



# BUSINESS OPPORTUNITIES SEMINAR

## TURKEY DEİK

23 SEPT 2020

**Jenny Yanyee Chu**  
Procurement Specialist

Procurement, Portfolio and Financial  
Management Department



# AGENDA

1. Introduction of ADB operations
2. Accessing Business Opportunities
3. ADB Procurement System and Procedures



# 1. Introduction of ADB Operations

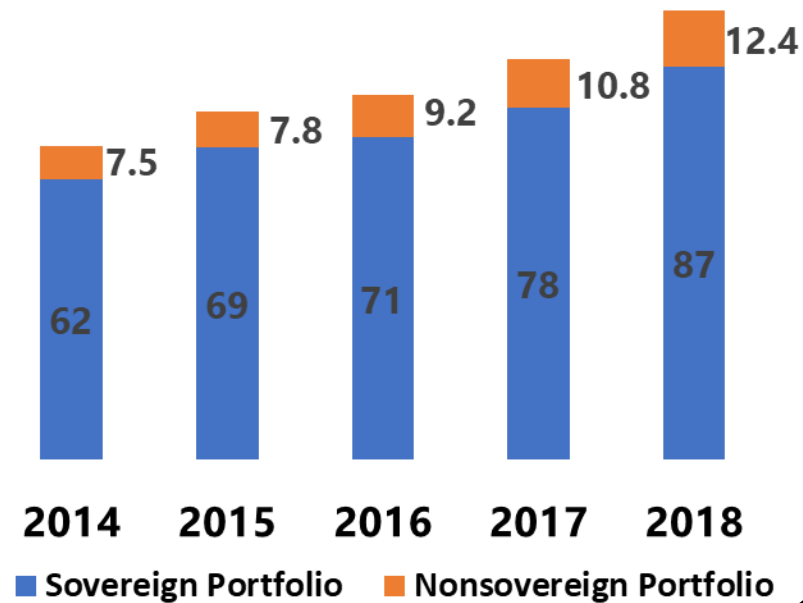
## ADB's STRATEGY AND CORE BUSINESS



- To achieve a prosperous, inclusive, resilient, and sustainable Asia and the Pacific
- Sustaining efforts to eradicate extreme poverty.
- Finance
- Knowledge
- Partnerships

# TYPES OF BUSINESS OPPORTUNITIES

## Active portfolio: \$99 billion and growing



## Types of business opportunities

### Goods and civil works (through EAs)



~4000  
contracts in 2018



~\$12.5 billion  
contracted in  
2018

### Consulting services (through ADB or EAs)



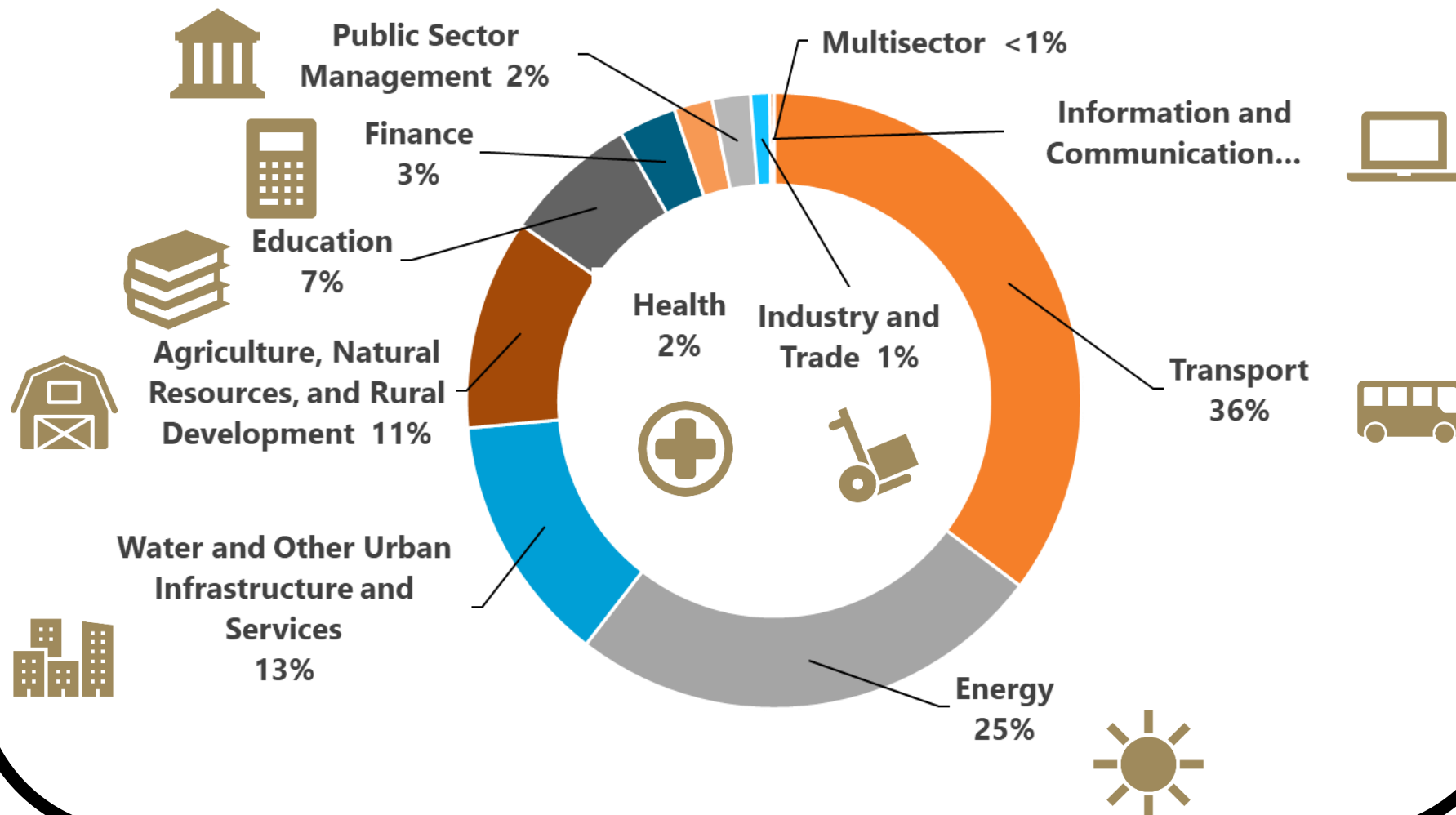
~5000  
contracts in 2018



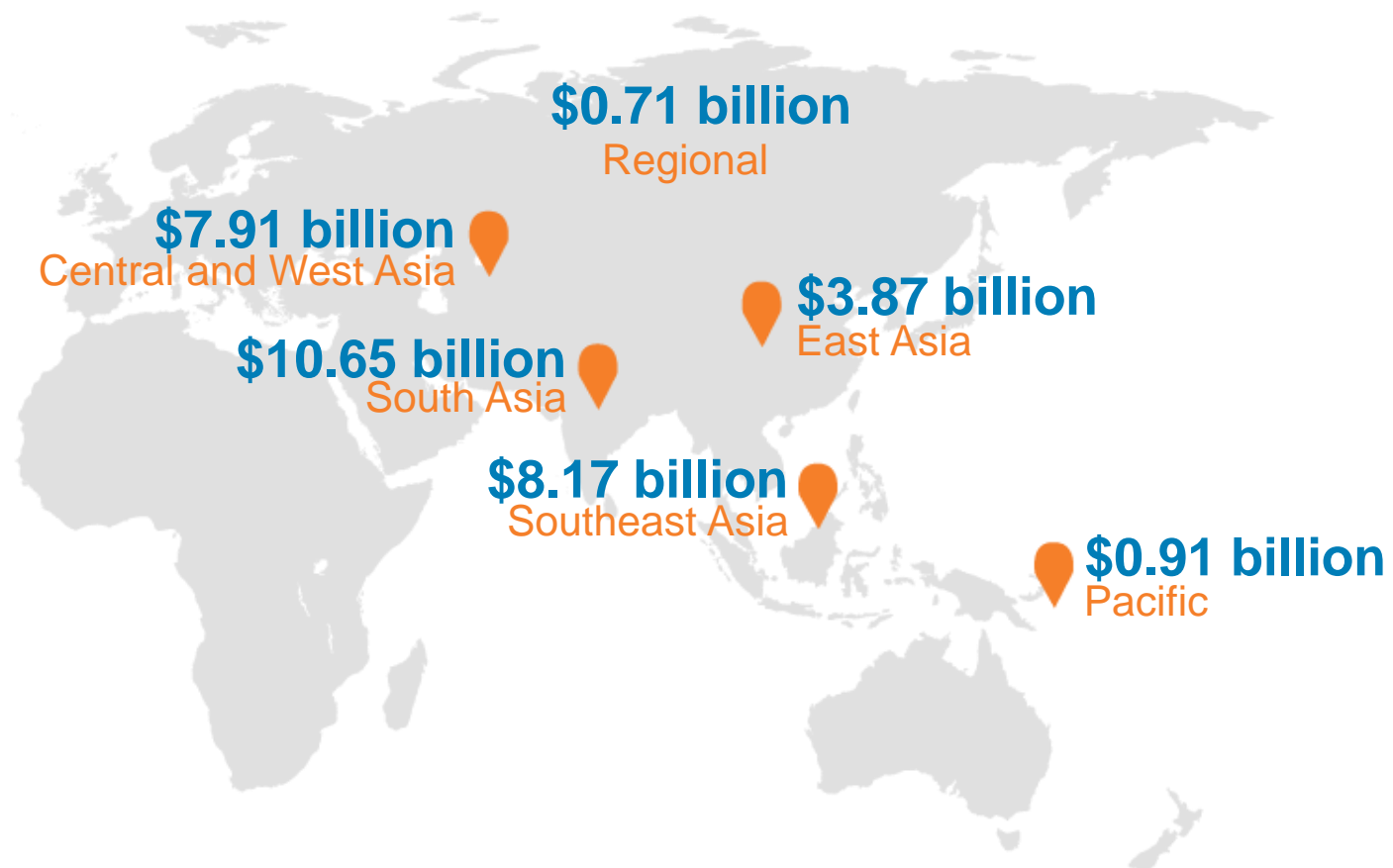
~\$736 million  
contracted in  
2018

# PORTFOLIO BREAKDOWN PER SECTOR

What do we work on?  
(2018)



# PORTFOLIO PER REGION





# LARGEST BORROWERS

India

China

Pakistan

Bangladesh

Indonesia



# Top Suppliers by Member State

## Procurement Ranking – Goods

	2017	2018	2019	2020 (Jan-Jul)
1	PRC	PRC	IND	IND
2	IND	BAN	PRC	PRC
3	SWE	IND	USA	INO
4	INO	SWE	VIE	TUR
5	BAN	VIE	BAN	UZB



# Top Suppliers by Member State

## Procurement Ranking – Works

	2017	2018	2019	2020 (Jan-Jul)
1	PRC	PRC	PRC	IND
2	IND	IND	IND	PRC
3	KOR	BAN	INO	PHI
4	BAN	GER	BAN	BAN
5	VIE	INO	PAK	PAK

# Top Suppliers by Member State

## Procurement Ranking – Consulting Services

	2017	2018	2019	2020 (Jan-Jul)
1	AUS	KOR	IND	IND
2	KOR	UKG	AUS	AUS
3	IND	IND	GER	KOR
4	USA	FRA	USA	UKG
5	UKG	AUS	FRA	INO

# Top Suppliers by Amount

## Top 5 Suppliers of Goods (2017–July 2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	BEML LTD.	2	545.27
2	ABB GROUP	10	256.90
3	TBEA CO. LTD.	6	196.33
4	PROGRESS RAIL LOCOMOTIVE INC.	1	135.34
5	CHINA NATIONAL TECHNICAL IMPORT & EXPORT CORP.	1	134.63

# Top Suppliers by Amount

## Top 5 Suppliers of Works (2017–July 2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SIEMENS AG	20	833.94
2	LARSEN & TOUBRO LTD.	21	702.27
3	CHINA RAILWAY CONSTRUCTION CO. LTD.	27	494.56
4	CHINA RAILWAY ENGINEERING CORP.	16	479.37
5	POWER CONSTRUCTION CORP. OF CHINA	30	433.39

# Top Suppliers by Amount

## Top 5 Consulting Services Firms (2017–July 2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SMEC INTERNATIONAL PTY. LTD.	31	155.07
2	EGIS INTERNATIONAL	31	82.04
3	KOREA CONSULTANTS INTERNATIONAL CO. LTD.	4	54.53
4	OVE ARUP & PARTNERS INTERNATIONAL LTD.	7	54.37
5	DONGSUNG ENGINEERING CO. LTD.	6	29.84

# SHARE OF ADB'S PROCUREMENT CONTRACTS

## Goods, Works, and Related Services

ADB's procurement contracts in Asia and the Pacific for goods, works, and related services under loan and grant operations totaled \$12.38 billion in 2018 and \$14.27 billion in 2019. Cumulative procurement since 1966 has been \$194.28 billion covering 241,600 contracts.

