

# 6<sup>th</sup> Conference of the Asia Pacific Public Electronic Procurement Network (APPeN)

**Accelerating use of e-government procurement tools to  
facilitate project procurement**

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ADB

# Background

- Public procurement is traditionally risk averse and rule bound.
- In 2011 only 1/3 of the Developing Member countries (DMCs) started implementing eGP
  - By 2017, 2/3 of the countries had made the shift!
- The COVID19 pandemic has accelerated the adoption and use of digital commerce and digital procurement.
- eGP has moved from “**nice to have**” to “**must have**” category practically overnight!

# Development Challenge

## The public expects Governments to...

- Continue providing essential services, including services of utilities, communications and crucial digital infrastructure.
- Step in to procure life-saving medical equipment, personal protective equipment, testing facilities, emergency supplies
- Have an economic recovery plan which is likely to have a substantial infrastructure component.

# Delivery Challenge

- Substantial number of sophisticated eGP solutions are not designed with a view of foreign participation and cross-border trade.
- Some ADB member countries do not have any e-government procurement systems or only recently started piloting its use.
- Large procurement packages normally follow International Competitive Bidding procedures.
  - Prior to COVID 19, these were mostly procured using paper-based procedures with physical presence of bidders required.
- Normal bidding processes & logistics became impossible during lockdowns, border closures, and restrictions on public gatherings.

# Potential solutions if the country has an eGP system not yet approved for ICB / OCB

**A. Wait & See / Postpone / Delay** procurement of large value contracts

**B. Modify existing system & procedures**

- Remove barriers to entry, requirements for physical documents certification. Consider post-qualification / verification.
- Replace requirements for bid security w/ bid securing declaration.
- Use additional technological solutions to supplement / substitute physical opening (i.e. Skype, Teams, Zoom, Webex, etc.).
- Create digital records / video-records of bid opening procedures.
- Proactively design solutions for potential complaints.

# Potential solutions if the country does not have eGP system

- If procurement package is funded by ADB, **request that ADB assist with an “interim solution.”** We are here to help!
- **Sign up for Software-as-a-Service ( SaaS) e-procurement system.**
- If ADB Member, **use ADB sponsored SaaS**, provided by InTend (UK) – more information on this in Session #3.
- **Replace requirements for bid security** with bid securing declaration.
- **Use additional tech solutions** to supplement / substitute physical opening (i.e. Skype, Teams, Zoom, Webex, etc.).
- Proactively design solutions for potential complaints.

# What can ADB do for you?

- **Approve extended use of national eGP platforms**, mitigating risks.
- **Refer borrowers to InTend SaaS** & their on-boarding to the system which can be used irrespective of the fund source for procurement.
- **Provide centralized portal** to facilitate bank-funded procurement for use by ADB borrowers.
- For consulting services packages, **use ADB Consultant Management System** - delegate issuance of RFP & receipt of proposals to ADB.
- **Consider use of low-tech solutions** / secure email. Mitigate risks by requiring encryption/ password protection of bids.

# Software-as-a-Service eGP Available to ADB member countries

The screenshot shows the homepage of the Asia Pacific Public Electronic Procurement Network (APPEN) e-GP System. The header includes the APPEN logo and the ADB logo. The navigation menu contains links for Home, User Guides, Tenders, Register, and Help. A prominent red banner displays an important message regarding system maintenance from October 31st to November 1st, 2020. Below the banner, the page is divided into two main sections: 'Asia Pacific Public Electronic Procurement Network e-GP System' and 'Login'.

**Asia Pacific Public Electronic Procurement Network e-GP System**

From this web site you can

- View a list of tenders/contracts/quotations.
- View information on contracts that have already been awarded.
- Express interest in a particular tender or quotation.
- Receive tender and/or quotation documentation.
- Safely return your tender or quotation documents.
- Send and receive correspondence.

How do I get started?

- To browse the list of tenders and quotations select the **Tenders** option. If you are interested in any of those listed, click the **View Details** button for further information and to express your interest.
- To gain full access to this web site you must register your company / organisation using the **Register** option.

**Login**

Email Address

Password

[Forgotten Details](#)

**NOTE:** Please be aware that failure to provide correct login information three times will result in your account being locked



## BORROWERS' PROCUREMENT HUB

[All Current Tenders](#) [Search Tenders](#) [Industry Categories](#) [Registration](#) [Support](#) [Help](#)

[Log in](#)

### Welcome To Asian Development Bank E-Tendering Hub

Welcome to Asian Development Bank electronic tendering hub for borrowers. This system speeds up the tendering cycle and reduces the time and costs for ADB's Borrowers and suppliers.

