



BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

8th ADB Business Opportunities Fair

The ADB Procurement System: Consultants

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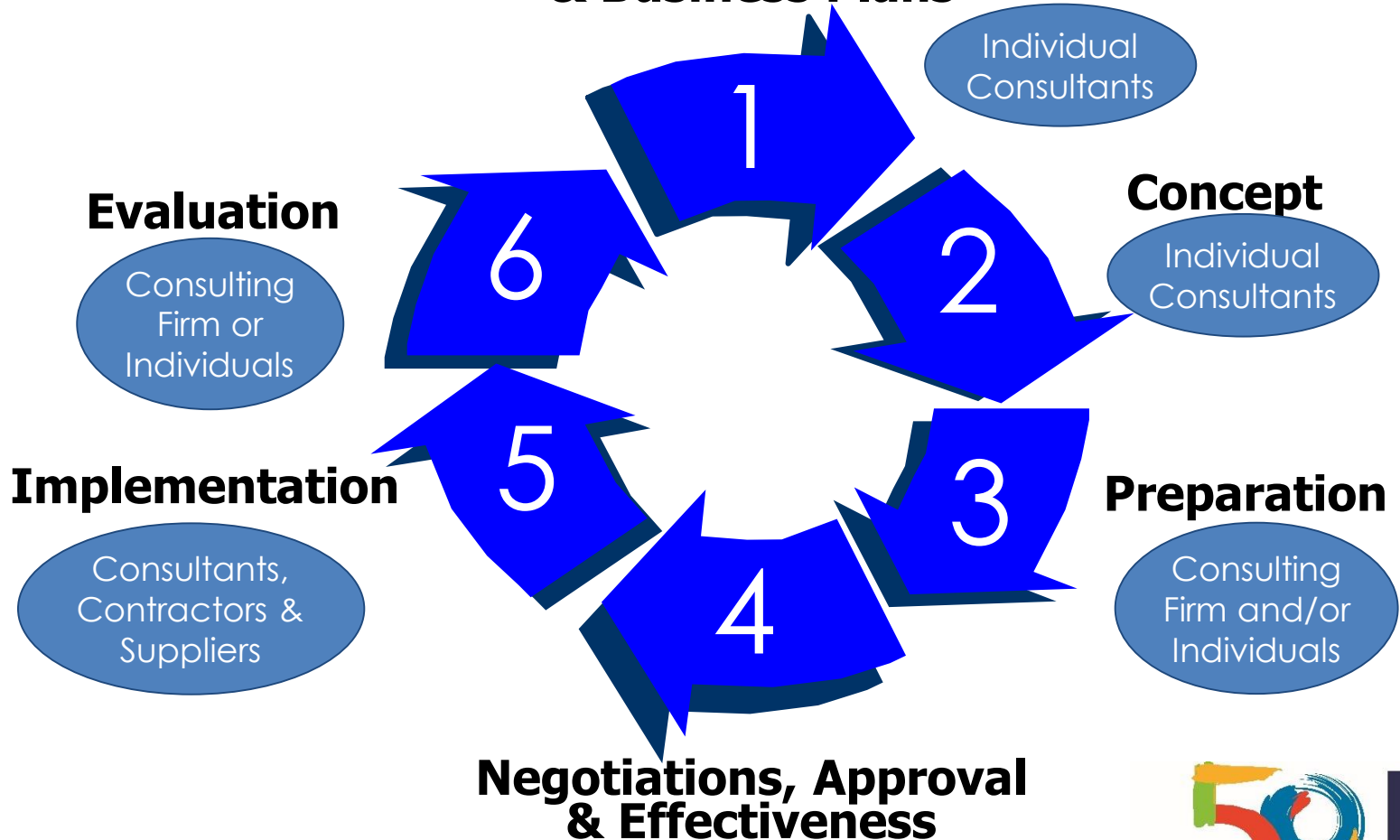
22 March 2017

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When are Consultants needed?

Country Partnership Strategy & Business Plans



Who ADB works with?