In Turkey, 592 contracts worth \$3.07 billion have been awarded to contractors and suppliers since 1991.

## Consulting Services

ADB's procurement contracts in Asia and the Pacific for consulting services under loan, grant, and technical assistance operations totaled \$706.15 million in 2018 and \$745.02 million in 2019. Cumulative procurement since 1966 has been \$13.4 billion covering 64,032 contracts.

In Turkey, 41 contracts worth \$47.36 million have been awarded to consultants since 1991.

# TURKEY CONTRACTORS/SUPPLIERS

## 2015-2019

**Top 5 Contractors/Suppliers from Turkey Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2015–31 December 2019**

Contractor/Supplier	Sector	Contract Amount (\$ million)
Kolin Insaat Turizm Sanayi ve Ticaret A.S.	TRA	270.97
Limak Insaat Sanayi ve Ticaret A.S. and Zahir Khan & Brothers (JV)	TRA	127.94
Polat Yol Yapı Sanayi ve Ticaret A.S.	TRA	73.94
SA-RA Energy Construction Trade & Industry Co. Inc.	ENE	54.02
Korpu Bina Tikinti and Mehmet Gunes Insaat (JV)	TRA	47.80
Others		289.49
<b>Total</b>		<b>864.15</b>

ENE = energy, TRA = transport.

# TURKEY CONSULTANTS

## 2015-2019

**Top 5 Consultants from Turkey Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2015–31 December 2019**

Consultant	Sector	Contract Amount (\$ million)
Temelsu International Engineering Services Inc.	ANR	5.54
UBM Uluslararası Birleşmiş Musavirler Musavirlik Hizmetleri AS	TRA	5.47
Ay Consulting Ltd. & Art Environmental Technologies Ltd. (JV)	WUS	3.23
Su-Yapı Engineering & Consulting Inc.	WUS	2.64
Gentek International Engineering & Consulting Ltd.	TRA	2.49
Individual Consultants		10.21
Others		1.72
<b>Total</b>		<b>31.31</b>

ANR = agriculture, natural resources, and rural development; TRA = transport; WUS = water and other urban infrastructure and services.



## 2. Accessing Business Opportunities

- Finding opportunities – once public
- Advanced Searches
  - Projects of interest
  - Countries of interest
  - Sectors of interest
- Surfing the ADB website ... and alternatives

# HOW TO ACCESS OPPORTUNITIES

## Consultancy

- Register in ADB's Consultant Management System (CMS)
- CMS is where opportunities are advertised
- CMS is where you submit your proposals

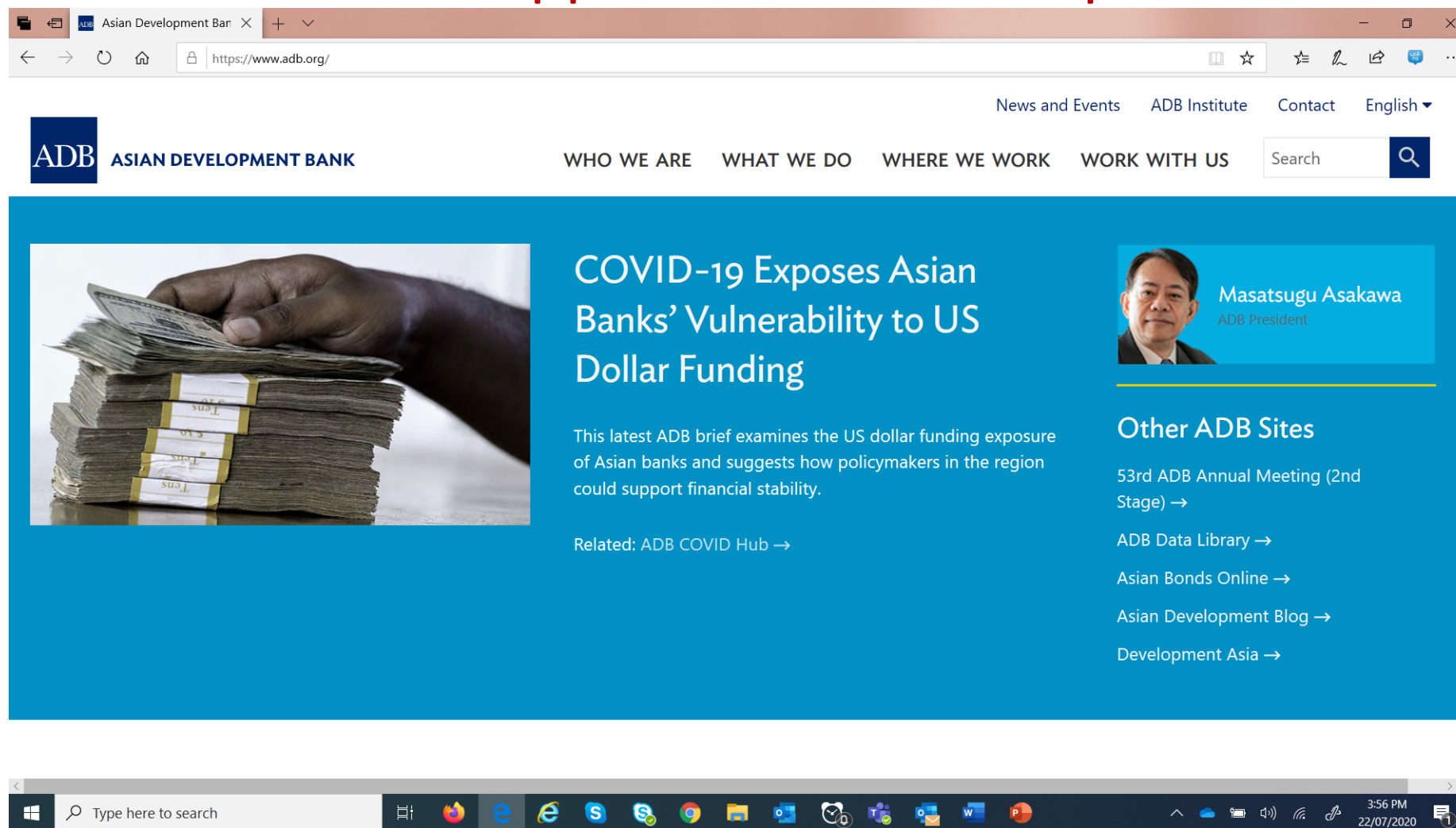
## Goods & Services

- Access Country strategies
- Access General Procurement Notices
- Access Procurement Plans
- Subscribe to E - Alerts

ADB

# Accessing Business Opportunities

## Contract opportunities – once public



The screenshot shows the ADB website homepage in a web browser. The browser's address bar displays 'https://www.adb.org/'. The website header includes the ADB logo and 'ASIAN DEVELOPMENT BANK' on the left, and navigation links for 'News and Events', 'ADB Institute', 'Contact', and 'English' on the right. Below the header, there are links for 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', and 'WORK WITH US', along with a search bar. The main content area features a large blue banner with the headline 'COVID-19 Exposes Asian Banks' Vulnerability to US Dollar Funding'. To the left of the headline is an image of a hand holding a stack of US dollar bills. Below the headline, a paragraph states: 'This latest ADB brief examines the US dollar funding exposure of Asian banks and suggests how policymakers in the region could support financial stability.' Below this paragraph is a link: 'Related: ADB COVID Hub →'. To the right of the headline is a portrait of Masatsugu Asakawa, ADB President. Below the portrait is a section titled 'Other ADB Sites' with links to '53rd ADB Annual Meeting (2nd Stage) →', 'ADB Data Library →', 'Asian Bonds Online →', 'Asian Development Blog →', and 'Development Asia →'. The Windows taskbar at the bottom shows the search bar and various application icons.

Asian Development Bank

News and Events ADB Institute Contact English

WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US

Search

**COVID-19 Exposes Asian Banks' Vulnerability to US Dollar Funding**

This latest ADB brief examines the US dollar funding exposure of Asian banks and suggests how policymakers in the region could support financial stability.

Related: ADB COVID Hub →

**Masatsugu Asakawa**  
ADB President

**Other ADB Sites**

- 53rd ADB Annual Meeting (2nd Stage) →
- ADB Data Library →
- Asian Bonds Online →
- Asian Development Blog →
- Development Asia →

