PPFD Procurement, Portfolio and Financial Management Department

Cambodia Loan & Grant Pipeline and New Procurement Regulations

11 December 2025

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Principal Procurement Officer,
PPFD/Cambodia Resident Mission
Asian Development Bank

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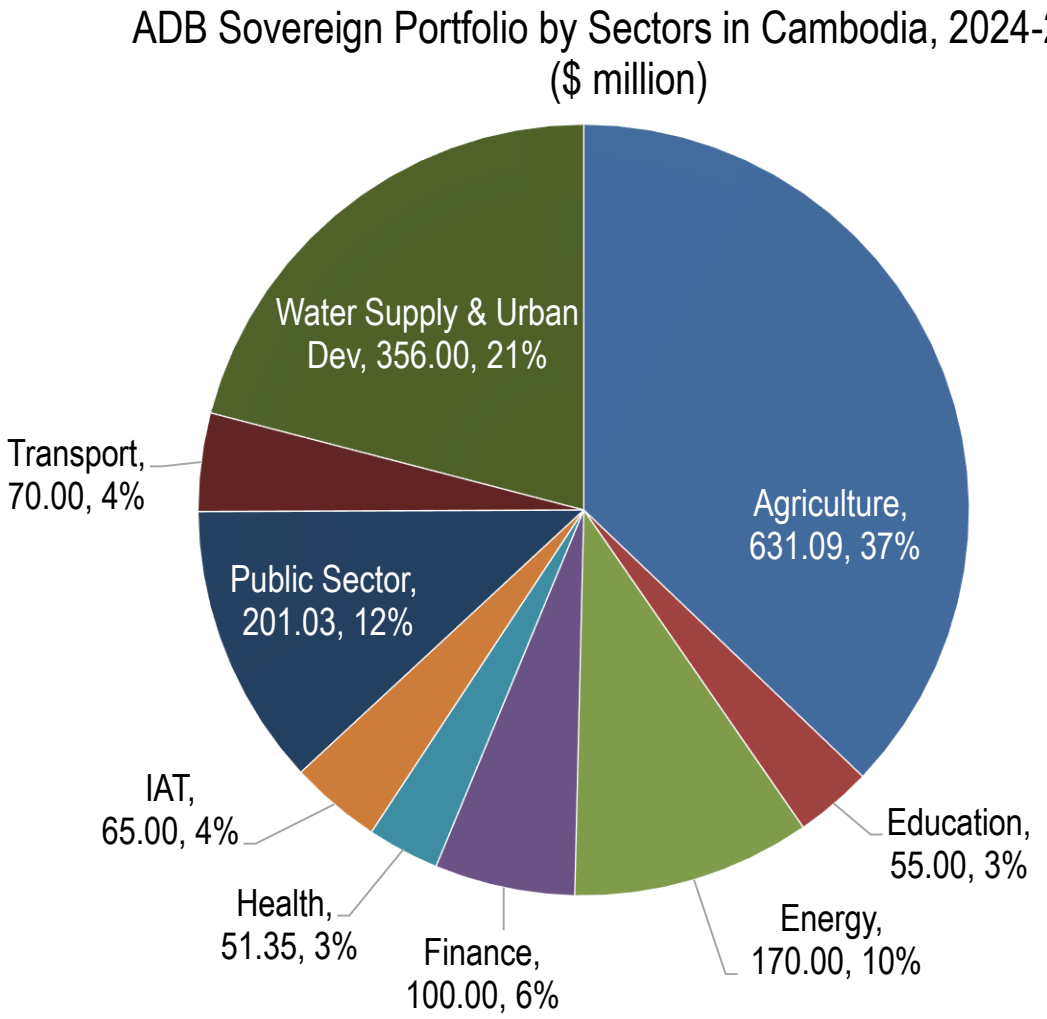
PPFD
Asian Development Bank

ADB

Cambodia Loan & Grant Pipelines

BUSINESS OPPORTUNITIES

Pipeline Sovereign Portfolio in Cambodia by Sectors, 2024-2027



No.	Sectors	Amounts	%
1	Agriculture	631.09	37.1%
2	Education	55.00	3.2%
3	Energy	170.00	10.0%
4	Finance	100.00	5.9%
5	Health	51.35	3.0%
6	IAT	65.00	3.8%
7	Public Sector	201.03	11.8%
8	Transport	70.00	4.1%
9	Water Supply & Urban Dev	356.00	20.9%
	Total 2024-2027	**1,699.47**	**100.0%**

2024 Approved Sovereign Portfolio in Cambodia

No	Official Title	Status	Budget (USD)
1	Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Project (Loan)	30-Aug-24	50,000,000
2	Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Project (Loan)	30-Aug-24	40,000,000
3	Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Project (Grant)	30-Aug-24	3,000,000
4	Mainstreaming Climate Resilience and Inclusiveness in Water Supply, Sanitation, and Hygiene Services Delivery (TA)	30-Aug-24	600,000
5	Supporting the Adoption of Digital Technologies and Fostering Information in Micro, Small and Medium Sized Enterprises in Priority Sectors (TA)	28-Oct-24	1,350,000
6	Secondary Education for Human Capital Competiveness Program (Loan)	30-Oct-24	80,000,000
7	Strengthening Country Systems for Preventing and Responvise to Women-Based Violence in Cambodia (Grant)	30-Oct-24	10,000,000
8	Capacity Development for Climate Mitigative Water Management Technology (TA)	4-Nov-24	1,500,000
9	Supporting Regulatory Impact Assessment in Cambodia (TA)	18-Nov-24	230,000
10	Trade and Competiveness Program (Subprogram 2) (Loan)	25-Nov-24	50,000,000
11	Supporting the Implementation of Cambodia Digital Government Program at Subnational Administration (TA)	25-Nov-24	800,000
12	Integrated Water Resources Management Project (Loan)	2-Dec-24	83,690,000
13	Integrated Water Resources Management Project (Grant)	2-Dec-24	4,300,000
14	Irrigated Agriculture Imoprovement Project - Additional Financing (Loan)	2-Dec-24	85,000,000
	Newly Approved in 2024		**410,470,000**

2025 Pipeline Sovereign Portfolio in Cambodia

No.	Official Title	Status	Budget (USD)
1	Cambodia Rapid Immunization Support Project	Approved	35,000,000 40,000,000
2	Climate Resilient and Water Security Cities Investment Program (Tranche 1)	Approved	206,000,000 303,000,000
3	Energy Transition Sector Development Program (Subprogram 2)	Approved	70,000,000 82,500,000
4	Greater Mekong Subregion Health Security Project (Phase 2)	2025 Pipeline	30,000,000
5	Grid Expansion for the Energy Transition	Approved	50,000,000 66,700,000
6	Inclusive Sustainable Finance Development Program (Subprogram 1)	Approved	50,000,000
7	Strengthening Governance for Service Delivery Program (Subprogram 1)	Approved	40,000,000 50,000,000
	Pipleline 2025		**481,000,000** **592,200,000**

2026 Pipeline Sovereign Portfolio in Cambodia

No.	Official Title	Status	Budget (USD)
1	Agricultural Transformation Acceleration Project	2026 Pipeline	100,000,000
2	Climate Resilient Road Network Improvement Project	2026 Pipeline	70,000,000
3	Skills for Future Economy Sector Development Program (Subprogram 2)	2026 Pipeline	55,000,000
4	Supporting Project Development Facility	2026 Pipeline	10,000,000
5	Trade and Competitiveness Program (Subprogram 3)	2026 Pipeline	100,000,000
5	**Pipleline 2026**		**335,000,000**

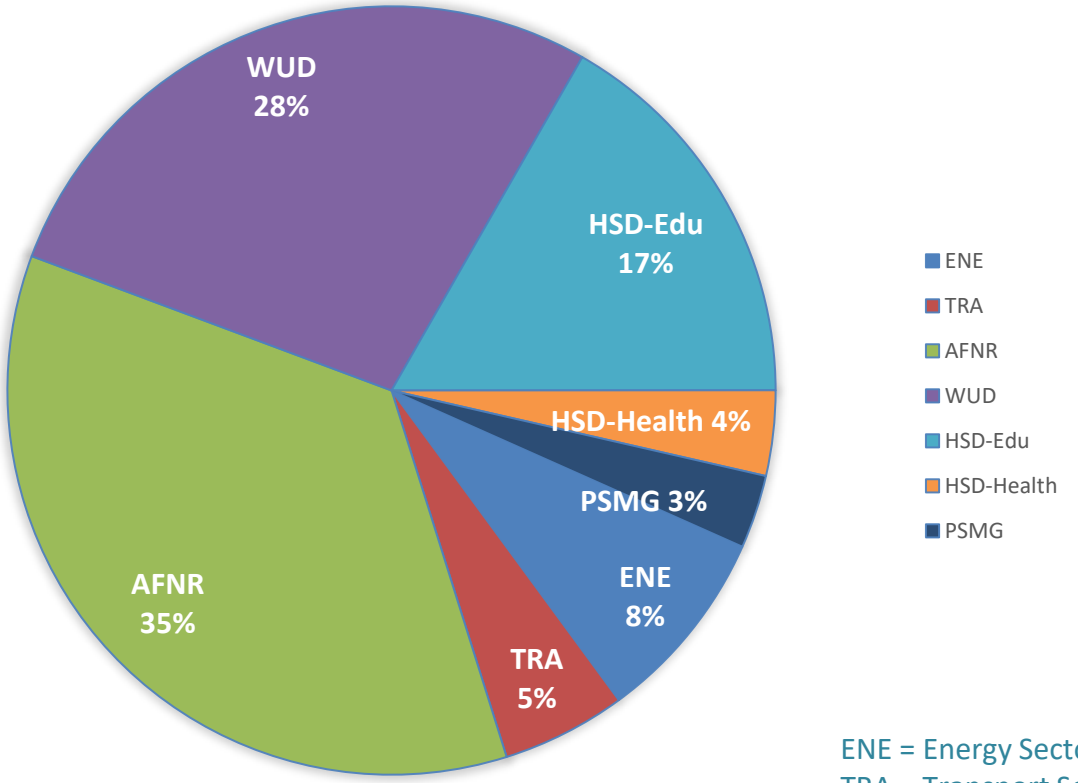
2027 Pipeline Sovereign Portfolio in Cambodia

No.	Official Title	Status	Budget (USD)
1	Climate Resilient and Water Security Cities Investment Program (Tranche 2)	2027 Pipeline	150,000,000
2	Energy Transition Sector Development Program (Subprogram 3)	2027 Pipeline	50,000,000
3	Flood and Drought Risk Management in Economic Pole 4	2027 Pipeline	263,000,000
4	Inclusive Sustainable Finance Development Program (Subprogram 2)	2027 Pipeline	50,000,000
5	Strengthening Governance for Service Delivery Program (Subprogram 2)	2027 Pipeline	40,000,000
5	**Pipleline 2027**		**553,000,000**

Active Sovereign Sector Allocation 30 Nov 2025

SECTORAL BREAKDOWN OF SOVEREIGN PORTFOLIO

NOVEMBER 2025



Sector	Amount	%
ENE	65	8.25%
TRA	41	5.23%
AFNR	278	35.50%
WUD	216	27.56%
HSD-Edu	131	16.70%
HSD-Health	28	
PSMG	24	3.09%
	783	96.34%

