



Ministry of Economy and Finance

General Department of International Cooperation and Debt Management

Procurement Portfolio & Bidding Opportunities

Outreach Conference for the Private Sector in Cambodia

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10 December 2025

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1. Introduction & Portfolio Overview

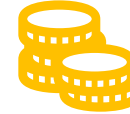
Session Objectives



Present Cambodia's **externally financed portfolio** and key development partners



Highlight **priority sectors** and procurement trends



Showcase **current and upcoming bidding opportunities** for the private sector



Encourage greater **participation of Cambodian firms** in externally financed projects



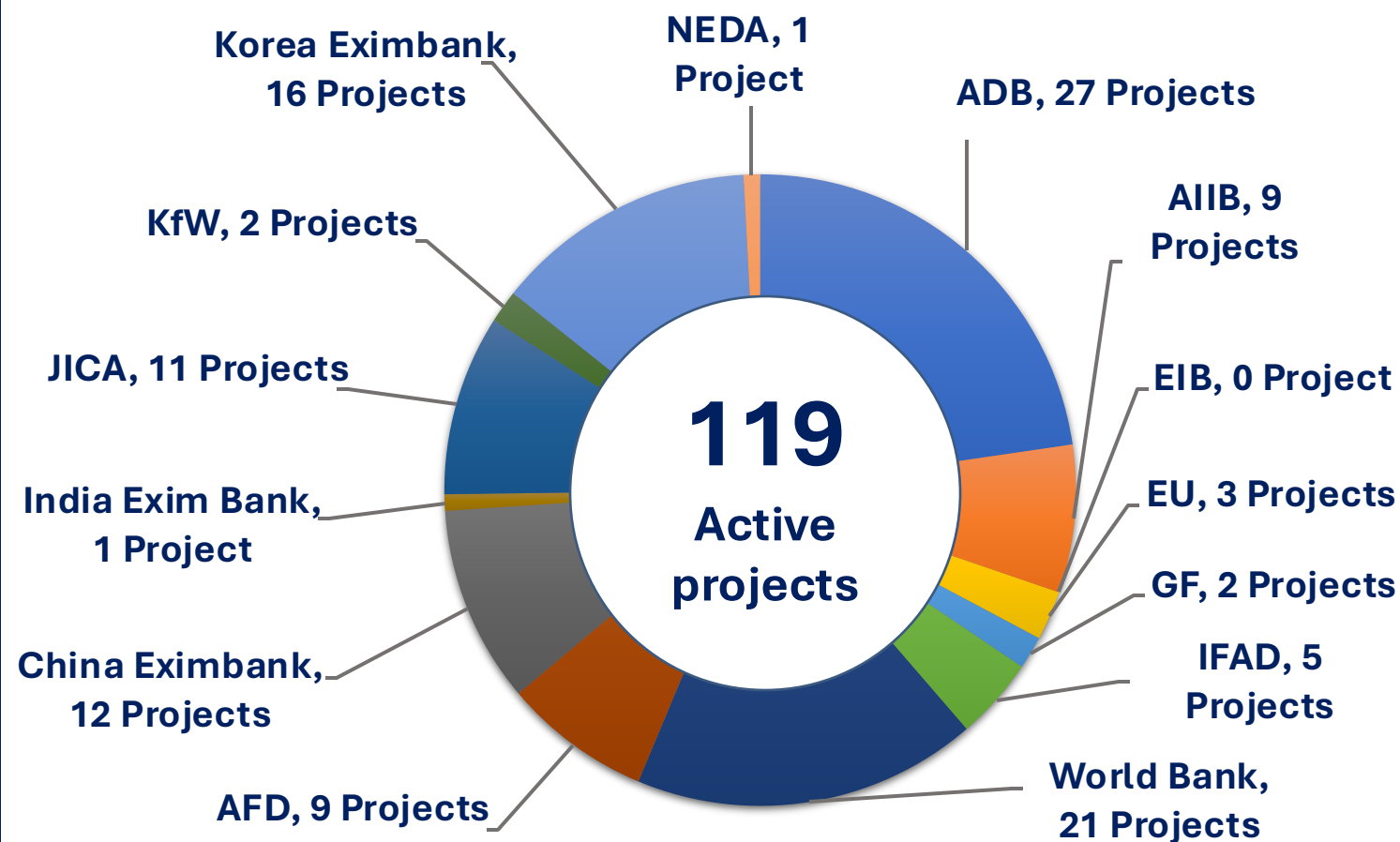
Strengthen **Government-Private Sector-DP collaboration** to improve competition and delivery



