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ADB

Asian Development Bank Business Opportunities Seminar

Doing Business with ADB and the ADB Procurement System

Norway
03 November 2021

BUSINESS
OPPORTUNITIES



Asian Development Bank (ADB)



ADB assists its members, and partners, by providing loans, technical assistance, grants, and equity investments to promote social and economic development.

Technical Assistance (TA) - Consulting Services



Transactional Technical Assistance (TRTA)

- Directly linked to projects/project cycle (e.g. feasibility studies, due diligence, capacity development etc.)
- Utilized by ADB operations departments

Knowledge & Support Technical Assistance (KSTA)

- Delinked from projects/project cycle
- Used for capacity development, policy advice, R&D*
- Utilized by all ADB departments

* Sector, thematic, and economic work; search for potential transactions and inputs for project concept paper preparation; flagship knowledge and innovative solutions; and high-level technologies

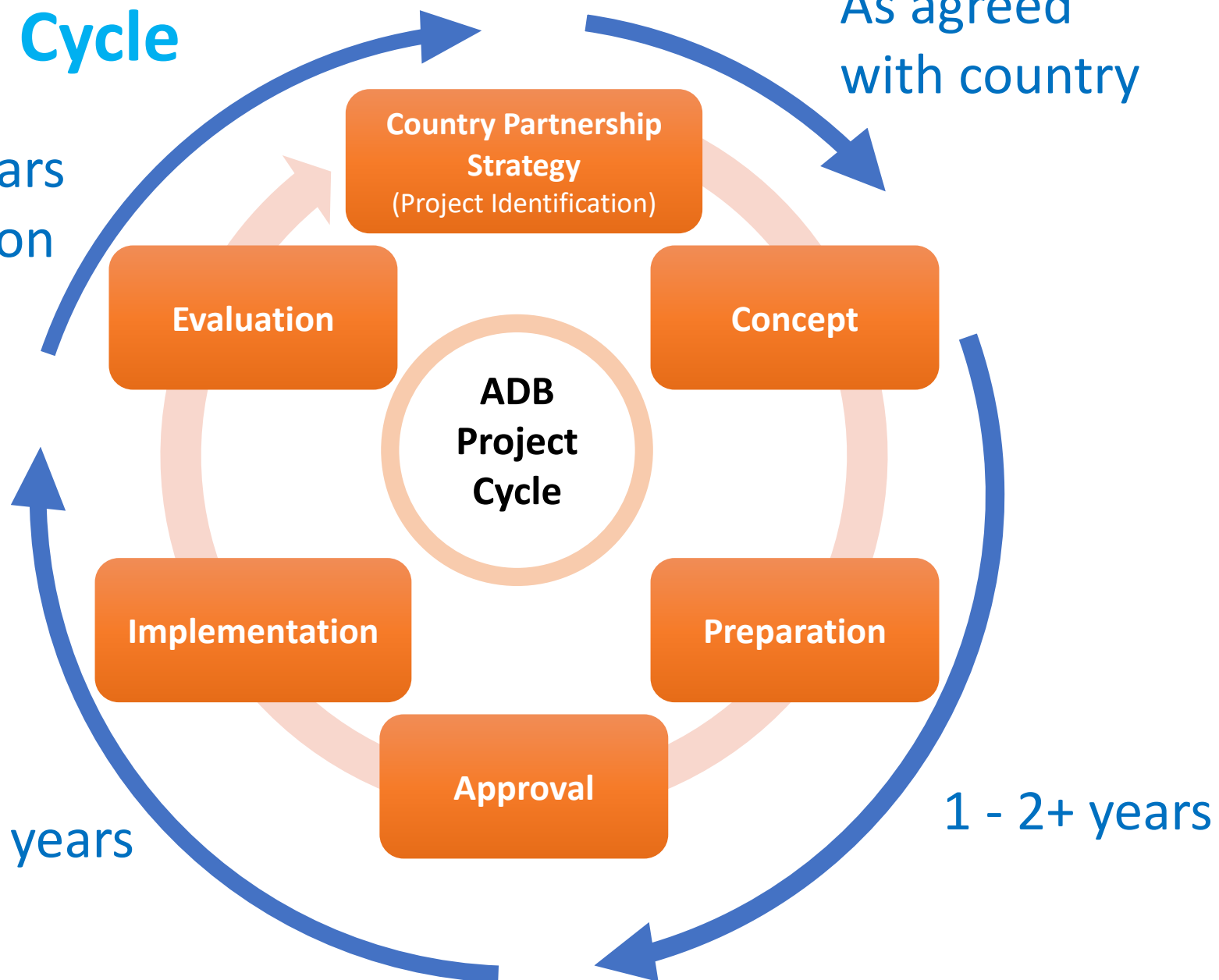
ADB Project Cycle