ENE = Energy Sector
TRA = Transport Sector
AFNR = Agriculture, natural resources and rural development
WUD = Water and other urban infrastructure and service
HSD = Human and Social Development
PSMG = Public sector management program

New Procurement Regulations: Merit Point Criteria

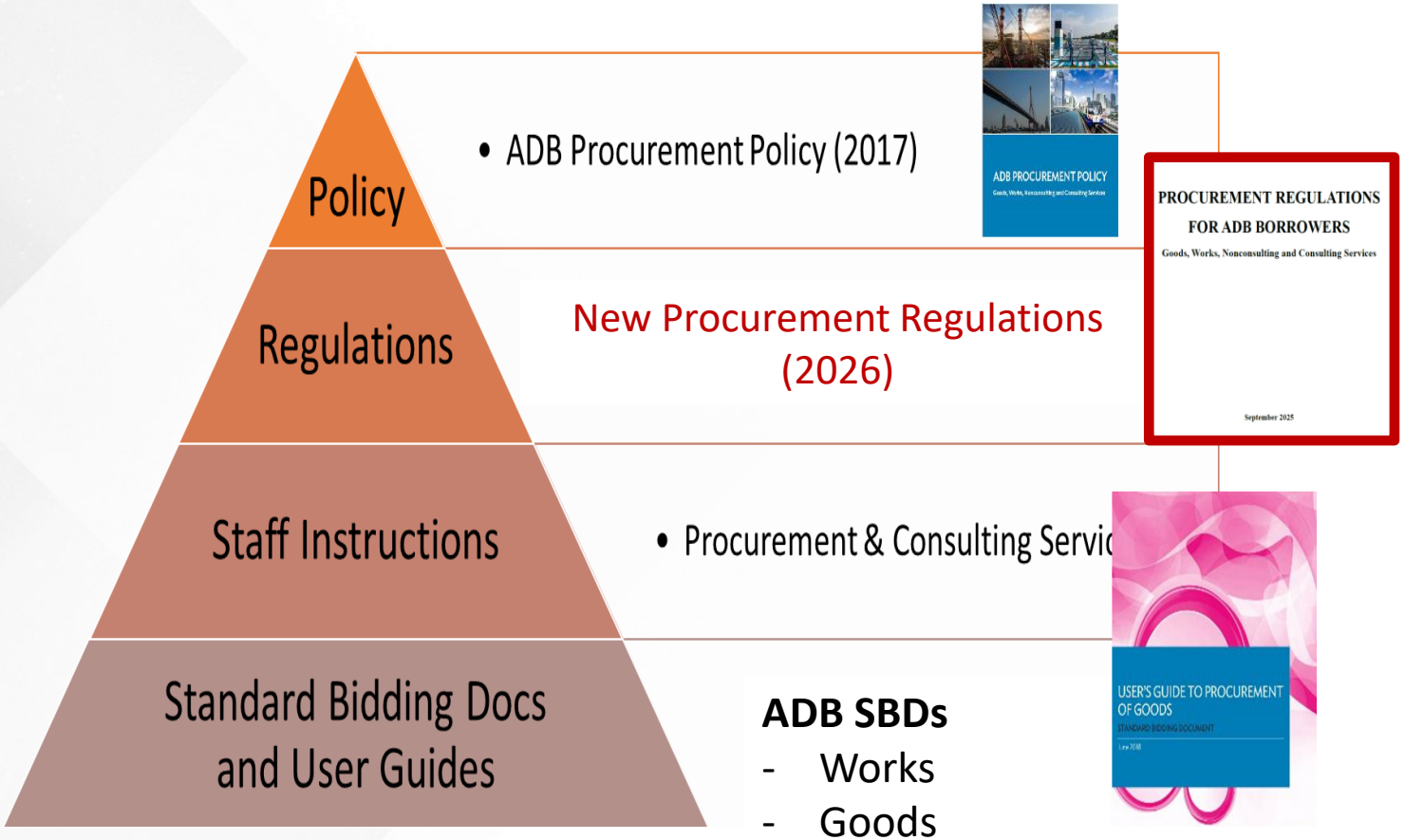
BUSINESS OPPORTUNITIES

Agenda

1. Introduction of MPC
2. MPC Provision in Bidding Document
3. Technical Factors and Weighting

Procurement Framework

ADB Procurement Framework



ADB SBDs

- Works
- Goods
- RFQ

Cambodia Procurement

2023: National Public Procurement Law

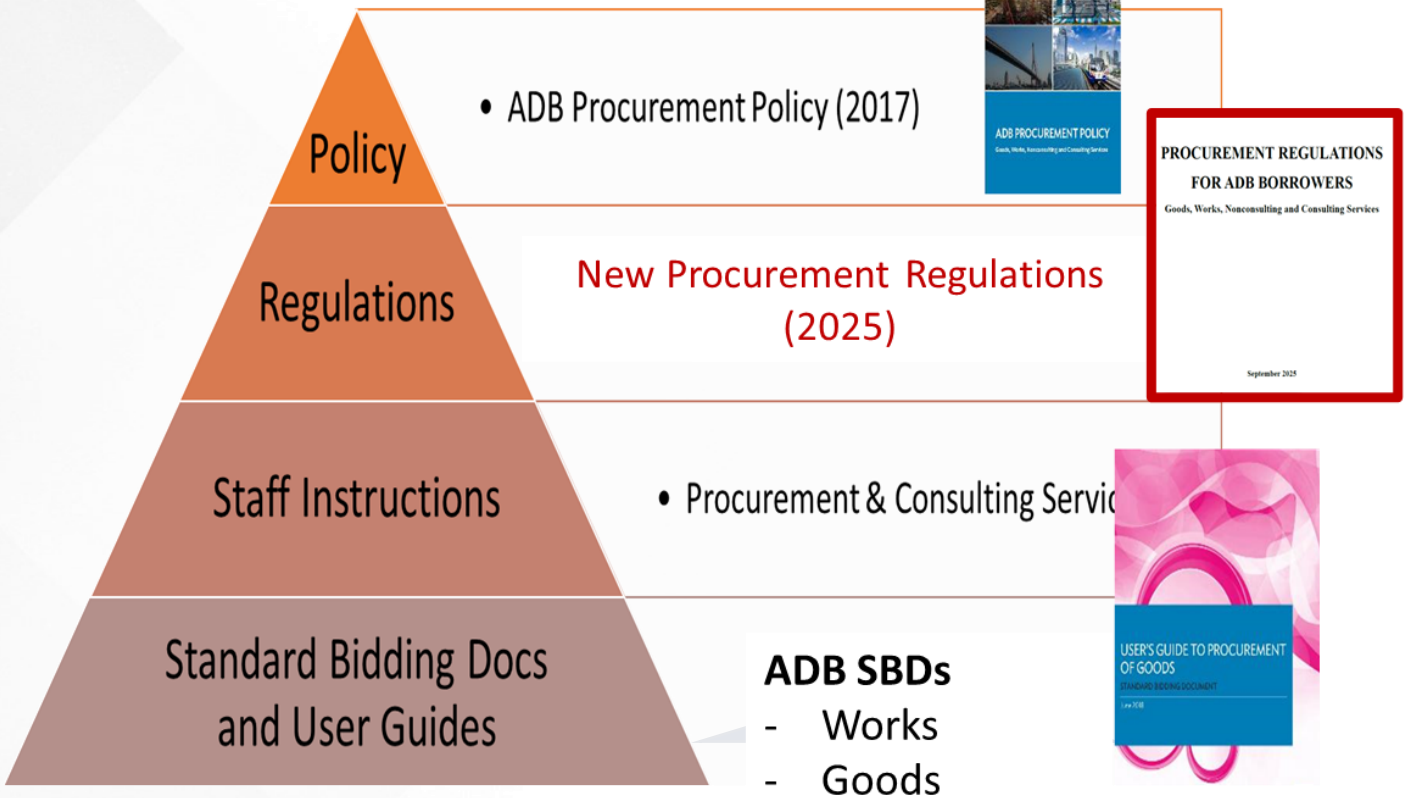
2019: Standard Operating Procedures (SOPs)

CAM SOP SBDs

- Works
- Goods
- RFQ

Bidding documents

ADB Procurement Framework



ADB SBDs
- Works
- Goods
- RFQ

Open Competitive Bidding with International Advertisement (ADB OCB - I)

Cambodia Procurement

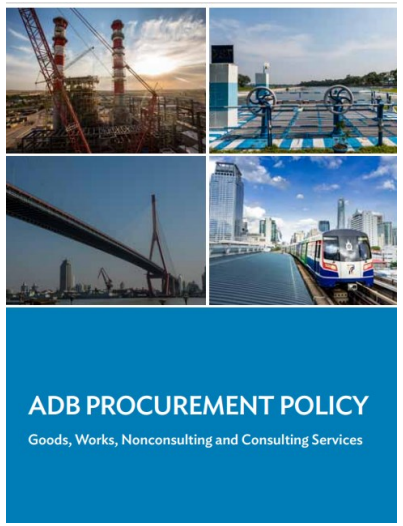
2023: National Public Procurement Law

2019: Standard Operating Procedures (SOPs)

CAM SOP SBDs
- Works
- Goods
- RFQ

Open Competitive Bidding with National Advertisement (ADB/WB OCB - N)

Procurement Policy

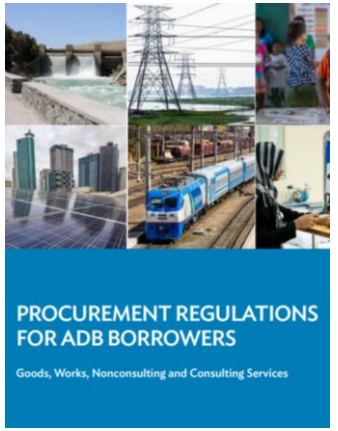


ADB's Core Procurement Principles

- Economy
- Efficiency
- Fairness
- Transparency
- Quality
- Value for money

Procurement Regulations (2017)

Procurement Directive (2026)



- Procurement Principles
  - Adhere to Core principles
- Fitness for Purpose
  - Appropriately reflect needs of the situation
- Eligibility
  - Funds are to be used for approved purposes only
- Development of Domestic Industry
  - Encouraged
- Integrity
  - Highest ethical standards
- Conflicts of Interest
  - Declare, address, mitigate
- Accountability
  - Expectoration of accountability to delivery

- Noncompliance
  - Non-compliance may result in impacts on funding
- Complaints
  - Raised appropriately and addressed objectively
- Alternative Procurement Arrangements
  - Approved alternative arrangements may be used
- E-procurement
  - Encouraged
- Procurement Plan
  - A procurement plan must be developed and show how the project procurement activities support the delivery of the project objectives

Procurement Directive: Objectives and Changes

Promote Innovation and Enhance Supplier Base	• Require early market engagement for international contracts. • Include competitive dialogue as a procurement method.
Improve Quality and Value for Money	• Require merit point criteria for contracts advertised internationally.
Foster Economic Growth and Local Development	• Mandate minimum local labor participation on internationally advertised construction contracts.
Reward Sustainable Procurement	• Provide incentives for environmental, social, economic & institutional considerations (job creation/skills development).
Align with new ADB Policy Architecture	• Change taxonomy (replace *Regulations* with *Directive*). • Place details at appropriate level (high-level in Directive; specifics in guidance notes and Staff Instruction).