To use this system and to access the tenders being called you must first be a registered Supplier. **To register, click on the registration link above.**

ADB's Borrowers wish to invite organisations to bid for the supply goods and/or services contained within this system. As a registered supplier, you can receive email notification of any new tenders published, download and view the documentation electronically, and participate in forums to seek clarification or to ask questions. Where available, submission of your bids can be completed through the e-tender box facility.

All our staff are required to conduct their activities in accordance with our Code of Ethics.

Asian Development Bank has also developed a set of Supplier Guidelines.

A range of online video tutorials have been developed to assist you in using this electronic tendering hub. Click [here](#) to watch them now.

This e-tendering system has been developed by [illion TenderLink](#).

Email:

Password:

[Log on](#)

[Forgot your Password?](#)

[Contact Support](#)

[View our Help Page](#)

#### Tender Statistics

\* Open Tenders : 2

\* Closed Tenders : 18

This e-Procurement portal is powered by



**Borrower's  
Procurement Hub  
Specific response  
to COVID 19  
borrower  
procurement  
constraints**

# Free supplier registration

## BORROWERS' PROCUREMENT HUB

[All Current Tenders](#) [Search Tenders](#) ▾ [Industry Categories](#) [Registration](#) [Support](#) ▾ [Help](#)

[Log in](#)

### Supplier Registration

If you are a supplier of goods and services and wish to access the tender notices within this portal, you need to register first.

Please complete the fields below and click the "Next" button located at the bottom of this page.

**Please choose your country**

Papua New Guinea

→ **Please select your country**

**What is the full legal name of your organisation?**

i.e. [TenderLink.com](#)

**What is your email address?**

**Please confirm your email address**

You must type this

**Note :** Registration on the Asian Development Bank e-tendering portal is provided **free of charge**. This portal is hosted by [TenderLink.com](#) on our behalf. To register, you must first agree to the [TenderLink.com](#) terms of service on the following page.

## BORROWERS' PROCUREMENT HUB

[All Current Tenders](#) [Search Tenders](#) [Industry Categories](#) [Registration](#) [Support](#) [Help](#)

[Log in](#)

### All Current Tenders

The following 1 tender notices are current. If you wish to view tenders by Industry Category , use the "Search Current Tenders" option. Please note that in order to download tender documents, or to respond to an electronic tenders box, this is only available to registered suppliers in our system. To register [Click Here](#).

RFx No.	Summary	Forum Close Notice Type Date	# ETBs	Using Evaluation	Closing
<a href="#">ADBNK-939856</a>	GD-03	13/11/2020 Public - Request for Tender	2	No	20/11/2020 2:00 p.m. MMT

### The following tenders have closed within the past 7 days:

RFx No. Summary	Forum Close Notice Type Date	# ETBs	Using Evaluation	Closing
<a href="#">ADBNK-938706</a> PT/TTFLP-TRCS/2020-2021/006b (Procurement of Transceiver Radio Communication System)	Public Request Tender	- 2	No	30/10/2020 2:30 p.m. BTT
<a href="#">SASEC-935834</a> Construction of Chamkuna to Amochhu Road	Public Request Tender	- 2	No	29/10/2020 2:30 p.m. BTT
<a href="#">DAAFG-936864</a> 220kV Transmission Line from Shindad SS to Farah SS	Public Request for	- 2	No	26/10/2020 10:00 a.m. AFT

[Export Current Tenders](#)

[« Back](#)

# Borrower's Procurement Hub

## BORROWERS' PROCUREMENT HUB

[Search Tenders](#) ▾ [Industry Categories](#) [Registration](#) [Support](#) ▾ [Help](#)

e #ADBNK-939856

is

### DOA Ministry of Agriculture Livestock and Irrigati

Supply of farm equipment and associated services.



