

*The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.*

ADB

# Doing Business with ADB and the ADB Procurement System

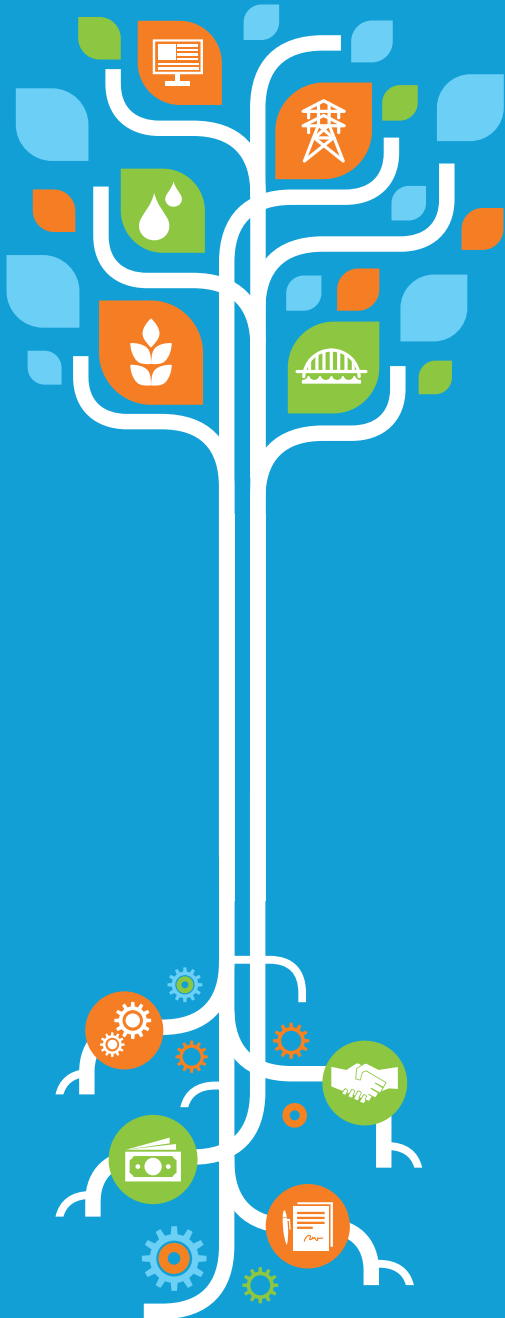
ADB Virtual Business Opportunities Webinar Series:  
Focus on Health and Education  
8 September 2021

**Julian Doczi**

Procurement Specialist

Procurement, Portfolio and Financial  
Management Department

BUSINESS  
OPPORTUNITIES

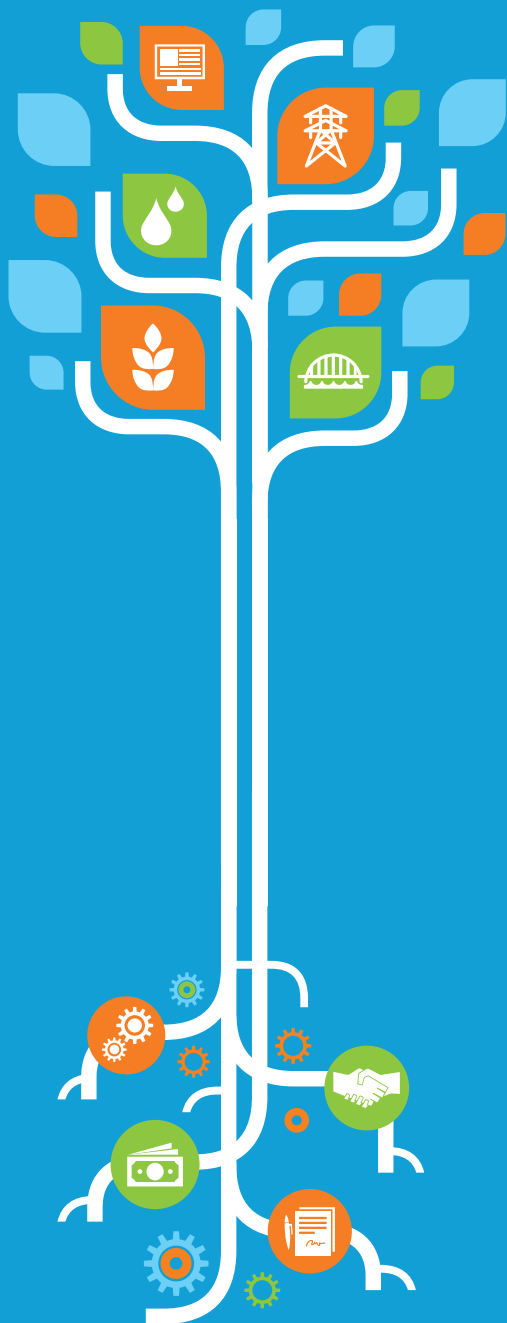




# Overview

- ADB operations
- ADB business opportunities
- ADB procurement framework
- Bidding strategies and identifying opportunities