- Firms
- Individuals –
National vs international
- NGOs / CSOs
- Research institutes
- Foundations, centers of excellence
- Professional organizations

Most ADB projects rely on Consultants and Contractors

ADB Procurement

ADB Role

- ADB (under TAs) or Borrower select and recruit Consultants
- The Borrower (Executing Agency) is responsible for procurement of goods and works
- ADB reviews the procurement activities of EAs to ensure compliance with ADB Guidelines

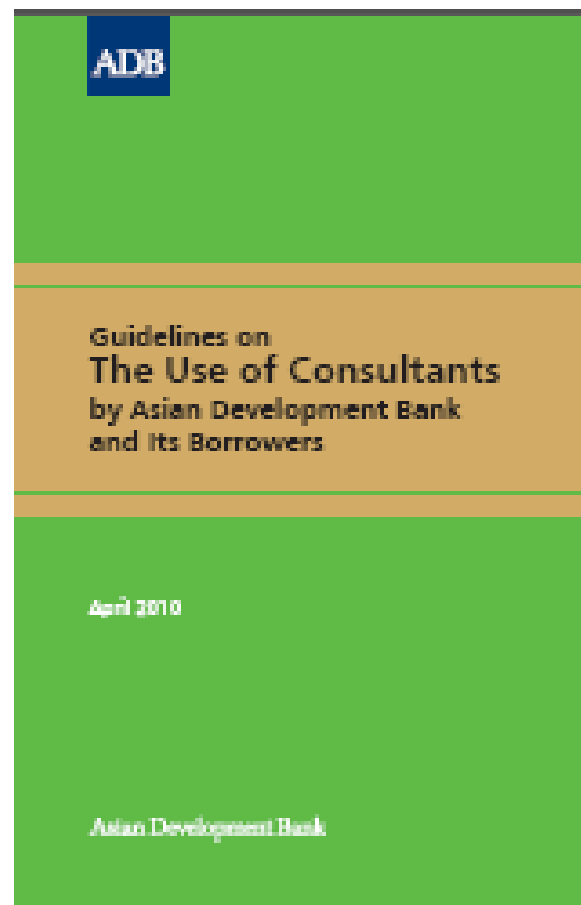


Consulting Services Guidelines

Policies and procedures on the selection, contracting and monitoring of consultants

Fundamental Principles

- Eligibility & Conflicts of Interest
- Transparency
- Fairness
- Economy and Efficiency
- Promotion of Domestic Industries



Locations to consider for Business Development

- Papua New Guinea, Timor Leste and other Pacific States
- Afghanistan
- Mongolia
- Cambodia
- Pakistan

Energy Sector Business Opportunities

Examples of consulting expertise required for Projects/TAs:

- Urban planners
- Clean energy development specialists/engineers
- Power management, transmission and distribution engineers
- Institutional specialists (utility operations managers)
- PPP and project finance specialists
- Economic and financial analysts
- Safeguards specialists – environment, gender, resettlement



Finding ADB Business Opportunities Using CMS

File Edit View History Bookmarks Tools Help

CMS Home | Asian Developme... x +

https://uxdm206.adb.org/OA_HTML/adb/adbpos/jsp/ADBCMSLogin.jsp?langCode=US

Most Visited Yahoo UNOPS GPRS CTBTO e-Recruitment... CMS

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms FAQs ConsultantTutor

Welcome to the Asian Development Bank's Consultant Management System (CMS)

Consultants are encouraged to join ADB's pool of experts and fulfill the bank's consulting needs. CMS allows consultants to register online and participate in consulting opportunities.

Register
Who can register in CMS?

- Individual Consultants
- Consulting Firms
- Executing Agencies

Search Consulting Opportunities

View Shortlisted Firms

Login for Registered Users

- Consultant / EA
- ADB Staff

Need Help?
For inquiries, please email cmshelp@adb.org.