2026 MPC Requirement

MPC Evaluation Method

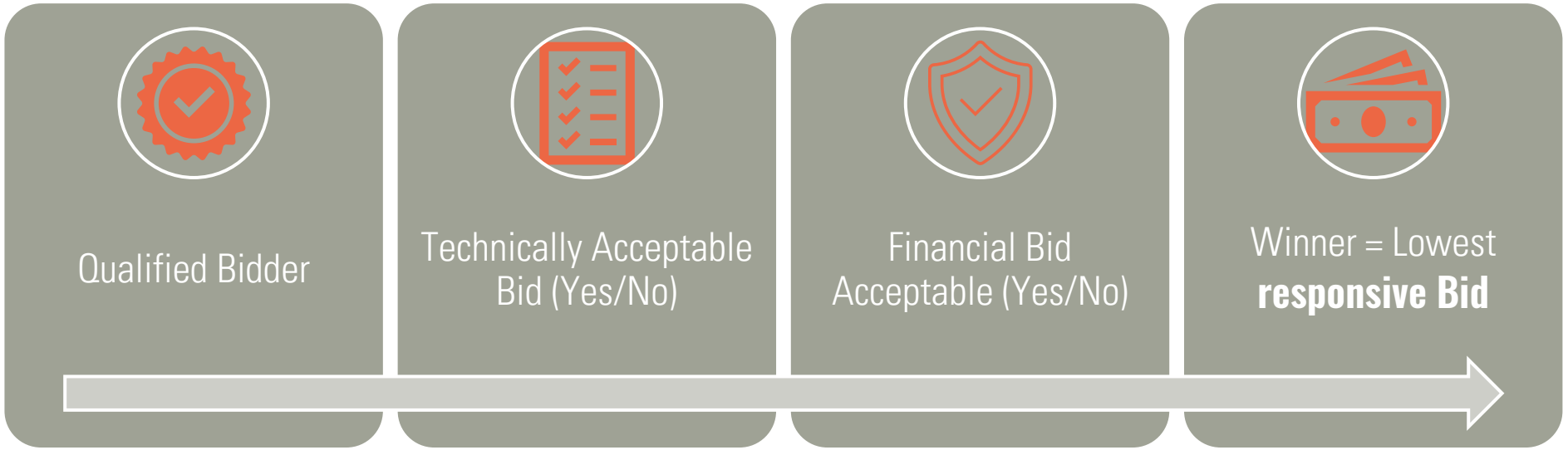
From January 2026, MPC evaluation (Scoring evaluation on Tech & Fin proposal) will be mandatory for all Internationally advertised Open Competitive Bidding procurements.

Technical Weighting Criteria

Technical weighting ranges from 10% to 60%, based on procurement risk and contract value.

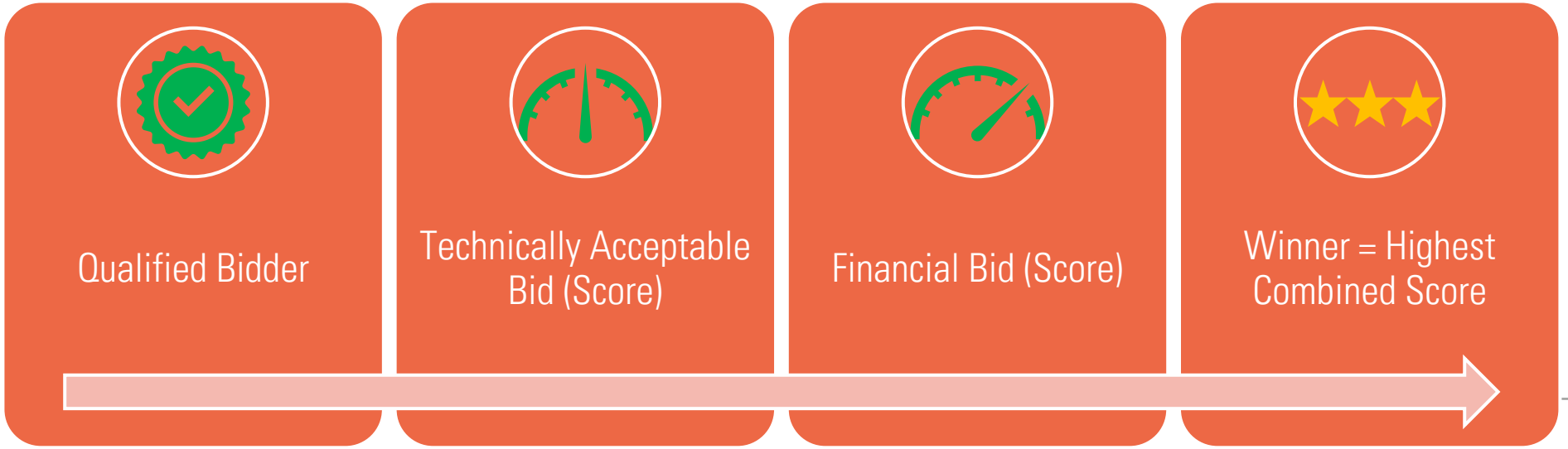
- **Sustainable Procurement Points:** ***Up to 25%*** of technical points can be allocated to sustainable procurement initiatives.
- **Local Labor and Job Creation:** At least **half** of labor used on international contracts must be local. Separately, ***up to 15%*** of MPC technical points for job creation and skills development.

What are the two key methods of evaluation?



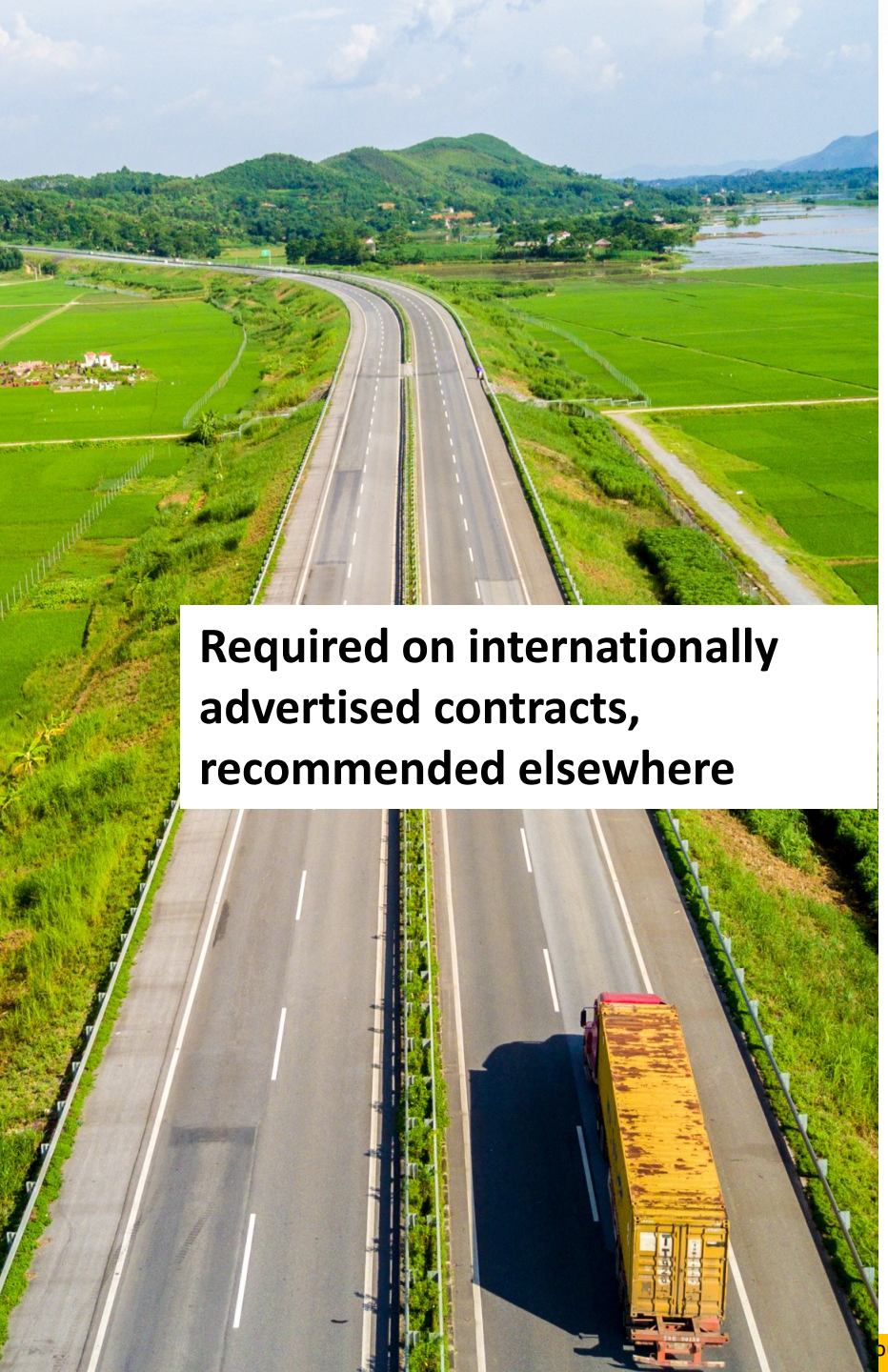
Lowest Evaluated Substantially Responsive Bid (LESRB)

Applicable: OCB-N packages



Merit Point Criteria (MPC)

Mandatory: OCB-I



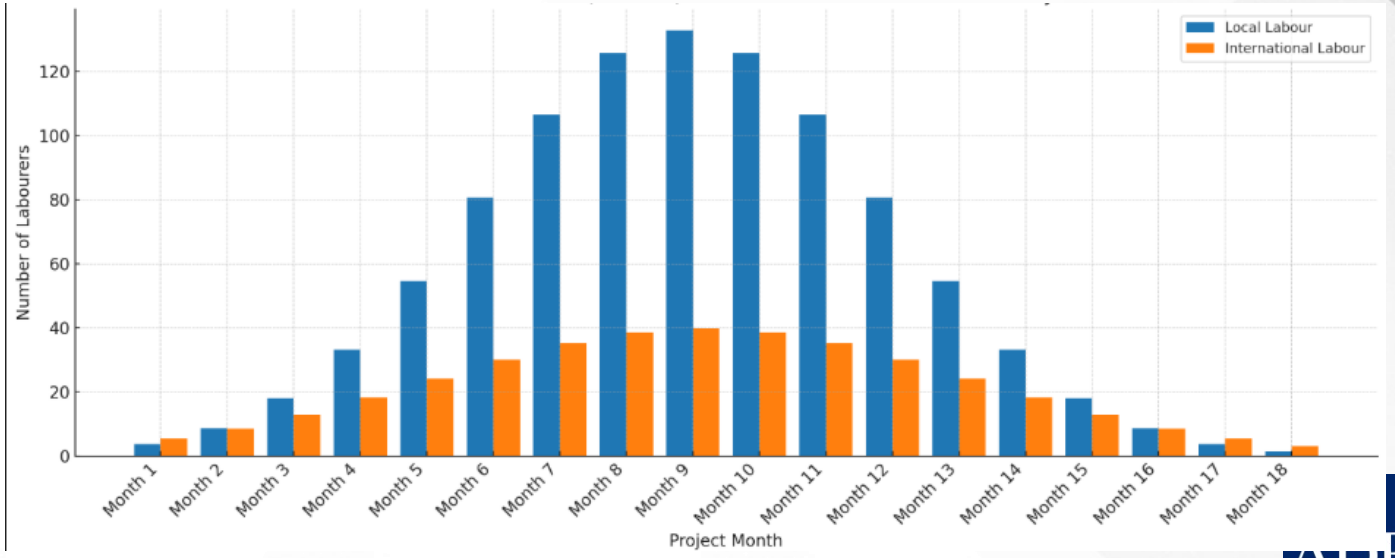
Required on internationally advertised contracts, recommended elsewhere

Local Participation

Qualification Criteria

- As a minimum, half of the workforce shall be local labor
- Lower threshold permitted in certain situations if justified in procurement strategy.
- Borrowers may give scoring benefits to contractors exceeding the minimum in MPC evaluations.