Provide **practical guidance** to help Cambodian firms compete more effectively

Cambodia's Externally Financed Portfolio (2025)

Total Projects



Total Portfolio Value

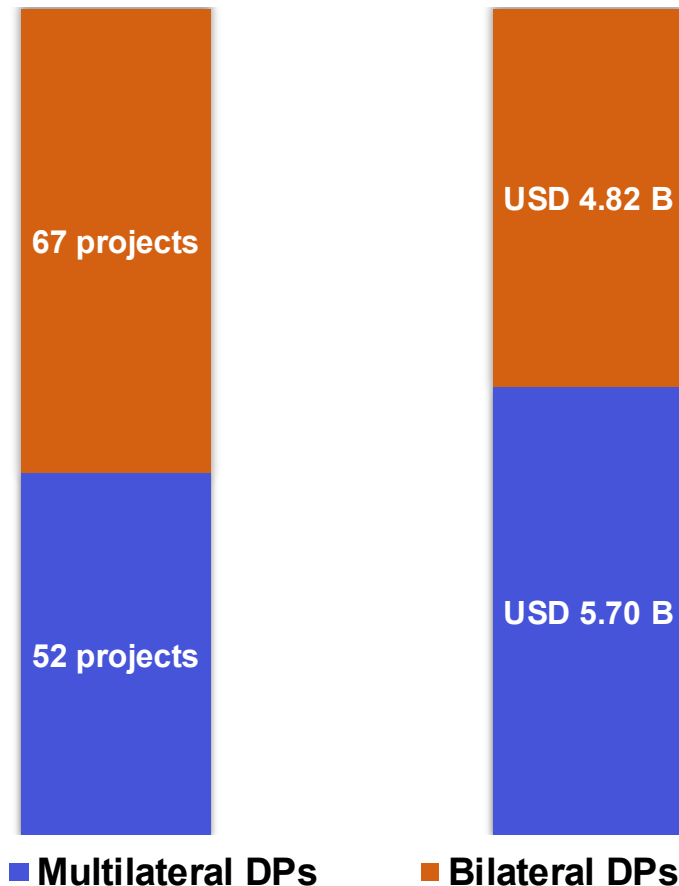
USD 10.52 Billion
(Q3 2025)