Asian Development Bank
Headquarters: 6 ADB Avenue, Mandaluyong City 1550, Metro Manila, Philippines

CMS Terms and Conditions
Browser compatibility
Recommended browser settings

<http://cms.adb.org>

Finding ADB Business Opportunities

The screenshot shows the ADB Business Opportunities website. The browser address bar displays <https://www.adb.org/site/business-opportunities/main>. The website header includes the ADB logo (50th Anniversary), navigation links (About ADB, News & Events, Data & Research, Publications, Countries, Projects, Focus Areas, ADB Institute), and a search bar. The main content area features a 'Business Opportunities' section with a 'Main' menu and a 'Business Opportunities Fair 2017' spotlight. Below this are sections for 'Operational Procurement' and 'Institutional Procurement', each with sub-sections and descriptive text. Red arrows are overlaid on the page: two on the left menu, one on the 'Operational Procurement' section, and one on the 'Institutional Procurement' section.

<http://www.adb.org/site/Business-Opportunities/main>



Finding ADB Business Opportunities

Consulting Services

The screenshot shows the ADB Consultant Management System interface. At the top, there is a navigation bar with links for Home, Consulting Opportunities, Shortlisted Firms, FAQs, and ConsultantTutor. Below this is a search bar with a search button and a reset button. The main content area is titled "Consulting Opportunities" and "Consulting Services Recruitment Notices (CSRN)". It provides a detailed description of the CSRN service and a search filter interface. The search filter interface is divided into four main sections: "By Country", "By Sector", "By Eligibility of Consultant Country", and "By Engagement Period". Each section has a "Select All" and "Select None" link. The "By Country" section lists various countries with their respective counts. The "By Sector" section lists various sectors with their respective counts. The "By Eligibility of Consultant Country" section lists "Open to Member Countries Only" and "Non-Member Countries Allowed". The "By Engagement Period" section lists various time periods with their respective counts. There are also sections for "By Consultant Source", "By Consultant Type", and "By Budget Amount". A search button and a reset button are located at the bottom right of the search filter interface.

Search

By Country [Select All](#) | [Select None](#)

- Regional (51)
- Afghanistan (2)
- Armenia (1)
- Azerbaijan (1)
- Bangladesh (5)
- Bhutan (3)
- Cambodia (11)
- China (19)
- Fiji (1)
- Georgia (1)
- India (2)
- Indonesia (4)
- Kazakhstan (1)
- Kyrgyz Republic (3)
- Lao People's Democratic Republic (5)
- Maldives (1)
- Mongolia (5)
- Myanmar (4)
- Nepal (12)
- Pakistan (2)
- Papua New Guinea (1)
- Philippines (17)
- Singapore (1)
- Sri Lanka (1)
- Tajikistan (3)
- Thailand (1)
- Tonga (1)
- Uzbekistan (3)
- Vanuatu (2)
- Viet Nam (15)

By Sector [Select All](#) | [Select None](#)

- Agriculture, natural resources and rural development (12)
- Education (16)
- Energy (15)
- Finance (6)
- Health (10)
- Industry and trade (9)
- Information and communication technology (2)
- Multisector (2)
- Public sector management (28)
- Transport (11)
- Water and other urban infrastructure and services (13)
- Uncategorized (24)

By Expertise

Enter the exact text to further filter your search by expertise

By Eligibility of Consultant Country [Select All](#) | [Select None](#)

- Open to Member Countries Only (147)
- Non-Member Countries Allowed (1)

By Consultant Source [Select All](#) | [Select None](#)

- International (65)
- National (83)

By Consultant Type [Select All](#) | [Select None](#)

- Firm (46)
- Individual (102)

By Engagement Period [Select All](#) | [Select None](#)

- Less than 3 months (12)
- 3 months to 1 year (97)
- More than 1 year (38)

By Budget Amount [Select All](#) | [Select None](#)