- **Calculation by person-days of inputs under the contract**



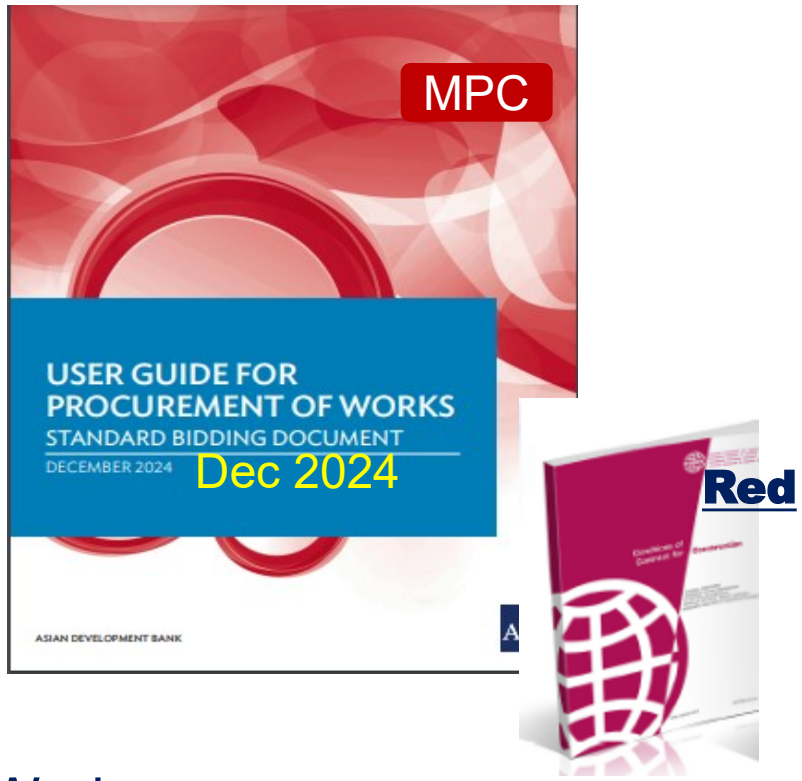
Early Market Engagement

Required for internationally advertised contracts to promote innovation and enhance the supplier base

Engage with the market before bidding

- Helps the borrower better understand market conditions and obtain feedback on requirements, risks, and costs.
- Provides opportunities to identify innovation and sustainability considerations.
- Raise awareness and stimulate interest from qualified suppliers.

ADB Standard Bidding Documents with MPC

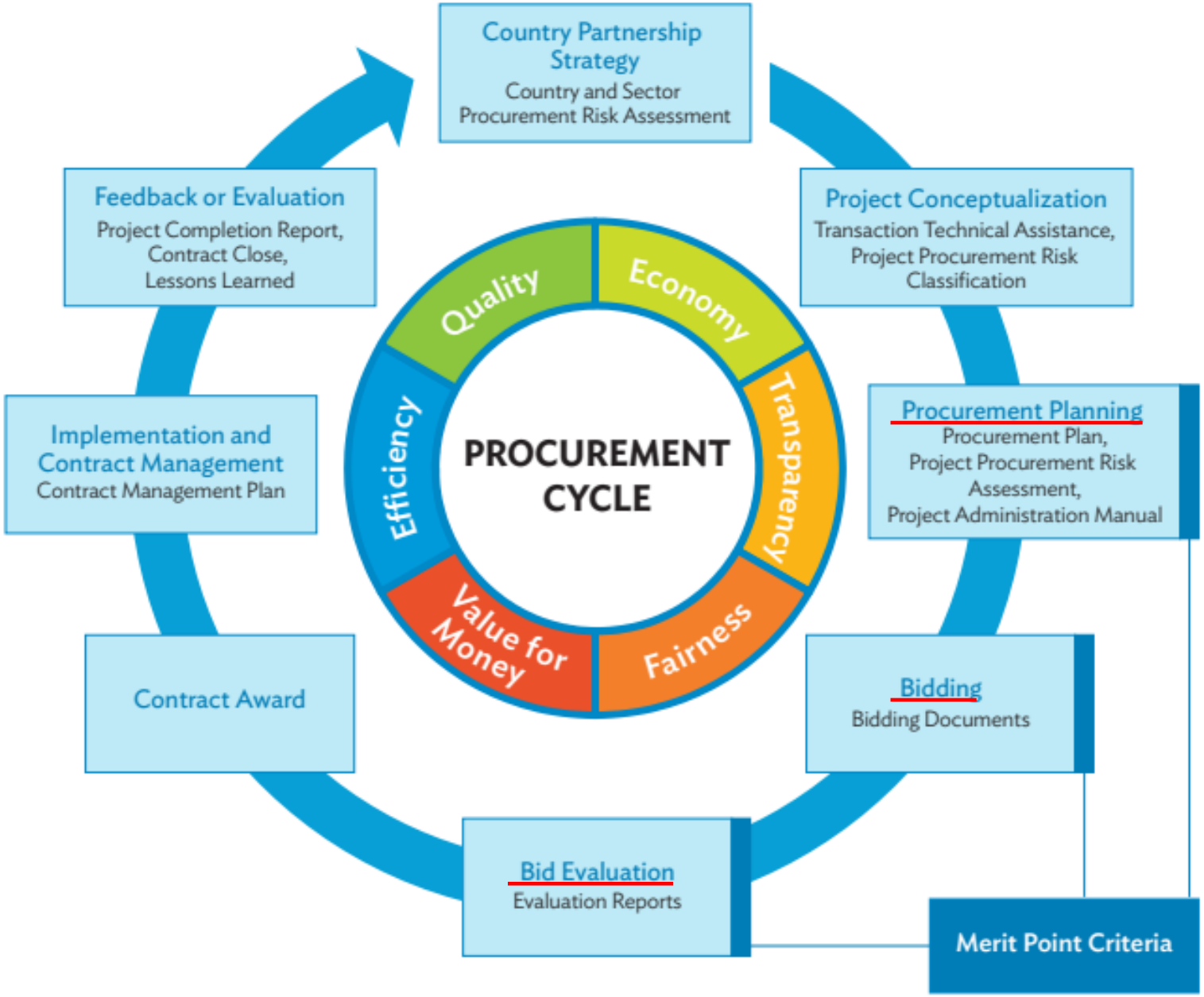


- Works
- FIDIC Red Book 2017
- Merit Point Criteria (MPC)

- Plant and Works (Design & Build)
- FIDIC Yellow Book 2017
- Merit Point Criteria (MPC)

https://www.adb.org/business/how-to/where-can-i-find-adbs-standard-bidding-documents

MPC in ADB Procurement Cycle



Strategic Procurement Planning (SPP)

- Fact Finding
- RRP, PAM
- Loan Nego

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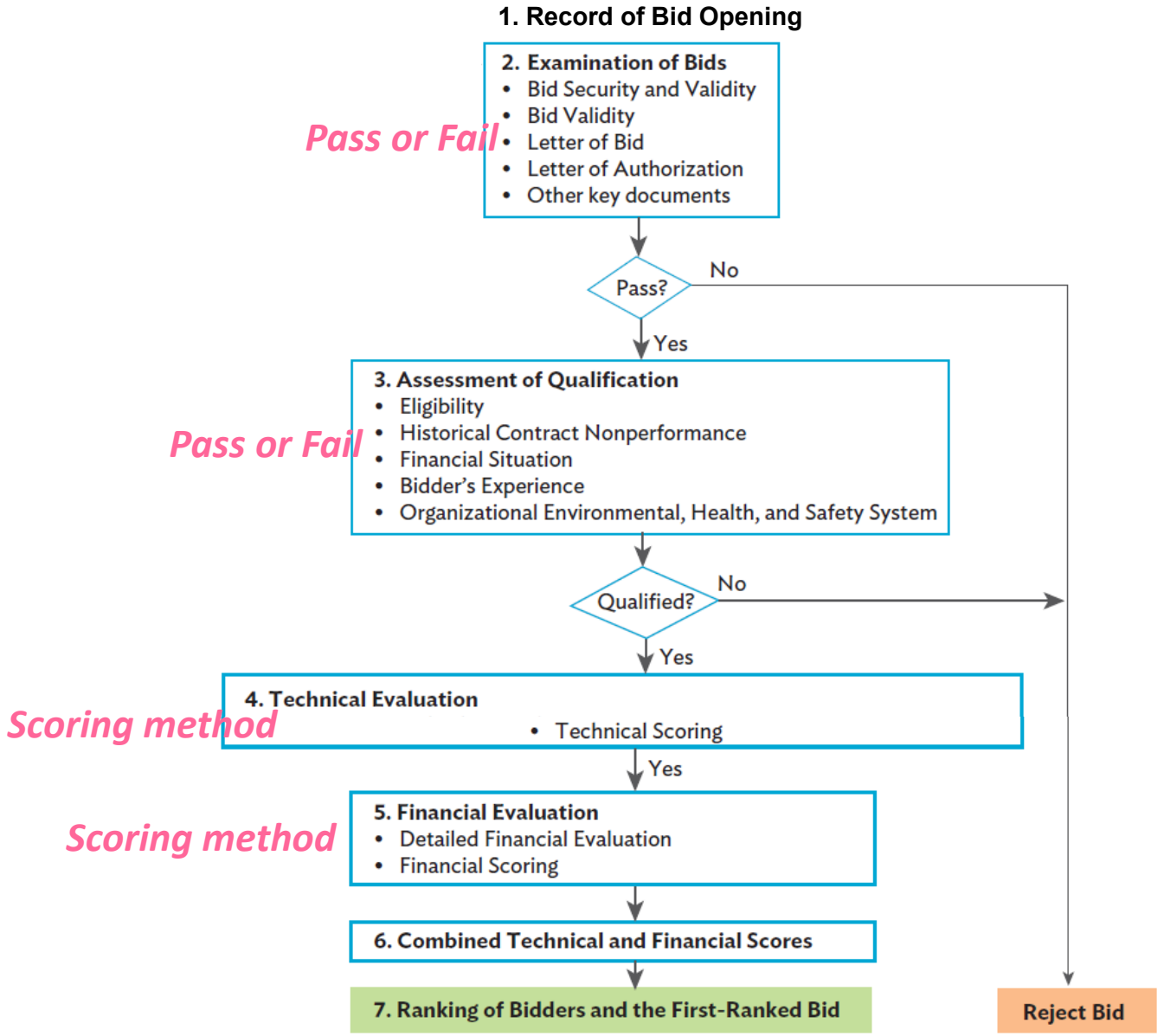
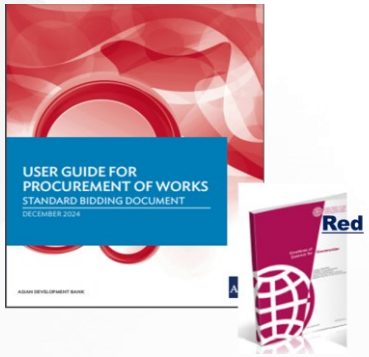
Sequence of MPC evaluation