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



# Accessing Business Opportunities

## Contract opportunities – once public

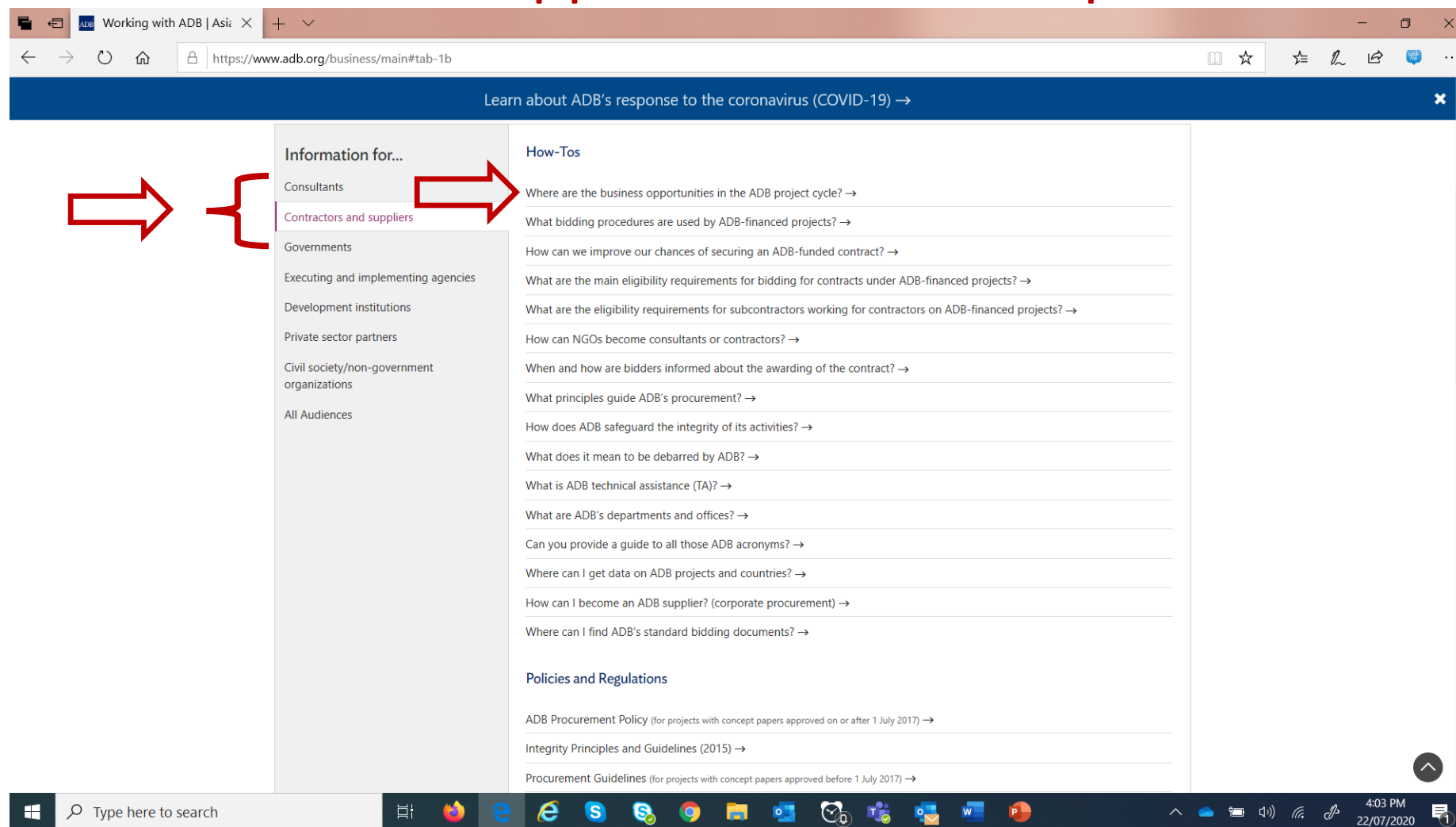
The screenshot shows the ADB website with the following structure:

- Top Navigation:** News and Events, ADB Institute, Contact, English
- Main Navigation:** WHO WE ARE, WHAT WE DO, WHERE WE WORK, **WORK WITH US** (highlighted with a red circle)
- Search Bar:** Search [magnifying glass icon]
- Content Area:**
  - CAREERS AND SCHOLARSHIPS:** What We Look For, Career Opportunities, Young Professionals Program, Visiting Fellow Program, Internship Program, Scholarship Program
  - BUSINESS CENTER:** Consultants, Contractors and Suppliers, Governments, Executing and Implementing Agencies, Development Institutions, Private Sector Partners, Civil Society/Non-government Organizations (highlighted with a red circle)
  - FOR INVESTORS:** Investor Relations, ADB Green Bonds, ADB Water Bonds
- Footer:** Asian Bonds Online →, Asian Development Blog →, Development Asia →

A red arrow points from the 'BUSINESS CENTER' section to 'Projects & Tenders' under the 'FOR INVESTORS' section.

# Accessing Business Opportunities

## Contract opportunities – once public



The screenshot shows the ADB Business Opportunities website. The browser address bar displays <https://www.adb.org/business/main#tab-1b>. A blue banner at the top reads "Learn about ADB's response to the coronavirus (COVID-19) →". On the left, a sidebar titled "Information for..." lists various audience groups. A red arrow points to the "Contractors and suppliers" link, which is highlighted with a red bracket. Another red arrow points from this link to the "How-Tos" section on the right. The "How-Tos" section contains a list of questions with right-pointing arrows, such as "Where are the business opportunities in the ADB project cycle? →". Below this is the "Policies and Regulations" section, which includes links to the "ADB Procurement Policy", "Integrity Principles and Guidelines (2015)", and "Procurement Guidelines". The Windows taskbar at the bottom shows the time as 4:03 PM on 22/07/2020.

Information for...

- Consultants
- Contractors and suppliers**
- Governments
- Executing and implementing agencies
- Development institutions
- Private sector partners
- Civil society/non-government organizations
- All Audiences

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? →
- What principles guide ADB's procurement? →
- How does ADB safeguard the integrity of its activities? →
- What does it mean to be debarred by ADB? →
- What is ADB technical assistance (TA)? →
- What are ADB's departments and offices? →
- Can you provide a guide to all those ADB acronyms? →
- Where can I get data on ADB projects and countries? →
- How can I become an ADB supplier? (corporate procurement) →
- Where can I find ADB's standard bidding documents? →

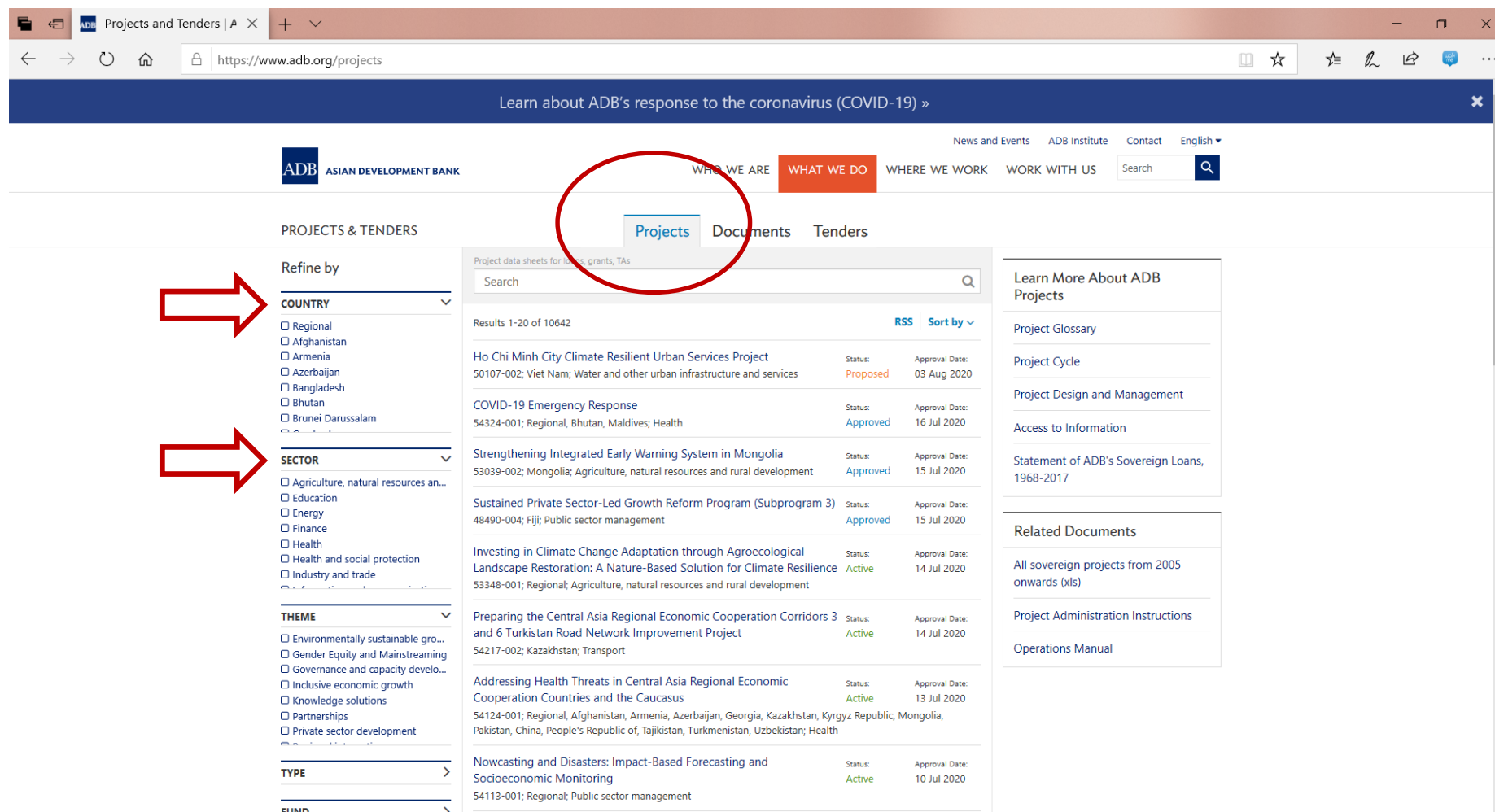
Policies and Regulations

- ADB Procurement Policy (for projects with concept papers approved on or after 1 July 2017) →
- Integrity Principles and Guidelines (2015) →
- Procurement Guidelines (for projects with concept papers approved before 1 July 2017) →

<https://www.adb.org/business/main#tab-1b>

# Accessing Business Opportunities

## Contract opportunities – once public



Learn about ADB's response to the coronavirus (COVID-19) »

News and Events ADB Institute Contact English ▾

WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US Search

PROJECTS & TENDERS

Projects Documents Tenders

Refine by

COUNTRY ▾

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

SECTOR ▾

- ☐ Agriculture, natural resources an...
- ☐ Education
- ☐ Energy
- ☐ Finance
- ☐ Health
- ☐ Health and social protection
- ☐ Industry and trade

THEME ▾

- ☐ Environmentally sustainable gro...
- ☐ Gender Equity and Mainstreaming
- ☐ Governance and capacity develo...
- ☐ Inclusive economic growth
- ☐ Knowledge solutions
- ☐ Partnerships
- ☐ Private sector development

TYPE >

FINN >

Project data sheets for loans, grants, TAs

Search

Results 1-20 of 10642 RSS Sort by ▾

Project Name	Status	Approval Date
Ho Chi Minh City Climate Resilient Urban Services Project 50107-002; Viet Nam; Water and other urban infrastructure and services	Proposed	03 Aug 2020
COVID-19 Emergency Response 54324-001; Regional, Bhutan, Maldives; Health	Approved	16 Jul 2020
Strengthening Integrated Early Warning System in Mongolia 53039-002; Mongolia; Agriculture, natural resources and rural development	Approved	15 Jul 2020
Sustained Private Sector-Led Growth Reform Program (Subprogram 3) 48490-004; Fiji; Public sector management	Approved	15 Jul 2020
Investing in Climate Change Adaptation through Agroecological Landscape Restoration: A Nature-Based Solution for Climate Resilience 53348-001; Regional; Agriculture, natural resources and rural development	Active	14 Jul 2020
Preparing the Central Asia Regional Economic Cooperation Corridors 3 and 6 Turkistan Road Network Improvement Project 54217-002; Kazakhstan; Transport	Active	14 Jul 2020
Addressing Health Threats in Central Asia Regional Economic Cooperation Countries and the Caucasus 54124-001; Regional, Afghanistan, Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyz Republic, Mongolia, Pakistan, China, People's Republic of, Tajikistan, Turkmenistan, Uzbekistan; Health	Active	13 Jul 2020
Nowcasting and Disasters: Impact-Based Forecasting and Socioeconomic Monitoring 54113-001; Regional; Public sector management	Active	10 Jul 2020

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

<https://www.adb.org/projects>

# Accessing Business Opportunities

## Contract opportunities – once public

The screenshot shows the ADB Projects and Tenders website. The URL in the browser is <https://www.adb.org/projects/tenders>. The page features a navigation bar with links to 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', and 'WORK WITH US'. The 'WHAT WE DO' link is circled in red, with a red arrow pointing down to the 'Tenders' tab in the 'PROJECTS & TENDERS' section. Another red arrow points to the 'Refine by' filters on the left, specifically the 'COUNTRY' and 'SECTOR' dropdowns. The main content area displays a list of procurement opportunities, including 'Crowd-Based Applications Expert for the Bagmati River Basin', 'Communications Specialist - Implementing the Integrated Trade Agenda in the CAREC Program', 'Institutional Specialist', 'Irrigation Modernization Specialist (National)', 'Social Safeguards Specialist', and 'ARVC service provider'. Each entry includes details like project ID, region, status (Active), and deadline. On the right side, there are sections for 'Key Documents' (Procurement Plans, Policy, Regulations), 'Shortlisted Firms - Consulting Services', 'Business Center', and an advisory warning about business scams.