#### Options :

- ↓ > **Download the tender documents for this notice** - No charge
- > Post questions or comments to the online forum for this tender 📄
- > This tender has an Electronic Tender Box available 📄
- Print this tender notice
- > View support options for this tender notice

/Time

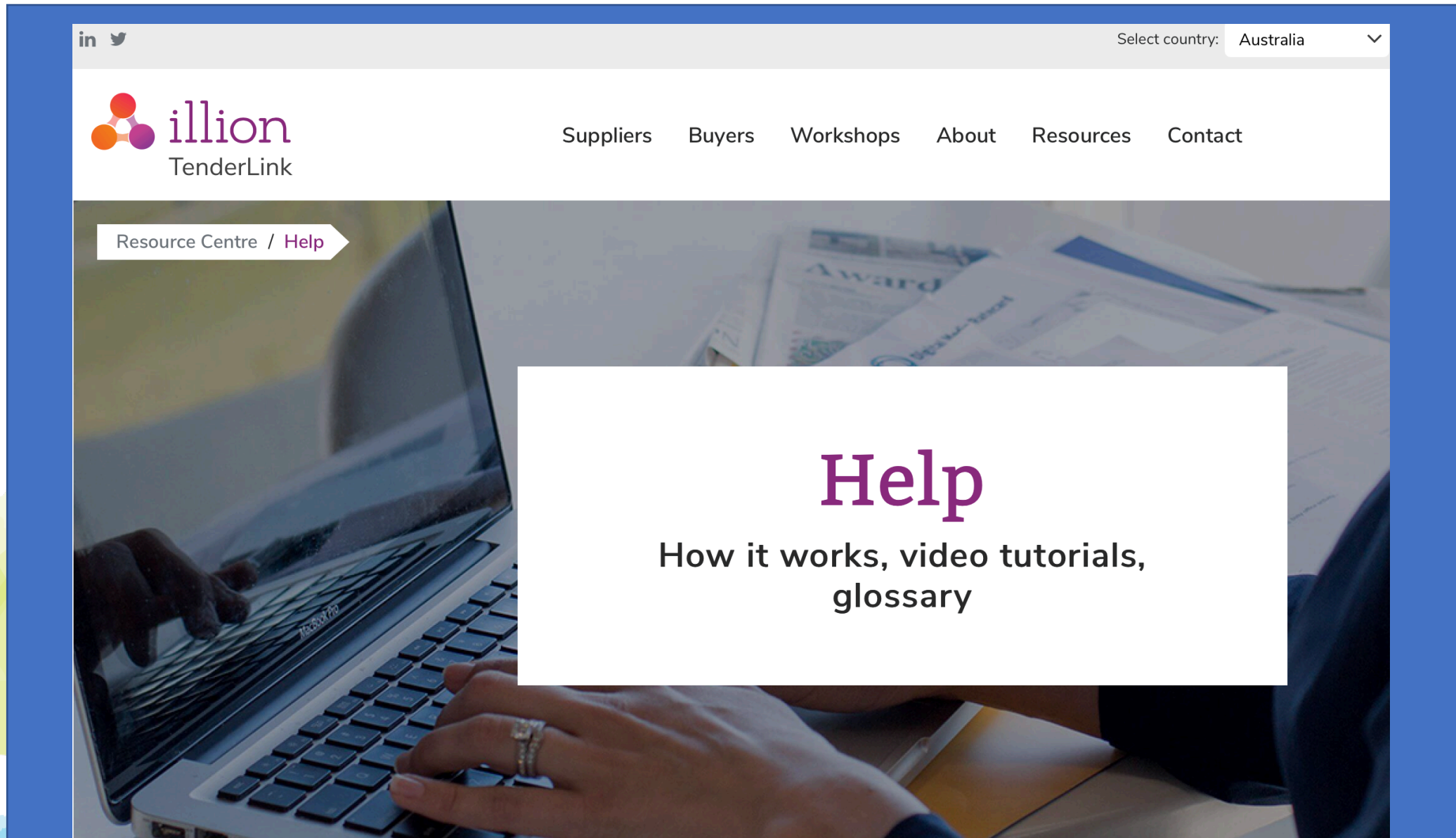
20

MMT



DOA Ministry of Agriculture Live


# Borrower's Procurement Hub

# Help-desk & video-tutorials for purchasers / suppliers



The image shows a screenshot of the illion TenderLink website. At the top left, there are social media icons for LinkedIn and Twitter. To the right, a dropdown menu shows 'Select country: Australia'. The main navigation bar includes links for 'Suppliers', 'Buyers', 'Workshops', 'About', 'Resources', and 'Contact'. The illion TenderLink logo is on the left. A breadcrumb trail reads 'Resource Centre / Help'. A large white box is overlaid on the page with the word 'Help' in purple, followed by the text 'How it works, video tutorials, glossary'. The background of the website is a photograph of hands typing on a laptop keyboard with documents nearby.


in  Select country: Australia 

 [Suppliers](#) [Buyers](#) [Workshops](#) [About](#) [Resources](#) [Contact](#)

Resource Centre / [Help](#)

## Help

How it works, video tutorials,  
glossary



# THANK YOU!

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Asian Development Bank