Agenda

1. Introduction of MPC
2. MPC Provision in Bidding Document
3. Technical Factors and Weighting

Bidding Document



Standard Bidding Document

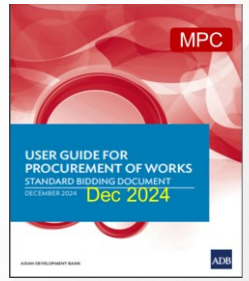
Section 1: Instructions to Bidders (ITB)
Section 2: Bid Data Sheet (BDS)
Section 3: Evaluation & Qualification Criteria (EQC)
Section 4: Bidding Forms (BDF) ***Tec proposal template, related to MPC***
Section 5: Eligible Countries (ELC)

MPC condition

Section 6: Employer's Requirements (Works & Plant)
Schedule of Supply (Goods) ***Employer's Requirement, related to MPC***

Section 7: General Conditions of Contract (GCC)
Section 8: Particular Conditions of Contract (PCC)
Section 9: Contract Forms (COF)

Section 1: Instructions to Bidders



34. **Technical Scoring**	34.1	Provided that a Technical Bid is substantially responsive in accordance with ITB 32.3, the Employer will proceed with the technical scoring of the Bids. The scores to be given to technical factors and sub-factors are specified in Section 3 (Evaluation and Qualification Criteria).
38. **Financial Evaluation**	38.1	After the detailed financial evaluation, the Employer will determine the financial score of the Bids using the formula and methodology specified in Section 3 (Evaluation and Qualification Criteria).
39. **Combined Technical and Financial Scores**	39.1	The Employer will proceed with the evaluation for each substantially responsive bid by combining the technical and financial scores using the weights specified in the BDS and as per the formula specified in Section 3 (Evaluation and Qualification Criteria). The Bid with the highest combined technical and financial score will be determined as the first-ranked Bid.

Section 2: Bid Data Sheet

ITB 38.1	The technical and financial weights to be used for the combined technical and financial scores will be as follows: T_{weight} = Technical weight being equal to [*insert a figure between 0 to 100*]. F_{weight} = Financial weight being equal to [*insert a figure between 0 to 100*]. The sum of technical and financial weights should be equal to 100.

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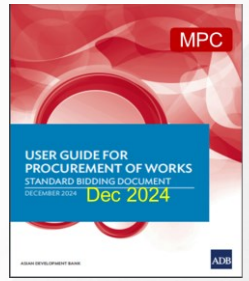
Section 3: Evaluation and Qualification Criteria



2. Evaluation

The evaluation methodology shall be based on a merit point criterion where scores are applied to the evaluation of the Technical Proposals and, thereafter, a combination of technical weighted score and financial weighted score is calculated using the weights specified in ITB 39.1.

The first-ranked bid is the one that:
(i) is substantially responsive to the bidding document, and
(ii) has the highest score of the combined technical and financial evaluation.

2.1 Technical Evaluation

2.1.1 Determination of Substantial Responsiveness

Prior to scoring the technical factors and/or sub-factors of the technical proposal, a determination of responsiveness shall be carried out in accordance with ITB 29 and ITB 32. This determination may include the verification of the following criteria:

Criteria	Compliance	Documents
Requirement	Single Entity or Joint Venture	Submission Requirements
Compliance to the requirement for a defined completion time (when no alternative completion time is allowed).	Must meet requirement without material deviation, reservation, or omission	Technical Proposal
Responsiveness of the bidder's Environmental, Health, and Safety Management Plan (EHSMP) to the requirements of the project Environmental Management Plan (EMP).	Must meet requirement without material deviation, reservation, or omission	Technical Proposal
Compliance to other sustainable procurement, if applicable.	Must meet requirement without material deviation, reservation, or omission	Technical Proposal
Other compliance requirements indicated in the bidding document.	Must meet requirement without material deviation, reservation, or omission	Technical Proposal

If the technical proposal is declared not substantially responsive to the requirements of the Bidding Document, the Bid shall be rejected, and it shall not be evaluated further. However, noncompliance with equipment requirements described in Section 6 (Works' Requirements) shall not normally be a ground for bid rejection, and such noncompliance will be subject to clarification during bid evaluation and rectification prior to contract award.

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2.1.4 Technical Scoring

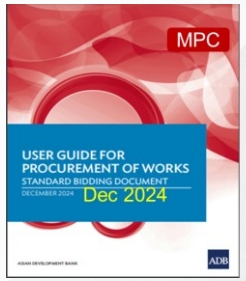
Technical Factors	Weightings (1)	Scores (2)	Weighted Score (1) x (2)
1. Approach and Methodology	70%	(max = 100)	T1
2. Key Personnel Qualifications	30%	(max = 100)	T2
TOTAL	100%		T

Evaluation of the Technical Factors

The number of points to be assigned for each sub-factor mentioned above shall be broken down as follows:

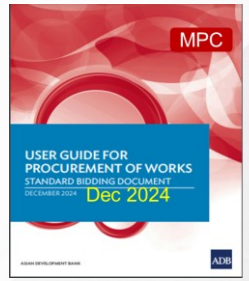
Evaluation of the Technical Factors (Approach and Methodology)

Technical Factors	Weightings (1)	Scores (2)	Weighted Score (1) x (2)
1. Approach and Methodology	70%	(max = 100)	T1
	Sub-Factor Weightings (1)	Score (2)	Weighted Score (1) x (2)
(i) Construction Management Strategy is clear and complete: supporting documentation provided, organization described, resources mobilized, list of activities, risks, and assumptions	15%	(max = 100)	
(ii) Construction methods for the key construction activities are clear and well-articulated with the construction management strategy	15%	(max = 100)	
(iii) Construction Schedule is detailed, realistic and in line with the Works' Requirements and proposed methodology	15%	(max = 100)	
(iv) Quality Assurance and Quality Control	10%	(max = 100)	
(v) Environment: the Environmental, Health, and Safety Management Plan (EHSMP)	20%	(max = 100)	
(vi) Anticipated Risks Evaluation: the main risks have duly been identified, assessed and relevant mitigation measures have been listed	15%	(max = 100)	
(vii) Personnel and Organizational chart are clear and relevant to perform the works	10%	(max = 100)	
Subtotal Score T1	100%		



Evaluation of the Technical Factors (Key Personnel Qualifications)

2. Key Personnel Qualifications	30%	(max = 100)	T2
	Sub-Factor Weightings (1)	Score (2)	Weighted Score (1) x (2)
(i) Project Manager • **General qualifications.** The staff must be a licensed professional in the assigned position. • **Total work experience.** Demonstrate minimum ___ [*insert number of years*] years in a similar position. • **Experience in similar work.** Demonstrate minimum ___ [*insert number of years*] years in similar work or comparable projects.	40%	(max = 100)	
(ii) Site engineer • **General qualifications.** The staff must be a licensed professional in the assigned position. • **Total work experience.** Demonstrate minimum ___ [*insert number of years*] years in a similar position. • **Experience in similar work.** Demonstrate minimum ___ [*insert number of years*] years in similar work or comparable projects.	20%	(max = 100)	
(iii) Material engineer • **General qualifications.** The staff must be a licensed professional in the assigned position. • **Total work experience.** Demonstrate minimum ___ [*insert number of years*] years in a similar position. • **Experience in similar work.** Demonstrate minimum ___ [*insert number of years*] years in similar work or comparable projects.	20%	(max = 100)	
(iv) Contract specialist • **General qualifications.** The staff must be a licensed professional in the assigned position. • **Total work experience.** Demonstrate minimum ___ [*insert number of years*] years in a similar position. • **Experience in similar work.** Demonstrate minimum ___ [*insert number of years*] years in similar work or comparable projects.	20%	(max = 100)	
Subtotal Score T2			
Technical Factors Score (T)	**T1 + T2**		



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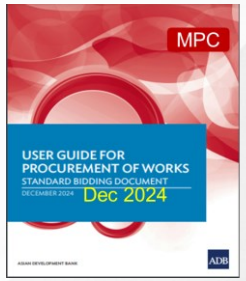
2.2 Financial Evaluation
2.2.1 Detailed Financial Evaluation



Prior to financial scoring, it is necessary to conduct a detailed price comparison on the following criteria described below in addition to the criteria

2.3 Combined Technical and Financial Scores

The combined score (CS) shall be calculated for each substantially responsive bid using the following formula:

The combined score (CS):

$$CS = \frac{T}{T_{high}} \times X + \frac{P_{low}}{P} (1 - X)$$

Where:
P = Each Bid Price
P_{low} = Lowest Bidder's Price
T = Each Technical score
T_{high} = Highest technical bidder's score
X = Technical weight (e.g., 40%)

<Sample>

Bidder A: Tec score: 95, Fin: $50 million
Bidder B: Tec score: 60, Fin: $39 million

Bidder A: 95/95 x 40% + 39/50 x 60% = 87
Bidder B: 60/95 x 40% + 39/39 x 60% = 85

Highest scored bidder win!

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Technical: Financial Ratio_ADB projects