Learn about ADB's response to the coronavirus (COVID-19) »

ADB ASIAN DEVELOPMENT BANK

News and Events ADB Institute Contact English

WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US Search

PROJECTS & TENDERS

Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search

Results 1-20 of 18529

Crowd-Based Applications Expert for the Bagmati River Basin  
42384-012; Regional; Agriculture, natural resources and rural development; Date posted: 22 Jul 2020  
Status: Active Deadline: 31 Jul 2020  
Notice Type: Individual - Consulting

Communications Specialist - Implementing the Integrated Trade Agenda in the CAREC Program  
52011-001; Regional, Afghanistan, Azerbaijan, Georgia, Kazakhstan, Kyrgyz Republic, Mongolia, Pakistan, China, People's Republic of, Tajikistan, Turkmenistan, Uzbekistan; Industry and trade; Date posted: 22 Jul 2020  
Status: Active Deadline: 28 Jul 2020  
Notice Type: Individual - Consulting

Institutional Specialist  
53145-001; India; Agriculture, natural resources and rural development; Date posted: 22 Jul 2020  
Status: Active Deadline: 28 Jul 2020  
Notice Type: Individual - Consulting

Irrigation Modernization Specialist (National)  
53145-001; India; Agriculture, natural resources and rural development; Date posted: 22 Jul 2020  
Status: Active Deadline: 28 Jul 2020  
Notice Type: Individual - Consulting

Social Safeguards Specialist  
54217-002; Kazakhstan; Transport; Date posted: 22 Jul 2020  
Status: Active Deadline: 30 Jul 2020  
Notice Type: Individual - Consulting

ARVC service provider  
Status: Active Deadline: 28 Jul 2020

Refine by

COUNTRY

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

SECTOR

- ☐ Agriculture, natural resources an...
- ☐ Education
- ☐ Energy
- ☐ Finance
- ☐ Health
- ☐ Industry and trade
- ☐ Information and communication ...

TYPE

- ☐ Advance Notice
- ☐ Contracts Awarded
- ☐ Firm - Consulting
- ☐ Individual - Consulting
- ☐ Invitation for Bids
- ☐ Invitation for prequalification
- ☐ Other Notice

GROUP

STATUS

Key Documents

- Procurement Plans
- Procurement Policy
- Procurement Regulations

Shortlisted Firms - Consulting Services  
See the list »

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

Advisory: Beware of business scams using ADB's name  
Read more »

# Accessing Business Opportunities

## Consulting services opportunities – once public

**Consultant Management System**

**Consulting Opportunities**  
Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkboxes or by entering keywords to search by expertise.

**Refine by**

- ☐ COVID-19 Related Assignment
  - ☐ Yes (19)
  - ☐ No (121)
- ☐ Consultant Type
  - ☐ Firm (22)
  - ☐ Individual (118)
- ☐ Eligibility of Consultant Country
  - ☐ Open to Member Countries Only (140)
  - ☐ Non-Member Countries Allowed (0)
- ☐ Engagement Period
  - ☐ Less than 3 months (9)
  - ☐ 3 months to 1 year (90)
  - ☐ More than 1 year (41)
- ☐ Country
  - ☐ Regional (55)
  - ☐ Afghanistan (5)
  - ☐ Armenia (1)
  - ☐ Azerbaijan (1)
  - ☐ Bangladesh (9)
  - ☐ Brunei Darussalam (1)
  - ☐ Cambodia (8)
  - ☐ China (6)
  - ☐ Cook Islands (2)
  - ☐ Fiji (3)
  - ☐ Georgia (3)
- ☐ Sector
  - ☐ Agriculture
  - ☐ Construction
  - ☐ Education
  - ☐ Health
  - ☐ Infrastructure
  - ☐ Manufacturing
  - ☐ Mining
  - ☐ Services
  - ☐ Transport
  - ☐ Urban Development
  - ☐ Water
  - ☐ Other
- ☐ Engagement Type
- ☐ Consultant Source
- ☐ Budget Amount

**Search by Expertise**  **Go**

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
LOAN VIE: Water Efficiency Improvement in Drought-Affected Provinces Project - No.4 PPC-DED-NT: Consultancy Survey, design construction drawing - Total cost estimate of 02 sub-projects of irrigation development for high-tech agriculture Thanh Son - Phuoc Nhon and Nhon Hai - Thanh Hai (49404-002)	the Detailed Engineering Design for Developing irrigation for high-tech agriculture in Thanh Son - Phuoc Nhon and Nhon Hai - Thanh Hai, Ninh Thuan province	Firm	9	21-Jul-2020	21-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
LOAN-3633 VIE: Basic Infrastructure for Inclusive Growth in the Northeastern Provinces Sector Project - LSCS-ARVC ARVC service provider (49026-002)	agriculture and rural development	Firm	36	22-Jul-2020	20-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
LOAN-3888 PRC: Anhui Huangshan Xin'an River Ecological Protection and Green Development Project - Serv-HSC-10 Construction Supervision Service - Xiuning County (52026-001)	construction supervision	Firm	64	17-Jul-2020	17-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
LOAN-3791 CAM: Skills for Competitiveness Project - CS03 MEF-SDF Value Chain Studies (50394-002)	TVET/Education and Economy	Firm	8	15-Jul-2020	13-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
Medical facilities/clinic/hospital building related engineering expertise	Medical facilities/building engineering expertise	Individual	12.3	17-Jul-2020	06-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
LOAN-3787 MON: Sustainable Tourism Development Project - CS21 Construction design and supervision (Chingqiao Khaan Tourism Complex) (50013-002)	Construction Detailed Design and Supervision, Consulting Services	Firm	55	22-Jul-2020	05-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
Epidemiologist/ health security/disease surveillance specialists	Epidemiologist/Health Security/Disease Surveillance	Individual	12	16-Jul-2020	05-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
Risk communication specialists - advertising and communication expertise [COVID-19]	Risk Communication	Individual	12	16-Jul-2020	05-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
Medical equipment engineering expertise [COVID-19]	Medical Equipment Engineering	Individual	12	16-Jul-2020	05-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
LOAN-3886 PHI: Infrastructure Preparation and Innovation Facility (Additional Financing) - DEDC Detailed Architectural and Engineering Design Consultant (50288-001)	Detailed Architectural and Engineering Design	Firm	42	21-Jul-2020	04-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9517 BEG: Microfinance Risk Participation and Guarantee Program - Transaction Support for Expansion Subproject 2: Expansion Support (Legal Expert) (44934-019)	Legal, non-sovereign, credit	Individual	13	08-Jul-2020	04-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9292 BEG: Strengthening Project Preparation Capacity in Asia and the Pacific - Supporting Preparation of Infrastructure Projects with Private Sector Participation in Asia Pacific (Subproject 4) - #1 UZB: Geotechnical Engineering Firm (Namanagan Wastewater Utilities) (49407-005)	Geotechnical Engineering	Firm	12	07-Jul-2020	04-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9340 BEG: Supporting Finance Sector and Private Sector Development in the Pacific - Software Developer/Provider (50396-001)	Software Developer/Provider	Firm	20	18-Jul-2020	01-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9860 AFG: Infrastructure Project Implementation Support-Third Party Monitoring Consulting Firm for Agriculture, Natural Resources, and Rural Development Sector - 17 (53113-001)	Third Party Monitoring, agriculture, rural development, safeguards, M&E, engineering	Firm	8	18-Jul-2020	01-Aug-2020 11:59 PM	<a href="#">View CSRN</a>
TA-6498 BEG: Knowledge and Innovation Support for ADB's Water Financing Program - Crowd-Based Applications Expert for the Bagmati River Basin (42384-012)	Crowd-Based Applications Expert	Individual	4.7	22-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
TA-6498 BEG: Knowledge and Innovation Support for ADB's Water Financing Program - Crowd-Based Applications Expert for the Bagmati River Basin (42384-012)	Crowd-Based Applications Expert	Individual	4.7	22-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
LOAN-3767 PRC: Hubei Yichang Comprehensive Elderly Care Demonstration Project - YC-CS-02d Medical equipment specialist (49309-002)	Medical equipment specialist	Individual	22.3	22-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9605 GEO: Preparing the Second Domestic Resource Mobilization Program - COVID-19: Monitoring, Evaluation and Learning Specialist (2) (52161-002)	Monitoring and Evaluation	Individual	7.5	21-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9605 GEO: Preparing the Second Domestic Resource Mobilization Program - COVID-19: Monitoring, Evaluation and Learning Specialist (1) (52161-002)	Monitoring and Evaluation	Individual	7.5	21-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9845 PNG: SOE Accounting and Financial Management Specialist (Financial Sustainable Development) - CS-03 SOE Accounting and Financial Management Specialist (Financial Sustainable Development) (53364-001)	Public Financial Management	Individual	14.4	18-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
SC 114848 FIJ: High-Level Technology Fund - Digital Tools to Enhance Employability in TVET Sector in the Pacific	Youth-led Engagement Models/Digital Tool Specialist	Firm	18	17-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
LOAN-3897 PRC: Chongqing Innovation and Human Capital Development Project - PM-S04 Project Management Support Consulting Service (50222-002)	Project Management	Firm	72	02-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9645 BEG: Strengthening Education in the Pacific Region - Program Facilitating Unit Office Manager/Administrator (52183-001)	Office Manager/Administrator	Individual	8	01-Jul-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>
TA-9900 KGZ: Promoting Financial Sector Resilience - IA NBRK Strengthening of Econometric, Stress-testing and	Financial Sector Specialist, Econometric Modelling, Stress-testing	Firm	9	27-Jun-2020	31-Jul-2020 11:59 PM	<a href="#">View CSRN</a>

<https://csrn.adb.org>

<https://cms.adb.org>





# Accessing Business Opportunities

## Advanced Searches – by Project

Learn about ADB's response to the coronavirus (COVID-19) »

News and Events ADB Institute Contact English

WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US Search

Home > Projects >

### Viet Nam: Secondary Green Cities Development Project

Sovereign (Public) Project | 47274-003

Overview Project Data Sheet Documents Stories Tenders

The project will demonstrate economically competitive, environmentally sustainable and socially inclusive development for Vinh Yen city (Vinh Yen), Hue city (Hue) and Ha Giang city (Ha Giang) of Viet Nam. The project cities' green and climate resilient development approaches will be scaled up for nationwide green secondary city development in Viet Nam.

