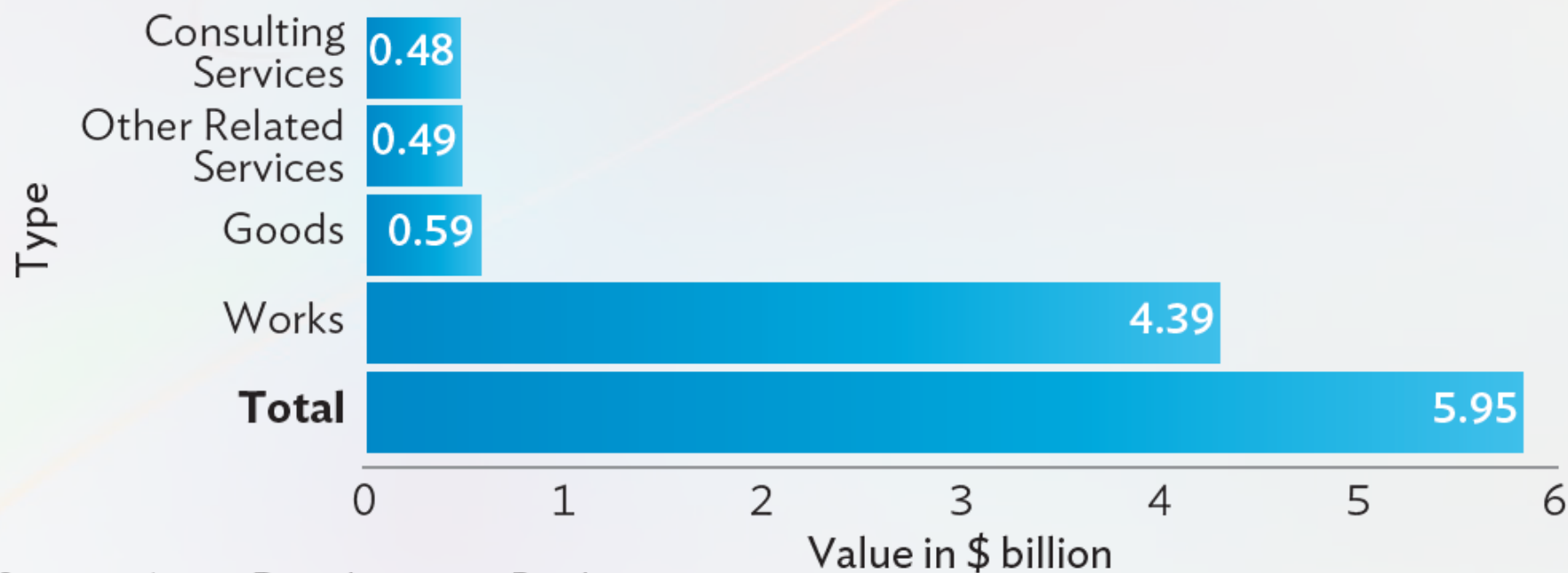


AFNR = agriculture, food, nature, and rural development; ENE = energy; FIN = finance; HSD = human and social development; PSMG = public sector management and governance; TRA = transport; WUD = water and urban development.

Source: Asian Development Bank.

