

10th BUSINESS OPPORTUNITIES FAIR 2019

ADB

The ADB Procurement System —Procurement of Goods and Works

Rustam Abdukayumov
Procurement, Portfolio and Financial
Management Department, ADB

27 March 2019





Overview



ADB Procurement Policy

Key Procurement Principles

Roles and Responsibilities in Procurement

Why ADB?

Business Opportunities: Goods and Works

How to find Business Opportunities

Dos and Don'ts



ADB Procurement System

ADB Procurement Policy and Procurement Regulations for ADB Borrowers





ADB Procurement System



Key Procurement Principles

- Economy
- Efficiency
- Fairness
- Transparency
- **Quality**
- **Value for Money**

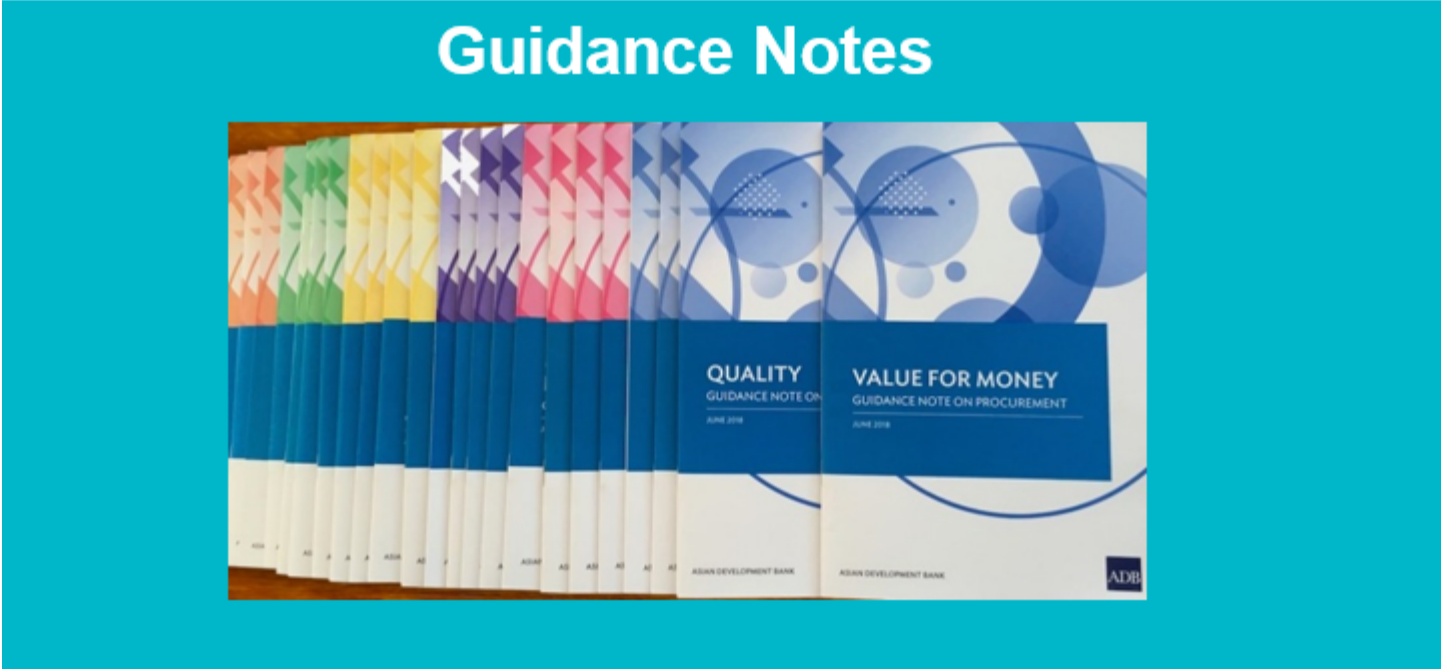


ADB Procurement System



ADB Procurement Policy (Goods, Works, Nonconsulting and Consulting Services)

Procurement Regulations for ADB Borrowers (Goods, Works, Nonconsulting and Consulting Services)





New Features

Previous Framework
(Red Book + Green Book)

Current Framework Additional Options

- Value for Money
- Quality
- High Level Technology
- Alternative Procurement Arrangement
- Contract Management
- Framework Agreement for Consultants
- Standstill Period
- History of Nonperforming contracts
- Abnormally Low Bids
- Electronic Reverse Auction



ADB Procurement System



ADB Procurement Documents

Prequalification

Goods

Works (Large and Small Contracts)

Plant: Design, Supply, Install

Information Technology Products and Services (**New**)

Design-Build-Operate (**New**)