- Less than \$100,000 (110)
- \$100,000 to \$199,999 (10)
- \$200,000 to \$299,999 (3)
- \$300,000 to \$399,999 (4)
- \$400,000 to \$499,999 (3)
- \$500,000 to \$599,999 (4)
- \$600,000 to \$699,999 (1)
- \$700,000 to \$799,999 (0)
- \$800,000 to \$899,999 (3)
- \$900,000 to \$999,999 (0)
- \$1,000,000 to \$1,500,000 (4)
- Greater than \$1,500,000 (6)

[Search](#) [Reset](#)

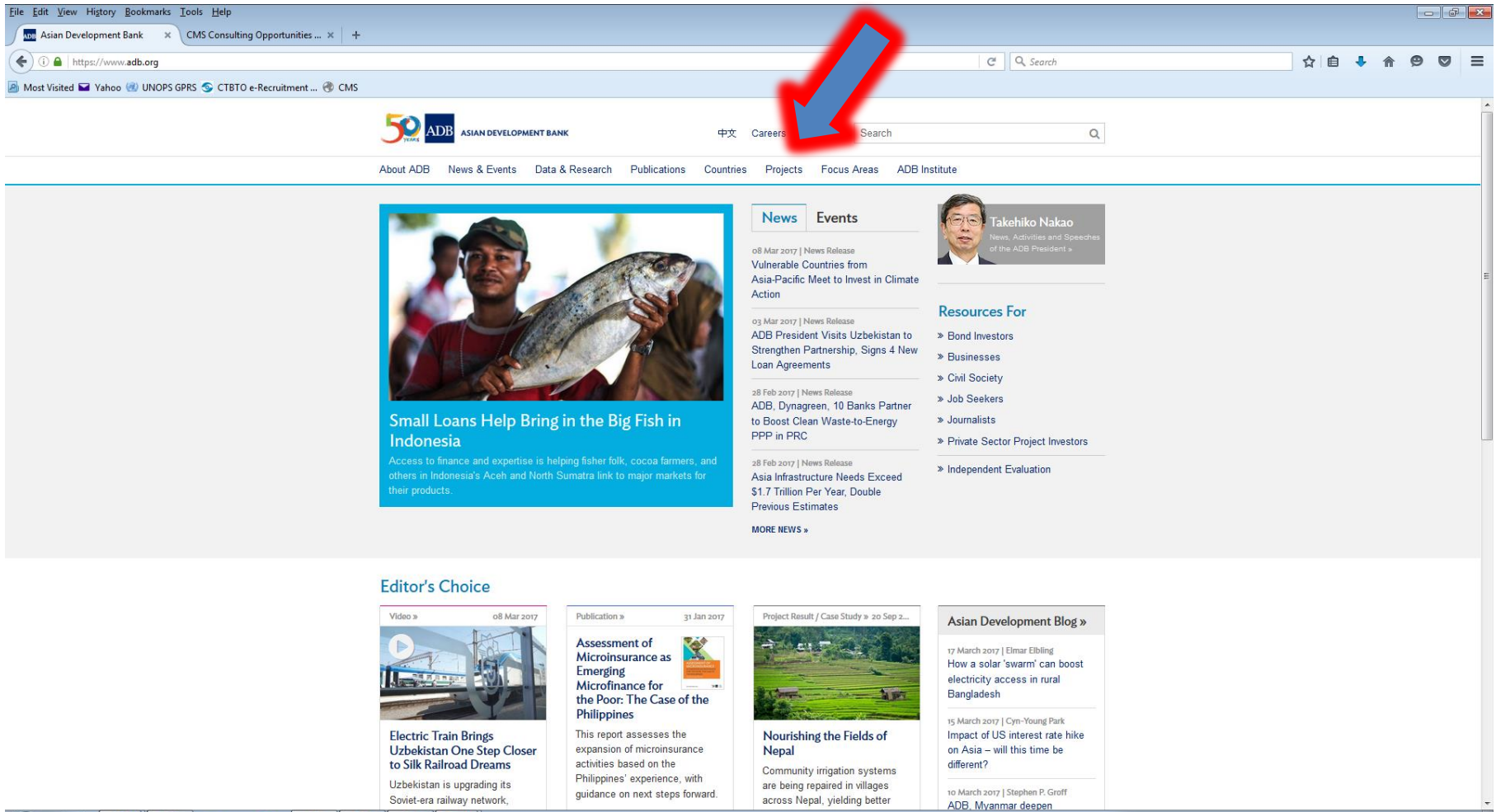
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<http://csrn.adb.org/>