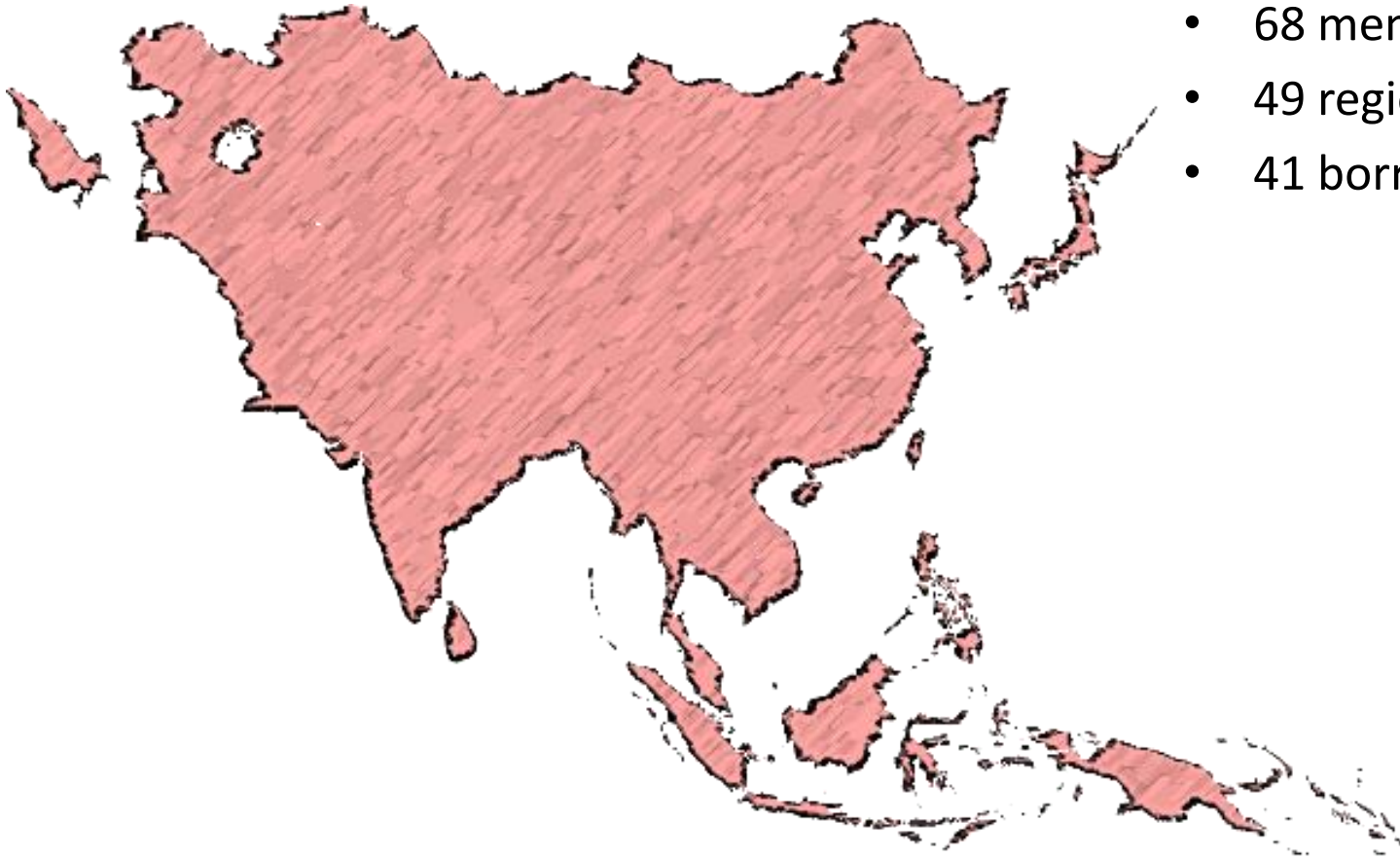


# ADB Operations

BUSINESS  
OPPORTUNITIES



# A brief about ADB



- Founded in 1966, HQ in Philippines
- 68 members
- 49 regional & 19 non-regional
- 41 borrowing members

## To support its clients, ADB works with:

- Private sector
- NGOs and CBOs
- Foundations
- Academia & think tanks
- Donors & international organizations

**Main instruments: loans/grants, technical assistance, equity and guarantees**

**Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing**

**Largest borrowers in 2020: India, PR China, Bangladesh, Pakistan, Indonesia**

# Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing

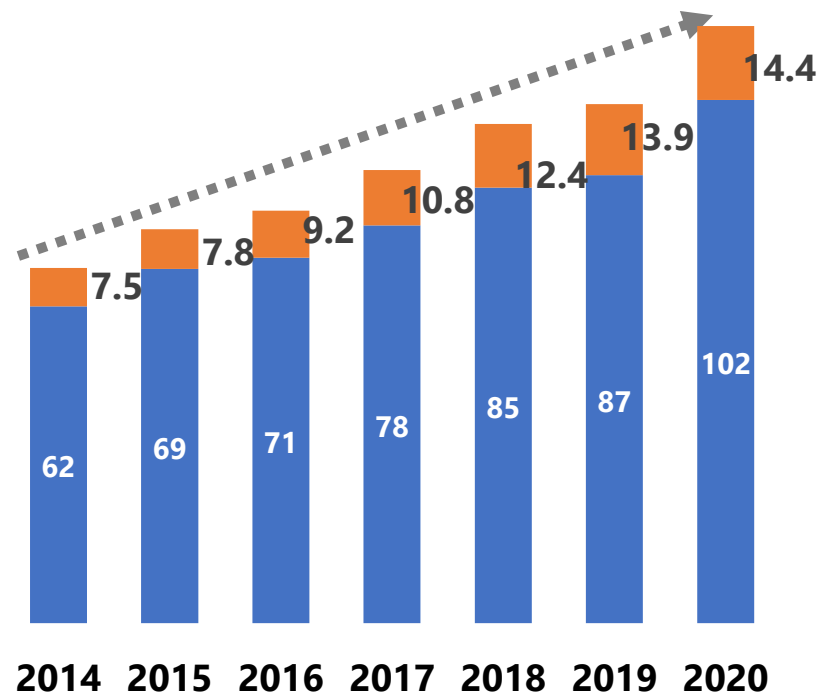


Strengthening knowledge services

<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>

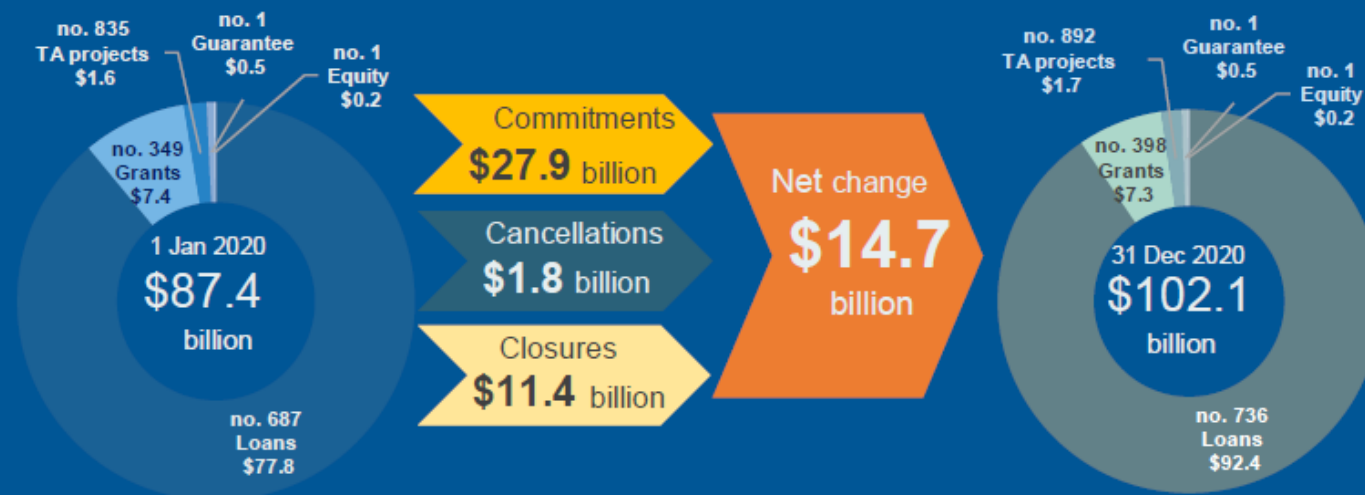
# Overview of ADB Operations

**Active portfolio:**  
**\$116.5 billion and growing**



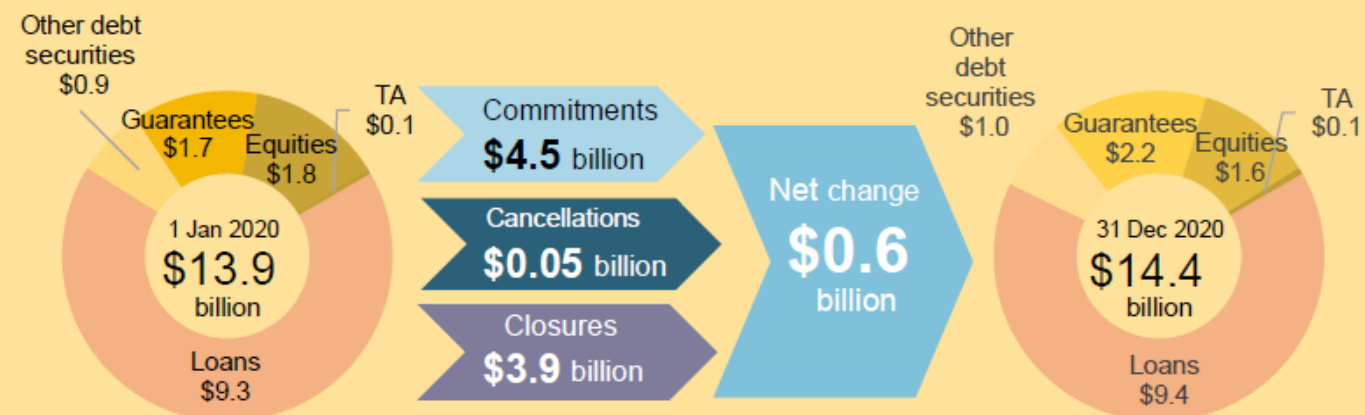
■ Sovereign Portfolio ■ Nonsovereign Portfolio