**LATEST PROJECT DOCUMENTS**

Title	Date
Secondary Green Cities Development Project: Hue City (Roads Package) Environmental Management Plan	Apr 2020
Secondary Green Cities Development Project: Hue City (Wards, Lakes, and Rivers Package) Environmental Management Plan	Feb 2020
Secondary Green Cities Development Project: Ha Giang City Subproject - Western Embankment of Lo River Environmental Management Plan	Feb 2020

**Project Details**

**Project Officer**  
**Nash, Alexander D.**  
Southeast Asia Department  
☒ Request for information

**Country**  
Viet Nam

**Modality**  
Grant  
Loan  
Technical Assistance

Status: Active

<https://www.adb.org/projects/47274-003/main>

# Accessing Business Opportunities

## Advanced Searches – by Project

Learn about ADB's response to the coronavirus (COVID-19) »

### Viet Nam: Secondary Green Cities Development Project

Sovereign (Public) Project | 47274-003 Status: Active

Overview Project Data Sheet **Documents** Stories Tenders

Title	Document Type	Document Date
Secondary Green Cities Development Program: Procurement Plan	Procurement Plans	Oct 2019
Loan Agreement (Ordinary Operations [Concessional]) for Loan 3591-VIE: Secondary Green Cities Development Project	Agreements	Jun 2018
Loan Agreement (Ordinary Operations) for Loan 3590-VIE: Secondary Green Cities Development Project	Agreements	Jun 2018
Project Agreement for Loan 3590 and 3591-VIE: Secondary Green Cities Development Project	Agreements	Jun 2018
Grant Agreement (Externally Financed) for Grant 0550-VIE: Secondary Green Cities Development Project	Grant Agreement	Jun 2018
Grant Agreement (Externally Financed) for Grant 0549-VIE: Secondary Green Cities Development Project	Grant Agreement	Jun 2018
Secondary Green Cities Development Program: Report and Recommendation of the President	Reports and Recommendations of the President	Oct 2017
Dự án Phát triển các Đô thị loại hai Xanh : Bảng Dữ liệu Dự án	Translated PDS	Oct 2017
Secondary Green Cities Development Program: Gender Action Plan	Gender Action Plans	Oct 2017
Secondary Green Cities Development Program: Project Administration Manual (As of Board Approval)	Project/Program Administration Manual	Oct 2017

**SAFEGUARD DOCUMENTS**  
[See also: Safeguards](#)

Safeguard documents provided at the time of project/facility approval may also be found in the list of linked documents provided with the Report and Recommendation of the President.

Title	Document Type	Document Date
Secondary Green Cities Development Project: Hue City (Roads Package) Environmental Management Plan	Environmental Management Plans	Apr 2020
Secondary Green Cities Development Project: Hue City (Wards, Lakes, and Rivers Package) Environmental Management Plan	Environmental Management Plans	Feb 2020
Secondary Green Cities Development Project: Ha Giang City Subproject - Western Embankment of Lo River Environmental Management Plan	Environmental Management Plans	Feb 2020
Secondary Green Cities Development Project: Ha Giang City Subproject - Embankment of Mien River Environmental Management Plan	Environmental Management Plans	Feb 2020

<https://www.adb.org/projects/47274-003/main#project-documents>

# Accessing Business Opportunities

## Advanced Searches – by Project

Learn about ADB's response to the coronavirus (COVID-19) »

### Viet Nam: Secondary Green Cities Development Project

Sovereign (Public) Project | 47274-003

Overview Project Data Sheet Documents **Stories** **Tenders**

**TENDERS**

Tender Title	Type	Status	Posting Date	Deadline
Recruitment of International Landscape Architect and Designer Specialist	Individual - Consulting	Closed	20 May 2020	26 May 2020
Recruitment of National Contract Management and Training Specialist	Individual - Consulting	Closed	01 Apr 2020	07 Apr 2020
Recruitment of International Knowledge Management Specialist	Individual - Consulting	Closed	01 Apr 2020	07 Apr 2020
Recruitment of National Environment Consultant	Individual - Consulting	Closed	15 Feb 2020	21 Feb 2020
Recruitment of National Involuntary Resettlement Consultant	Individual - Consulting	Closed	15 Feb 2020	21 Feb 2020
3591-VIE: Secondary Green Cities Development Project [HG-CW07]	Invitation for Bids	Closed	22 Jan 2020	25 Feb 2020
Audit	Firm - Consulting	Closed	03 Jan 2020	10 Jan 2020
Recruitment of consulting firm to support for Community-Led Initiatives for Hue and Community-Led Initiatives, Sanitation Revolving Fund for Vinh Yen	Firm - Consulting	Closed	26 Oct 2019	24 Nov 2019
Recruitment of International Landscape Architect and Designer	Individual - Consulting	Closed	04 Oct 2019	07 Oct 2019
Recruitment of National Hydraulic Engineer	Individual - Consulting	Closed	04 Oct 2019	07 Oct 2019
Recruitment of National Project Analyst	Individual - Consulting	Closed	01 Sep 2019	14 Sep 2019
Recruitment of International Street Lighting System Senior Advisor	Individual - Consulting	Closed	24 Aug 2019	06 Sep 2019
Auditing consultant	Firm - Consulting	Closed	15 Aug 2019	16 Sep 2019

<https://www.adb.org/projects/47274-003/main#project-tenders>

ADB

# Accessing Business Opportunities

## Advanced Searches – by Country

The screenshot shows the ADB website with the following content:

- Browser Address Bar:** <https://www.adb.org/> (highlighted with a red circle)
- Navigation Menu:** WHO WE ARE, WHAT WE DO, **WHERE WE WORK** (highlighted with a red circle), WORK WITH US
- COUNTRIES WITH OPERATIONS:**

Afghanistan	India	Nauru	Sri Lanka
Armenia	Indonesia   Bahasa Indonesia	Nepal	Tajikistan
Azerbaijan	Kazakhstan   Русский	Niue	Thailand
Bangladesh	Kiribati	Pakistan	Timor-Leste
Bhutan	Kyrgyz Republic	Palau	Tonga
Cambodia	Lao People's Democratic Republic	Papua New Guinea	Turkmenistan
Cook Islands	Maldives	People's Republic of China   中文	Tuvalu
Federated States of Micronesia	Marshall Islands	Philippines	Uzbekistan
Fiji	Mongolia	Samoa	Vanuatu
Georgia	Myanmar	Solomon Islands	Viet Nam   Tiếng Việt
- REGIONAL OFFICES:**
  - European Representative Office
  - Japanese Representative Office | 日本語
  - North America Representative Office
  - Pacific Liaison and Coordination Office
  - Pacific Subregional Office
- SUBREGIONAL PROGRAMS:**
  - Brunei, Indonesia, Malaysia, Philippines East ASEAN Growth Area (BIMP-EAGA)
  - Central Asia Regional Economic Cooperation (CAREC) Program
  - Greater Mekong Subregion (GMS) Program
  - Indonesia, Malaysia, Thailand Growth Triangle (IMT-GT)
  - South Asia Subregional Economic Cooperation (SASEC)
- News and Events:**
  - 21 JUL 2020 | NEWS RELEASE: ADB Provides Additional Assistance to Bhutan to Combat COVID-19
  - 20 JUL 2020 | BLOG ENTRY: Six ways young people are helping Asia through the pandemic
  - 20 JUL 2020 | NEWS RELEASE: ADB Provides Additional Assistance to Maldives to Combat COVID-19
- VIDEO:** ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need →
- PUBLICATION:** Food Security in Asia and the Pacific amid the COVID-19 Pandemic →

A red arrow points to the 'Viet Nam | Tiếng Việt' link in the 'COUNTRIES WITH OPERATIONS' list.

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



# Accessing Business Opportunities

## Advanced Searches – by Country

Learn about ADB's response to the coronavirus (COVID-19) →

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US

Viet Nam and ADB

ADB's country partnership strategy for Viet Nam is based on promoting job creation and competitiveness, increasing the inclusiveness of infrastructure and service delivery, and improving environmental sustainability and climate resilience.

Main Overview Strategy Data Projects Opportunities News Publications Translations Contacts

> Where We Work > Viet Nam and ADB

Translate: Tiếng Việt

In the Spotlight

20 JUL 2020 | BLOG ENTRY  
Six ways young people are helping Asia through the pandemic →  
Young people have a unique perspective on

25 JUN 2020 | NEWS RELEASE  
COVID-19-Induced Uncertainty Continues to Drag on Emerging East Asian Bonds →

24 JUN 2020 | ARTICLE  
12 Things to Know: The Rise of Renewable Energy in Asia and the Pacific →

08 JUN 2020 | VIDEO  
Introducing the Book Environmental, Social, and Governance Investment: Opportunities and Risks for Asia →

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



# Accessing Business Opportunities

## Advanced Searches – by Country

The screenshot shows the ADB website for Viet Nam. The main header includes the ADB logo and navigation links: WHO WE ARE, WHAT WE DO, WHERE WE WORK (highlighted), and WORK WITH US. A search bar is also present. The main content area features a large banner for 'Viet Nam and ADB' with a green box containing text about the country partnership strategy. Below this, a navigation bar lists various sections: Main, Overview, Strategy, Data, Projects, Opportunities, News, Publications, Translations, and Contacts. The 'Where We Work' section is active, displaying three documents:

- Viet Nam: Country Partnership Strategy (2016-2020)** (09 SEP 2016 | INSTITUTIONAL DOCUMENT)  
This Country Partnership Strategy defines ADB's strategic approach in Viet Nam for 2016–2020.
- Viet Nam: Country Operations Business Plan (2020-2022)** (29 NOV 2019 | INSTITUTIONAL DOCUMENT)  
ADB's country operations business plan (COBP), 2020–2022 for Viet Nam remains consistent with the priorities of the country's Socio-Economic Development Plan, 2016–2020 and ADB's support to its implementation under the country partnership strategy (CPS), 2016–2020.
- GMS Economic Cooperation Program: Regional Investment Framework 2022** (31 MAR 2018 | INSTITUTIONAL DOCUMENT)  
This overview of the GMS Regional Investment Framework 2022 covers a pipeline of priority projects that include 143 investment projects requiring \$65.7 billion and 84 technical assistance projects requiring \$295 million.

The bottom of the page shows a Windows taskbar with various application icons and a system clock indicating 5:13 PM on 22/07/2020.

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

ADB

# Accessing Business Opportunities

## Advanced Searches – by Sector

The screenshot shows the ADB website's 'What We Do' page. The 'WHAT WE DO' menu item is circled in red. Below it, the 'SECTORS AND THEMES' section is highlighted with a red arrow. The page includes a navigation bar with links like 'News and Events', 'ADB Institute', 'Contact', and 'English'. The main content area is divided into several columns: 'ABOUT ADB PROJECTS', 'KNOWLEDGE', 'PRODUCTS AND SERVICES', 'NEWS AND EVENTS', 'SECTORS AND THEMES', and 'OPERATIONAL PRIORITIES'. The 'SECTORS AND THEMES' section lists various sectors such as Agriculture and Food Security, Climate Change and Disaster Risk Management, Education, Energy, Environment, Finance Sector, Gender and Development, Governance and Public Management, Health, Information and Communications Technology (ICT), Public-Private Partnerships (PPP), Regional Cooperation and Integration, Social Development and Poverty, Sustainable Development Goals, Transport, Urban Development, and Water. A video player at the bottom features the title 'ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need'.

Learn about ADB's response to the coronavirus (COVID-19) →

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US Search

ABOUT ADB PROJECTS  
Projects & Tenders  
Project Design and Management  
Project Results and Case Studies

KNOWLEDGE  
Publications and Documents  
Data and Statistics  
ADB Institute  
Development Asia  
ADB Blogs  
Asian Bonds Online

PRODUCTS AND SERVICES  
Public Sector (Sovereign) Financing  
Private Sector (Nonsovereign) Financing  
Cofinancing Partnerships  
Results-Based Lending for Programs  
Trade Finance Program  
Funds and Resources

NEWS AND EVENTS  
53rd ADB Annual Meeting

SECTORS AND THEMES  
Agriculture and Food Security  
Climate Change and Disaster Risk Management  
Education  
Energy  
Environment  
Finance Sector  
Gender and Development  
Governance and Public Management  
Health  
Information and Communications Technology (ICT)  
Public-Private Partnerships (PPP)  
Regional Cooperation and Integration  
Social Development and Poverty  
Sustainable Development Goals  
Transport  
Urban Development  
Water

OPERATIONAL PRIORITIES

ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need

and the Pacific, reverse progress on poverty reduction, and throw economies into recession," said ADB President Masatsugu Asakawa.