RD	DMC	Sector	Project #	Project Name	Package Type	Package #	Package Name	Bid Method	If Option 2, Tech/Fin Ratio	Min Tech Threshold	Estimated Value (USDm)	Contract award price (USDm)	Contract Date	Contract year	Winning Bidder
PARD	FIJ	TRA	48141-001	Transport Infrastructure Investment Sector Project	Works	02C	FRA/TIISP/20-02C: Suva Arterial Road Upgrade Project 2C (SARUP 2C)	1S2E	70/30	70%	11.00	17.03	13/09/2021	2021	China Railway No.5 Engineering Group Co. Ltd
PARD	FIJ	TRA	48141-001	Transport Infrastructure Investment Sector Project	Works	14B	FRA/TIISP/20-14B: Queens Road Upgrading Project (QRUP B)	1S2E	70/30	70%	11.50	25.58	14/09/2021	2021	China Railway No.5 Engineering Group Co. Ltd
PARD	FIJ	TRA	48141-001	Transport Infrastructure Investment Sector Project	Works	19A	FRA/TIISP/19-19A: Kings Road Upgrading Project A (KRUP A)	1S2E	70/30	70%	15.10	22.72	29/03/2021	2021	Fletcher Building (Fiji) Ltd Trading as Higgins (Fiji)
PARD	FIJ	TRA	48141-001	Transport Infrastructure Investment Sector Project	Works	19B	FRA/TIISP/19-19B: Kings Road Upgrading Project B (KRUP B)	1S2E	70/30	70%	34.15	35.37	22/06/2021	2021	Fletcher Building (Fiji) Ltd Trading as Higgins (Fiji)
SARD	NEP	AFNRD	52195-001	Priority River Basins Flood Risk Management Project	Works	FF-01	FF-01: Flood Forecasting and Early Warning System	1S2E	50/50	75%	6.70	5.25	2/05/2022	2022	NARI Group Corporation
SARD	NEP	ENE	54107-002	Electricity Grid Modernization Project - Additional Financing	IT	B-2	B-2: Supply and Installation of Revenue Management System (RMS)	1S2E	60/40	60%	6.00	10.00	9/01/2023	2023	Longshine Technology Group Co. Ltd., China
EARD	PRC	AFNRD	50393-002	Gansu Internet-Plus Agriculture Development Project	IT	GD-01	NZ-GD-01: Supply of equipment and software development for overall agricultural socialized service platform	1S1E	65/35	60%	4.15	3.60	15/02/2023	2023	China Telecom Wanwei Information Technology Co., Ltd.
EARD	PRC	AFNRD	53053-001	Henan Xichuan Integrated Ecological Protection and Environment Improvement	IT	GS03-IT	ISC-GS03-IT: High-level technology package (Support and Business Application System Development and Integration)	1S1E	70/30	60%	1.70	1.27	30/12/2024	2024	Joint Venture of PIESAT Information Technology Co., Ltd., Aerospace Planning and Design Group Co., Ltd., Design
PARD	SOL	HSD	42291-026	Higher Education in the Pacific Investment Program Tranche 2	Works	ICB-01	Civil Works for Solomon Islands USP Campus Expansion	1S1E	70/30	70%	13.00	12.78	20/02/2020	2020	China Harbour Engineering Co. Ltd
SARD	SRI	HSD	50275-002	Science and Technology Human Resource Development Project	Works	KE-CW	KE-CW: Design and Construction of Buildings and Infrastructure Facilities for Faculty of Computing and Technology, University of	1S2E	25/75	70%	20.00	23.70	20/10/2020	2020	Maga Engineering Pvt. Ltd. and International Construction Consortium Pvt. Ltd.
SARD	SRI	HSD	50275-002	Science and Technology Human Resource Development Project	Works	RJ-CW	RJ-CW: Design and Construction of Buildings and Infrastructure Facilities for Faculty of Technology, Rajarata University of Sri	1S2E	25/75	70%	13.30	18.10	16/11/2021	2021	Maga Engineering Pvt Ltd
SARD	SRI	HSD	50275-002	Science and Technology Human Resource Development Project	Works	SJ-CW	SJ-CW Design and Construction of Buildings and Infrastructure Facilities for Faculty of Engineering, University of Sri	1S2E	25/75	70%	21.40	18.10	25/01/2021	2021	Sanken Construction Pvt. Ltd.
SARD	SRI	HSD	50275-002	Science and Technology Human Resource Development Project	Works	SB-CW	SB-CW: Design and Construction of Buildings and Infrastructure Facilities for Faculty of Technology, Sabaragamuwa University of	1S2E	25/75	70%	10.00	11.20	10/12/2020	2020	International Construction Consortium Pvt. Ltd.
SARD	SRI	TRA	49111-005	Railway Efficiency Improvement Project	IT	IT/01	REIP/ADB/JICB/IT/01 – Procurement of Island Wide Telecommunication System	2S2E	80/20	50%	15.00	9.67	16/11/2020	2020	Dialog Axiata PLC / Dialog Broadband
PARD	TON	TRA	53045-002	Fanga'uta Lagoon Crossing Project (Pipeline)	Works	CW-1	CW-1: Bridge and Road Civil Works (Rebid)	1S2E	70/30	70%	50.00	97.80	10/09/2025	2025	
PARD	TUV	TRA	54463-001	Strengthening Domestic Shipping Project	Goods	G1	G1: Procurement of passenger and cargo ship	1S2E	80/20	70%	27.50	23.28	7/12/2022	2022	Exeno Yamamizu Corporation
CWRD	KGZ	WUD	55250-001	Issyk-Kul Environmental Management and Sustainable Tourism	Works	CW1	Wastewater Treatment Plant, Pumping Stations PS2 and B-PS with associated Force Mains	1S1E	20/80	N/A	21.18	20.00	2/07/2025	2025	Lot 1: JV OLLC China Road and Bridge Corporation, Tianjin Rong Tai Water Co., Ltd. and
PARD	PNG	ENE	47356-002	Power Sector Development Project	Works	P-01 (Lo	Design, Supply, Installation and Commissioning of Transmission Line and Substation Works for Ramu, Port Moresby and Gazelle	1S1E	60/40	60%	26.00	25.90	8/08/2025	2025	JV of AG Investment Limited, JiangSu ZhenHuai Construction Group Co., Ltd. and Voltran
PARD	FSM	TRA	58014-001	Sustainable and Resilient Road Improvement Project	Works	SRIIP/CV	Reconstruction of Roads in Kosrae State (1 Lot)	1S1E	40/60	N/A	0.57	0.70	27/03/2025	2025	VCS Construction & Services
PARD	FSM	TRA	58014-001	Sustainable and Resilient Road Improvement Project	Works	SRIIP/CV	Reconstruction of Roads in Pohnpei State (2 Lots)	1S1E	40/60	N/A	1.62	1.85	27/03/2025	2025	VCS Construction & Services
PARD	FSM	TRA	58014-001	Sustainable and Resilient Road Improvement Project	Works	SRIIP/CV	Reconstruction of Genir Bridge in Yap State	1S1E	40/60	N/A	5.40	6.52	13/05/2025	2025	Shandong Hengyue Municipal Engineering Co Ltd
EARD	PRC	HSD	49309-002	Hubei Yichang Comprehensive Elderly Care Demonstration Project	IT	YC-ICT-	Elderly Care ICT Platform and Comprehensive Supervision Platform	1S1E	70/30	70%	0.51	0.47	7/03/2025	2025	Shenzhen Clife Intelligent Technology Co., Ltd.
EARD	PRC	HSD	49309-002	Hubei Yichang Comprehensive Elderly Care Demonstration Project	IT	YC-ICT-	Elderly Care Support Platform	1S1E	30/70	70%	2.21	1.91	11/03/2025	2025	Hubei Three Gorges Cloud Computing Center Co., Ltd.
EARD	PRC	WUD	48102-002	Qinghai Haidong Urban-Rural Eco Development Project	IT	HD-RUI-	Smart Operation Management Platform for Sanhe Town WTP	1S1E	80/20	50%	0.50	0.28	9/05/2025	2025	Shanghai Haocang System Control Technology Co., Ltd.
EARD	PRC	ENE	52230-001	Xiangtan Low-Carbon Transformation Sector Development Program	IT	G105-IC	Provision and installation of building energy management system (BEMS) at Xiangtan First Traditional Chinese Medicine Hospital	1S1E	80/20	60%	0.75	0.67	14/02/2025	2025	Nanjing Tiansu Automation Control System Co., Ltd.
EARD	PRC	ENE	52230-001	Xiangtan Low-Carbon Transformation Sector Development Program	IT	G206-IC	Provision and installation community-scale multi-energy and utility management system+sensor at Jiuhua industrial zone	1S1E	90/10	60%	4.54	1.79	5/11/2024	2024	JV of Xindi Energy Engineering Technology Co., Ltd. and Hunan Youliang Electronic Technology
EARD	PRC	ENE	52230-001	Xiangtan Low-Carbon Transformation Sector Development Program	IT	G207-IC	Development, provision, installation and commissioning of environmental monitoring and assessment system	1S1E	80/20	60%	3.61	2.86	28/09/2024	2024	China Mobile Communications Group Hunan Co., Ltd.
EARD	PRC	ENE	52230-001	Xiangtan Low-Carbon Transformation Sector Development Program	IT	G203-IC	Provision and installation of BEMS for 200 public buildings and sensors	1S1E	80/20	60%	5.73	4.80	21/07/2025	2025	China Mobile Communications Group Hunan Co., Ltd.
SARD	IND	HSD	53277-002	Assam Skill University Project	IT	IT 01	IT 01 : Procurement of " ASU Digital Campus Platform"	1S2E	70/30	70%	1.56	1.99	11/03/2025	2025	M/s Silicon Techlab Private Limited, Odisha
EARD	PRC	HSD	49309-002	Hubei Yichang Comprehensive Elderly Care Demonstration Project	IT	YC-ICT-	Institutional Elderly Care Platform	1S1E	70/30	70%	1.15	1.07	15/03/2025	2025	JV of China Mobile System Integration Co., Ltd. and Shenzhen Clife Intelligent Technology Co.
EARD	PRC	AFNRD	53050-001	Hunan Xiangxi Rural Environmental Improvement and Green Development Project	Works	OP21XX	Construction of a research and development center	1S1E	30/70	60%	1.98	1.92			JV of Zhongqing Construction Engineering Group Construction Group Co., Ltd., Hunan Agriculture and Forestry Industry Surveys and Design Institute

Price Sensitivity by Tec: Fin Ratio

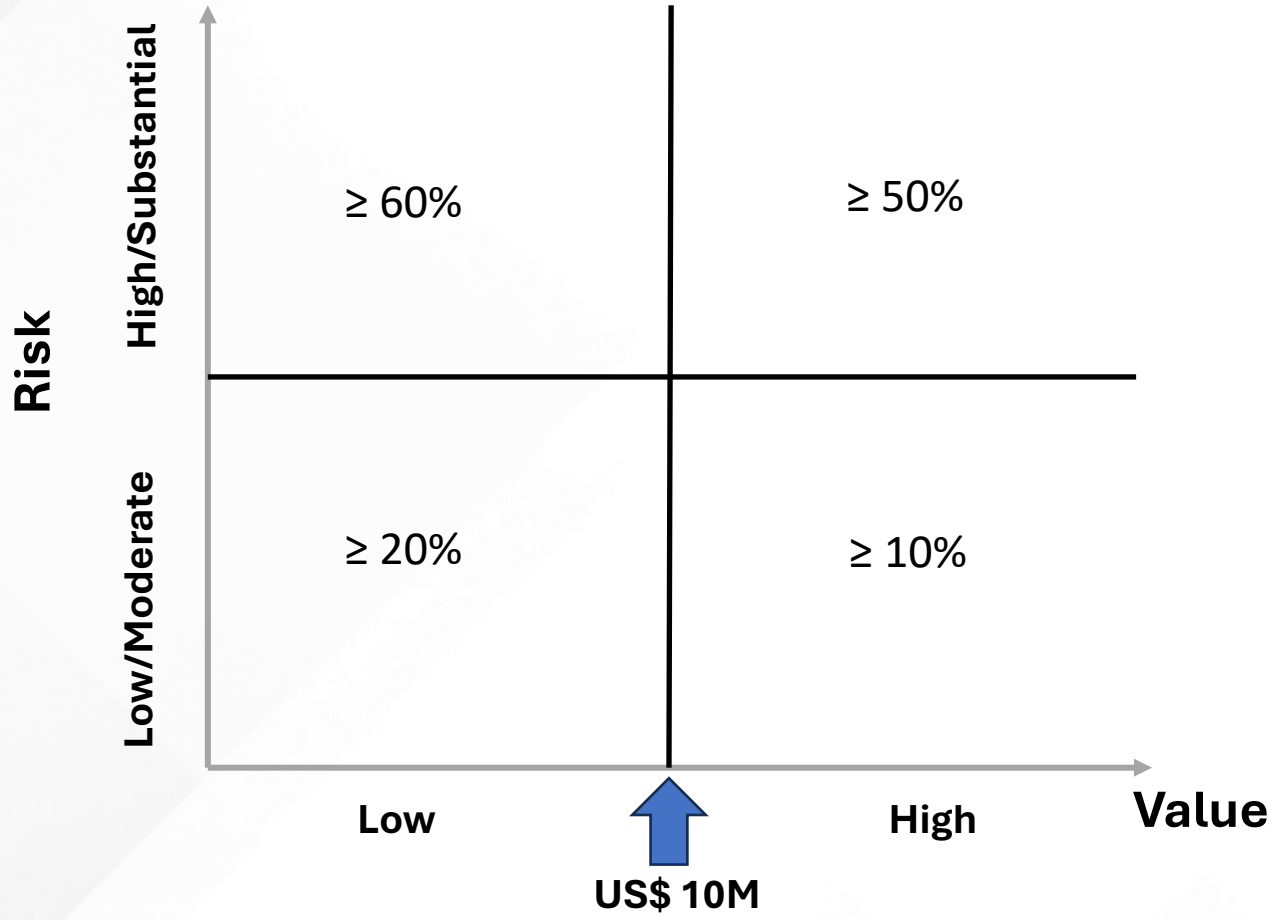
The combined score (CS):

$$CS = \frac{T}{T_{high}} \times X + \frac{P_{low}}{P} (1 - X)$$

Company A		***Company B***
70/90 * X + 20/20 * (1 - X)	=	90/90 * X + 20/**P** * (1 – X)

		Company A		Company B	
Tec	Fin	Low Tec score	Bid price ($ M)	High Tec score	Bid price **P** ($ M)
70%	30%	70	$20	90	
60%	40%				
50%	50%				
40%	60%				
30%	70%				
20%	80%				
10%	90%				

Technical: Financial Ratio



Minimum Threshold is based on Procurement Risk and Value

Contract valued at $10M and above is considered as High Value for weighting purposes

Procurement Risk is assessed based on Procurement Risk Framework.