Figure 5: Sovereign Portfolio at a Glance



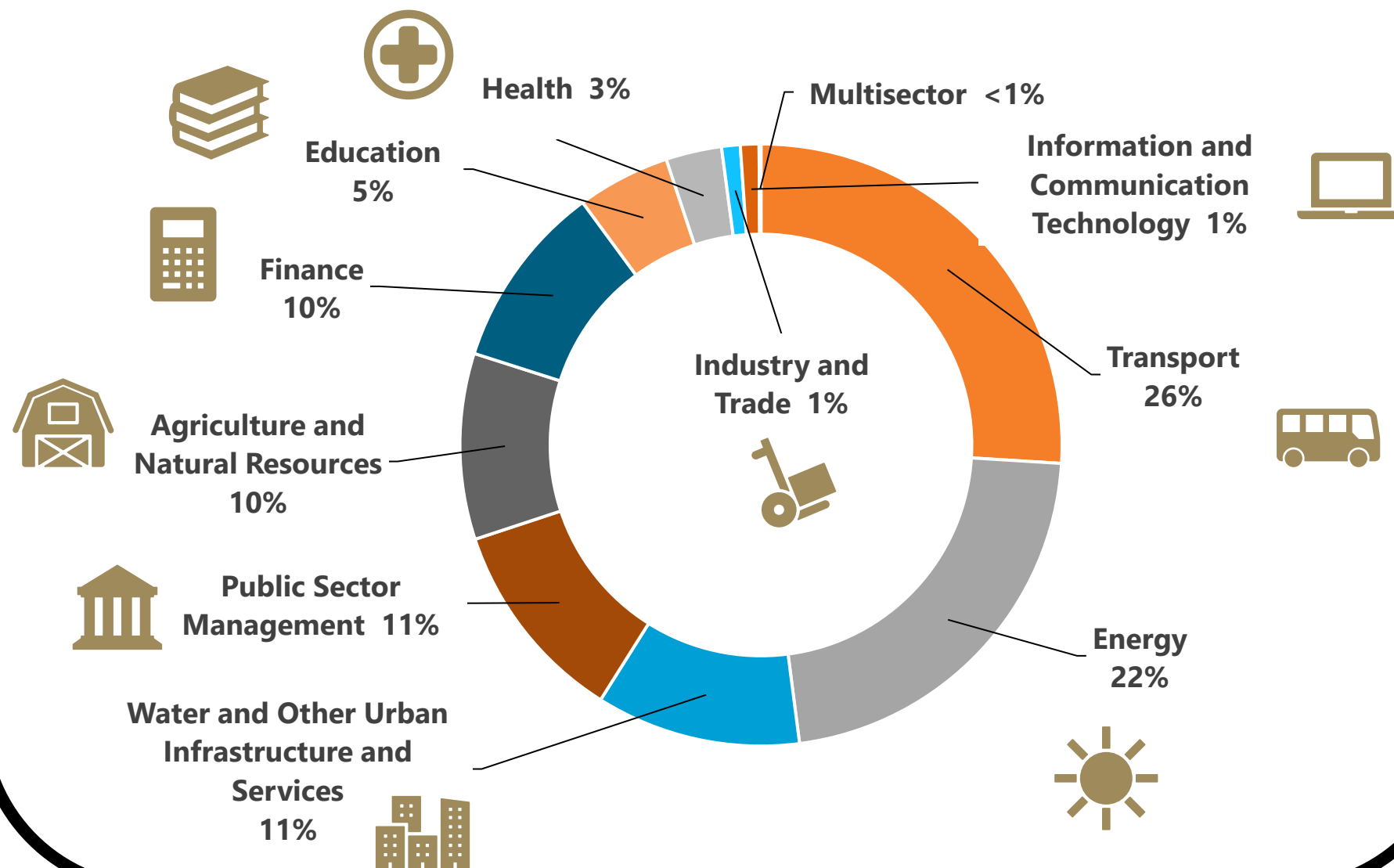
TA = technical assistance.  
Source: Asian Development Bank data

Figure 85: Nonsovereign Portfolio at a Glance



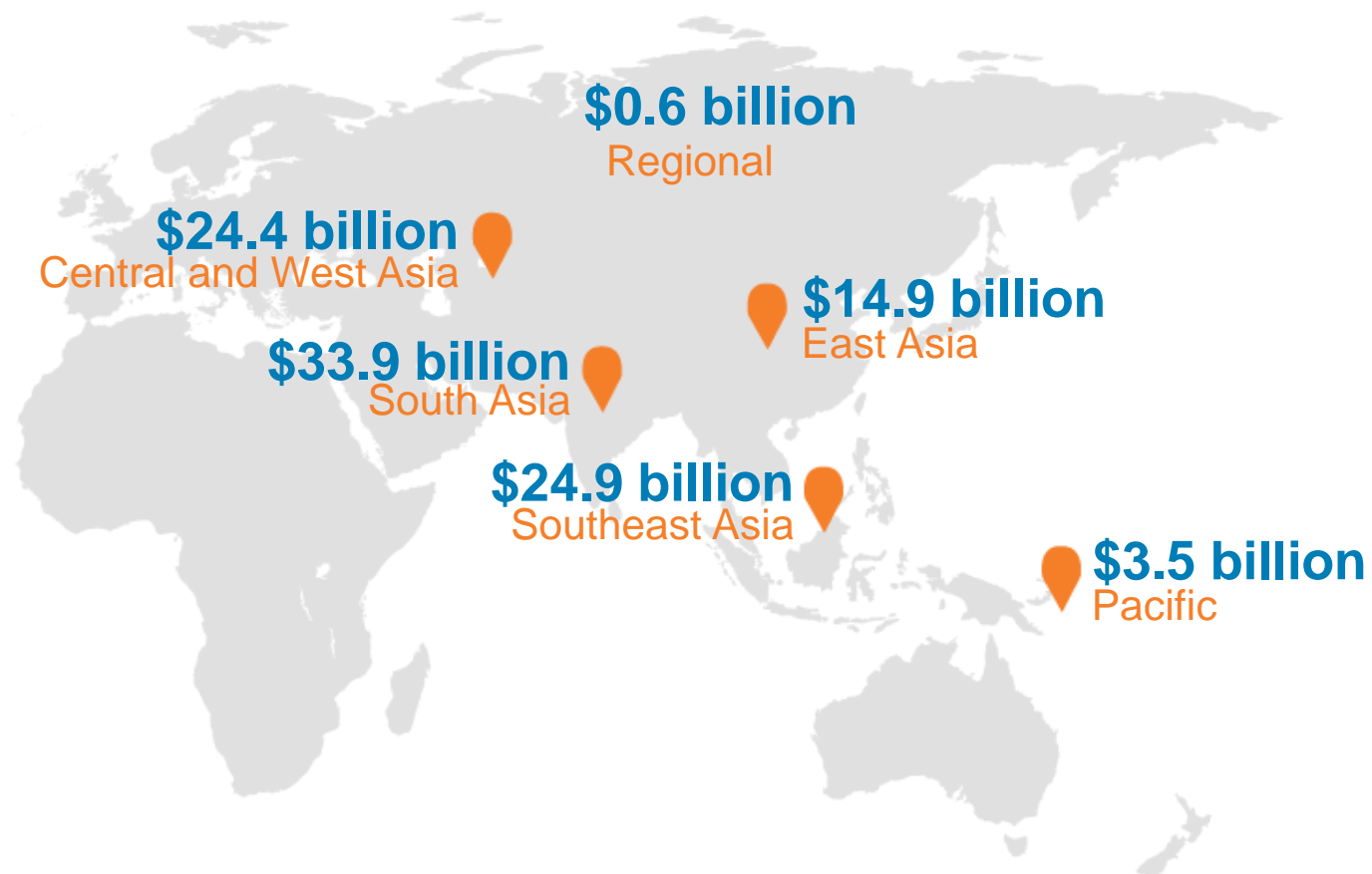
TA = technical assistance.  
Notes: Closures include prepayments, repayment, valuations, etc.  
Numbers may not sum precisely because of rounding.  
Source: Asian Development Bank data.