Within 2 years
of completion

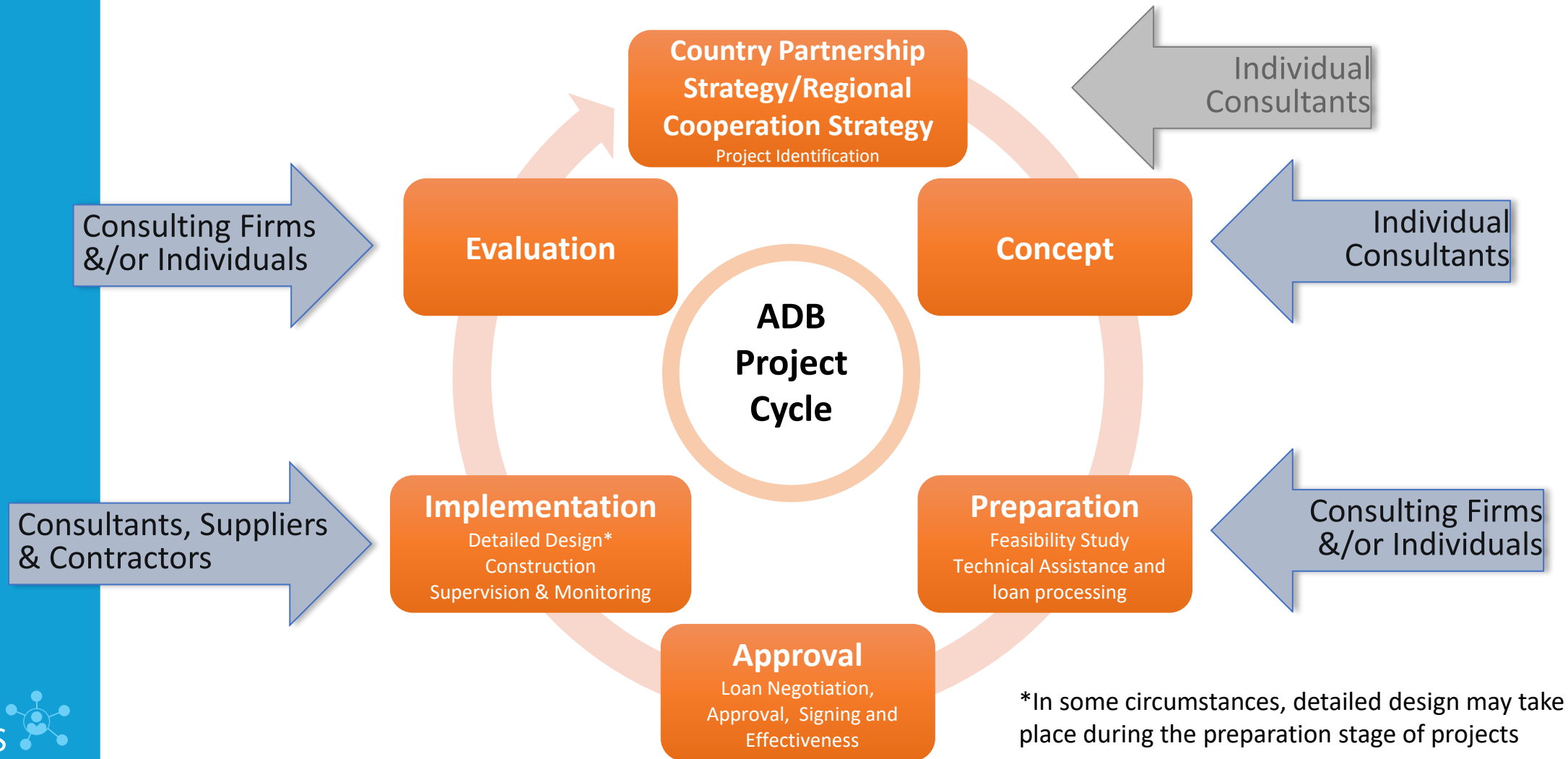
As agreed
with country

4 - 7+ years

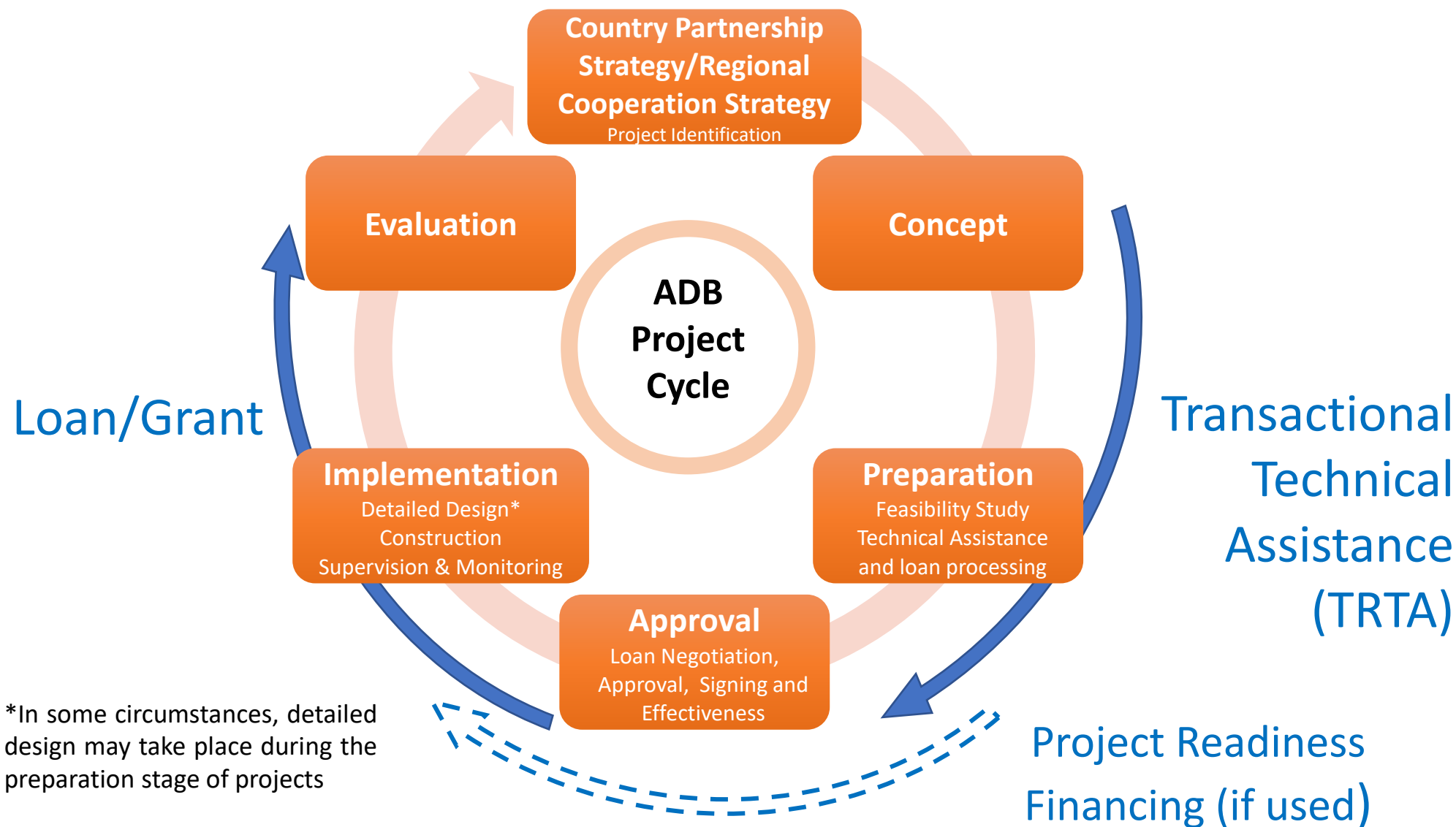
1 - 2+ years



Use of Consultants, Contractors & Suppliers



Engagement for Consultants during Project Cycle



TA Consulting

V

Loan/Grant Consulting

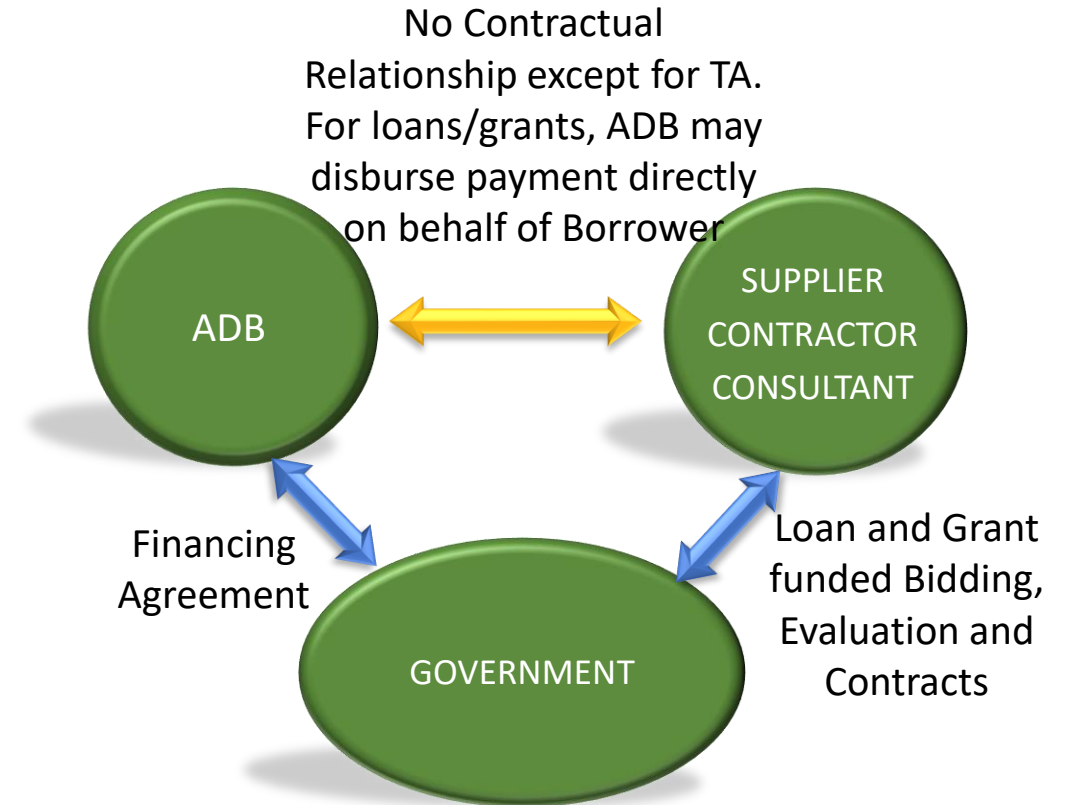
- ADB is the Client.
- Direct payment by ADB
- Contracts governed by UK law
- Provision of Privileges and Immunities (expert on mission).
- Tax Exemption in project country*
- Complaints to ADB

- Borrower is 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

* If the country where the work is being undertaken has reserved the right to tax their own nationals, any local sub-consultants or individual experts may be subject to tax.

Relationships

- The borrower is responsible for procurement of goods and works
- ADB (*under TAs*) or borrower (loans/grants) recruit Consultants
- ADB reviews the procurement activities of borrowers to ensure that proceeds of its financing are used in accordance with the bank's rules



