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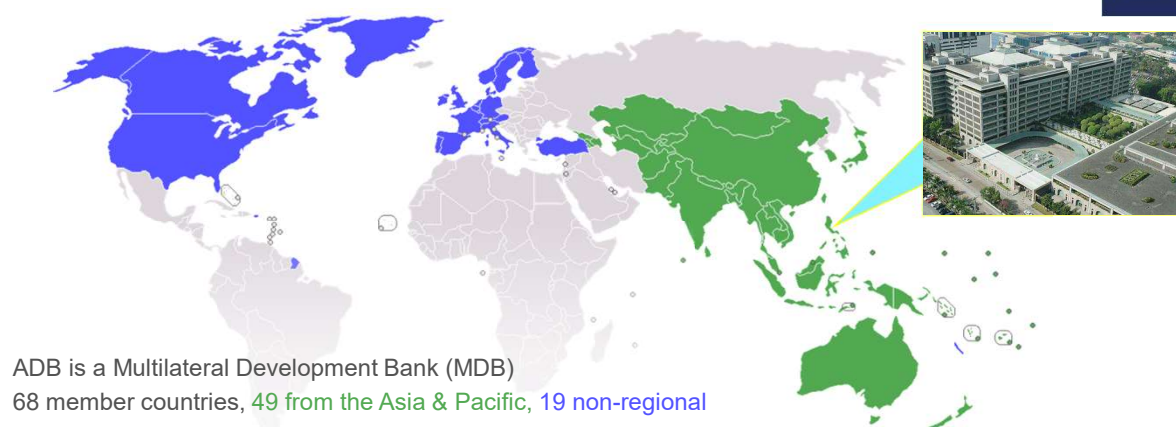

Doing Business with ADB and the ADB Procurement System

Virtual Webinar
ADB India Resident Mission (INRM)
13 August 2021

BUSINESS OPPORTUNITIES

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Who are we?

- ADB is a Multilateral Development Bank (MDB)
- 68 member countries, 49 from the Asia & Pacific, 19 non-regional
- ADB supports 46 of Developing Member Countries (DMCs)
- ADB works with private sector, NGOs and CBOs, foundations, academia & think tanks, other donors and international organizations
- Headquarter in Manila, Philippines, 40 Field Offices
- 3,500+ staffs from 60 nationalities

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Who are we?

ADB



As of December 2020

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ADB Operation

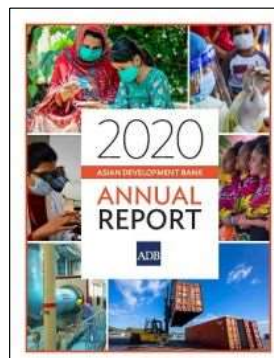
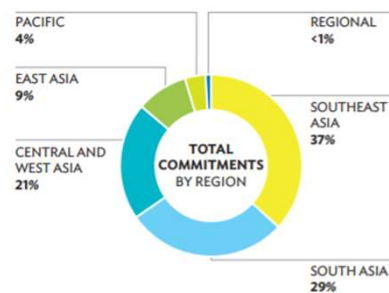
ADB Commitments by Region, 2016–2020 (\$ million)

Region	2016	2017	2018	2019	2020	COVID-19 Response
Central and West Asia	4,237	6,067	5,700	6,111	6,577	3,964
East Asia	2,022	2,810	3,162	2,663	2,893	385
Pacific	266	740	369	461	1,150	671
South Asia	3,925	7,238	7,623	7,307	9,034	3,983
Southeast Asia	4,326	4,668	7,141	7,181	11,629	7,039
Regional	154	265	523	294	310	105
TOTAL	14,930	21,788	24,518	24,017	31,594	16,147

ADB Commitments by Sector, 2016–2020 (\$ million)

Sector	2016	2017	2018	2019	2020
Agriculture, Natural Resources, and Rural Development	997	1,546	2,375	2,309	1,281
Education	631	723	1,643	1,138	1,066
Energy	3,010	6,230	5,095	2,660	4,292
Finance	2,414	3,787	3,430	3,325	4,608
Health	231	219	524	644	3,512
Industry and Trade	1,279	1,261	1,899	1,592	2,221
Information and Communication Technology	26	73	62	579	32
Multisector	3	4	5	3	12
Public Sector Management	1,792	1,293	2,307	2,985	9,561
Transport	2,870	5,058	4,957	7,536	3,147
Water and Other Urban Infrastructure and Services	1,678	1,594	2,220	1,245	1,862
TOTAL	14,930	21,788	24,518	24,017	31,594