## What do we work on? (Share of portfolio by sector, 2020)





# Active portfolio by region





## COVID-19 RESPONSE in 2020

**\$20 billion**

package to help address the impacts  
of the COVID-19 pandemic

(\$ billion)



**\$152.7 million**  
TECHNICAL ASSISTANCE

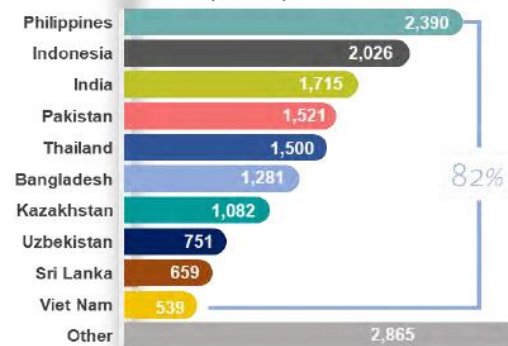
2020  
Overall Portfolio  
\$116.5 billion

COVID-19 ACTIVE  
COMMITTED PORTFOLIO

**\$15.5 BILLION**

10,886

Top 10 Commitments by Country  
(\$ million)



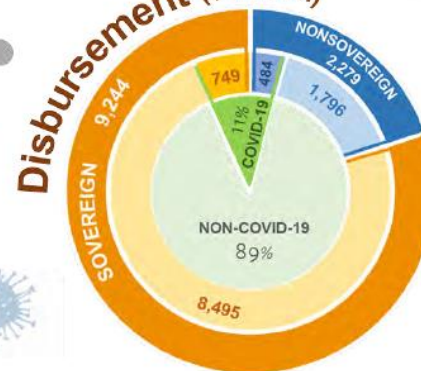
Commitment by Sector  
(\$ million)



**\$9 billion**  
APVAX

Asia Pacific Vaccine Access Facility

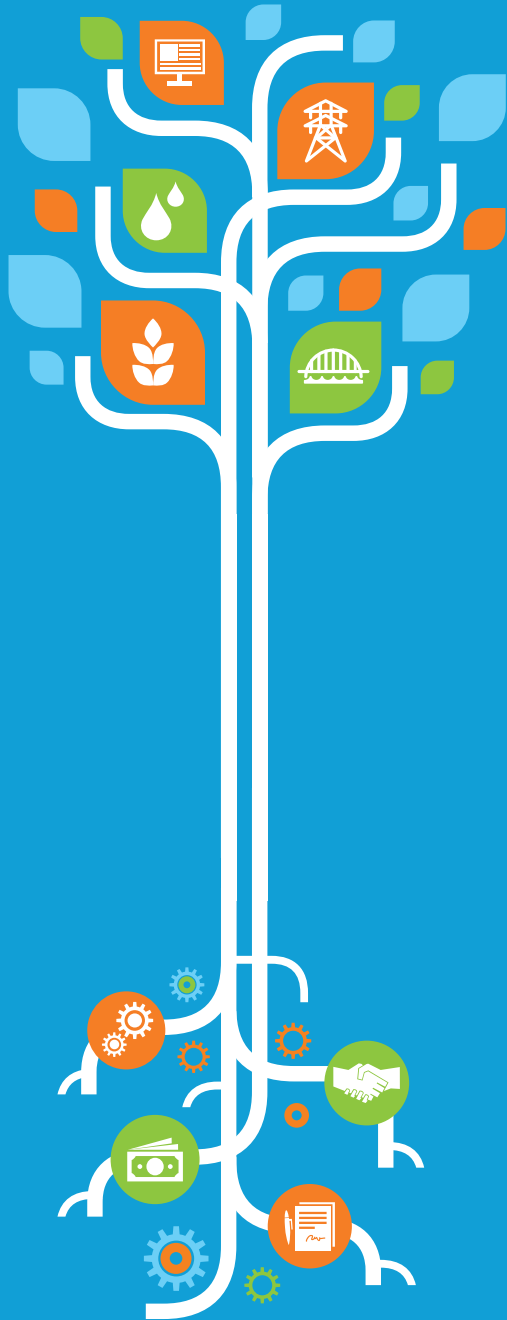
Disbursement (\$ million)



ANR = agriculture, natural resources, and rural development; COVID-19 = coronavirus disease; FIN = finance; HLT = health; IND = industry and trade; PSM = public sector management.

Note: Totals may not sum precisely because of rounding.

Source: Asian Development Bank data.



