10th BUSINESS OPPORTUNITIES FAIR 2019

ADB

IDENTIFYING BUSINESS OPPORTUNITES ON ADB'S WEBSITE—*Business Center*

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Department of Communications, ADB
28 March 2019

ADB.org BUSINESS CENTER

www.adb.org/business

GOALS?

01

To attract a greater number of companies and individuals to work with ADB

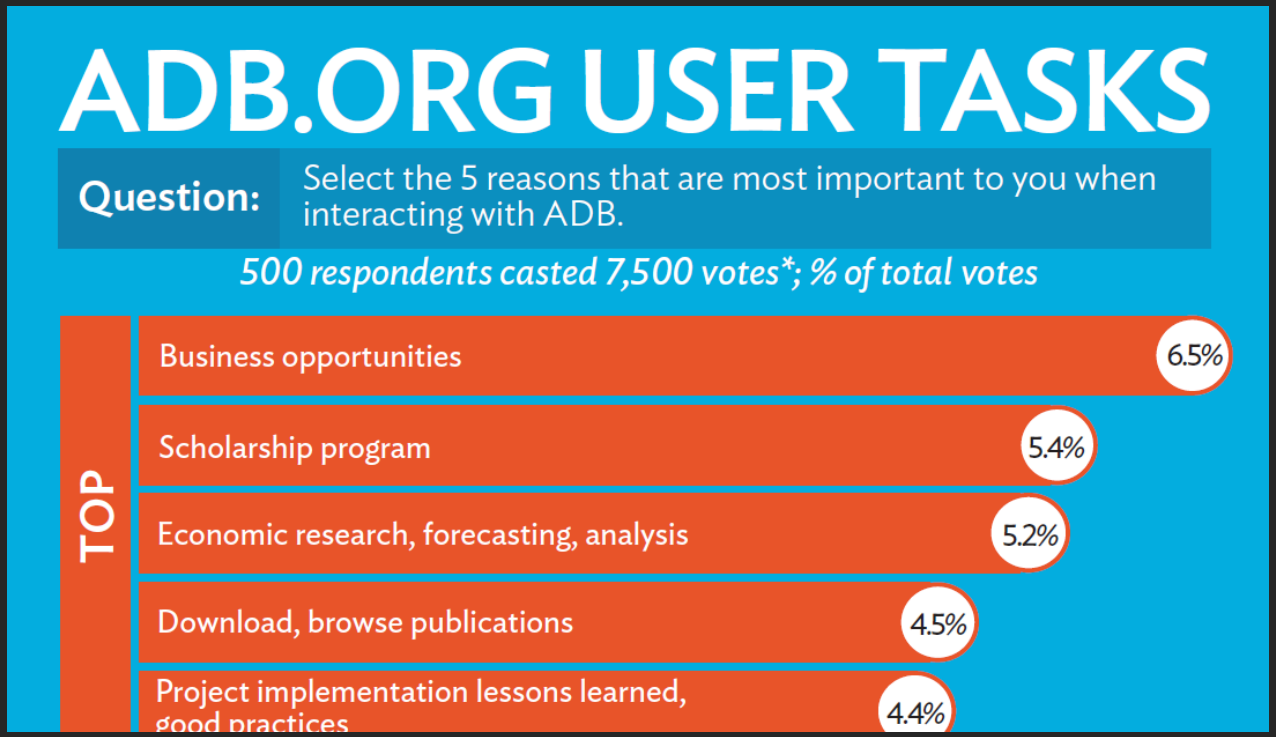
02

To increase efficiency in ADB and partner operations

03

To improve ADB's transparency in its operations

WHY?


ADB.ORG USER TASKS
Question:
Select the 5 reasons that are most important to you when interacting with ADB.
500 respondents casted 7,500 votes*; % of total votes
TOP
Business opportunities
6.5%
Scholarship program
5.4%
Economic research, forecasting, analysis
5.2%
Download, browse publications
4.5%
Project implementation lessons learned,
good practices
4.4%

WHAT?

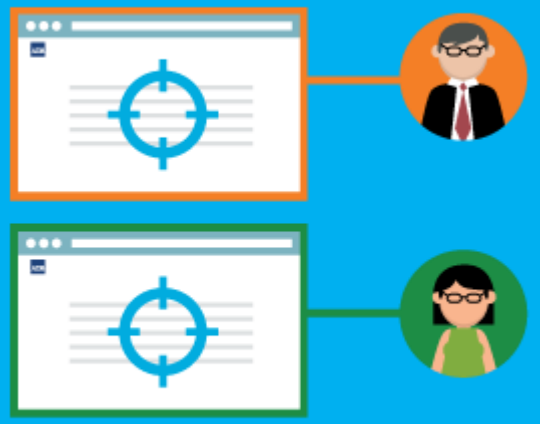
A one-stop destination that provides users wishing to work with ADB direct, clear, and simple information related to doing business with us

Answers to specific questions for **prospective** partners, onboarding of new partners

Guidance on specific tasks

Links to other necessary resources, online registrations, downloadable templates

WHO
ARE WE AIMING THIS AT?



TARGET AUDIENCES?

- Consultants
- Contractors and suppliers
- Governments
- Executing and implementing agencies
- Development institutions
- Private Sector Partners
- Civil society / non-government organizations

WHAT TYPE OF CONTENT?