An assistance package of \$20 billion has been deployed to help our developing members counter the severe impacts caused by the COVID-19 pandemic and address the urgent needs of the sick, the poor, and the vulnerable.

FAQs on ADB's \$20 Billion COVID-19 Pandemic Response →

We are supporting our developing members in responding to the COVID-19 outbreak through finance, knowledge, and partnerships.

Learn more →

<https://www.adb.org/what-we-do/main>





# Accessing Business Opportunities

## Surfing the ADB website ... and alternatives

You can always try the ADB website search engine

or



Simply:

**Enter the name of a project, or the 4-, or 5-, or 8-digit number of a project, + ADB**

The first search result will “*always*” be the Project Overview/Data Sheet webpage





# Accessing Business Opportunities

## COVID-19 Procurement

- Visit ADB COVID webpage:  
<https://www.adb.org/what-we-do/covid19-coronavirus>  
Also visit “*Business Outreach*” link
  - Business opportunities
  - Market research for supplies
  - “Supply Chain Maps” for products
- CMS has filter specific for COVID-19 related opportunities

ADB

# Accessing Business Opportunities

## COVID-19 Procurement

COVID-19 (Coronavirus): ADB's Response

ADB is supporting its developing members in responding to the COVID-19 outbreak through finance, knowledge, and partnerships.

Main Business Outreach

COVID-19 (Coronavirus): ADB's Response

### In the Spotlight

**ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need**

VIDEO

ADB's Response to COVID-19: on the Side of Our Developing Members in Their Time of Need →

ADB tripled the size of its response to the COVID-19 pandemic to \$20 billion and to streamline its

**Developing Asia to Grow Just 0.1% in 2020 — ADB →**

NEWS RELEASE

Developing Asia will barely grow in 2020 as containment measures to address the coronavirus disease (COVID-19) pandemic hamper economic activity and weaken

**ADB Study Maps Supply Chains for Key Products in COVID-19 Response →**

NEWS RELEASE

The Asian Development Bank (ADB) has released a landmark study which maps supply chains for critical products in the

**COVID-19 Economic Impact Assessment Template →**

DATA

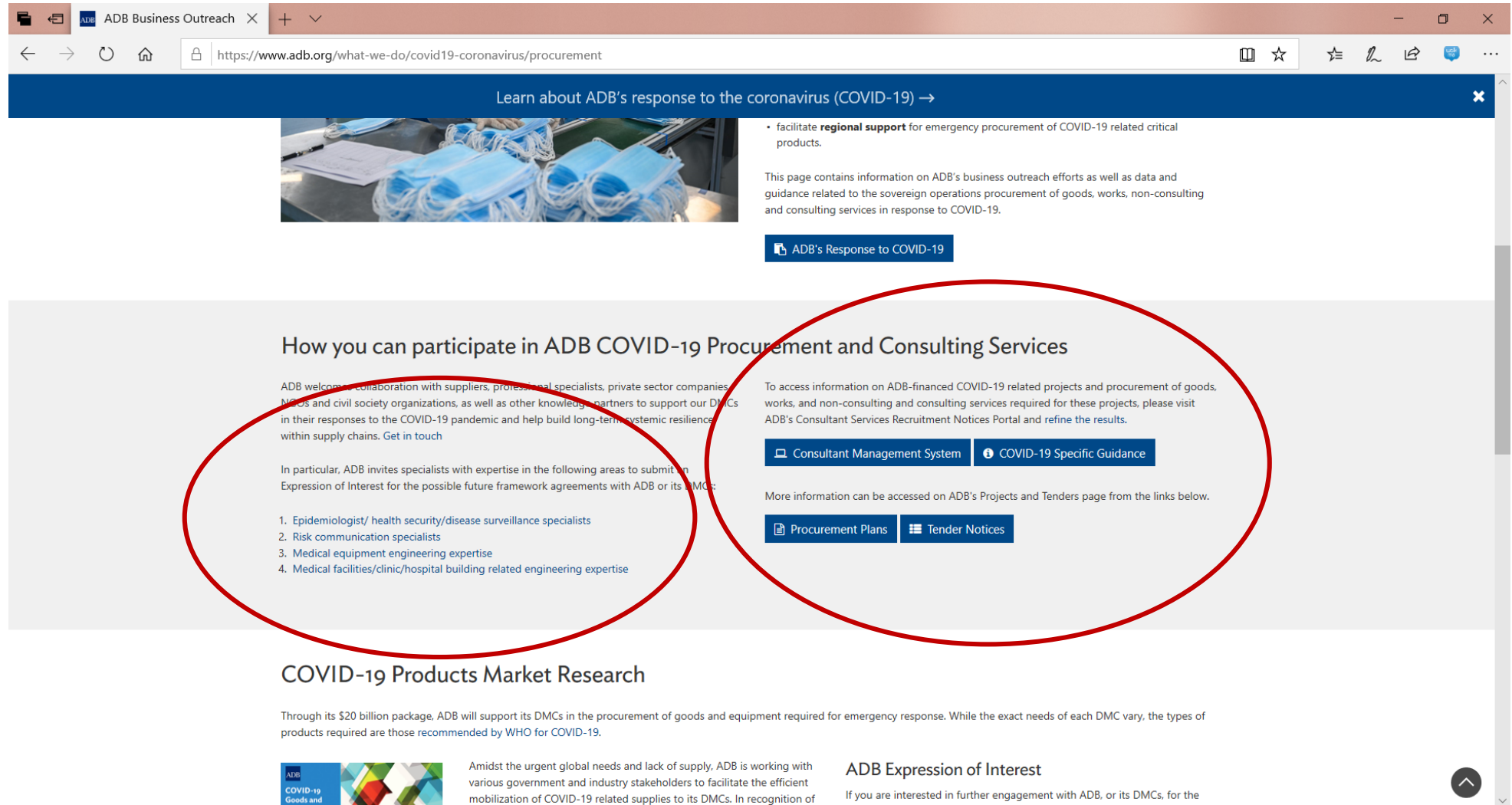
This template looks at the potential economy- and sector-specific impact of the COVID-19 outbreak. The scenarios and estimates are revised to reflect the

<https://www.adb.org/what-we-do/covid19-coronavirus>



# Accessing Business Opportunities

## COVID-19 Procurement



Learn about ADB's response to the coronavirus (COVID-19) →

• facilitate **regional support** for emergency procurement of COVID-19 related critical products.

This page contains information on ADB's business outreach efforts as well as data and guidance related to the sovereign operations procurement of goods, works, non-consulting and consulting services in response to COVID-19.

[ADB's Response to COVID-19](#)

### How you can participate in ADB COVID-19 Procurement and Consulting Services

ADB welcomes collaboration with suppliers, professional specialists, private sector companies, NGOs and civil society organizations, as well as other knowledge partners to support our DMCs in their responses to the COVID-19 pandemic and help build long-term systemic resilience within supply chains. Get in touch

In particular, ADB invites specialists with expertise in the following areas to submit an Expression of Interest for the possible future framework agreements with ADB or its DMCs:

1. Epidemiologist/ health security/disease surveillance specialists
2. Risk communication specialists
3. Medical equipment engineering expertise
4. Medical facilities/clinic/hospital building related engineering expertise

To access information on ADB-financed COVID-19 related projects and procurement of goods, works, and non-consulting and consulting services required for these projects, please visit ADB's Consultant Services Recruitment Notices Portal and refine the results.

[Consultant Management System](#) [COVID-19 Specific Guidance](#)

More information can be accessed on ADB's Projects and Tenders page from the links below.

[Procurement Plans](#) [Tender Notices](#)

### COVID-19 Products Market Research

Through its \$20 billion package, ADB will support its DMCs in the procurement of goods and equipment required for emergency response. While the exact needs of each DMC vary, the types of products required are those recommended by WHO for COVID-19.

Amidst the urgent global needs and lack of supply, ADB is working with various government and industry stakeholders to facilitate the efficient mobilization of COVID-19 related supplies to its DMCs. In recognition of

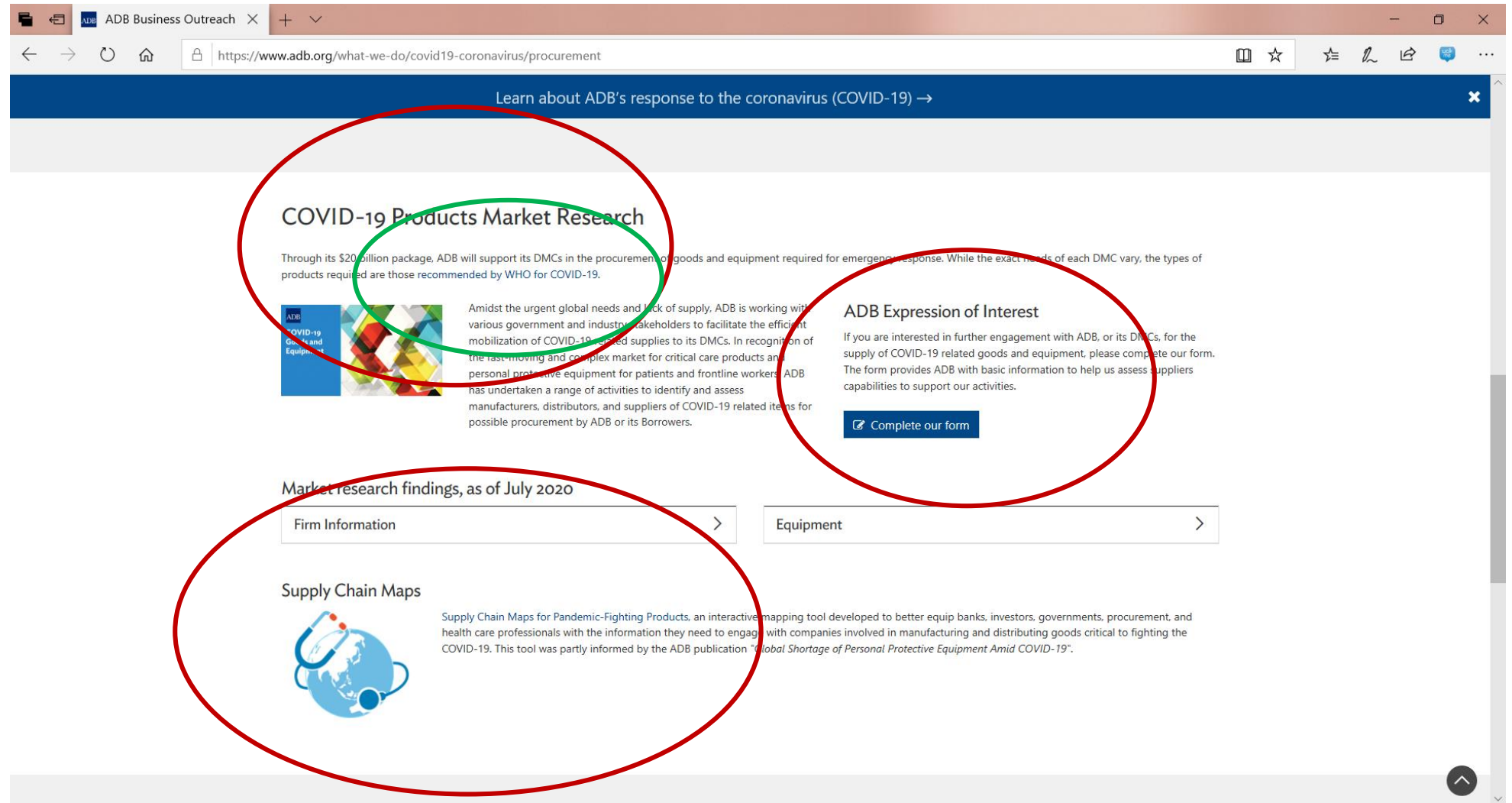
**ADB Expression of Interest**

If you are interested in further engagement with ADB, or its DMCs, for the

<https://www.adb.org/what-we-do/covid19-coronavirus/procurement>

# Accessing Business Opportunities

## COVID-19 Procurement



The screenshot shows the ADB Business Outreach website page for COVID-19 procurement. The page is titled "Learn about ADB's response to the coronavirus (COVID-19) →". The main content area is divided into several sections:

- COVID-19 Products Market Research**: This section is highlighted with a green oval. It describes ADB's \$20 billion package to support DMCs in procuring goods and equipment for emergency response. It mentions that the products required are those recommended by WHO for COVID-19. A small image of a COVID-19 related product is shown.
- ADB Expression of Interest**: This section is highlighted with a red oval. It invites interested parties to complete a form to engage with ADB or its DMCs for the supply of COVID-19 related goods and equipment. A button labeled "Complete our form" is visible.
- Market research findings, as of July 2020**: This section is highlighted with a red oval. It contains two tabs: "Firm Information" and "Equipment".
- Supply Chain Maps**: This section is highlighted with a red oval. It features an image of a globe with a stethoscope and describes an interactive mapping tool developed to better equip banks, investors, governments, procurement, and health care professionals with the information they need to engage with companies involved in manufacturing and distributing goods critical to fighting the COVID-19.