ADB

# ADB Business Opportunities

BUSINESS  
OPPORTUNITIES



# Why pursue ADB funded contracts?

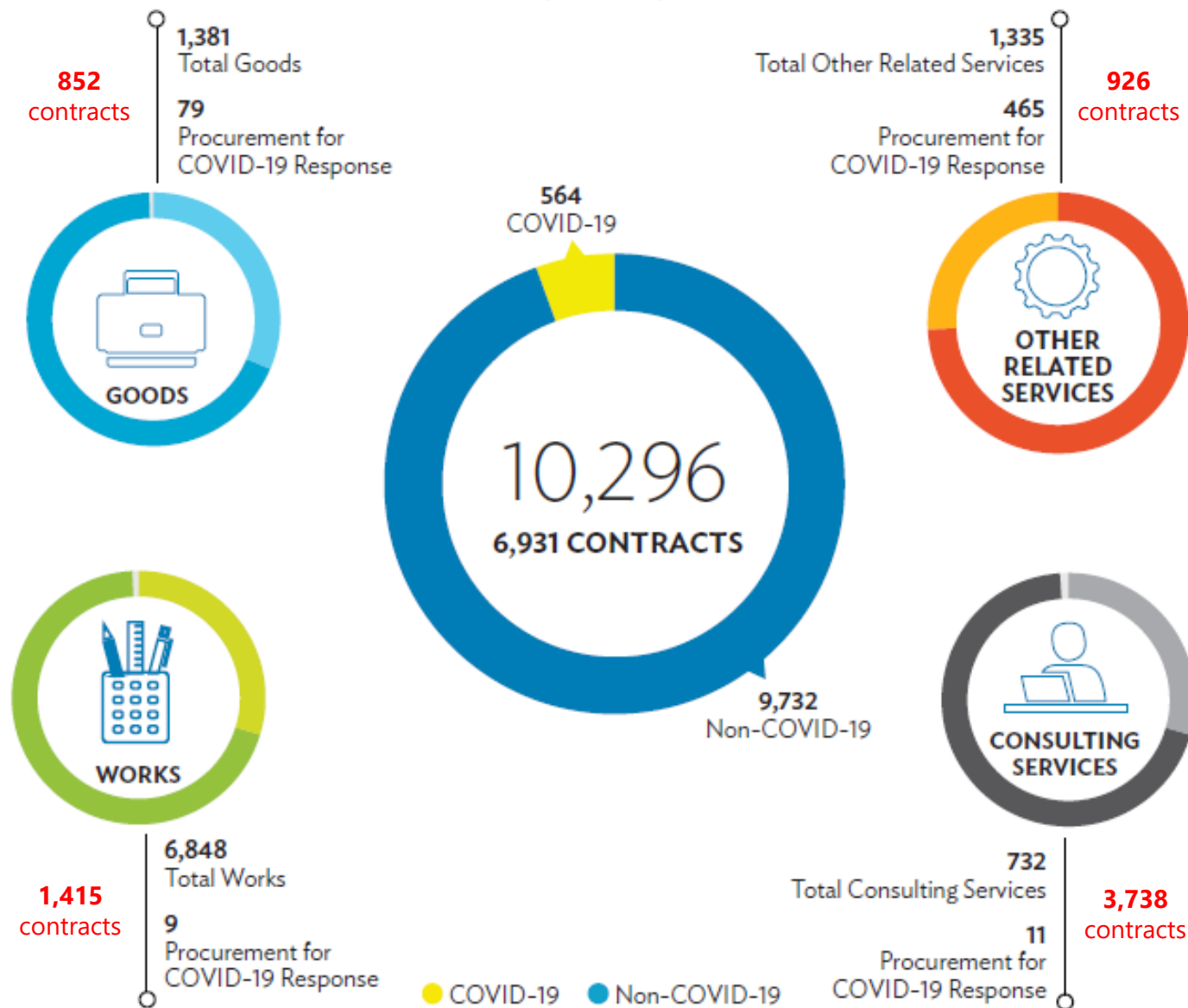
- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight



# Types of business opportunities

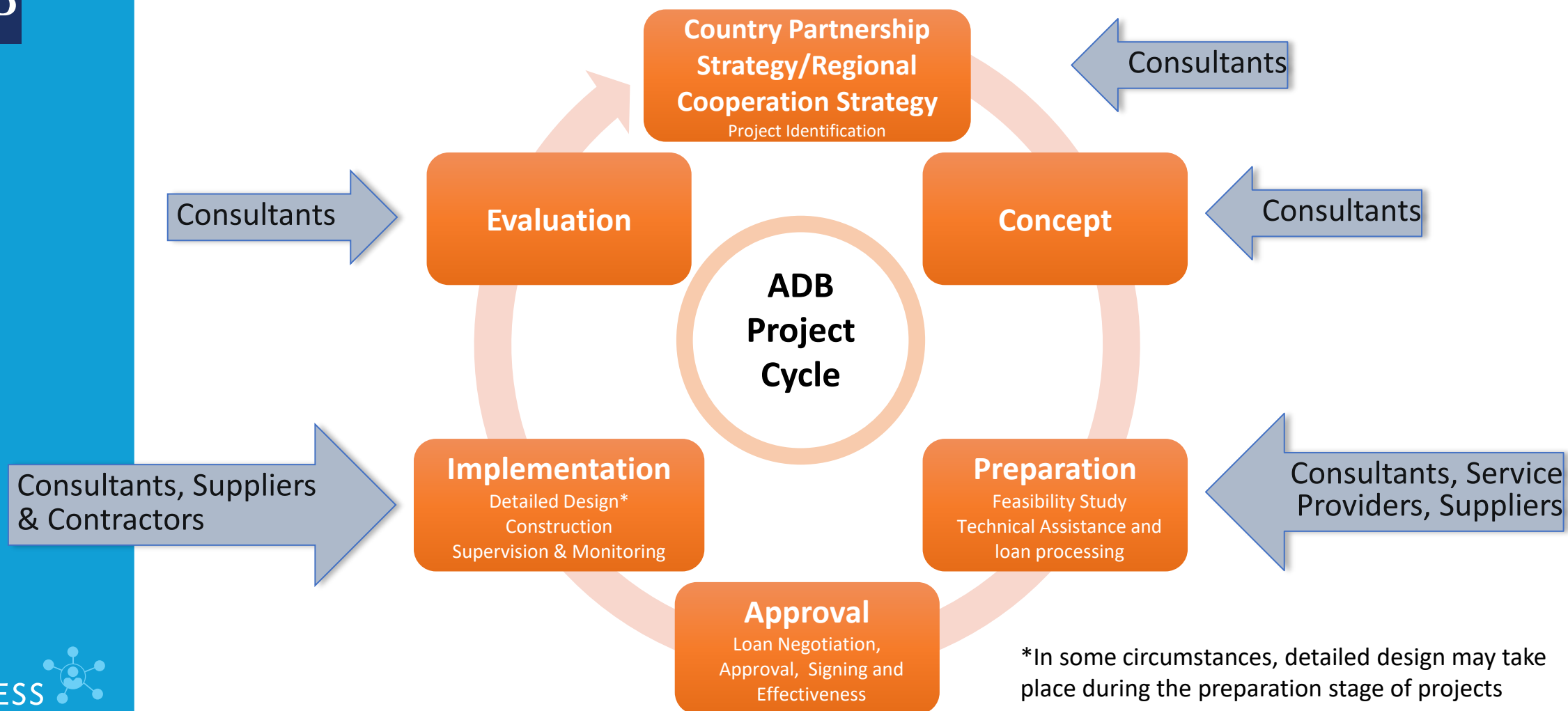
- Supply of goods
  - Machinery, equipment, computers, furniture
- Civil works
  - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
  - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
  - Project preparation & implementation, site supervision, detailed design, knowledge products, policy/advisory, staff consultants
- Nonconsulting services
  - Surveys, training, translation, event management

# Overall Procurement in 2020 (\$ million)



COVID-19 = coronavirus disease.  
Source: Asian Development Bank.

# When is the Private Sector engaged?



# Top Members for Goods

Procurement Ranking – Goods				
	2017	2018	2019	2020
1	PRC	PRC	IND	IND
2	IND	BAN	PRC	PRC
3	SWE	IND	USA	INO
4	INO	SWE	BAN	TUR
5	BAN	VIE	VIE	HKG



# Top Members for Works

Procurement Ranking – Works				
	2017	2018	2019	2020
1	PRC	PRC	PRC	IND
2	IND	IND	IND	PRC
3	KOR	BAN	BAN	PHI
4	BAN	GER	INO	BAN
5	VIE	PAK	PAK	PAK

# Top Members for Consulting Services

Procurement Ranking – Consulting Services				
	2017	2018	2019	2020
1	AUS	KOR	IND	USA
2	KOR	IND	AUS	KOR
3	IND	FRA	USA	IND
4	USA	UKG	GER	INO
5	PHI	AUS	FRA	AUS

# Top Suppliers by Amount

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

	Name	No. of Contracts	ADB Amount (\$ million)
1	BEML Ltd.	3	712.10
2	ABB Group	10	292.28
3	TBEA	6	227.61
4	China National Technical Import & Export Corp.	3	212.74
5	Progress Rail Locomotive Inc	1	135.34