Request for Quotations (Goods and Works)

Consulting Services

Non-consulting Services (**New**)



ADB Procurement System



ADB Procurement Methods

- Open Competitive Bidding
- Limited Competitive Bidding
- Request for Quotations
- Framework Agreement (consulting) **New**
- Electronic Reverse Auction **New**
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement in Fragile Conflict-Affected and Emergency Situations **New**
- Procurement Agents
- Support to Government for Public-Private Partnerships
- Procurement of High-Level Technology **New**
- Community Participation in Procurement
- Procurement under Loans Guaranteed by ADB
- Procurement in Loans to Financial Intermediaries



ADB Procurement System



Roles and Responsibilities

The Borrower (Executing Agency) is responsible for procurement of goods and works

ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers



Why pursue ADB funded contracts?



- Guaranteed financing for goods and works
- Gateway to new opportunities in fast growing economies across multiple sectors
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight



Business Opportunities: Goods and Works

Supply of Goods:

Machinery, Equipment, Computers, Furniture

Civil Works:

Roads, Railways, Bridges, Irrigation Canals, Schools, etc.

Turnkey Contracts:

Power Plants, Pump Stations, Water Treatment Plants, Solid Waste Treatment Plants, Heating Plants, Airports, etc.



Business Opportunities: Goods and Works

Procurement Ranking - Goods			
	2016	2017	2018
1	PRC	PRC	PRC
2	IND	IND	BAN
3	JPN	SWE	IND
4	VIE	INO	SWE
5	PAK	BAN	VIE



Business Opportunities: Goods and Works

Procurement Ranking - Works			
	2016	2017	2018
1	PRC	PRC	PRC
2	IND	IND	IND
3	BAN	KOR	GER
4	AZE	VIE	BAN
5	VIE	BAN	PAK



Business Opportunities: Goods and Works



Top 5 Suppliers of Goods (2016-2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	ABB AB SWEDEN	9	255.33
2	INDUSTRI KERETA API PT	2	100.90
3	HAOTIAN ENERGY CONSERVATION EQUIPMENT CO. LTD.	2	61.91
4	PHILIPS LIGHTING INDIA LIMITED	1	50.90
5	XIAMEN GOLDEN DRAGON BUS CO. LTD	1	50.88



Business Opportunities: Goods and Works



Top 5 Contractors (2016-2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SIEMENS AG	17	864.38
2	LARSEN & TOUBRO LTD.	12	510.10
3	CHINA COMMUNICATIONS CONSTRUCTION CO. LTD.	18	462.05
4	DAEWOO ENGG. AND CONST. CO. LTD. & L&T LTD. (JV)	1	416.82
5	MAX INFRASTRUCTURE LTD.	3	401.66



How to find Business Opportunities



Long-term planning

- Country
- Country Partnership Strategy
- Country Operations Business Plan
- Sectors
- Projects
- Procurement Plans


Short-term planning

- Specific Procurement Notices
 - ✓ Invitation for Prequalification
 - ✓ Invitation for Bids
- Hop-on Opportunities
 - ✓ Prequalified Contractors
 - ✓ Contracts Awarded



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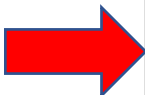
ADB Business Center

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

Civil society/non-government organizations

How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

How can NGOs become consultants or contractors? →

When and how are bidders informed about the awarding of the contract? →

Procedures and Guidance

Guidance Notes on Procurement (for projects with concept papers approved on or after 1 July 2017) →

Documents and Forms

Standard Bidding Documents and User's Guide to Procurement of Information Technology Products and Services →

How to find Business Opportunities



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COUNTRIES AND REGIONS

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[Country Partnership and Regional Cooperation Strategies Under Preparation](#)

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ADB Countries and Regions



Learn about ADB activities in member countries and regional offices. Get information on country economic data and analysis, development assistance, and regional initiatives.

Countries with Operations

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[Armenia](#) 🏠

[Azerbaijan](#) 🏠

B

K

[Kazakhstan](#) 🏠

[Русский]

[Kiribati](#)

[Kyrgyz Republic](#) 🏠

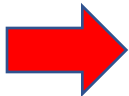
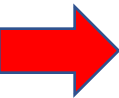
S

[Samoa](#)

[Solomon Islands](#)

[Sri Lanka](#) 🏠

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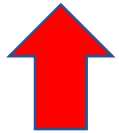


VIET NAM

Main

Overview

Strategy

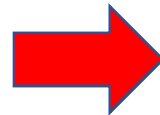


 > Viet Nam >

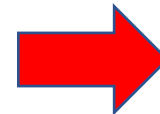
ADB-Viet Nam Partnership Strategy

Tiếng Việt

Latest Country Strategies
and Business Plans



Viet Nam: Country Operations
Business Plan (2018-2020)



