

Opportunities for Think-tanks, Academia and centers of excellence

Commercial Opportunities

Partnerships

Experts' Pool

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Asian Development Bank
**BUSINESS
OPPORTUNITIES**
III F A I R III





Panelists

- Galiya Ismakova, Principal Procurement Specialist, Operations Services Division 2
- Muhammad Ehsan Khan, Advisor and Head, Unit for Institutional Coordination, Budget, Personnel and Management Systems Department
- Mr. K.E. Seetha Ram, Knowledge Sharing and Services Center, Sustainable Development and Climate Change Department



Partnerships

One of the 10 priorities in the Medium Term Review of Strategy 2020 is financial resources and partnerships, which ADB will continue to strengthen in order to leverage knowledge, expertise, and funding.

What are the opportunities?

- Commercial opportunities (Consulting Guidelines would apply)
 - 1) competing with commercial consulting firms for assignment in which Academia, think-tank or center of excellence might have competitive advantage. Method of selection would change from QCBS to QBS or FBS to remove possible cost advantage of non-commercial entity
 - 2) competing with similar type of organizations – Methods of selection does not need to change from originally proposed
 - 3) Single source selection – based on unique qualifications of the organization

What are the opportunities

- Partnership agreements (Consulting Guidelines do not apply)
 - 1) No legal obligations are created (example – MOU with Microsoft to promote use of ICT in Asia Pacific)
 - 2) Legal obligations are created to develop and deliver joint program. Joint nature of the program extends to joint efforts and joint financing.

Knowledge partnerships

Outlook.com - gismakova x ADB-UNESCO-IHE Knowle x http://www.adb.org/news x http://www.adb.org/publi x Galiya

adb-knowledge-partnership.unesco-ihe.org/adb-unesco-ihe-knowledge-partnership

ADB UNESCO-IHE Knowledge Partnership

Asian Development Bank - UNESCO-IHE

- **ADB-UNESCO-IHE Knowledge Partnership**
- About the Partnership
- Proposal Format
- Open Calls
- 4th Asia-Netherlands Water Learning Week
- 3rd Asia-Netherlands Water Learning Week
- Projects

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ADB-UNESCO-IHE Knowledge Partnership

Introduction

In 2011, a partnership agreement was signed between the Asian Development Bank and UNESCO-IHE Institute for Water Education.

This partnership, which will initially run for 33 months, will manage a fund of 2.5 million USD, made available from the ADB-administered Netherlands Trust Fund under the Water Financing Partnership Facility.



The aim of this partnership agreement is to support water operations in ADB's Developing Member Countries (DMCs) by providing expert guidance during project preparation and implementation, and on developing and implementing Education, Training and Capacity Development to support Knowledge Networking programs and to strengthen regional Knowledge Networking among (DMC) clients, partners

EN 9:08 PM 16/03/2016

Knowledge partnerships

RELEASE: Asian Development Bank and World Resources Institute Launch New Knowledge Partnership

Climate Energy Food Forests Water Sustainable Cities BUSINESS ECONOMICS FINANCE GOVERNANCE

Enter a term

RELEASE: Asian Development Bank and World Resources Institute Launch New Knowledge Partnership

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[Asia](#)

TOPICS:
[Climate](#), [WRI Ross Center for Sustainable Cities](#)

PRESS RELEASE - September 08, 2015 | [Twitter](#) | [Facebook](#) | [LinkedIn](#) | [More](#)

New collaboration will support sustainable and inclusive economic growth across Asia

WASHINGTON/MANILA (SEPTEMBER 9, 2015)— Today, the [Asian Development Bank](#) (ADB) and [World Resources Institute](#) (WRI) announced a new knowledge partnership to support Asian economies on their path to inclusive and environmentally sustainable growth.



“Asia has many of the most vibrant and rapidly developing countries in the world.

EN 8:57 PM 16/03/2016



Offers of free services - considerations

- Free of remuneration?
- Out of pocket expenses coverage
- Pursuit of commercial opportunities
- Conflict of interest



Under consideration

- Development of partnership agreements templates (currently bespoke)
- Research grants

Useful links

- www.adb-asianthinktanks.org/
- <http://adb-knowledge-partnership.unesco-ihe.org/adb-unesco-ihe-knowledge-partnership>
- www.adb.org/news/events/knowledge-partnership-forum-innovation-resilient-and-smart-communities
- www.adb.org/publications/guidelines-knowledge-partnerships
- www.adb.org/documents/cooperation-between-asian-development-bank-and-nongovernment-organizations
- www.adb.org/publications/adb-deepening-cooperation-civil-society-2014
- <http://www.adb.org/sites/default/files/publication/179080/adb-brief-52-deepening-cooperation-cs-2014.pdf>
- <http://www.adb.org/news/events/knowledge-partnership-forum-innovation-resilient-and-smart-communities>