# Top Suppliers by Amount

## Top 5 Contractors for Works (2017–2020)

	Name	No. of Contracts	ADB Amount (\$ million)
1	Larsen & Toubro Ltd.	28	997.00
2	Siemens	20	807.98
3	China Railway Construction Co. Ltd.	30	593.80
4	Hyundai Motor Group	4	568.89
5	Acciona Construction Philippines Inc.	2	563.46

# Top Suppliers by Amount

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

	Name	No. of Contracts	ADB Amount (\$ million)
1	SMEC	34	150.61
2	EGIS International	32	84.37
3	T.Y. Lin International	1	59.10
4	Ove Arup & Partners International Ltd.	8	58.98
5	Korea Consultants International Co. Ltd.	4	55.78

## United Kingdom's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects, by Origin

Item	2019		2020		Cumulative (as of 31 Dec 2020)	
	Amount (\$ million)	% of Total	Amount (\$ million)	% of Total	Amount (\$ million)	% of Total
Goods, Works, and Related Services	106.85	0.75	140.72	0.62	2,230.63	1.03
Consulting Services	26.40	3.49	46.93	6.41	1,249.51	8.84
<b>Total Procurement</b>	<b>133.25</b>	<b>0.89</b>	<b>187.65</b>	<b>0.80</b>	<b>3,480.14</b>	<b>1.51</b>

### Top 5 Contractors/Suppliers from the United Kingdom Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2016–31 December 2020

Contractor/Supplier	Sector	Contract Amount (\$ million)
Translink International Sales Ltd.	ENE	2.43
Intetrade Ltd.	ENE	1.27
Compass Plus Ltd.	FIN	0.59
Unit Export Ltd.	ENE, TRA	0.40
UEC Cross Culture Links Ltd.	EDU	0.20
Others		0.42
<b>Total</b>		<b>5.31</b>

EDU = education, ENE = energy, FIN = finance, TRA = transport.

### Top 5 Consultants from the United Kingdom Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2016–31 December 2020

Consultant	Sector	Contract Amount (\$ million)
Ove Arup & Partners International Ltd.	MUL, TRA, WUS	49.37
Landell Mills Ltd.	ANR, WUS	21.59
Mott MacDonald Ltd.	ANR, EDU, ENE, MUL, TRA, WUS	15.87
Oxfam GB	HLT, WUS	5.75
Roughton International Ltd.	TRA	5.75
Individual Consultants		44.95
Others		47.02
<b>Total</b>		<b>190.30</b>

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; HLT = health; MUL = multisector; TRA = transport; WUS = water and other urban infrastructure and services.

<https://www.adb.org/publications/united-kingdom-fact-sheet>

# ADB Operational Procurement Stats

## Operational Procurement Statistics Dashboard (ProcDash)

Asian Development Bank Public sector governance

### Welcome to ADB's Operational Procurement Statistics Dashboard (ProcDash)

The Operational Procurement Statistics Dashboard (ProcDash) presents the value of all goods, works and consulting services contracts awarded for projects under the Asian Development Bank operations. It has four sections, namely, overview, operational procurement by nationality, operational procurement by origin of goods and services, and operational procurement by threshold. For purposes of this dashboard, **value of operational procurement is reported in terms of the amount financed by ADB.**

The overview section presented below shows data on operational procurement statistics by region, nature, sector and by borrowing country. Data can be further filtered by contract year and modality. To determine the allocated procurement for policy-based support and results-based lending, click these two items in the modality filter.

For other details about ProcDash, refer to [ProcDash FAQ](#).

ProcDash can also be used to supplement the operational procurement statistics under the Operational Data section of the ADB [Annual Report](#) and the figures from the member Fact Sheets. More information on operational procurement contracts is available on the [Tenders](#) page of ADB's website (choose "Contracts Awarded" from the "Type" selection).

The ProcDash currently shows data as of 31 March 2021. This will be updated every quarter.

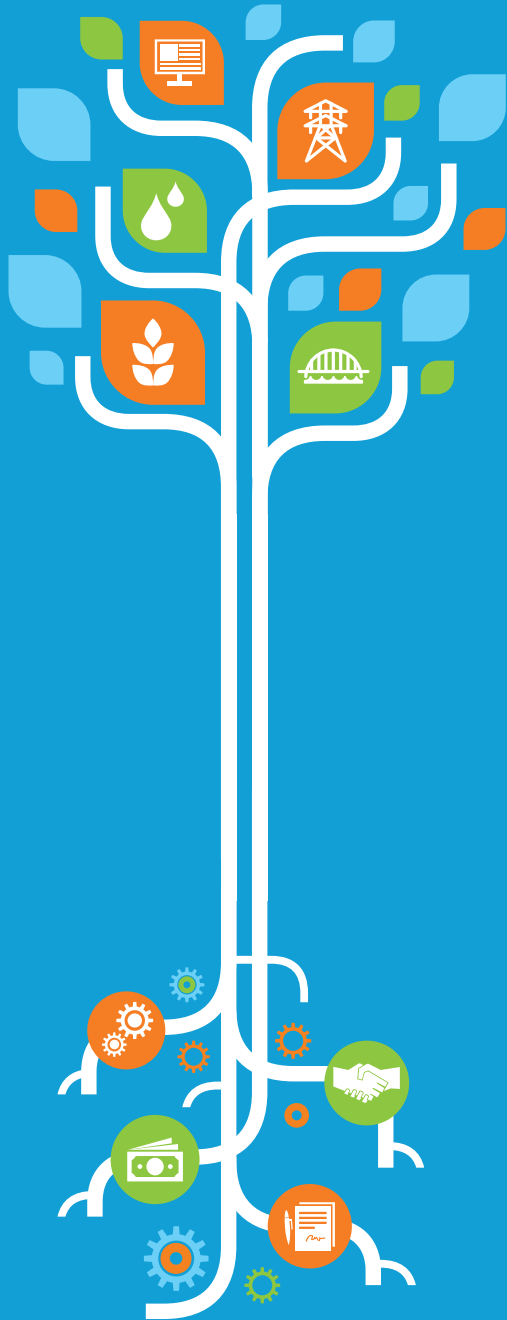
Overview By Nationality of contractor By Origin of goods and services By Threshold

### Total operational procurement based on contract year, US\$ million

\$2,062.5

### Operational Procurement by Region, US\$ million





ADB

# ADB Procurement Framework

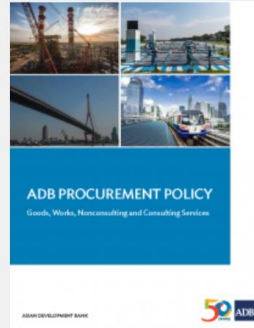
BUSINESS  
OPPORTUNITIES 



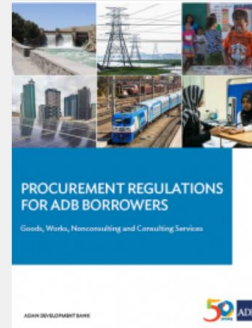
# ADB's procurement frameworks

For projects with concept papers approved **on or after 1 July 2017**

ADB's new procurement framework comprises a Procurement Policy and Procurement Regulations for ADB Borrowers. It modernizes project procurement processes through a principles-based approach, to meet the diverse needs of clients as ADB scales up its operations in line with Strategy 2030.