Types of Consultants engaged by ADB



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



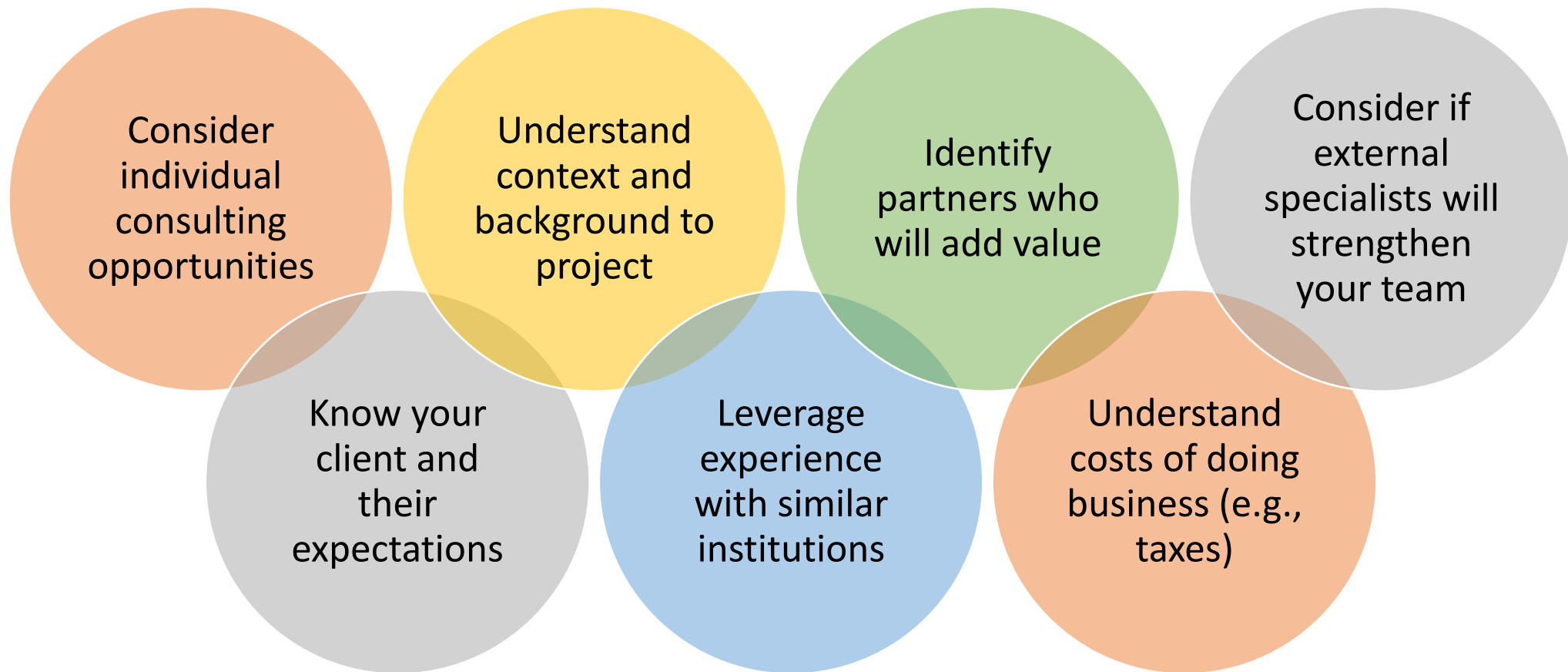
Staff Consultants

ADB staffing budget

Recruitment may be national or international

- International may be from any ADB member country (global if no eligibility restriction)
- In firm contracts, team members can be from any country (unless sanctioned)
- A firm is national if legally incorporated in the developing member country.
- An individual is national if a citizen of the developing member country, or if they have legal right to reside and work in the country.

Advice when approaching Consulting Opportunities



ASK QUESTIONS

Common Mistakes when approaching Consulting opportunities

Shortlisting Phase



- Lack of knowledge of project context
- Incorrect Skills match
- Lack of technical expertise
- Limited geographic experience