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ADB Financing

ADB

Main instruments:

- Loans and grants
- Technical assistance
- Equity and guarantees

Delivered through:

- ADB's own resources (ordinary; concessional; special funds)
- Co-financing

Focused on: "Finance ++"

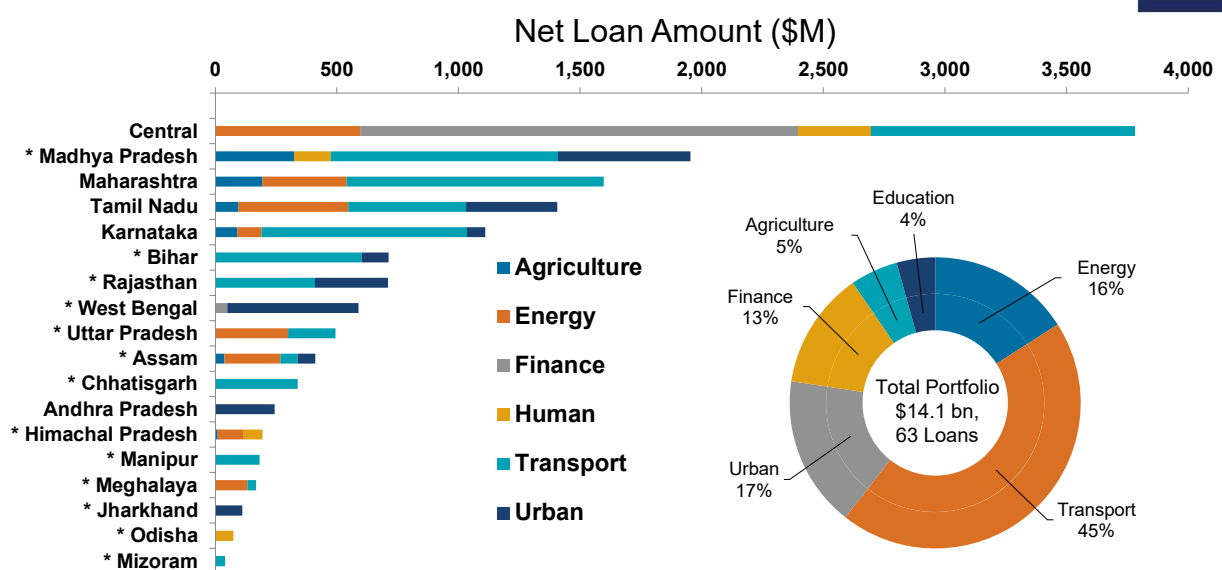
- Leveraging co-finance, policy advice, knowledge, provision, and capacity development

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Active Portfolio of ADB in India (August 2021)

ADB



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Why pursue ADB-financed Contract?

ADB



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds is assured



Internationally accepted procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

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ADB Project Cycle

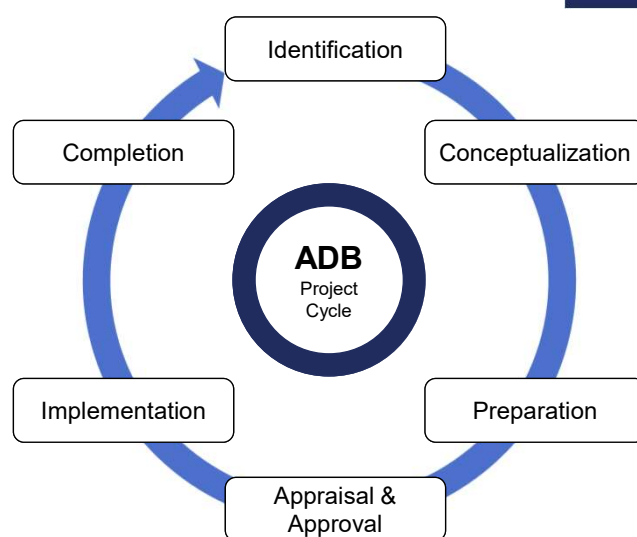
ADB



Country Partnership Strategy (CPS)



Country Operations Business Plan (COBP)



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Types of Opportunities



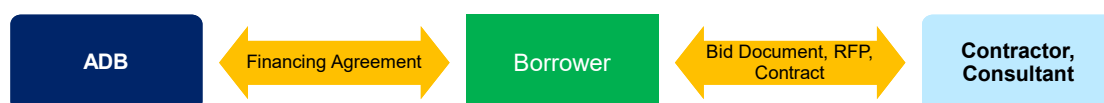
- Supply of goods
 - Machinery, equipment, computers, furniture
- Civil works
 - Roads, railways, bridges, irrigation canals, schools, power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
 - Project Management (PMC), Design & Site supervision (DSC), Master Planning, Project preparation, Advisory, Knowledge Products, Financial Management
- Non-consulting services
 - Surveys, training, translation, event management