How-Tos–simple, task oriented

Policies and regulations

Procedures and Guidance

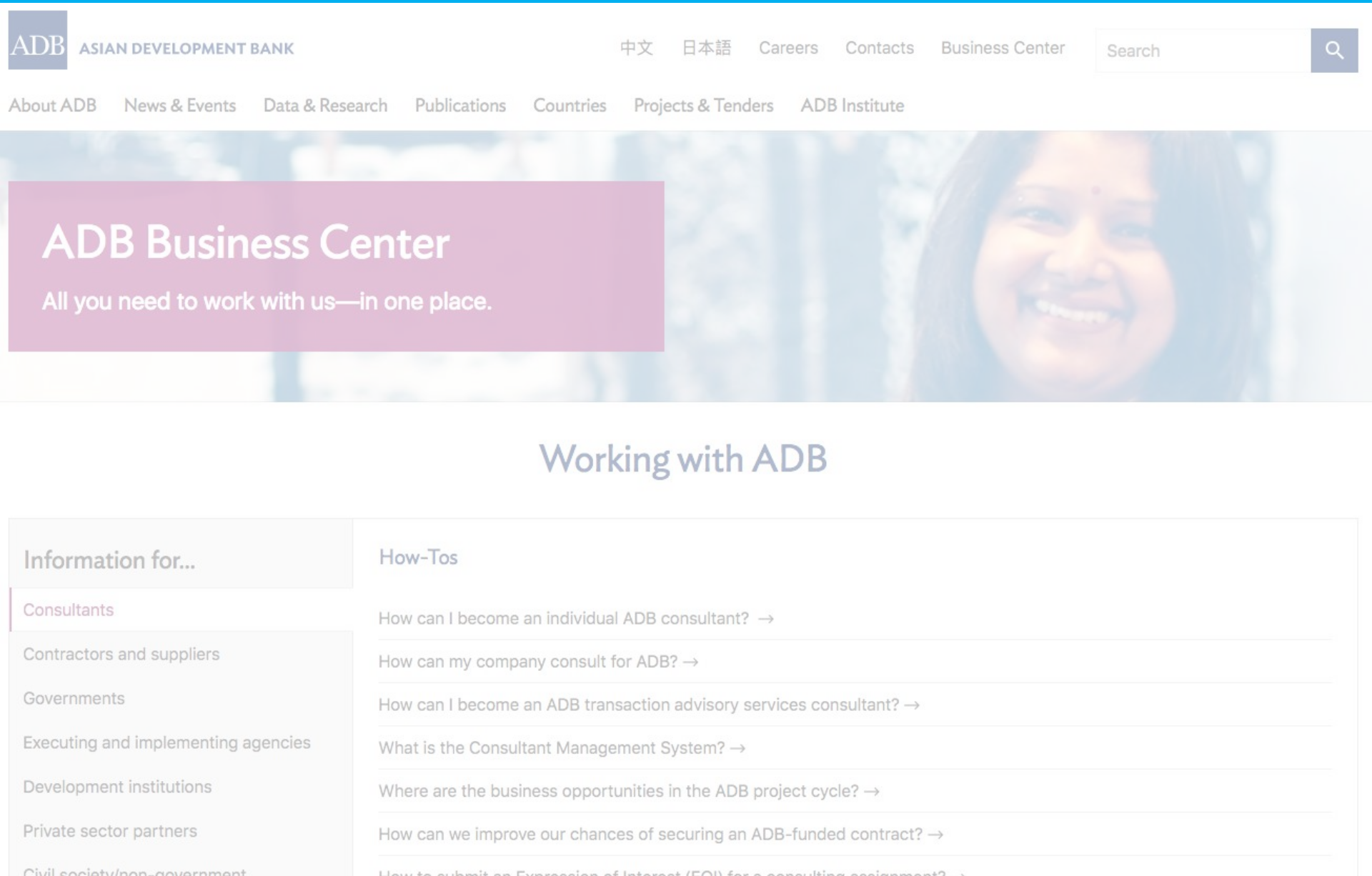
Documents and forms–for specific tasks

Business news

Filter by audience

Did you find this page useful?

LIVE DEMO


ADB
ASIAN DEVELOPMENT BANK
中文
日本語
Careers
Contacts
Business Center
Search
About ADB
News & Events
Data & Research
Publications
Countries
Projects & Tenders
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All you need to work with us—in one place.
Working with ADB
Information for...
Consultants
Contractors and suppliers
Governments
Executing and implementing agencies
Development institutions
Private sector partners
How-Tos
How can I become an individual ADB consultant? →
How can my company consult for ADB? →
How can I become an ADB transaction advisory services consultant? →
What is the Consultant Management System? →
Where are the business opportunities in the ADB project cycle? →
How can we improve our chances of securing an ADB-funded contract? →

WHAT TYPE OF CONTENT IS EXCLUDED?

- Project administration and implementation outside of procurement.
- Information for researchers/students (no scholarship)
- Information for job seekers
- Information (news, activities) specific to ADB departments and offices
- Investor relations information
- Information on tenders (Projects & Tenders)

USAGE

Launched at the BOF 2018

160+ content items

≈80,000 downloads in first year

Most popular How-to is ‘What is the Consultant Management System?’

Next action for 25% of users is to visit the CMS

WHAT'S NEXT?

01

Implement search with instant answers

02

Explore opportunities for chatbots

03

Continue to evaluate and refine

Questions?

Thank you, and we look forward to doing business with you!

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