Procurement Risk Classification

Risk Rating	Procurement Capacity	Market Condition	Contract Complexity	Contract Size	Implementation Environment
Low	• Borrower has experienced staff with recent track record in contracts of similar scale or complexity • Stable resources and staffing levels (minimal turnover) • Well-established procurement systems (policies, processes and procedures, structures or tools and technology) • Consistent, timely, and compliant performance on past contracts, demonstrating the ability to deliver without additional support	• Broad, competitive market with multiple capable bidders available • Price stability observed against established estimates • Stable and reliable supply chains • Minimal market volatility or risk of external disruptions	• Use of bidding documents involving straightforward procurement methods • Minimal customization to existing ADB standard bid documents • Low transaction costs (time, effort, resources), easy coordination, and minimal governance risks	• Contract value is less than 5% of the total project cost, or below $20 million, whichever is lower	• Stable, predictable implementation conditions (no major uncertainties) • Straightforward coordination with minim environmental constraints or stakehold involved (e.g. government agencies, lo authorities, providers, donors) • No major external dependencies or site constraints affecting execution • All necessary permits, utilities, and logi arrangements are in place before contr award
Moderate	• Generally adequate capacity, with some experience gaps in contracts of similar scale or complexity • Some staff turnover or limited exposure in specific areas • Functional procurement systems with occasional inefficiencies or process gaps • May require limited, targeted support to maintain compliance with ADB procedures	• Competitive market with several capable bidders, though the supplier base is somewhat concentrated • Occasional fluctuations in prices or demand (some market volatility) • Supply chains are mostly reliable, subject only to minor disruptions or delays • Moderate overall volatility (shows some sensitivity to external changes, but it remains manageable)	• Bidding documents involving procurement methods with some customization or additional coordination needs[1] • May require extra steps such as supplier prequalification or multi-envelope bid procedure • Slightly higher transaction and governance burden than low risk (more steps, but still routine)	• Contract represents 5-10% of total project cost or $20-40 million, whichever is lower	• Some external dependencies exist (e.g few third-party stakeholders or minor ut relocations required) • Limited site access issues or environm constraints that are routine and manageable (standard site conditions) • A generally conventional implementatic environment with no unusual challenge • Potential schedule impacts can be mitigated through proper planning and engagement of stakeholders
Substantial	• Limited exposure to contracts of similar scale or complexity • Staffing constraints or insufficient experience in key functions • Notable weaknesses or lack of integration in procurement systems • Requires structured technical and/or oversight support for	• Limited competition, with only a few capable bidders available • Price volatility makes it difficult to generate accurate cost estimates. • Supply chains are prone to disruption or price volatility due to external dependencies • Noticeable risk of cost escalation or	• Complex or specialized bidding documents involving procurement methods requiring adaptation of technical requirements or procedures • May involve multiple procurement stages, customized documents, or advanced contract forms	• Contract represents 10-25% of total project cost or $40-80 million, whichever is lower	• Multiple stakeholders or agencies require coordinated approvals and ongoing alignment • Complex permitting requirements or environmental constraints (traffic management, limited work hours, etc.) • Use of specialized methods or significant geotechnical challenges, with some

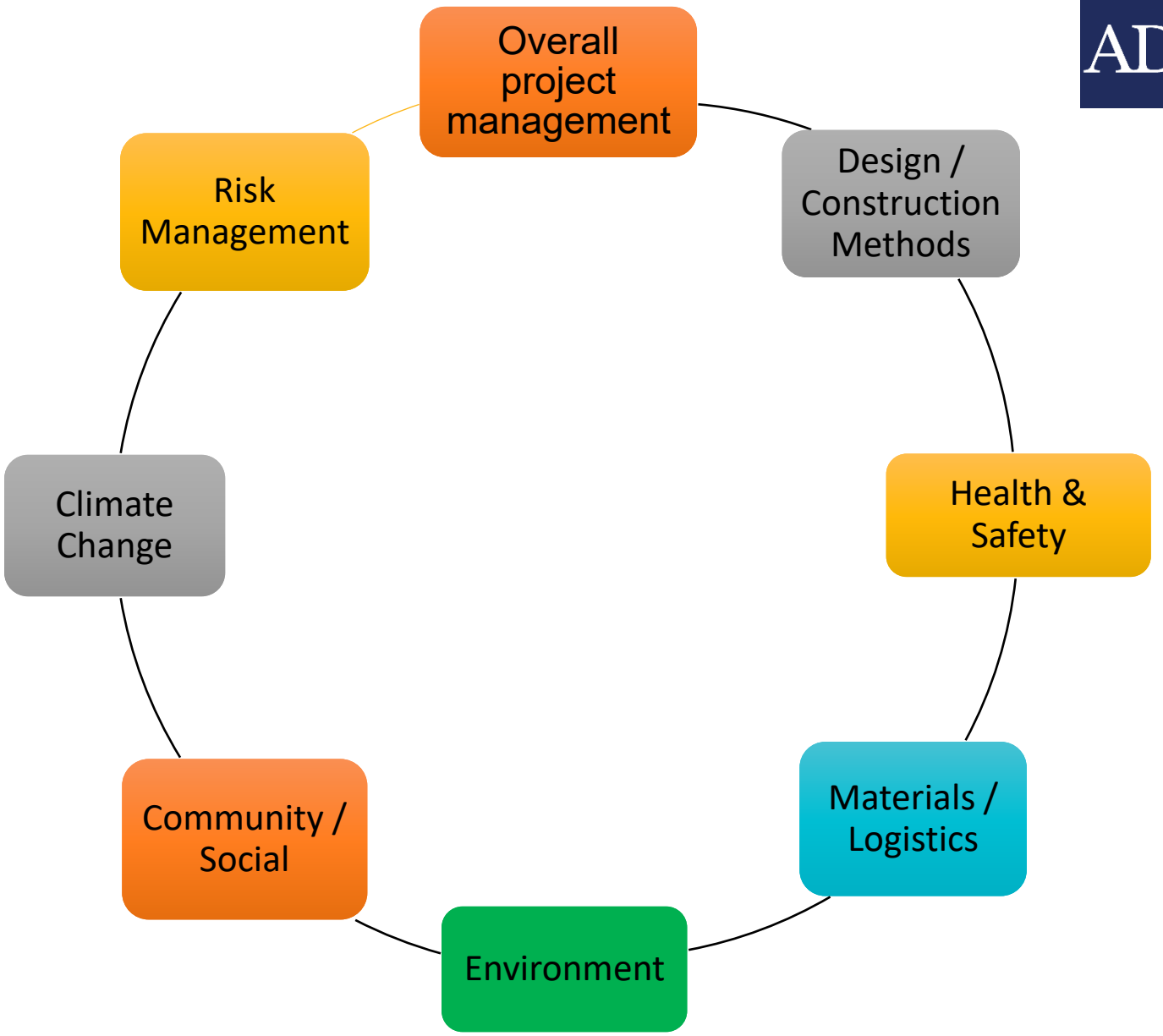
Agenda

1. Introduction of MPC
2. MPC Provision in Bidding Document
3. Technical Factors and Weighting

What Factor will Be Selected under MPC?

- Factor shall cover the topics and components of the project.

- In general, we should avoid "experience and qualifications" being included in MPC, since they are already evaluated in "Qualification Criteria".



Sample:
Technical Evaluation Factor

Technical Factors	Weightings (1)	Scores (2)	Weighted Score (1) x (2)
1. Approach and Methodology	70%	(max = 100)	T1
2. Key Personnel Qualifications	30%	(max = 100)	T2
TOTAL	100%		T

No.	Evaluation Criteria	
1	**Site Organization**	20
	(i) Organization Chart	
	(ii) Key Personnel	
2	**Method Statement (Example)**	40
	(i) Bored pile construction	
	(ii) Supply, fabrication, delivery, and erection of structural steel	
	(iii) Supply, fabrication, delivery, and erection of pre-cast concrete	
	(iv) Method of proper fit-up of prefabricated and pre-cast elements during assembly	
	(v) Roadway construction	
	(vi) Existing bridge dismantling, demolition, and salvage	
3	**Mobilization Schedule and Construction Schedule**	20
	Mobilization Schedule	
	Construction Schedule	
4	**Environmental Compliance**	10
	Environmental compliance requirements and monitoring measurements	
	Coordination with environmental authorities	
5	**Quality Assurance Program**	5
	Quality Assurance Program	
6	**Safety Program**	5
	Safety Program	
		100

EXAMPLE Factors: Bangladesh Water Sector Project (ADB)

1. Approach and Methodology

(i) Design Methodology

(ii) Construction Method

(iii) Design and Construction Schedule

(iv) Quality Assurance and Quality Control

(v) Environmental, Health, and Safety Management Plan

(vi) Personnel and Organizational Chart

2. Key Personnel Qualifications

(ii) Construction Method

Technical Proposal requirement No.[1]	Requirement	Method of evaluation	Maximum score[2]
1	Work methodology (WM) 1 – GPR survey	scored	**10**
2	Work methodology (WM) 2 – design of pipelines	scored	**12.5**
2.1	*pipe route selection and long section*	*scored*	*(10)*
2.2	*determination of pipe diameter*	*scored*	*(2.5)*
3	Work methodology (WM) 3 – logistics	scored	**10**
3.1	*Location of storage yards*	*scored*	*(5)*
3.2	*Sizing of storage yards*	*scored*	*(5)*
4	Work methodology (WM) 4 – pipeline installation	Scored	**20**
4.1	*trench support system, butt fusion welding of HDPE pipes, culvert crossings*	*scored*	*(10)*
4.2	*schematic diagram of working corridors*	*scored*	*(10)*
5	Work methodology (WM) 5 – railway track crossing by trenchless technique	scored	**20**
5.1	*trenchless construction equipment*	*scored*	*(2.5)*
5.2	*schematic layout of working corridor*	*scored*	*(5)*
5.3	*monitoring and correction of settlement*	*scored*	*(5)*
5.4	*ground support mechanism*	*scored*	*(2.5)*
5.5	*dewatering and ground water control*	*scored*	*(2.5)*
5.6	*assessment of key risks*	*scored*	*(2.5)*