Finding ADB Business Opportunities

Identifying Projects



The screenshot shows the Asian Development Bank (ADB) website. A red arrow points to the 'Careers' link in the top navigation menu. The main content area features a large article titled 'Small Loans Help Bring in the Big Fish in Indonesia' with a photo of a fisherman. To the right, there is a 'News' section with several news releases, a 'Resources For' section with links to various groups, and an 'Editor's Choice' section with video and publication highlights. The footer includes the ADB logo and the text '50 YEARS'.

<http://www.adb.org/>



Finding ADB Business Opportunities

Identifying Projects

The screenshot shows the ADB Projects website interface. The browser address bar displays <https://www.adb.org/projects>. The website header includes the ADB logo and navigation links such as 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. A search bar is located in the top right corner.

The main content area is titled 'PROJECTS' and features a sidebar with navigation options: Overview, Proposed Projects, Approved Projects, Project Documents, Project Cycle, Glossary, Operations - Project Design and Management, Project Results and Case Studies, Using ADB Project Data, and Archived Projects.

The main content area displays a search bar and a filter section with 'Countries' and 'Sectors' tabs. Below the filters is a grid of country names:

Afghanistan	Kyrgyz Republic	Samoa
Armenia	Lao People's Democratic Republic	Solomon Islands
Azerbaijan	Malaysia	Sri Lanka
Bangladesh	Maldives	Tajikistan
Bhutan	Marshall Islands	Thailand
Cambodia	Micronesia, Federated States of	Timor-Leste
China, People's Republic of	Mongolia	Tonga
Cook Islands	Myanmar	Turkmenistan
Fiji	Nauru	Tuvalu
Georgia	Nepal	Uzbekistan
India	Pakistan	Vanuatu
Indonesia	Palau	Viet Nam
Kazakhstan	Papua New Guinea	Regional
Kiribati	Philippines	Projects located in more than one country

Red arrows highlight the search bar, the 'Countries' and 'Sectors' filter tabs, and the 'Regional' category. Below the country list are two boxes: 'Sovereign Projects' (Loans, grants, technical assistance for developing member countries) and 'Nonsovereign Projects' (Investments in privately-held and state-sponsored companies).

Finding ADB Business Opportunities

Country Program – Viet Nam

The screenshot shows the Asian Development Bank (ADB) website. A red arrow points to the 'Country Programs' link in the top navigation bar. The main content area features a large article titled 'Small Loans Help Bring in the Big Fish in Indonesia' with a photo of a fisherman. To the right, there are sections for 'News' and 'Events', including a profile of Takehiko Nakao, ADB President. Below these are 'Resources For' sections for Bond Investors, Businesses, Civil Society, Job Seekers, Journalists, Private Sector Project Investors, and Independent Evaluation. At the bottom, there is an 'Editor's Choice' section with four featured items: a video about an electric train in Uzbekistan, a publication about microinsurance in the Philippines, a project result about irrigation in Nepal, and a blog post about solar energy in Bangladesh.