Viet Nam: Country Partnership
Strategy (2016-2020)



How to find Business Opportunities

Country Operations Business Plan

INDICATIVE ASSISTANCE PIPELINE

Table A2.1: Lending Products, 2018–2020

Project/Program Name	Sector	Poverty Targeting	Strategic Agendas and Drivers of Change	Division	Year of TRTA /PDA	Cost (\$ million)						
						ADB				Gov't	Co-finance	
						Total	Regular OCR	COL	ADF Grants			Total
2018 Firm												
GMS Ha Noi–Lang Son Expressway	TRA	GI	IEG, RCI	SETC	...	386.1	356.7	28.9	0.0	385.6	0.5	0.0
Water Efficiency Improvement for Drought Affected Provinces	ANR	TI	ESG, GEM, GCD, KNS	SEER	2016	124.3	0.0	100.0	0.0	100.0	23.2	1.1*
Market-Oriented Power Sector Reform Program—Subprogram 1 (PBL)	ENE	GI	IEG, ESG, PSD, GCD, PAR	SEEN	2015	417.0	170.0	0.0	0.0	170.0	0.0	247.0 ^b
Third Secondary Education Development Program (PBL)	EDU	GI	IEG, GEM, GCD	SEHS	2014	100.0	0.0	100.0	0.0	100.0	0.0	0.0
Second GMS Tourism Infrastructure for Inclusive Growth	TRA, WUS	GI	ESG, RCI, GEM, GCD, PAR	LRM	2016	49.0	0.0	45.0	0.0	45.0	4.0	0.0
Local Health Care Sector Development Program (including Health Security Grant) (SDP)	HLT	TI-M	IEG, GEM, PAR	SEHS	...	102.0	0.0	80.0	12.0	92.0	10.0	0.0
Second Health Human Resources Development	HLT	TI-M	IEG, GEM, GCD, PAR	SEHS	2015	110.0	20.0	80.0	0.0	100.0	10.0	0.0
GMS Corridor Connectivity Enhancement	TRA	GI	IEG, RCI	SETC	2016	180.0	0.0	120.0	0.0	120.0	60.0	0.0
Skills and Knowledge for Inclusive Economic Growth Sector Development Program—Subprogram 1 (SDP)	EDU	GI	IEG, GEM, GCD	SEHS	2015	120.0	0.0	100.0	0.0	100.0	20.0	0.0
Total						1,588.4	546.7	653.9	12.0	1,212.6	127.7	248.1



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PROJECTS & TENDERS



Projects Documents Tenders

Refine by

COUNTRY

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam

SECTOR

- Agriculture, natural resource...
- Education
- Energy
- Finance
- Health
- Health and social protection
- Industry and trade

THEME

- Environmentally sustainable...
- Gender Equity and Mainstrea...
- Governance and capacity de...
- Inclusive economic growth

Project data sheets for loans, grants, TAs

Search

Results 1-20 of 9851

CSV RSS Sort by

Ho Chi Minh City Wastewater and Drainage System Improvement Project 50107-002; Viet Nam; Water and other urban infrastructure and services	Status: Proposed	Approval Date: 03 Aug 2020
Third Rural Water Supply and Sanitation Services Sector Development Program 50101-002; Cambodia; Agriculture, natural resources and rural development	Status: Proposed	Approval Date: 31 Mar 2020
Greater Mekong Subregion East-West Economic Corridor Highway Development Project 50381-006; Myanmar; Transport	Status: Proposed	Approval Date: 31 Mar 2020
Northern to Central 500 kV Transmission Grid Reinforcement Project 51093-002; Viet Nam; Energy	Status: Proposed	Approval Date: 26 Mar 2020
Third Public-Private Infrastructure Development Facility-Tranche 2 42180-019; Bangladesh; Finance	Status: Proposed	Approval Date: 24 Jan 2020
Expressway Connectivity Investment Program - Facility	Status:	Approval Date:

Learn More About ADB Projects

[Project Glossary](#)

[Project Cycle](#)

[Project Design and Management](#)

[Access to Information](#)

[Statement of ADB's Sovereign Loans, 1968-2017](#)

Related Documents

[All sovereign projects from 2005 onwards \(xls\)](#)

[Project Administration Instructions](#)

[Operations Manual](#)



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Viet Nam: Ho Chi Minh City Wastewater and Drainage System Improvement Project

Sovereign (Public) Project | 50107-002

Status: Proposed

[Overview](#) [Project Data Sheet](#) [Documents](#) [Tenders](#)

The project will support Ho Chi Minh City People's Committee and their government to finance sound wastewater and drainage system in the remaining catchments, thereby strengthening its foundation as the socioeconomic growth pole of southern Viet Nam. The impact of the project will be improved surface water quality and drainage capacity in HCMC. The outcome will be increased wastewater and drainage collection and treatment capacity in key catchments in HCMC.