EXAMPLE Factors: Philippines Railway Project (ADB)

1. Approach and Methodology

(i) Design Methodology

(ii) Construction Method

(iii) Design and Construction Schedule

(iv) Quality Assurance and Quality Control

(v) Environmental, Health, and Safety Management Plan

(vi) Personnel and Organizational Chart

2. Key Personnel Qualifications

(ii) Construction Method

Sub-Criteria & α	Checklist	Data to be Provided in Order of Importance
1.2.3.2.1 Overall Approach *	☐ 1.2.3.2.1	Based upon the Bid programme, the site layout and the various facilities that will be provided, the Bidder shall explain his general overall approach to the Project and his intended utilisation of the site areas, including temporary access and haul roads.
1.2.3.2.2 Earth Works for Cut and Cover ***	☐ 1.2.3.2.2.1 ☐ 1.2.3.2.2.2 ☐ 1.2.3.2.2.3 ☐ 1.2.3.2.2.4 ☐ 1.2.3.2.2.5 ☐ 1.2.3.2.2.6 ☐ 1.2.3.2.2.7	Details of earth retaining works and subsequent Details of Management, Supervision and Quality Assurance Full details of equipment/method and manpower that will be used Details of compacting fill surrounding station structure Environmental considerations A window extracted from the Bid Programme showing Earth works for Cut and Cover in great Method of watertable control if necessary
1.2.3.2.3 Construction for Station Structure ***	☐ 1.2.3.2.3.1 ☐ 1.2.3.2.3.2 ☐ 1.2.3.2.3.3 ☐ 1.2.3.2.3.4 ☐ 1.2.3.2.3.5 ☐ 1.2.3.2.3.6	Details of Management, Supervision and Quality Assurance Method statement for Builders Works generally, including details of sequence of construction and Architectural Finishes. Details of proposed equipment / plants / materials including concrete and steel Method statement of water-proofing for the underground structure including materials A window extracted from the Bid Programme showing the station construction in greater detail. Method statement for preparatory works and setting

Weighting of Criteria

Identification of Criteria

List the relevent critieria (as discussed in the previous section)

Understanding Stakeholder Perspectives (Engineering Contract Administration, Finance)

Gather inputs from stakeholders involved in the project.

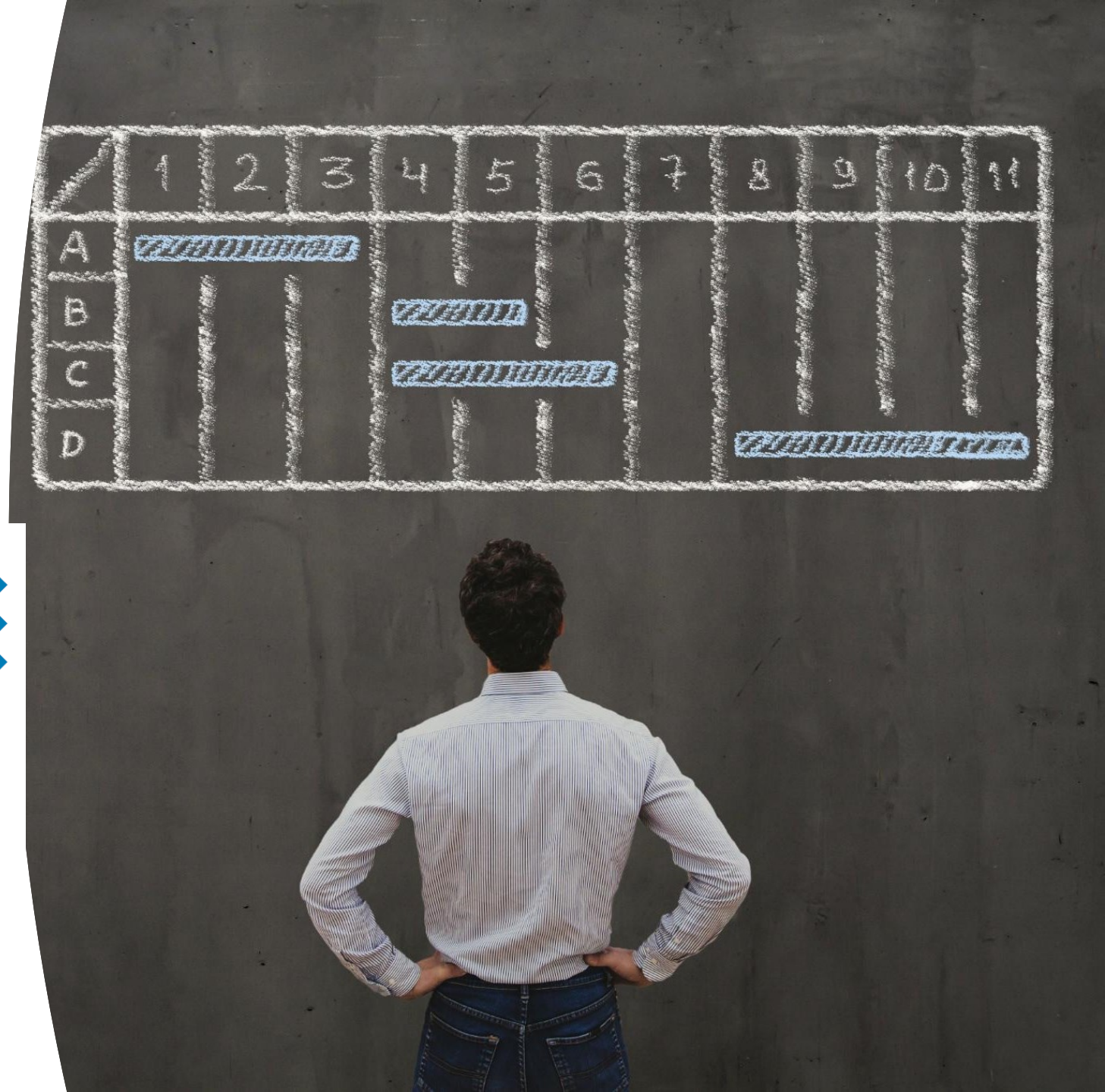
Different stakeholders might have varying perspectives on the importance of criteria based on their roles and interests.

Weighting

Rank or rate the criteria based on their perceived importance.

Methods:

(1) Pairwise comparision
(2) Ranking
(3) Rating scales



How to calculate the weighting?

- Weighting can be developed for criteria and/or for sub-criteria.
- Most weight on the categories or criterion with the highest importance, and the lowest weight for criterion or categories with the least importance.

No.	Criteria	Total Category Weighting	Subcategory Weighting
1	**Programming**	**10**	
1a	Overall Project Schedule		2
1b	Design Schedule		2
1c	Mobilization Schedule		6
2	**Methodology—Groundworks**	**27**	
2a	Subsoil Preparation		2
2b	Backfill		11
2c	Piling		14
3	**Methodology—Station Construction**	**43**	
3a	Foundation Design		15
3b	Architectural Design and Methodology		15
3c	Accessibility Design		13
4	**Contractors Health and Safety**	**15**	
4a	Health and Safety Plan		7
4b	Emergency Procedures		8
5	**Environmental Management**	**5**	
5a	Fuel Management		3
5b	Waste Materials Management and Recycling		2
	Total	**100**	**100**

Rank Sum Weight Method

The initial ranking is carried out by the formula shown below. In this example, Rank 1 is assigned the highest weight, whereas Rank 5 is assigned the lowest.

The formula.

$$\frac{2(n+1-r)}{n(n+1)} x\ 100$$

r = rank, n = total number of criteria

Source: Stillwell et al.

Foe example,
Rank 1 weighting: 2 (5+1-1) / 5 (5+1) x 100 = 33
Rank 2 weighting: 2 (5+1-2) / 5 (5+1) x 100 = 27

		RANK AND WEIGHT METHOD
	Criteria	Ranking[a]
1	**Programming**	**Rank 3**
1a	Overall Project Schedule	Rank 3-2
1b	Design Schedule	Rank 3-1
1c	Mobilization Schedule	Rank 3-3
2	**Methodology – Groundworks**	**Rank 2**
2a	Subsoil preparation	Rank 2-3
2b	Backfill	Rank 2-2
2c	Piling	Rank 2-1
3	**Methodology – Station Construction**	**Rank 1**
3a	Foundation Design	Rank 1-1
3b	Architectural design and methodology	Rank 1-2
3c	Accessibility design	Rank 1-3
4	**Health and Safety**	**Rank 4**
4a	Health and Safety Plan	Equal rank
4b	Emergency Procedures	Equal rank
5	**Environmental Management**	**Rank 5**
5a	Fuel management	Equal rank
5b	Waste materials management and recycling	Equal rank
	Total	

Further adjustment of weighting

Several team members involved in a project can participate in the ranking process, and consensus ranking can be agreed by using an average or through moderation

	Criteria	RANK AND WEIGHT METHOD Ranking[a]	Total Weight[b]	Subweight[b]
1	**Programming**	**Rank 3**	**20**	
1a	Overall Project Schedule	Rank 3-2		6.7
1b	Design Schedule	Rank 3-1		10.0
1c	Mobilization Schedule	Rank 3-3		3.3
2	**Methodology – Groundworks**	**Rank 2**	**27.0**	
2a	Subsoil preparation	Rank 2-3		4.5
2b	Backfill	Rank 2-2		9.0
2c	Piling	Rank 2-1		13.5
3	**Methodology – Station Construction**	**Rank 1**	**33.0**	
3a	Foundation Design	Rank 1-1		16.5
3b	Architectural design and methodology	Rank 1-2		11.0
3c	Accessibility design	Rank 1-3		5.5
4	**Health and Safety**	**Rank 4**	**13.0**	
4a	Health and Safety Plan	Equal rank		6.5
4b	Emergency Procedures	Equal rank		6.5
5	**Environmental Management**	**Rank 5**	**7.0**	
5a	Fuel management	Equal rank		3.5
5b	Waste materials management and recycling	Equal rank		3.5
	Total		**100.0**	

Further Adjustment

Step 1 - Assign Overall Weight	Step 2 - Assign Subweight
10	
	6
	2
	2
25	
	5
	5
	15
45	
	15
	15
	15
15	
	10
	5
5	
	3
	2
100	100

Final criteria with calculated weighting

Why calculation?

- There is a logic behind it.
- Not arbitrary.
- Not biased.
- Experts input.

No.	Criteria	Total Category Weighting	Subcategory Weighting
1	**Programming**	**10**	
1a	Overall Project Schedule		2
1b	Design Schedule		2
1c	Mobilization Schedule		6
2	**Methodology—Groundworks**	**27**	
2a	Subsoil Preparation		2
2b	Backfill		11
2c	Piling		14
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3b	Architectural Design and Methodology		15
3c	Accessibility Design		13
4	**Contractors Health and Safety**	**15**	
4a	Health and Safety Plan		7
4b	Emergency Procedures		8
5	**Environmental Management**	**5**	
5a	Fuel Management		3
5b	Waste Materials Management and Recycling		2
	Total	**100**	**100**

Questions?