Procurement volume

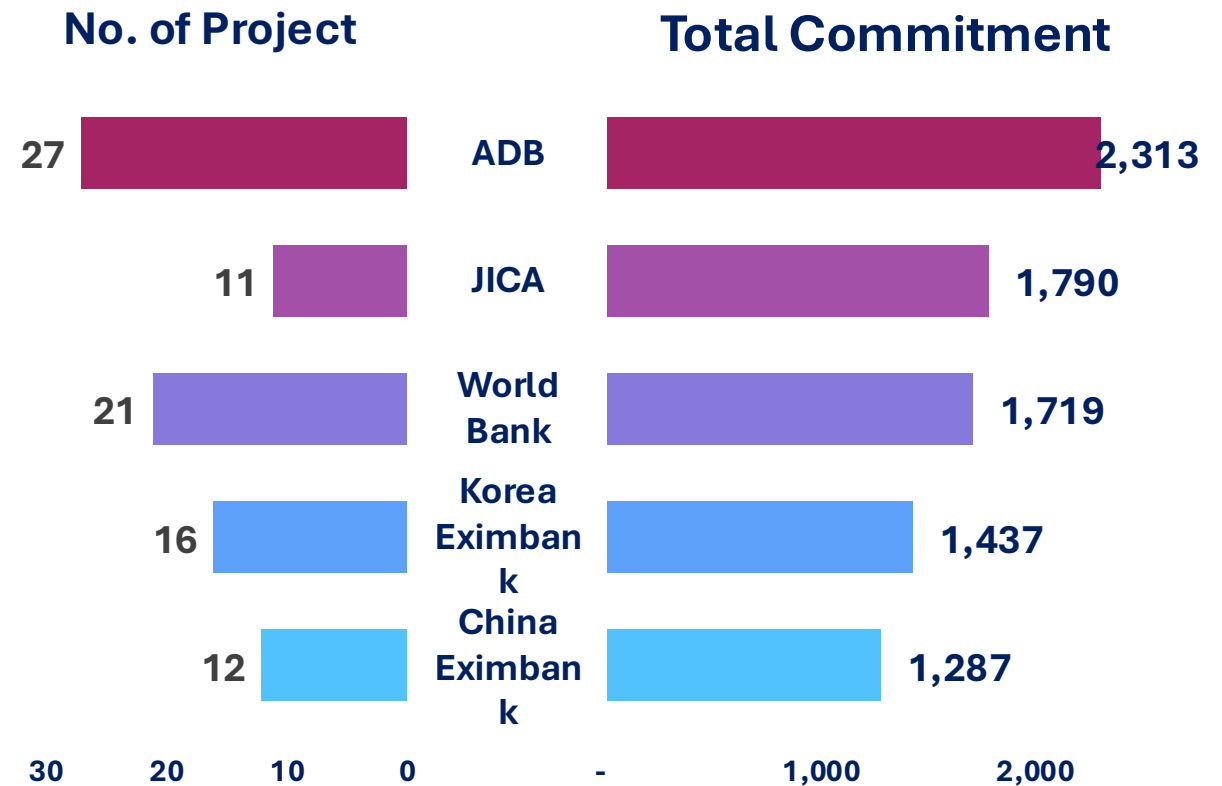
USD 974.2 million

Cambodia's Externally Financed Portfolio (2025)

Development Partner Landscape



Top 5 Development Partners



Cambodia's Externally Financed Portfolio (2025)