LATEST PROJECT DOCUMENTS

Title	Date
Dự án Cải thiện Hệ thống thoát nước mưa và nước thải Thành phố Hồ Chí Minh: Bảng Dữ liệu Dự án	Oct 2016
Ho Chi Minh City Wastewater and Drainage System Improvement Project: Initial Poverty and Social Analysis	Oct 2016
Ho Chi Minh City Wastewater and Drainage System Improvement Project: Project Preparatory Technical Assistance Report	Oct 2016

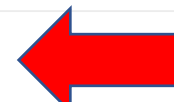
Project Details

Project Officer

Ishii, Satoshi

Southeast Asia Department

Request for information



Country

Viet Nam

Modality

Loan

Sector

Water and other urban infrastructure and services



How to find Business Opportunities



VIET NAM

Main

Overview

Strategy

Economy

Poverty in Viet Nam

Projects and Results

Opportunities

Cofinancing

Publications and Documents

Translations in Vietnamese
(tiếng Việt)

News and Multimedia

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Viet Nam: Opportunities

Tiếng Việt



Procurement Plans

For ADB-financed projects, ADB's Procurement Guidelines and Guidelines for the Use of Consultants require borrowers to prepare and publish [Procurement Plans](#) once the financing of a project has been approved. The Procurement Plan captures all major goods, works and consulting services procurement that is either ongoing or expected to take place in the following 18 months.

Tenders

The latest procurement and consulting notices as well as contracts awarded can be found in the [Projects & Tenders section](#).

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PROJECTS & TENDERS

Projects Documents **Tenders**



Refine by

COUNTRY

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam

SECTOR

- Agriculture, natural resource...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communica...

Procurement of goods, works, and consulting services

Search



Results 1-20 of 8436

CSV RSS Sort by

Preparation of Socio Economic Analysis, Socio Inclusion, Gender Mainstreaming and Assessment of Wastewater Service Delivery

Status: Active
Deadline: 20 Oct 2018

45148-008; Sri Lanka; Water and other urban infrastructure and services; Date posted: 21 Sep 2018

Notice Type: Firm - Consulting

Project Midterm Monitoring and Evaluation

Status: Active
Deadline: 20 Oct 2018

46064-002; Cambodia; Education; Date posted: 21 Sep 2018

Notice Type: Firm - Consulting

COMMUNITY-BASED ROAD SAFETY CONSULTING SERVICES

Status: Active
Deadline: 20 Oct 2018

41123-015; Cambodia; Transport; Date posted: 21 Sep 2018

Notice Type: Firm - Consulting

Key Documents

Procurement Plans

Procurement Policy

Procurement Regulations

Business Center

All you need to work with us in one place. »

Advisory: Beware of business scams using ADB's name

Read more »





How to find Business Opportunities



PROJECTS & TENDERS

Projects Documents

Refine by [x CLEAR ALL](#)

COUNTRY (1) [Clear]

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia

TYPE (1) [Clear]

- Agreements
- Audit and Performance Evalu...
- Audited Project Financial Sta...
- Combined Resettlement Fra...
- Combined Resettlement Plan...
- Completion Reports

Procurement plans, reports, safeguards, etc.

Results 1-20 of 88 Viet Nam Procureme... [RSS](#) [Sort by](#)

Greater Mekong Subregion Health Security Project: Viet Nam Procurement Plan

Document Date: 17 Sep 2018

48118-002; Regional, Viet Nam; Type: Procurement Plans

Secondary Cities Development Project: Procurement Plan

Document Date: 13 Sep 2018

45198-004; Viet Nam; Type: Procurement Plans

Urban Environment and Climate Change Adaptation Project: Procurement Plan

Document Date: 07 Sep 2018

43237-013; Viet Nam; Type: Procurement Plans

Second Upper Secondary Education Development Project: Procurement Plan

Document Date: 22 Aug 2018

40375-010-10; Viet Nam; Type: Procurement Plans

Key Documents

- [Reports and Recommendations of the President](#)
- [Procurement Plans](#)
- [Safeguard Policy Statement](#)
- [Public Communications Policy](#)

Request for Information
 ADB documents and information that you have not been able to find on our website. [»](#)