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Roles and Oversight Mechanism in ADB Procurement



Loan

- Borrower does procurement → the Client
- ADB in oversight role
- Client pays (ADB may do on behalf)
- Law of borrower's country generally applies
- Contracts subject to tax
- Complaints to borrower, may copy ADB

Technical Assistance

- ADB does procurement → the Client
- Direct payment by ADB
- Provision of Privileges and Immunities applies (expert on mission)
- Complaints to ADB

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Performance of India Companies



- All ADB-financed projects (2016-2021)
 - Goods, Works, Services \$11.5B (26.7%)
 - Consultant \$332.9M (9.0%)
- India Projects (2016-2021)
 - Works \$7.8B (92.9%)
 - Goods \$1.6B (78.9%)
 - Consultant \$195M (65.8%)

Works

Rank	2018	2019	2020
1	China	China	India
2	India	India	China
3	Germany	Bangladesh	Philippines
4	Bangladesh	Pakistan	Bangladesh
5	Pakistan	Turkey	Korea
	India	1.75B	1.97B
			2.04B

Goods

Rank	2018	2019	2020
1	China	India	India
2	Bangladesh	China	China
3	India	USA	Indonesia
4	Sweden	Bangladesh	Turkey
5	Viet Nam	Viet Nam	Hong Kong
	India	120M	707M
			628M

Consultant

Rank	2018	2019	2020
1	Korea	India	USA
2	India	Australia	Korea
3	France	United States	India
4	UK	Germany	Indonesia
5	Australia	France	UK
	India	64.3M	93.7M
			53.6M

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Top Suppliers (2016-2021)



Works

- Larsen & Toubro Limited
- Siemens-Hei Consortium
- Daewoo Engineering and Construction. Co. Ltd. and Larsen & Toubro Limited JV
- Consortium Of Shanghai Electric Group Co. Ltd
- Acciona Construction and Daelim JV

Goods

- BEML Limited
- TBEA Energy Private Ltd
- ABB AB Sweden & BHEL JV
- China Natl Tech & CRRC Dalian
- Progress Rail Locomotive Inc

Consultant

- T.Y. Lin International JV
- SMEC International Pty. Ltd. JV
- Ove Arup & Partners Hong Kong Ltd.
- Korea Consultants International Co. Ltd
- Dohwa Engineering Co. Ltd. & Korea Rail Network Authority; OCG; Balaji Railroad Systems Ltd.; DDC JV

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Resources on Procurement

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Business Center



Face to Face Training



E-Learning

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WHO WE ARE WHAT WE DO WHERE WE WORK WORK WITH US COVID-19 Search

Operational Procurement

ADB procures goods, works, and services from external suppliers for its development projects and programs, and engages consultants to help prepare studies, appraisals, and reports.

Guides and Documents Business Opportunities Outreach Procurement Statistics Dashboard (ProcDash) Institutional/Corporate Procurement More

Work with Us > Business Center > Operational Procurement

Operations Procurement

The Procurement, Portfolio and Financial Management Department (PPFD) provides fiduciary oversight of procurement of goods, works, non-consulting and consulting services. PPFD supports ADB staff and borrowers on procurement planning and implementation, contract management, and related risk assessment and mitigation throughout the project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.

www.adb.org/about/procurement

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Operations Procurement

The Procurement, Portfolio and Financial Management Department (PPFD) provides fiduciary oversight of procurement of goods, works, non-consulting and consulting services. PPFD supports ADB staff and borrowers on procurement planning and implementation, contract management, and related risk assessment and mitigation throughout the project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.



Goods, Works, and Non-Consulting Services →

ADB extends loans and provides technical assistance to its developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



Consulting Services →

ADB engages individual consultants and consulting entities to provide expert advice such as in contract preparation and project supervision, and to help ADB to prepare studies, appraisals, and reports.

Institutional Procurement

ADB's Office of Administrative Services (OAS) procures goods, works, and services necessary for institutional use in its headquarters and field offices to support its operations.



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Institutional Procurement

ADB's Office of Administrative Services (OAS) procures goods, works, and services necessary for institutional use in its headquarters and field offices to support its operations.