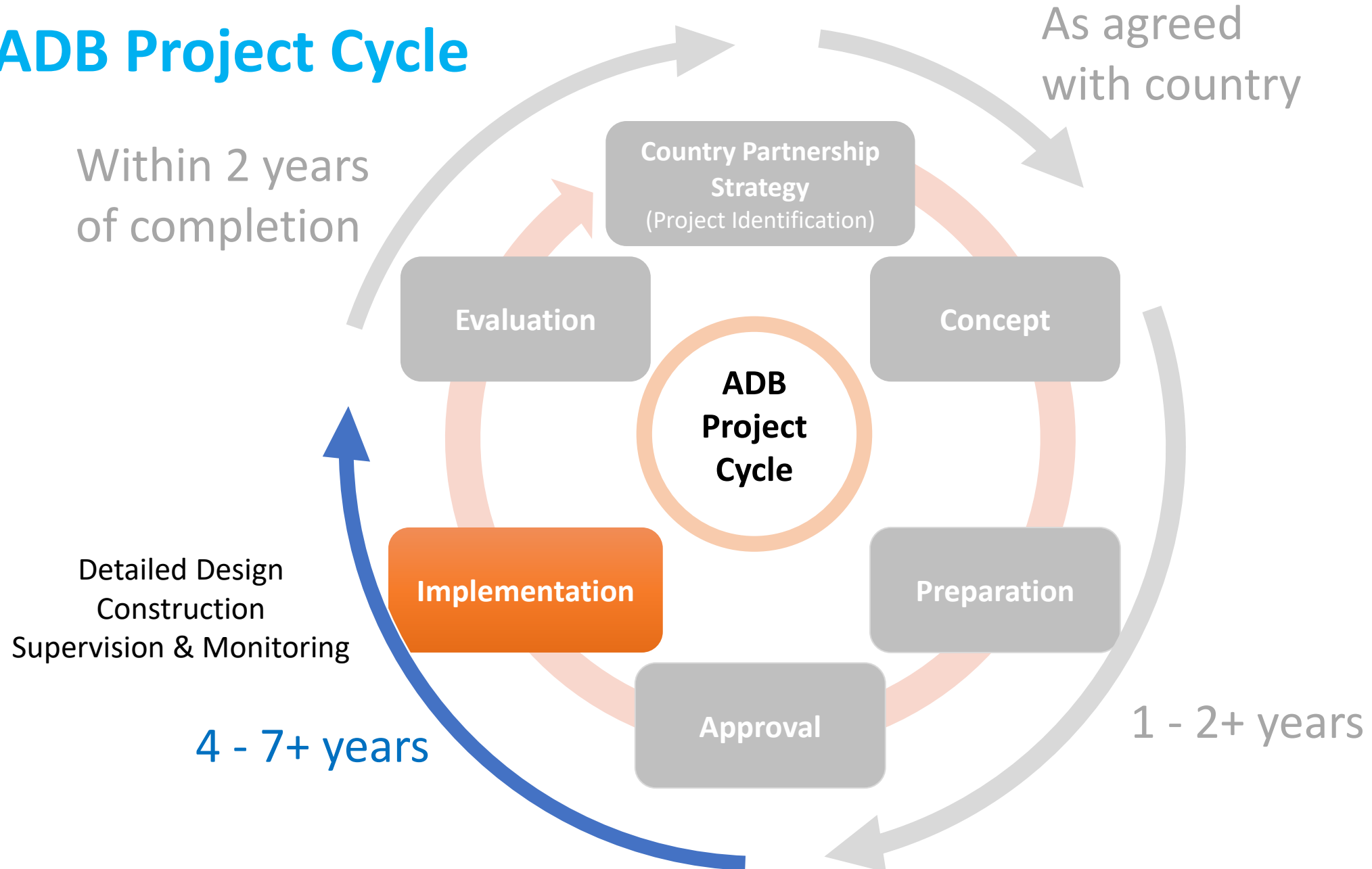
RFP Stage



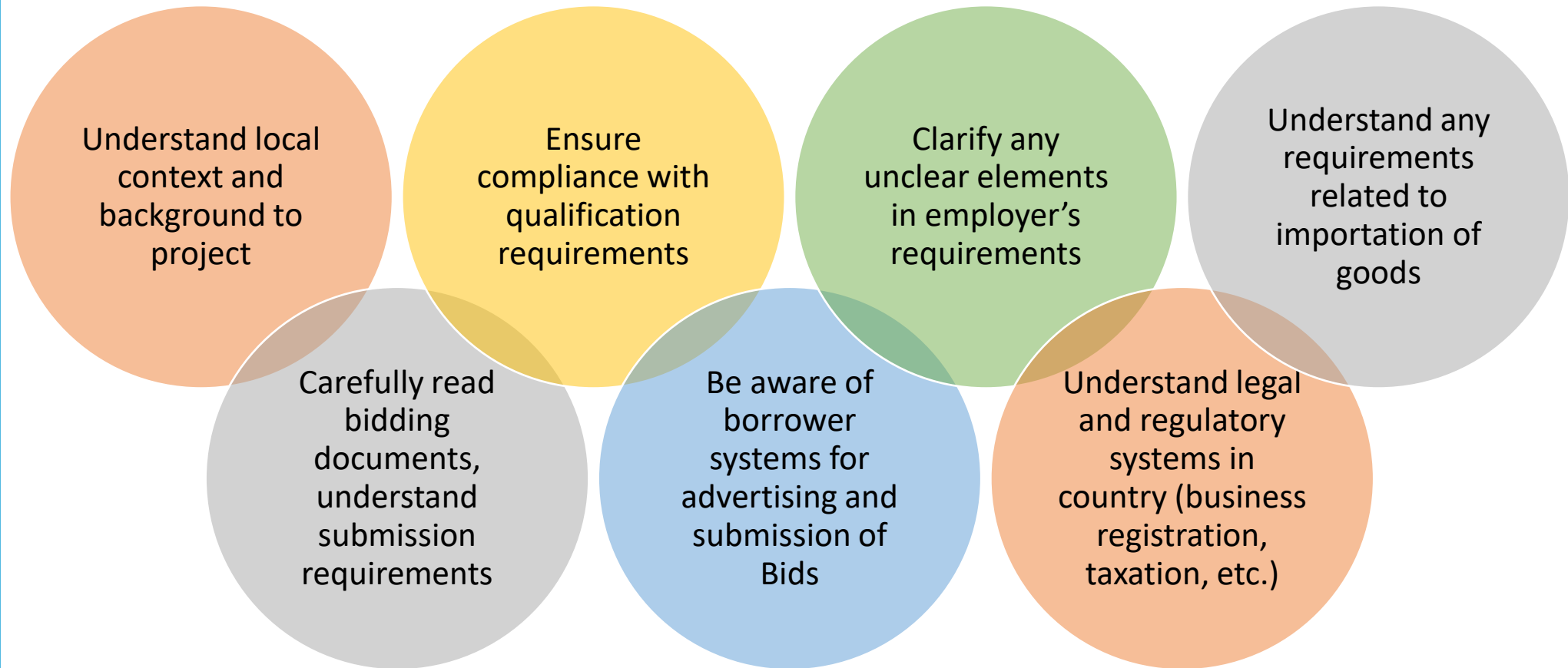
- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability
- Issues with CMS*