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

For projects with concept papers approved **before 1 July 2017**

ADB's Procurement Guidelines and Guidelines on the Use of Consultants defined the policies and procedures for selecting, contracting, and monitoring suppliers of goods, works, and services for ADB-financed projects.









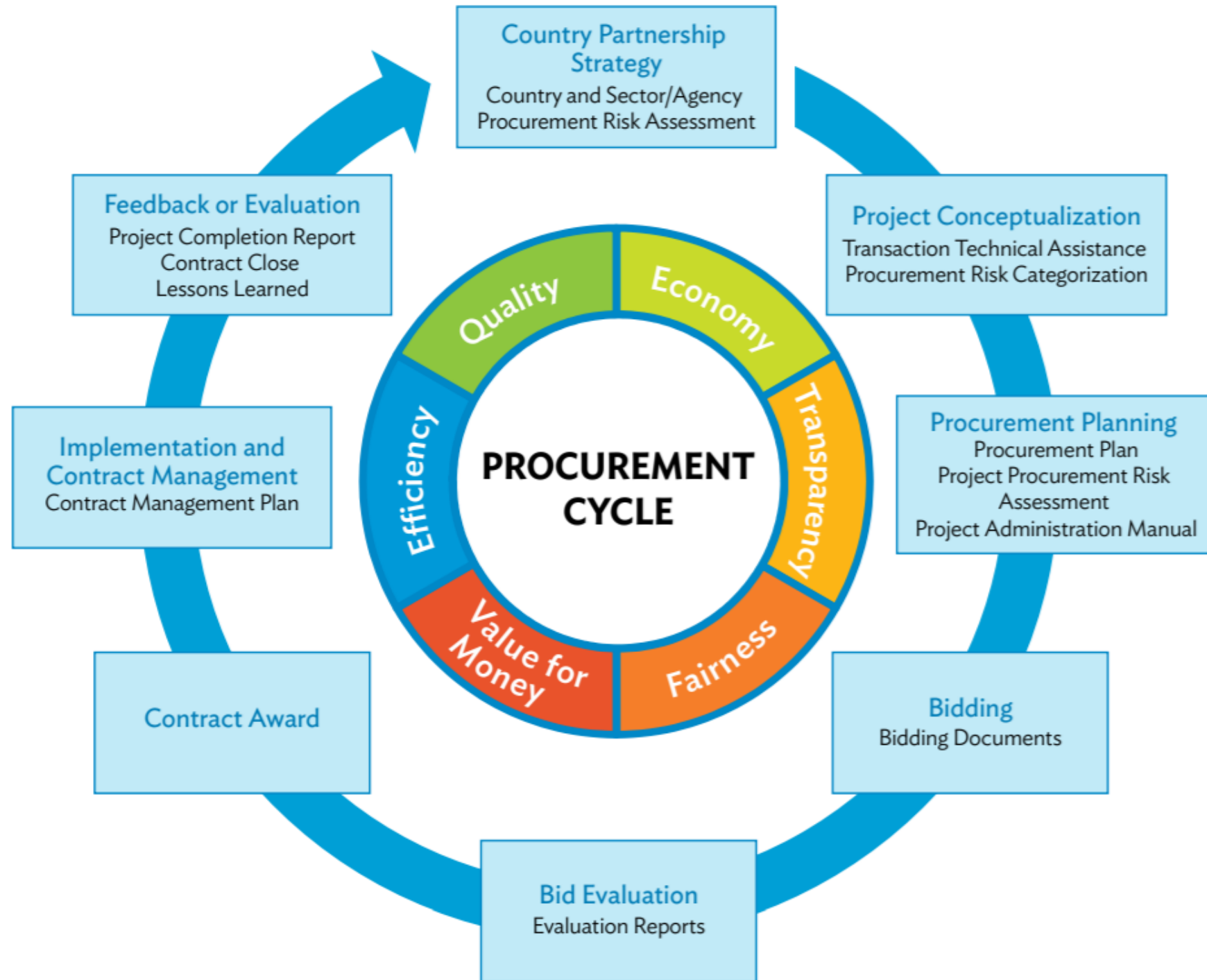
Procurement Guidelines



Guidelines on the Use of Consultants

# ADB's procurement principles

Principles		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.





# How we procure

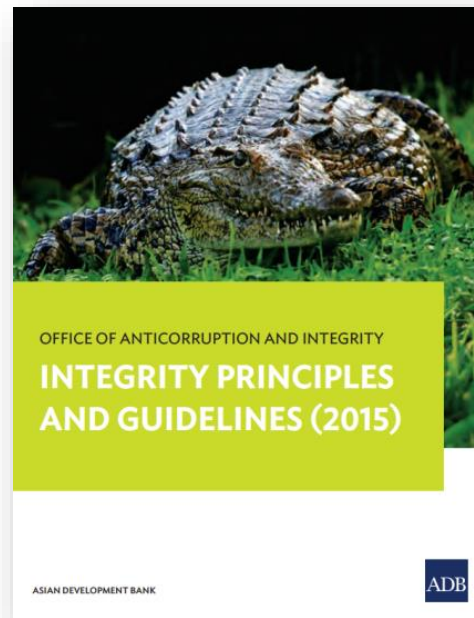
## Roles and Responsibilities

- The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services
- ADB also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open competitive bidding is the preferred option
- Technical and financial bid elements