Positioning Yourself for Success

Country Program – Viet Nam

The screenshot shows the ADB website for Viet Nam. The browser address bar displays <https://www.adb.org/countries/viet-nam/main>. The website header includes the ADB logo (50th Anniversary), navigation links for '中文', 'Careers', and 'Contacts', and a search bar. The main navigation menu lists 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. A sidebar on the left, titled 'VIET NAM', contains links for 'Main', 'Strategy', 'Economy', 'Poverty in Viet Nam', 'Projects and Results', 'Opportunities', 'Publications and Documents', 'Translations in Vietnamese (tiếng Việt)', 'News and Multimedia', and 'Contacts'. A large red arrow points to the 'VIET NAM' header in the sidebar. The main content area features a 'Viet Nam and ADB' section with a 'In the Spotlight' article titled 'Public Financial Management Systems - Viet Nam: Key Elements from a Financial Management Perspective'. Below this, there is a 'Tiếng Việt' section with social media icons for Facebook, Twitter, LinkedIn, and YouTube. A 'Fact Sheet' section is also visible, dated April 2016, providing information on Viet Nam's economic growth and ADB's operations.

<http://www.adb.org/countries/viet-nam/main>



Positioning Yourself for Success Country Program – Viet Nam

The screenshot displays the ADB website's 'ADB-Viet Nam Partnership Strategy' page. The browser address bar shows the URL: <https://www.adb.org/countries/viet-nam/strategy>. The page header includes the ADB logo and navigation links such as 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. The main content area is titled 'ADB-Viet Nam Partnership Strategy' and includes a 'Tiếng Việt' section with social media icons. The text describes Viet Nam's progress against poverty reduction and its challenges, including climate change. A sidebar on the left provides links to various documents and news. A 'Latest Country Strategies and Business Plans' section on the right lists several plans, with a red arrow pointing to it.

VIET NAM

- Main
- Strategy
 - Country Planning Documents
- Economy
- Poverty in Viet Nam
- Projects and Results
- Opportunities
- Publications and Documents
- Translations in Vietnamese (tiếng Việt)
- News and Multimedia
- Contacts

ADB-Viet Nam Partnership Strategy

Tiếng Việt

Latest Country Strategies and Business Plans

- Viet Nam: Country Operations Business Plan (2017-2019)
- Viet Nam: Country Partnership Strategy (2016-2020)
- Greater Mekong Subregion: Regional Cooperation Operations Business Plan (2013-2014)

VIEW MORE

<http://www.adb.org/countries/viet-nam/strategy>



Finding ADB Business Opportunities

Project Data Sheet

The screenshot shows the ADB website interface for the project 'Viet Nam: Second Secondary Education Sector Development Program'. The page includes a navigation menu, a search bar, and a main content area with tabs for Overview, Project Data Sheet, Documents, and Stories. The 'Project Data Sheet' tab is selected. The 'Project Details' sidebar on the right contains information such as Project Officer (Izawa, Eiko), Approval Date (8 December 2016), Country (Viet Nam), Modality (Loan), and Sector (Education). The 'Related Projects' section lists other projects under the same ID. Red arrows highlight the 'Project Data Sheet' tab, the 'Project Details' sidebar, and the 'Related Projects' section.

Project Details

Project Officer
Izawa, Eiko
Southeast Asia Department
Request for information

Approval Date
8 December 2016

Country
Viet Nam

Modality
Loan

Sector
Education

Related Projects

47140-001
Second Secondary Education Sector
Development Program

Project Data Sheet

Project Officer
Izawa, Eiko
Southeast Asia Department
Request for information

Approval Date
8 December 2016

Country
Viet Nam

Modality
Loan

Sector
Education

Related Projects

47140-001
Second Secondary Education Sector
Development Program

<https://www.adb.org/projects/47140-002/main>

Key Pointers

1. Develop your brand name
2. Register in ADB CMS
3. Know the “*rules of the game*”
 - (a) Guidelines on the Use of Consultants
 - (b) ADB Anti-Corruption Policy
3. Monitor opportunities regularly
4. Know the country of assignment
5. Partner with entities likely to be shortlisted
6. Prepare a strong and responsive technical proposal – Pay attention to Data Sheet information
7. Manage your contract



Common Mistakes

- Failure to disclose conflicts of interest, e.g. employees from executing agency in your proposal
 - ✓ Caution with government employees!
- Firm or associates/experts not from ADB member country
- Wrong type of technical proposal
- Technical Proposal refers to price proposal



Common Mistakes (2)