**Total Portfolio
Value**

**USD 10.52
Billion**

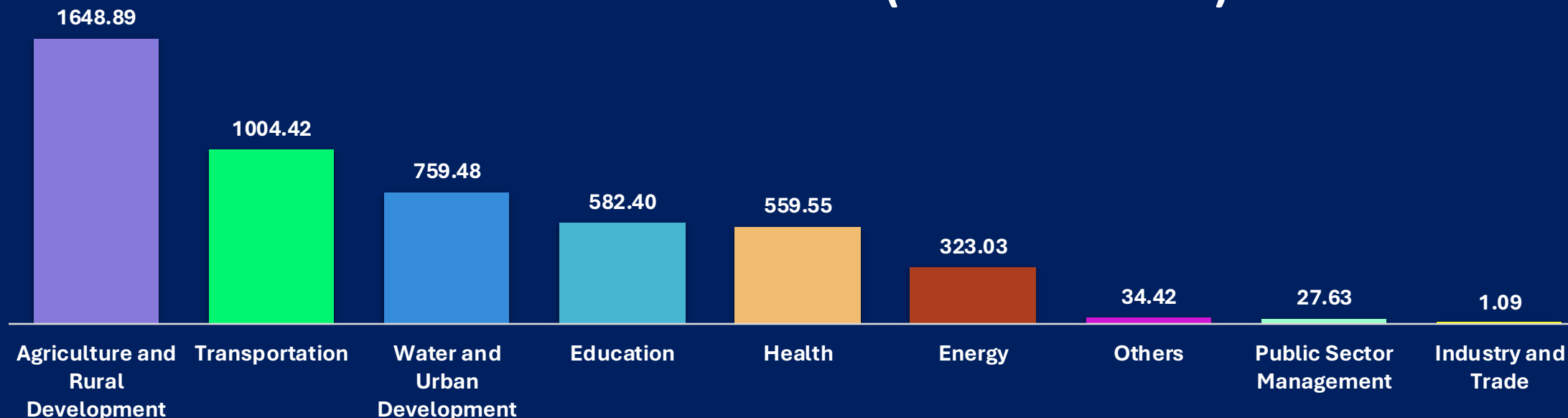
Uncontracted Amount

USD 4.94 Billion (Q3 2025)