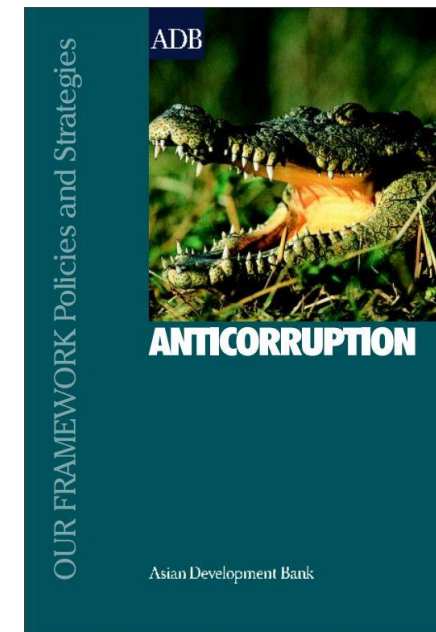


# ADB's Anticorruption Policy & Guidelines

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

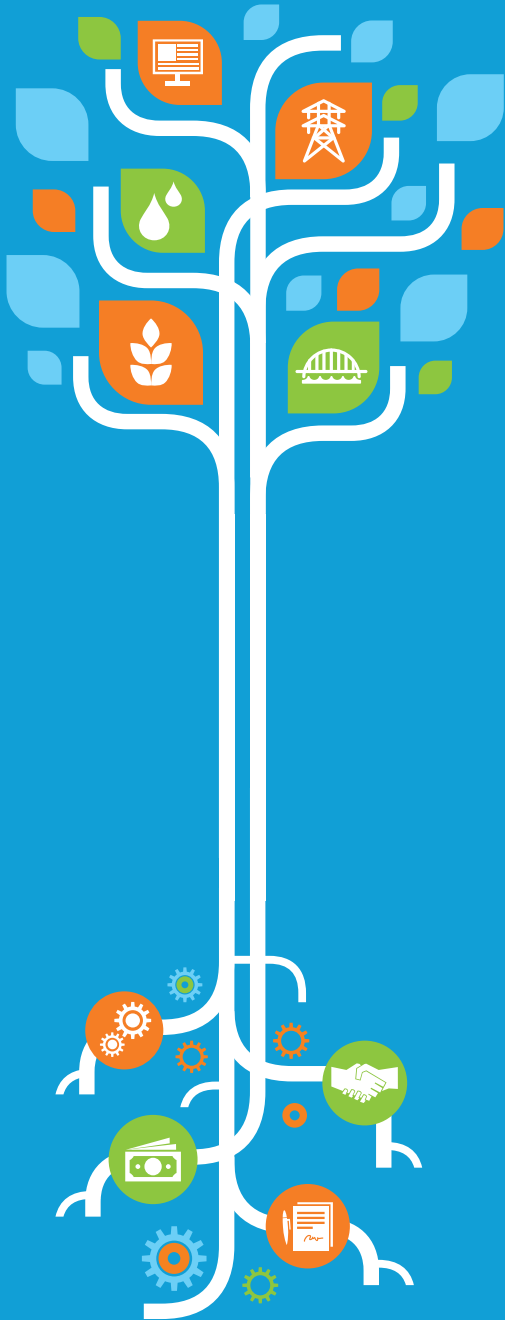


Highest Ethical  
Standards



Zero  
Tolerance

# Bidding Strategies



# Tips for winning ADB-financed assignments

- Collect relevant business intelligence – network!
- Focus on performance and reputation for successful work
- Express interest
- Understand the country, project, and client requirements
- Position yourself to your competitive advantage
- Study the bidding documents and understand the selection method and evaluation criteria
- Engage partnership with firms likely to be shortlisted
- Prepare a responsive and strong technical proposal
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments

# What NOT to do

- Failure to disclose conflict of interest (e.g., employees from EA included in a proposal)
- Firm or JV partners not from an ADB member country
- Submitting proposal late
- Failure to respond to client requirements
- Conditional bids
- Incomplete/noncompliant bids, e.g., missing bid security, letter of bid not signed, JV agreement missing, bid envelopes not properly marked, etc.
- Integrity violations in the bidding process

***When in doubt, always seek written clarification***





# Debriefing and Complaints

## Debriefing:

- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

## Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

## How to report fraud:

- [www.adb.org/site/integrity/how-to-report-fraud](http://www.adb.org/site/integrity/how-to-report-fraud)



# Identifying opportunities for contracts with project executing agencies and ADB: start at adb.org

adb.org//

News and Events ADB Institute Contact English ▼

ADB ASIAN DEVELOPMENT BANK

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

With employees from more than 60 countries, ADB is a place of real diversity.

Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

**CAREERS AND SCHOLARSHIPS**

- What We Look For
- Career Opportunities
- Young Professionals Program
- Visiting Fellow Program
- Internship Program
- Scholarship Program

**FOR INVESTORS**

- Investor Relations | 日本語
- ADB Green Bonds
- ADB Water Bonds

**INFORMATION ON WORKING WITH ADB FOR...**

- Consultants
- Contractors and Suppliers
- Governments
- Executing and Implementing Agencies
- Development Institutions
- Private Sector Partners
- Civil Society/Non-government Organizations

**PROCUREMENT AND OUTREACH**

- Operational Procurement
- Institutional Procurement
- Business Opportunities Outreach
- Projects & Tenders



# Consultants: Register in CMS (cms.adb.org)

## Welcome to the Asian Development Bank's Consultant Management System

**Consultant Management System (CMS)** is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



**Consultants** create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)

By using this service, you are accepting the [CMS Terms and Conditions](#).



**ADB Project Team Members** can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



**Executing Agencies (EAs)** can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy [csrn@adb.org](mailto:csrn@adb.org) with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
4. Duration of the recruitment for the project

## Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

## Login

Login using your registered username and password.

Username

Password

Login

[Login Assistance](#)

Note: ADB users can login using their Oracle username and password.

## Registration

New user? Register now!

[Register as Consulting Firm](#)

[Register as Individual Consultant](#)

## Need Help?

For inquiries regarding the system, please email [cmshelp@adb.org](mailto:cmshelp@adb.org).

## CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact [cmshelp@adb.org](mailto:cmshelp@adb.org).

CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from

# Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
  - Advance notices
  - Invitation for prequalification
  - Invitation for bids
  - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
  - Prequalified contractors / consultants
  - Contracts awarded
- (*ADB only*) Institutional procurement notices



# COVID-19 opportunities

## 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](#)

[Home](#) > [COVID-19 \(Coronavirus\): ADB's Response](#) > [ADB Business Outreach Activities for CO...](#)



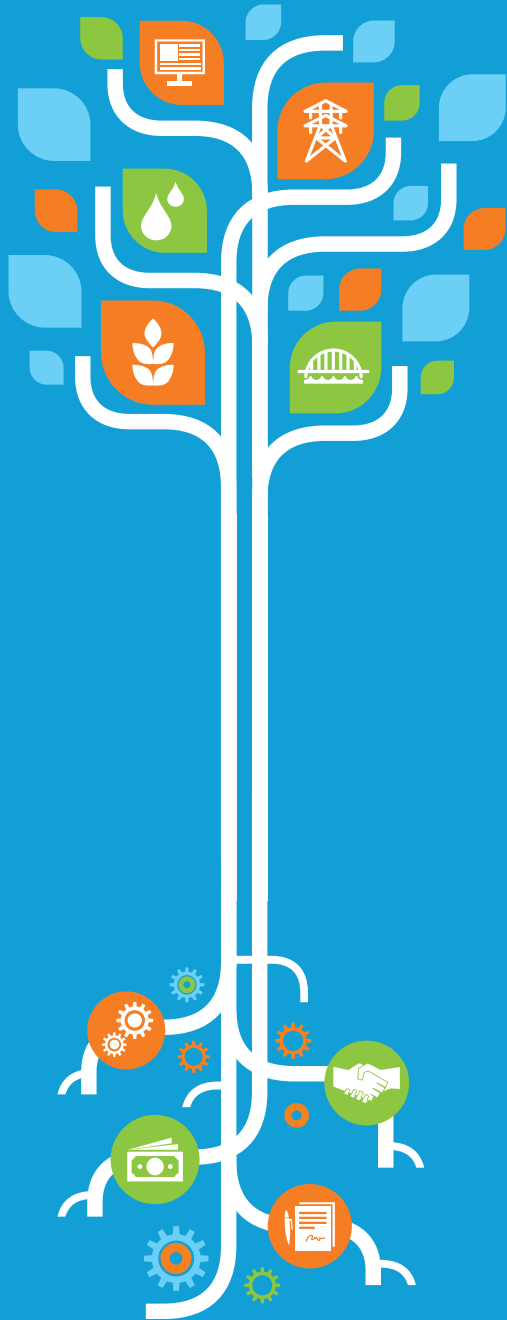
## ADB Business Outreach Activities for COVID-19 Pandemic Response

Recognizing the urgency of the global coronavirus pandemic, ADB announced a \$20 billion package to address the immediate needs of its DMCs as they respond to COVID-19.

As part of the response, ADB has engaged with the international business community to:

- **understand and connect** with the global market and
- facilitate **regional support** for emergency procurement of COVID-19 related critical products.

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



For more: [adb.org](http://adb.org)

To join the community of ADB Consultants and Suppliers:

**1) ADB Consultants Network:**

<https://www.linkedin.com/groups/3796524/>

**2) ADB Suppliers Network:**

<https://www.linkedin.com/groups/3796532/>

**Also follow “ADB Business Center”:**

<https://www.linkedin.com/showcase/adb-business-center/>