How to find Business Opportunities



Procurement Plan

Basic Data

Project Name: Greater Mekong Subregion Health Security Project	
Project Number: 48118-002	Approval Number: 3467
Country: Viet Nam, Socialist Republic of	Executing Agency: Ministry of Health
Project Financing Amount: US\$ 84,000,000 ADB Financing: US\$ 80,000,000 Cofinancing (ADB Administered): Non-ADB Financing: US\$ 4,000,000	Implementing Agency: N/A
	Project Closing Date: 30 September 2022
Date of First Procurement Plan: 22 November 2016	Date of this Procurement Plan: 17 September 2018, Version 2

A. Methods, Thresholds, Review and 18-Month Procurement Plan

1. Procurement and Consulting Methods and Thresholds

Except as the Asian Development Bank (ADB) may otherwise agree, the following process thresholds shall apply to procurement of goods and works.

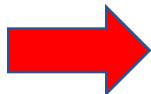
Procurement of Goods and Works		
Method	Threshold	Comments
International Competitive Bidding for Goods	US\$ 5,000,000 and Above	ADB prior review
National Competitive Bidding for Goods	Between US\$ 100,000 and US\$ 4,999,999	ADB prior review for the first procurement
Shopping for Goods	Up to US\$ 99,999	ADB prior review for the first procurement
International Competitive Bidding for Works	US\$ 10,000,000 and Above	ADB prior review
National Competitive Bidding for Works	Between US\$ 100,000 and US\$ 9,999,999	ADB prior review for the first procurement
Shopping for Works	Up to US\$ 99,999	ADB prior review for the first procurement

Consulting Services	
Method	Comments
Fixed Budget Selection for Consulting Firm	ADB prior review
Least-Cost Selection for Consulting Firm	ADB prior review
Individual Consultant Selection for Individual Consultant	ADB prior review

2. Goods and Works Contracts Estimated to Cost \$1 Million or More

The following table lists goods and works contracts for which the procurement activity is either ongoing or expected to commence within the next 18 months.

Package Number	General Description	Estimated Value	Procurement Method	Review (Prior/ Post)	Bidding Procedure	Advertisement Date (quarter/year)	Comments
ICB 1	Vehicles	5,967,000.00	ICB	Prior	1S1E	Q4 / 2019	Prequalification of Bidders: N Domestic Preference Applicable: N Bidding Document: Goods





Bidding Dos



Leverage your strengths

- Ability to operate in countries that do not generate significant bidder interest
 - Afghanistan
 - Cambodia
 - Pakistan
 - Pacific
- Experience in country and with executing agency
- Access to information regarding local joint venture partners and subcontractors
- Access to information regarding availability of key inputs: materials, labor, equipment



Bidding Dos



Seek official clarification before bid submission

BIDDING DOCUMENT	POTENTIAL ISSUES
Bid Conditions	<ul style="list-style-type: none">• Unreasonable bid preparation period
Qualification Criteria	<ul style="list-style-type: none">• Unclear which entity must comply with qualification criteria• Ambiguous criteria• Restrictive criteria
Requirements	<ul style="list-style-type: none">• Incomplete, unclear or restrictive requirements
Contract Conditions	<ul style="list-style-type: none">• Unreasonable contract completion period• Unbalanced risk allocation

Contact ADB if executing agency fails to respond promptly or there is a complaint against an executing agency



Bidding Dos



- Submit bid within the stipulated deadline
- Ensure following steps are taken during bid opening:
 - All relevant prices are read out
 - All discounts are read out
 - Presence and amount of bid security is read out
 - No envelope remains unopened
 - The record is signed by all bidders present and by the Employer
- Be ready for possible bid validity extension



Bidding Dos



- Check your bid!
 - Amount, validity and text of Bid Security
 - Signatures and power of attorney
 - Joint venture agreement enclosed
 - References enclosed
 - State the discounts in letter of bid as specified in the bidding document
 - Mark the envelopes as appropriate

- If you are not successful
 - request debriefing from executing agency
 - If not satisfied, contact ADB directly



Bidding Don'ts



- Do not submit conditional bid
- No Bid Security
- Insufficient Amount of Bid Security
- Lack of Supporting Documents
- Incomplete Bids
- Partial Quantities
- Letter of Bid not signed
- Conflict of Interest



Documents available on ADB website

- **Policy:**
<https://www.adb.org/documents/adb-procurement-policy>
- **Regulations:**
<https://www.adb.org/documents/procurement-regulations-adb-borrowers>
- **Guidance Notes (24 documents):**
<https://www.adb.org/documents/guidance-notes-on-procurement>
- **Standard Bidding Documents (8 documents) and User Guides (9 documents):**
<https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/documents>



Thank you!