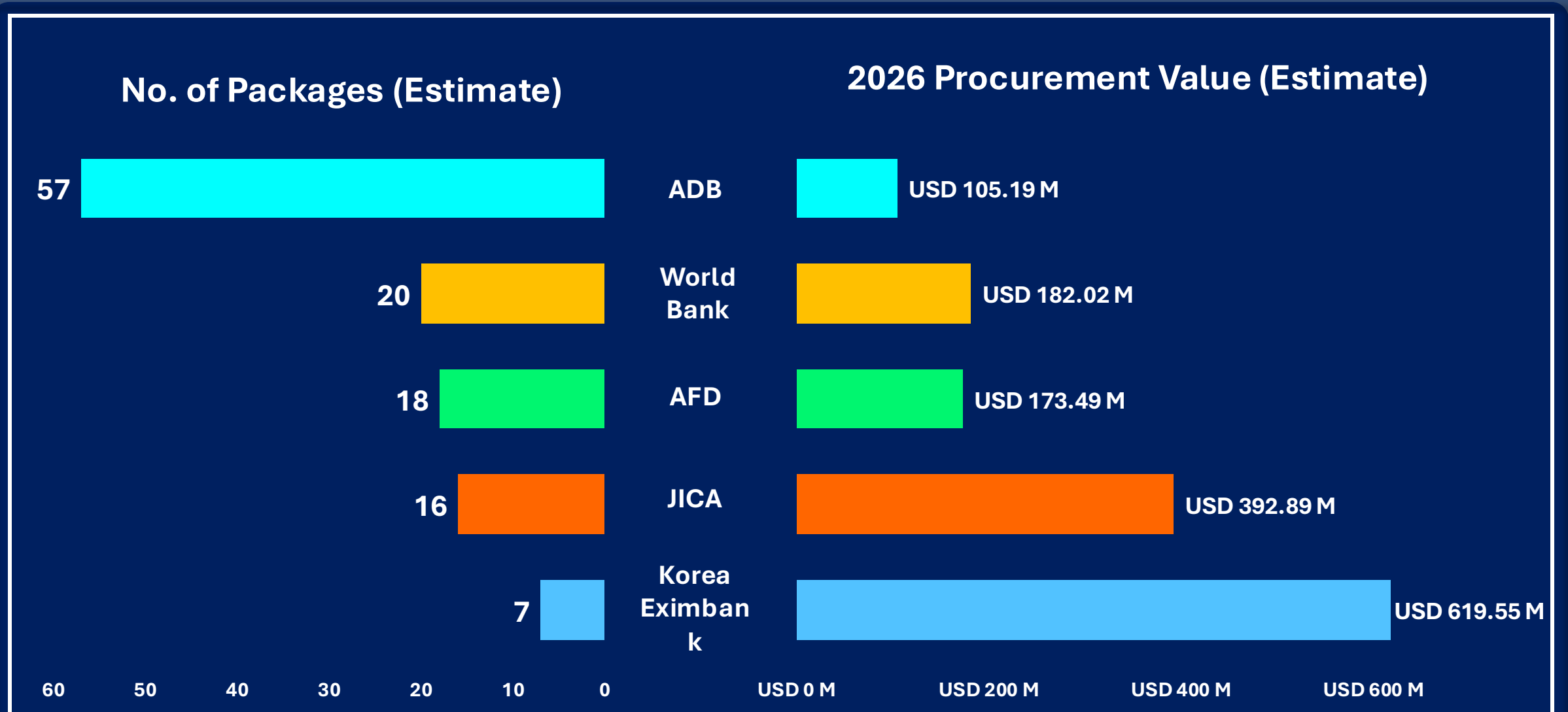
**Undisbursed
Amount**

**USD 6.43
Billion**

Uncontracted Portfolio (in USD million)



2026 Procurement Value & Opportunities





2. Implication & Opportunities

What the Portfolio Means for the Private Sector

119

Active Projects

Continuous pipeline
of tenders for the
private sector

76%

Active Portfolio

**Core Opportunity
Sector**

Transport, agriculture,
rural development,
water & urban

**Significant and
diversified
opportunities**

Expanding Sectors in
Education, Health,
Energy, Governance
and ICT



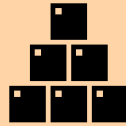
Understanding sectors allocations helps **firms anticipating upcoming tenders** and position themselves early

Types of Procurement Opportunities



Civil Works

- Roads, bridges, irrigation, flood control
- Water supply, wastewater, urban infrastructure
- Building rehabilitation and construction



Goods

- ICT equipment, hydromet systems, laboratory equipment
- Vehicles, machinery, construction materials
- Office and learning equipment



Consulting Services

- Feasibility studies, detailed engineering design
- Construction supervision, safeguards
- Policy, institutional strengthening, capacity building



Non-Consulting Services

- Surveys, logistics, training, O&M support

Finding & Accessing Bidding Opportunities

Where to look


- Line ministry procurement pages (MPWT, MOWRAM, MAFF, MoEYS, etc.)
- Development Partner portals (ADB, World Bank, JICA, etc.)

What to monitor

- General Procurement Notices (GPN) – used mainly by World Bank and ADB as early announcements of major planned procurement packages for new projects.
- Specific Procurement Notices (SPN / IFB) – active tenders
- Requests for Expressions of Interest (REOI) – consulting services
- Addenda, clarifications, bid extensions

Good practices for firms:

- Register and maintain updated profiles in DP portals
- Regularly review procurement plans
- Track tenders early to prepare compliant bids



3. Requirements, Process & How to Compete

What MEF & DPs Look For in Bidders



Eligibility

- Valid legal registration
- No conflict of interest, no debarment or suspension



Technical Capacity

- Relevant past performance
- Skilled personnel and technical resources
- Ability to meet specifications and performance requirements



Financial Capacity

- Adequate liquidity and financial soundness
- Ability to finance contract mobilization