- Conform to required templates – taxes
- Insufficient time afforded to entry of proposal in CMS
- Proposal received late
- Non-compliant proposal – e.g. person-months or non-nationals for national expert position
- Failure to respond to Client requirements

When in doubt, **seek written clarification**



Learning from an Irish Success Story

The Challenge:

- Irish companies unknown to ADB since Ireland became ADB member in 2006 only
- From 2007 to 2009, IrishCo (not real name) submits multiple EOIs but never shortlisted
- Attributes failure to absence of track record with ADB, despite
 - (i) strong commitment to ADB-financed assignments
 - (ii) strong partnerships



Learning from an Irish Success Story

The Solution:

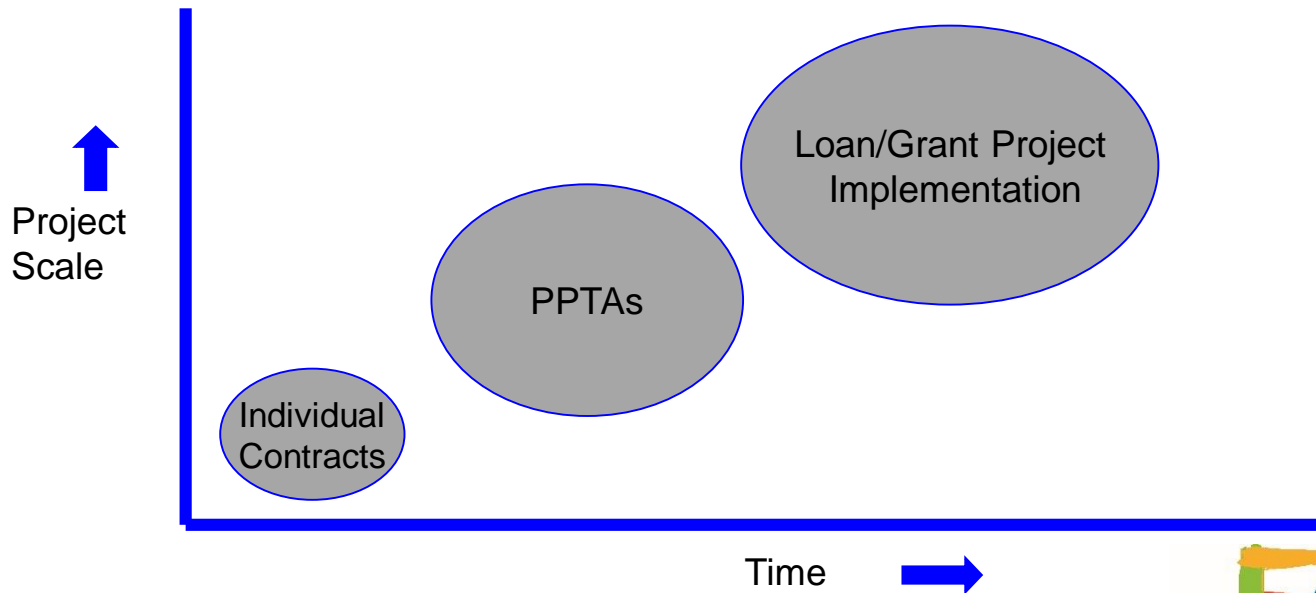
- In 2009, strategic commitment to win ADB-financed assignment
- Travels frequently to ADB HQ
- Focuses on small assignments
 - ✓ Consider individual consultant assignments
 - ✓ Shorter and simpler recruitment process
 - ✓ Recruiters are more willing to take risks with new firms due to smaller budget
 - ✓ Opportunity to build valuable project references
 - ✓ Opportunity to build brand recognition
 - ✓ Gain familiarity with ADB processes and personnel
- By end 2009, wins three small contracts (\$37K, \$60K & \$175K)



Learning from an Irish Success Story

- With new project references and new network of relationships, targets larger assignments and wins contracts worth \$580K and \$660K in 2011

IrishCo's Business Development Approach



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