[More on Institutional Procurement](#)

ADB Business Outreach Activities for COVID-19 Pandemic Response →

Business Opportunities



Projects and Tenders →

✓ See the list of ongoing and future procurement of goods, works, non-consulting, and consulting services.



Consultant Management System (CMS) →

✓ Get detailed information on consulting services requirements and send expression of interests for ADB-financed or administered projects.



Complaints →

✓ Submit a complaint on a procurement or consulting process.



ADB Business Center →

✓ The ADB Business Center provides guidance for individuals and companies seeking consulting, project procurement and other business opportunities with ADB.



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ADB Business Center
All you need to work with us—in one place.

Guides and Documents Business Opportunities Outreach Procurement Statistics Dashboard (ProcDash) Institutional/Corporate Procurement More

Home > Work with Us > Business Center > Working with ADB

Working with ADB

Information for... **How-Tos**

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

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? →

www.adb.org/business/main

LinkedIn

PIA - PPFD
Hi! I am PIA, your PPFD (Procurement, Portfolio, and Financial Management Department) intelligent assistant. How may I help you?

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Civil society/non-government organizations

All Audiences

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) →

Procurement Regulations for ADB Borrowers (for projects with concept papers approved on or after 1 July 2017) →

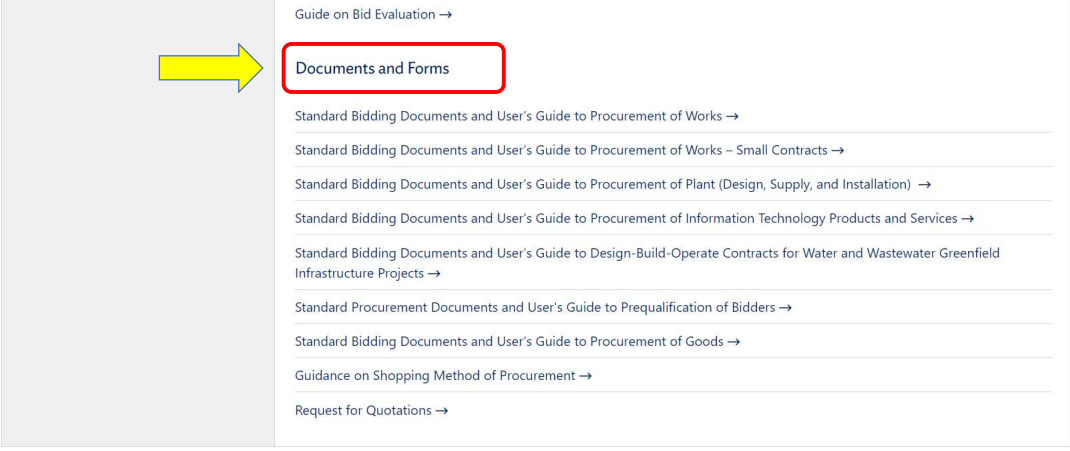
Procedures and Guidance

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

Glossary of Terms: Sovereign and Non-Sovereign Operations →

Summary of ADB Financial Instruments and Approval Procedures →

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Guide on Bid Evaluation →

Documents and Forms

Standard Bidding Documents and User's Guide to Procurement of Works →

Standard Bidding Documents and User's Guide to Procurement of Works – Small Contracts →

Standard Bidding Documents and User's Guide to Procurement of Plant (Design, Supply, and Installation) →

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

Standard Bidding Documents and User's Guide to Design-Build-Operate Contracts for Water and Wastewater Greenfield Infrastructure Projects →

Standard Procurement Documents and User's Guide to Prequalification of Bidders →

Standard Bidding Documents and User's Guide to Procurement of Goods →

Guidance on Shopping Method of Procurement →

Request for Quotations →

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Online Training on ADB Procurement



FINANCE

New Procurement Framework

The new Procurement Policy and Procurement Regulations were approved in April 2017. The Procurement Policy, Regulations and other supporting documents form the NPF within ADB, governing the procurement of goods, works and services by borrowers, Executing Agencies (EAs) and Implementing Agencies (IAs) conducting procurement on ADB-funded projects...

- Module 1: Overview of NPF
- Module 2: Strategic Procurement Planning
- Module 3: Risk Management
- Module 4: Analysis
- Module 5: Procurement Strategy Development
- Module 6: Bidding Procedures
- Module 7: Consulting Services
- Module 8: Bid Evaluation
- Module 9: Contract Management
- Module 10: Fragile, Conflict Affected and Emergency Situations

elearn.adb.org
*non-certified

ENROLL

ADB

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Where to access information online



- 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>

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