Bid Quality & Competitiveness

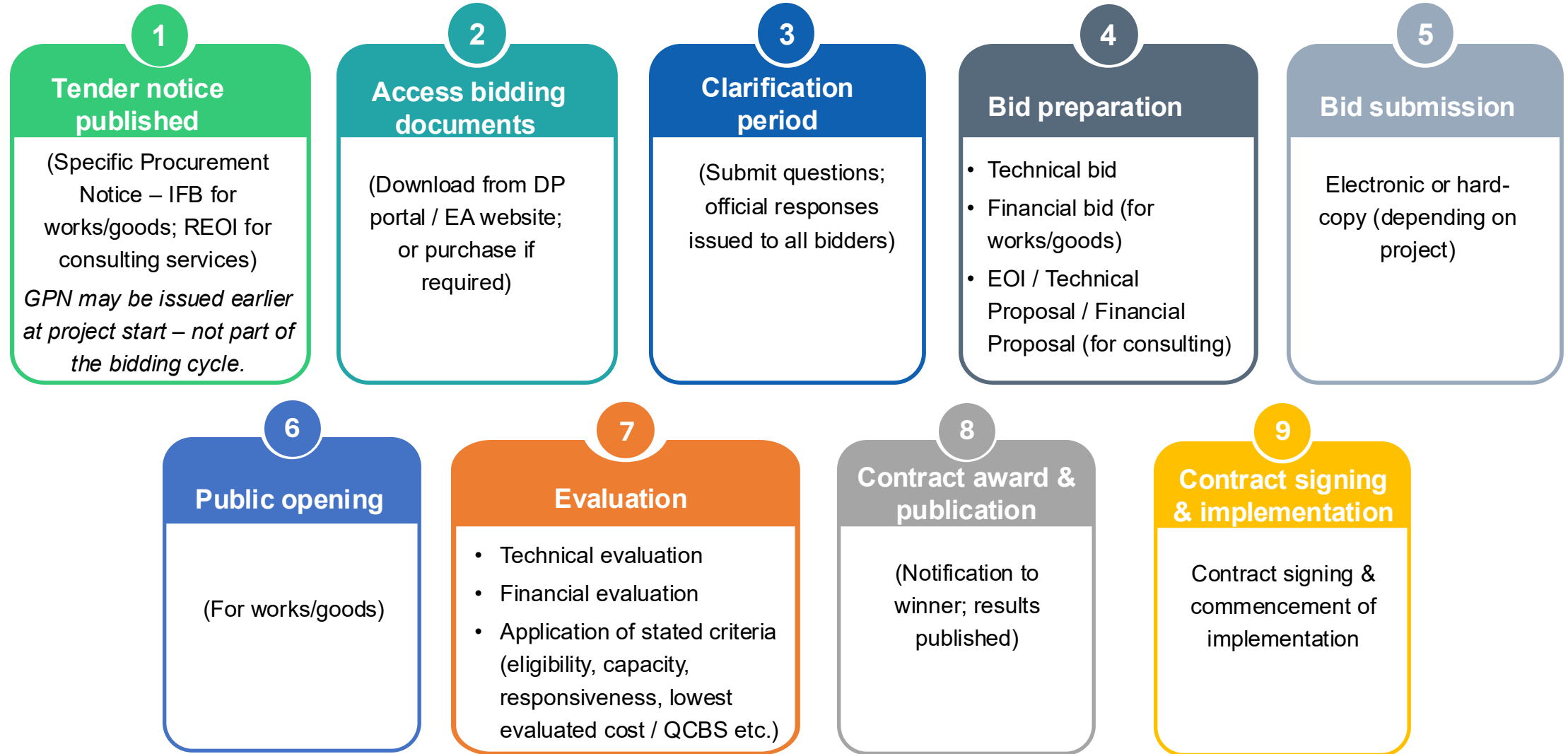
- Complete and accurate bid submission
- Compliance with all instructions and technical requirements
- Competitive and realistic pricing



Integrity

- Compliance with anti-corruption and integrity standards

Detailed Bidding Process (Step-by-Step)



How to Strengthen Your Chances of Winning



Understand all requirements before preparing the Bid



Ensure Strong Technical And Financial Proposals



Form JVs/Subcontracting Arrangements When Capacity Is Limited



Maintain An Updated Company Portfolio (CVs, Equipment, Financials)



Monitor Procurement Plans Early To Plan Resources



Uphold Strong Integrity And Compliance Practices

Common Mistakes That Lead to Bid Rejection

1

Missing mandatory documents or incomplete forms

2

Non-responsive bids (not meeting specifications)

3

Unrealistic pricing

4

Insufficient experience or technical capacity

5

Late submission (automatic rejection)

6

Incorrect JV documentation

7

Failure to sign forms or provide proper authorizations

Final Tips for Successful Bidding



Preparation

01 Start preparing early — avoid last-minute work



Alert

02 Read every section of the bidding documents carefully



Clarify

03 Ask clarification questions on time



Checklist

04 Use a checklist to ensure all required documents are included



Deadline

05 Submit well before the deadline



Thank you!