# Procurement by Type in 2024

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



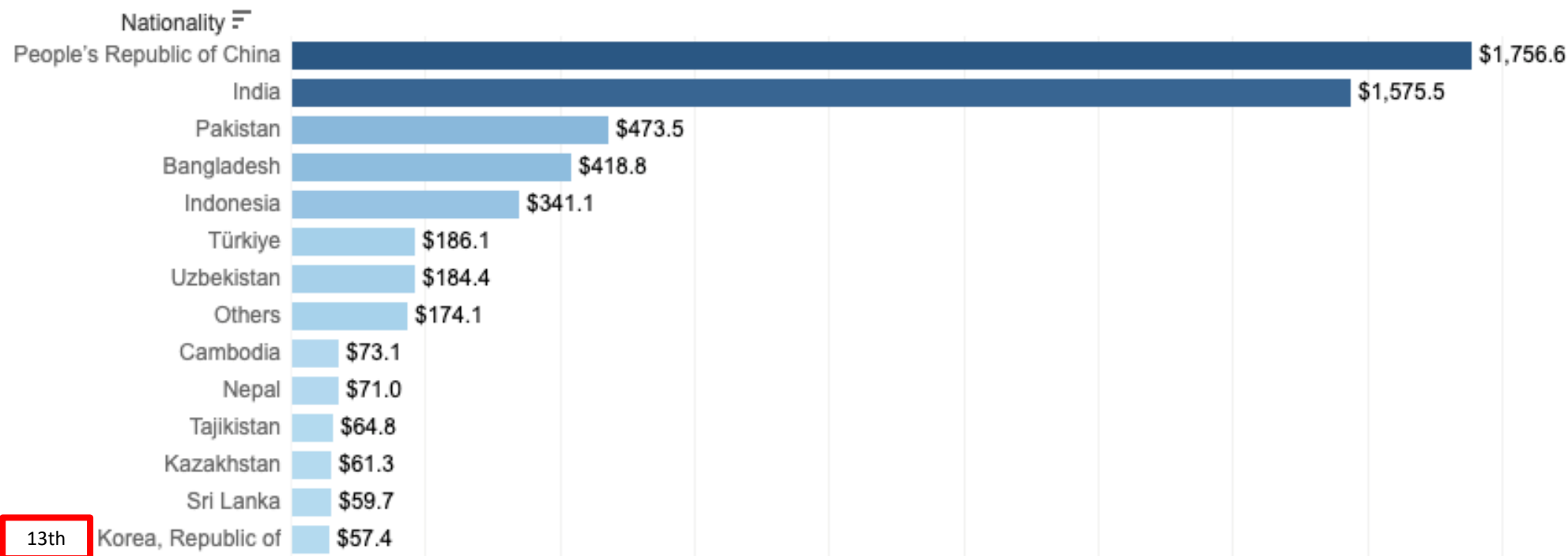
Source: Asian Development Bank.