<https://www.adb.org/what-we-do/covid19-coronavirus/procurement>



# 3. Procurement Systems & Procedures

## Agenda

- ADB procurement policy and procedures
- Contract opportunities – Who? What? When?
- Bidding for ADB-financed contracts
- More information





# Procurement Systems & Procedures

## Procurement Reform 2017

***“Improving ADB Project Performance through Procurement Reforms”***

**ADB Policy Paper, March 2017**

*“... continue to promote better procurement systems using a principles- and risk-based approach”*

*“... increase efficiency and effectiveness. To support better project implementation, ADB will reform and rationalize its business processes, particularly its procurement systems”*



# Procurement Systems & Procedures

## Drivers of reform



Increased lending operations



Evolving needs of DMCs



Harmonization with other MDBs



Need to improve delivery systems



# Procurement Systems & Procedures

## Procurement principles – Desired outcomes

Principle		Outcomes
	<b>Fairness</b>	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	<b>Economy</b>	Using price, quality, and any nonprice attributes to deliver viable projects.
	<b>Efficiency</b>	Ensures procurement processes are proportional to value and risks.
	<b>Transparency</b>	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	<b>Quality</b>	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	<b>Value for Money</b>	Obtain optimal benefits through effective, efficient, and economic use of resources.



# Procurement Systems & Procedures

## Procurement Reform 2017

### From rule-based to risk-based procurement

#### From value thresholds driving:

- Tendering methods – international vs national bidding
- Contracting methods – small vs large works, quotations, direct contracting
- Contract awards – “... *lowest evaluated substantially responsive bid*”

#### To risk-based approach allowing to factor in:

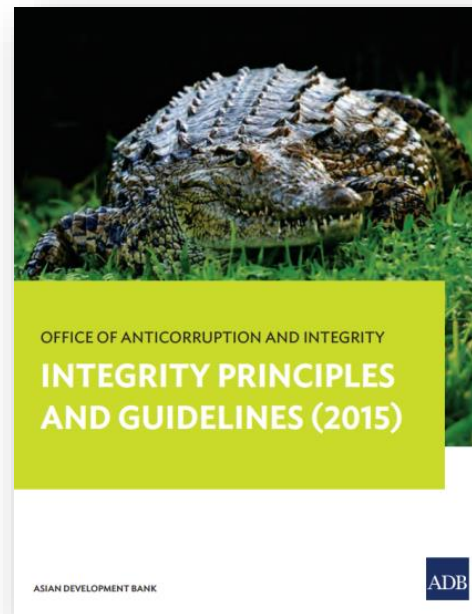
- Best industry practice for tendering/contracting method
- Deeper market intelligence for optimal approach to procurement
- Alternative methods of evaluation – merit points, life-cycle costing, etc.
- Best *fit-for-purpose* option

# Procurement Systems & Procedures

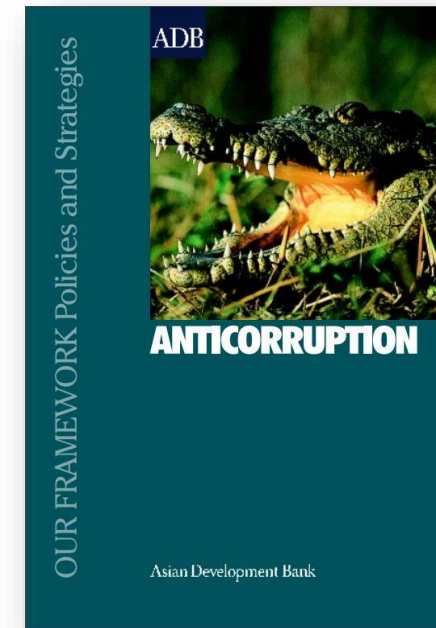
## ADB's Anticorruption Policy & Guidelines

Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.

<http://www.adb.org/site/integrity/publications>



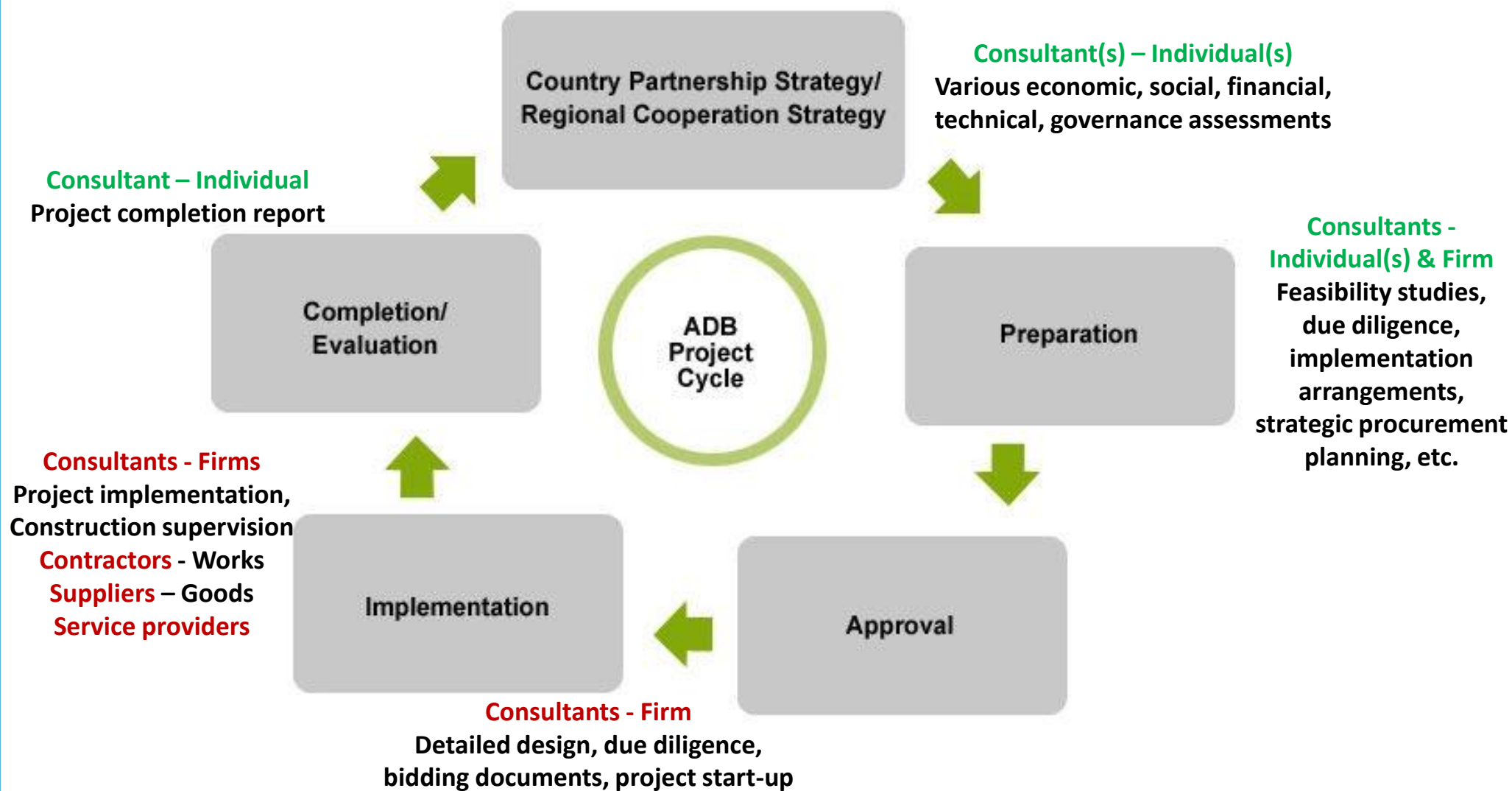
Highest Ethical  
Standards



Zero  
Tolerance

# Procurement Systems & Procedures

## Contract opportunities through project cycle





# Procurement Systems & Procedures

## ADB role in procurement

### ADB-administered, under technical assistance (TA) projects

- ADB selects, recruits and administers consultants
- Train staff, executing agencies, and consultants/contractors/suppliers

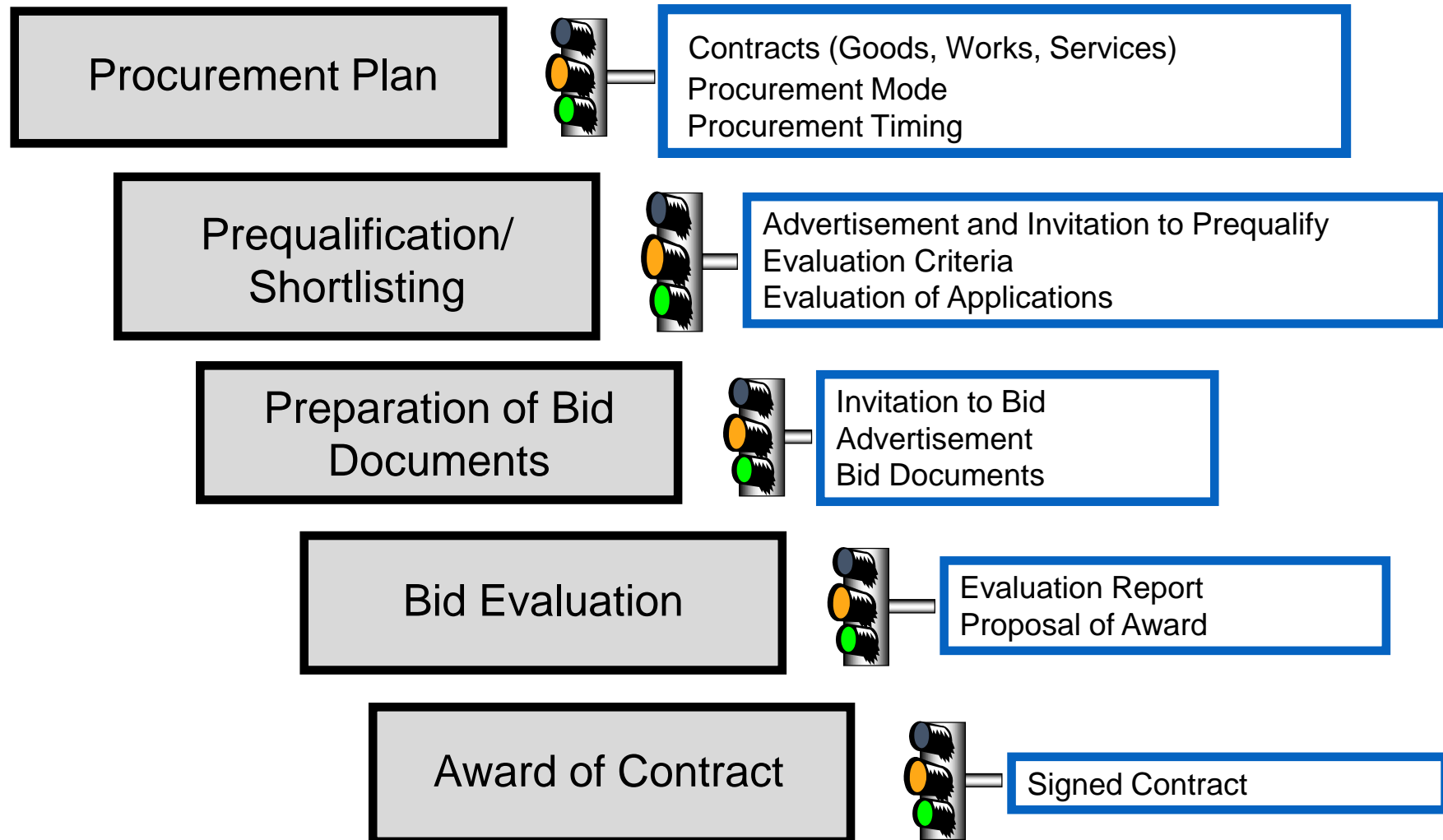
### EA-administered, under loan and grant projects

