



ADB

BUSINESS
OPPORTUNITIES
FAIR



Asian Development Bank Headquarters, Manila, Philippines

9th ADB Business Opportunities Fair

Opportunities for Thinktanks, Institutes, Academia, Centers of Excellence

Galiya Ismakova,
Head, Consulting Services
15 March 2018

The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.



ADB

Draft Strategy 2030 – Strengthening Knowledge Services

Strengthening DMC institutional capacity.

ADB will continue to work with DMC government officials to further enhance their ability to address development issues and deliver projects. It will connect DMC officials, the private sector, civil society, and academia to regional and global knowledge hubs and learning centers, and facilitate cooperation among countries both within the region and beyond. In addition to supporting capacity building and policy dialogue in DMCs, technical assistance resources will be used to pilot innovative approaches and solutions in specific areas or sectors with the aim of replicating successful approaches on a larger scale

Draft Strategy 2030 – Strengthening Knowledge Services

Expanding knowledge partnerships.

“ADB will actively develop and nurture knowledge partnerships with bilateral and multilateral partners, think tanks, universities, CSOs, foundations, and the private sector. Such partnerships will provide platforms for testing ideas, sourcing different ways of thinking about critical development issues, and jointly developing and sharing knowledge content. These partnerships will support the collection of regional data in key areas including the SDGs, climate change, urbanization, and research to inform operational work. “

Draft Strategy 2030 – Delivering through a stronger, better, and faster ADB

Strengthening collaboration with CSOs.

ADB will work with CSOs to tap their unique strengths such as local presence and specialized knowledge. It will explore opportunities for increasing their involvement in the design and implementation of projects supported by ADB. Particular focus will be in operations that use grassroots participatory approaches in targeting the poor and vulnerable groups, mobilizing women and young people, and monitoring project activities and outputs. Their inputs and advice will be sought on the reviews of major ADB policies.



What are the opportunities?

- Commercial opportunities - Consulting Guidelines (2013) or ADB Procurement Policy (2017) 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 or ADB
Procurement Policy does 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.

Examples

ADB partnerships for
Environmental sustainability

ADB and the Global Environment Facility

- Established in 1991, the GEF is now the world's largest independent funder of projects to improve the global environment. To date, the GEF has allocated \$10.5 billion in grants and leveraged \$51 billion in co-financing for over 2,700 projects in 165 developing countries.
- ADB has been working closely with the GEF since the late-1990s, and since 2002 has served as one of the 10 agencies with direct access to GEF resources. The ADB-GEF partnership is anchored on the recognition of the vital links between environment and sustainable development, and that wise stewardship of natural resources, biodiversity and ecosystems are essential to the long-term development of countries and Asia and the Pacific.

Asian Environmental Compliance and Enforcement Network

- The network, established in 2005 with support from ADB, the United States Agency for International Development (USAID), and other development partners, aims to improve compliance with environmental laws in Asia through a regional exchange of innovative policies and practices.
- <https://www.aecen.org/>

ADB and UNEP

- ADB and the United Nations Environment Programme (UNEP) cooperate for the promotion of sustainable development and environmental management throughout the Asia Pacific Region.
- <https://www.adb.org/documents/memorandum-understanding-working-arrangements-between-adb-and-unep>

ADB and IUCN

ADB and the International Union for Conservation of Nature (IUCN) collaborate in the fields of environmental law, poverty and environment linkages, biodiversity, environmental impact assessment, project monitoring, and coastal resources management.

<https://www.adb.org/documents/memorandum-understanding-administrative-arrangements-between-ADB-and-IUCN>

ADB and WWF

The partnership builds on ADB and the World Wildlife Fund's (WWF) shared vision of poverty reduction and environmentally sustainable development, with activities focusing on joint projects and programs, information sharing and knowledge management, capacity building, and the development of sustainable development policies and strategies. ADB and WWF are collaborating on a number of high profile environment initiatives such as the Coral Triangle Initiative, the Greater Mekong Subregion Core Environment Program and the Heart of Borneo Initiative.

<https://www.adb.org/documents/memorandum-understanding-working-arrangements-between-ADB-and-wwf>

ADB and UNESCAP

Since 1990, ADB has been a close partner of the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP) in organizing Asia-Pacific ministerial conferences on environment and development, and in preparing the State of the Environment in Asia and the Pacific report and more recently the Asian Environment Outlook series of reports.

<https://www.adb.org/documents/mou-between-asian-development-bank-and-unescap>

ADB and IGES

ADB and the Institute for Global Environmental Strategies (IGES) cooperate to support environmentally sustainable growth throughout Asia and the Pacific. The cooperation includes capacity building on Clean Development Mechanism, Asia Pacific Adaptation Network, Regional Study on Economics of Climate Change, Asian Environmental Compliance and Enforcement Network, and 3Rs (Reduce, Reuse and Recycling).

Examples

ADB partnerships for ICT

Partnerships for ICT

Partner Organization	Joint Initiative
Asian and Pacific Centre for Information and Communication Technology (APCICT) National Information Society Agency (NIA)	<p><u>Improving Public Services through Information and Communication Technology</u></p> <p>This project, which aims to improve the capacity of governments in select DMCs in using ICTs for the better delivery of public services in key sector areas, such as administration, education, health, transport and agriculture.</p>
International Telecommunication Union (ITU)	<p><u>Rural Information and Communication Technology Policy Advocacy, Knowledge Sharing, and Capacity Building</u></p> <p>This technical assistance aims to contribute to improving policy, legal, and regulatory environments to make them more conducive to the rapid deployment of ICT infrastructure and services for rural development.</p>
United Nations (UN) Economic and Social Commission for Asia and the Pacific (ESCAP)	<p><u>JFICT 9068 Empowering the Rural Areas through Community e-Centers under the SASEC Program</u></p> <p>This project aims to reduce poverty, empower communities, and improve the quality of life in rural areas in Bangladesh, Bhutan, India, and Nepal through increased ICT connectivity and accessibility.</p>

Other Partnerships

ADB's assistance in ICT for development is also carried out through partnership with the private sector and civil society organizations. ADB also encourages public-private partnerships to help promote investments in innovative technologies and strategies.

In 2009, for example, ADB and Microsoft began consultations on the possibilities of supporting ICT-related projects in DMCs. The partnership aims to capitalize on development opportunities created by ICT in various areas of interest, such as innovation, governance, education, job generation, as well as regional integration and trade.

Offers of free services - considerations

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

Evolving issues

- Formalizing partnerships – MOU or legally binding contract?
- Copyrights
- Knowledge generation and capacity development