# Procurement of Goods, Works, and Consulting and other Services by Nationality in 2024

Total operational procurement based on contract year, US\$ million

**\$6,037.8M**

## Operational Procurement by Nationality of Contractor, US\$ million

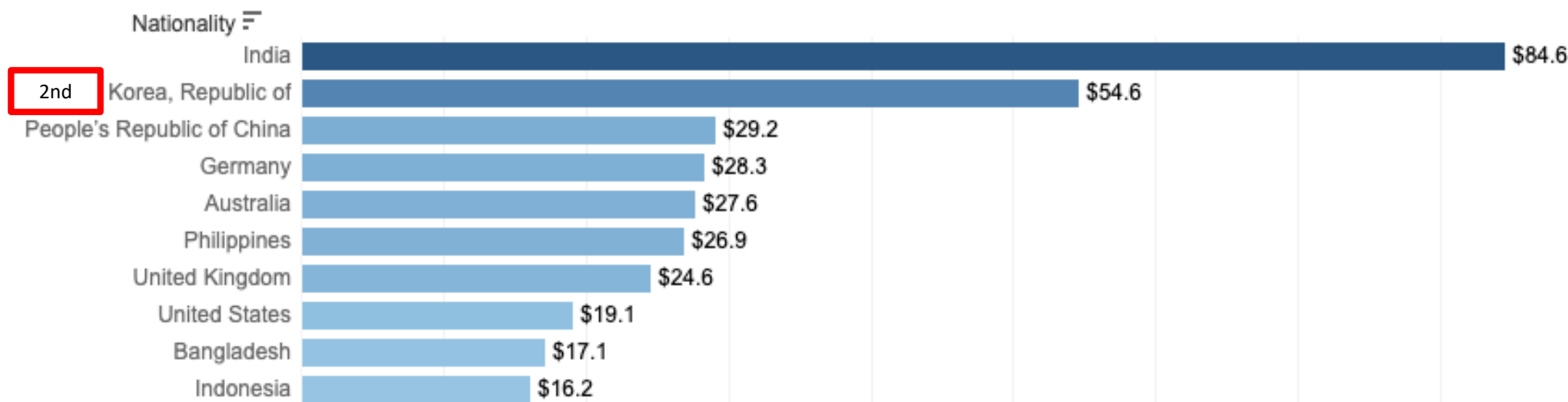


# Procurement of Consulting Services by Nationality in 2024

Total operational procurement based on contract year, US\$ million

**\$511.4M**

## Operational Procurement by Nationality of Contractor, US\$ million

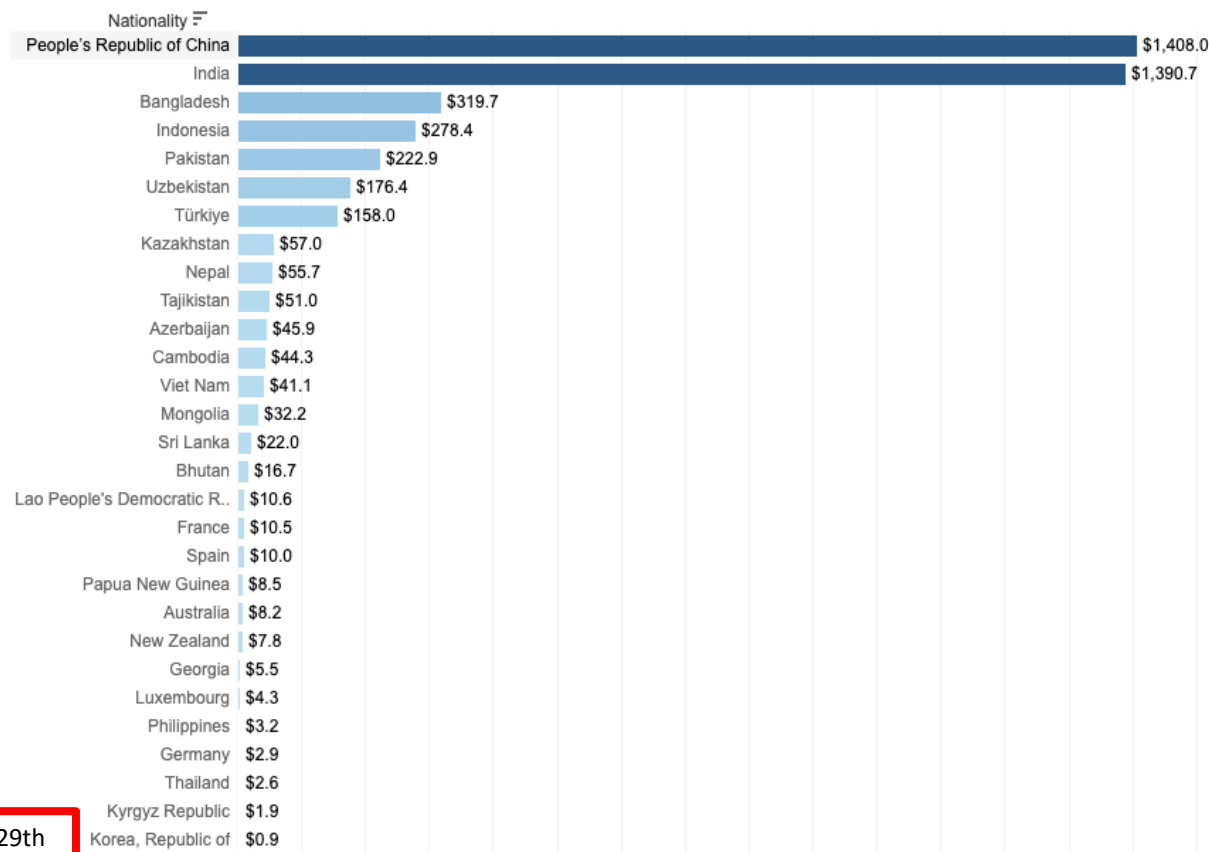


# Procurement of Works by Nationality in 2024

Total operational procurement based on contract year, US\$ million

**\$4,399.1M**

## Operational Procurement by Nationality of Contractor, US\$ million



29th

# Procurement of Goods by Nationality in 2024

Total operational procurement based on contract year, US\$ million

**\$600.1M**

## Operational Procurement by Nationality of Contractor, US\$ million