- Executing agency responsible for procurement of goods, works and services
- Occasionally, ADB *selects* and EA recruits and administers consultants
- Prior or *post facto* reviews by ADB of procurement transactions conducted by EA
- ADB guidance on contract management through implementation



# Procurement Systems & Procedures

## ADB Prior Review



# Procurement Systems & Procedures

## Bidding for ADB-financed contracts

### For consultants:

- ⚠ Register in CMS – <https://cms.adb.org>
- ⚠ Develop your brand – focus on what you do best
- ⚠ Be familiar with relevant ADB policies
- ⚠ Start small – individual assignments, sub-consulting or JV arrangement to build reputation
- ⚠ Know the country of assignment and related risks
- ⚠ Arrange site visit or strong local partnership
- ⚠ Pay attention to documentation requirements
- ⚠ Submit all information/data required

# Procurement Systems & Procedures

## Bidding for ADB-financed contracts

### For contractors / suppliers:

- ⚠ Start your intelligence gathering early – presentation of 29 July 2020
- ⚠ Pay attention to qualification requirements – include **all** information/documents
- ⚠ Follow Bid Data Sheet instructions
- ⚠ Know the country/site conditions
- ⚠ Pay attention to documentation requirements



**In doubt? Seek written clarification!**

# Procurement Systems & Procedures

## Common issues

- Use of bidding document templates
- Missing supporting documents
- Read “*Instruction to Bidders*” / “*Instruction to Consultants*” & Data Sheet extra-carefully – use of the term “*shall*”
- In two-envelope, price information in technical bid
- Applicable taxes – vary by country, even by industry
- In CMS, allow sufficient time to *enter* proposal in the system
- Late submissions
- Missing cost items in proposal/bid
- Low bids



**In doubt? Seek written clarification!**



# Some TIPS

## What To Do

- Correct Bid Security - Amount, validity and text
- Signatures and power of attorney
- Joint venture agreement enclosed
- References enclosed
- Marking of envelopes as appropriate
- Submit before deadline
- Ensure meet country eligibility requirements

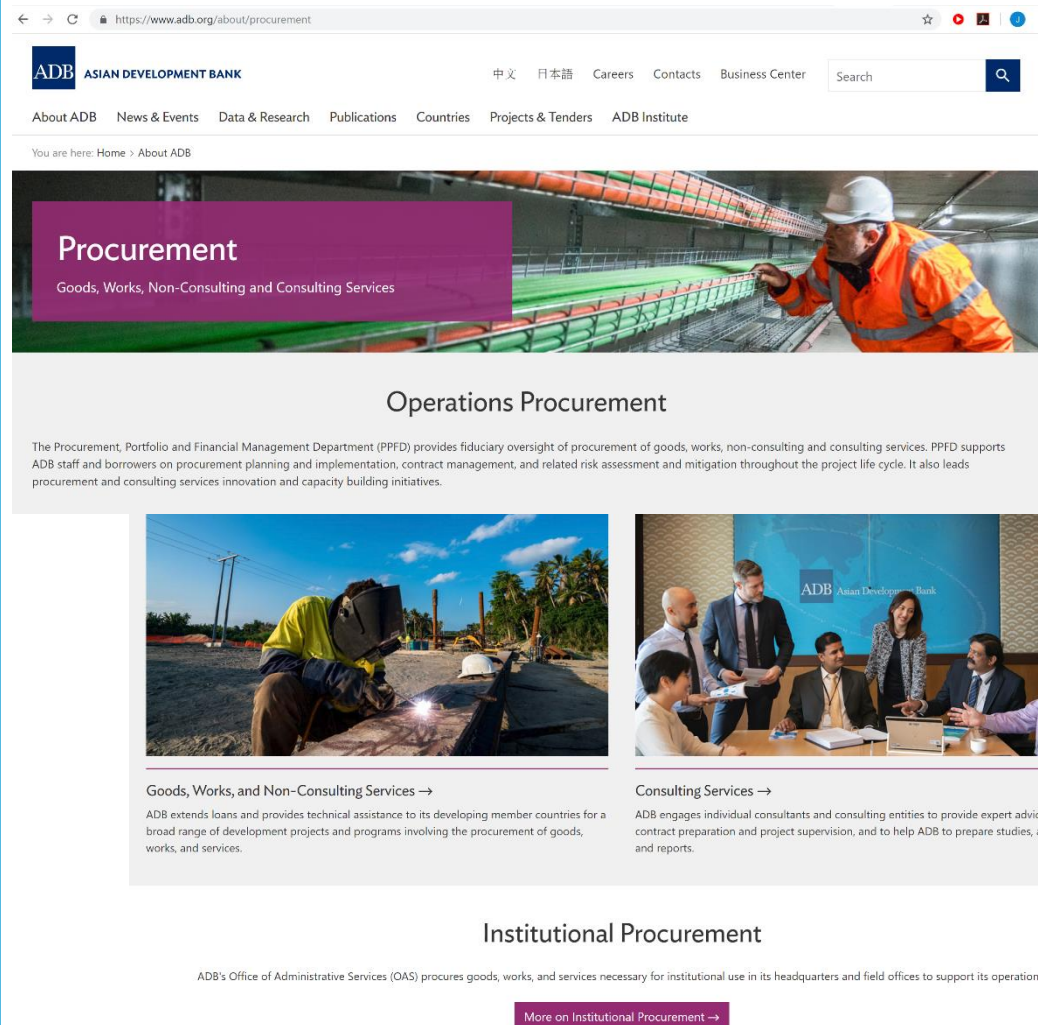
# Some TIPS

## What Not To Do

- Do not submit conditional bids
- Do not submit technical & financial bids in same envelope
- For Works Contracts, do not omit any answers from section 3
- Do not enter into a JV with a firm from a country not on the eligibility list

# Procurement Systems & Procedures

## More Information



The screenshot shows the ADB website's procurement page. At the top, there's a navigation bar with links for About ADB, News & Events, Data & Research, Publications, Countries, Projects & Tenders, and ADB Institute. Below this is a large banner image of a construction site with a worker in an orange safety vest. The banner text reads "Procurement" and "Goods, Works, Non-Consulting and Consulting Services". Below the banner, the section is titled "Operations Procurement". The text describes the Procurement, Portfolio and Financial Management Department (PPFD) and its role in providing fiduciary oversight and support for procurement planning and implementation. Below this, there are two columns of content. The left column is titled "Goods, Works, and Non-Consulting Services →" and describes ADB's role in extending loans and providing technical assistance. The right column is titled "Consulting Services →" and describes ADB's role in engaging individual consultants and consulting entities. At the bottom, there's a section titled "Institutional Procurement" which describes ADB's Office of Administrative Services (OAS) and its role in procuring goods, works, and services for institutional use. A link "More on Institutional Procurement →" is provided at the bottom.

## ADB Operations Procurement

- CMS/ Projects and Tender
- ADB Procurement Guidelines / Policy
- ADB Procurement Regulations
- Guidance Notes on Procurement
- Standard Bidding Documents and User Guides – 2016 or 2018

<https://www.adb.org/about/procurement>

## COVID-19 Procurement

<https://www.adb.org/what-we-do/covid19-coronavirus/procurement>

# YOUR FEEDBACK

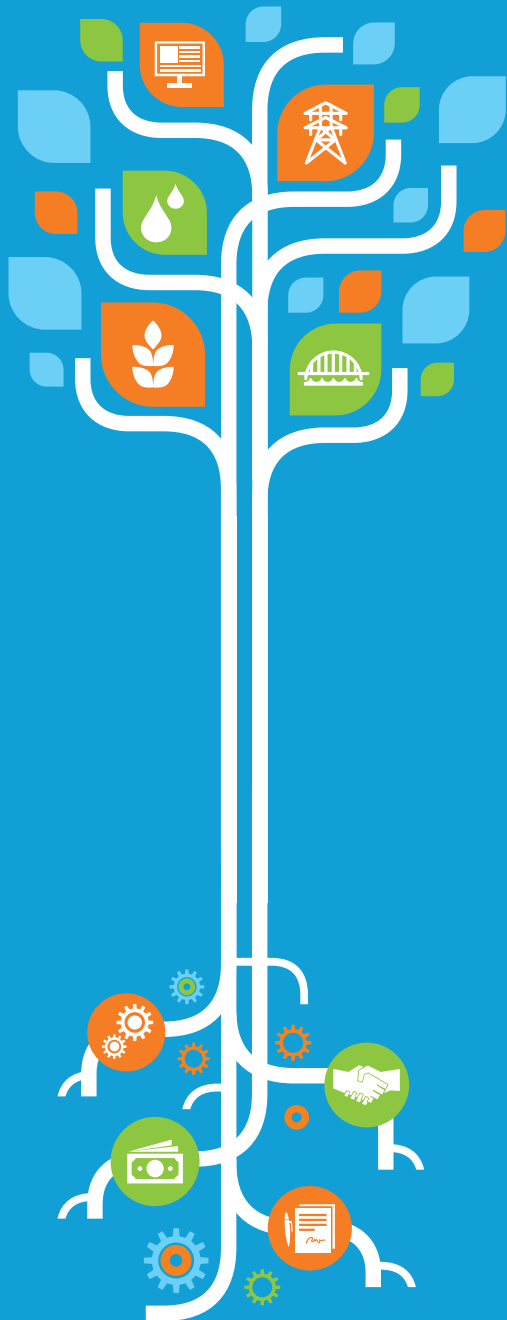
## Procurement Information Survey

<https://forms.office.com/Pages/ResponsePage.aspx?id=u9aVIMJBWEyEj5LILPPWQAXyKHhEzZRApbTa5YuLt0ZUNINBME9YU0ICSUpTR0tDWFJFWTFXNjhGSy4u>

## Sustainable Procurement Focus Group/Survey

Jenny Yanyee Chu

[ychu@adb.org](mailto:ychu@adb.org)



BUSINESS  
OPPORTUNITIES 

THANK YOU!

ADB