*CMS is ADB's Consultant Management System, an IT platform used to advertise and recruit consultants.

ADB Project Cycle



Advice when approaching Supply/Construction Opportunities



Common Mistakes

Bids not signed

No Bid Security or Bid Securing Declaration (if required)

Insufficient Amount of Bid Security, incorrect validity period

Failure to meet Qualification Criteria

Lack of Supporting Documents

Incomplete Bids / Partial Bids

Absence of test reports if required

Conflicts of interest not disclosed

Inclusion of financial offer with technical offer where bid conditions require them to be separated



How to find Information on our Website

Screenshot of the ADB website showing the navigation menu and the 'WORK WITH US' section.

The website URL is <https://www.adb.org>.

The navigation menu includes: News and Events, ADB Institute, Contact, English, WHO WE ARE, WHAT WE DO, WHERE WE WORK, and **WORK WITH US** (highlighted with a purple circle).

The 'WORK WITH US' section is divided into three columns:

- CAREERS AND SCHOLARSHIPS**
 - What We Look For
 - Career Opportunities
 - Young Professionals Program
- FOR INVESTORS**
 - Investor Relations | 日本語
 - ADB Green Bonds
 - ADB Water Bonds
- PROCUREMENT AND OUTREACH** (highlighted with a red circle)
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders

Additional text on the left side of the 'WORK WITH US' section:

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.

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

Business Center - www.adb.org/business

Procurement - www.adb.org/business/operational-procurement



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.

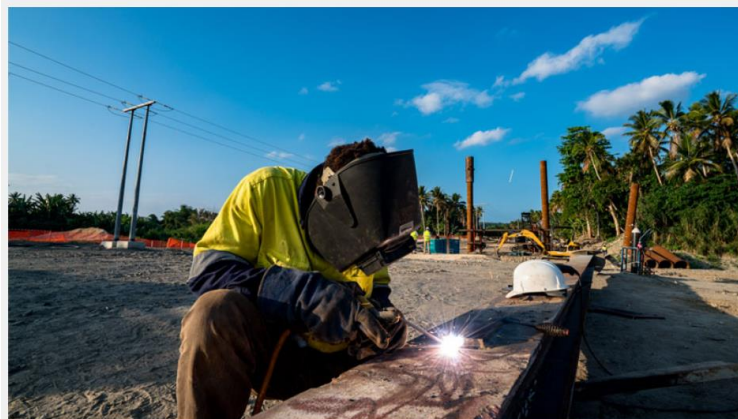


Guides and Documents Business Opportunities Outreach Procurement Statistics Dashboard (ProcDash) Institutional/Corporate Procurement More

Home > 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.



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.



Business Center - www.adb.org/business

ADB ASIAN DEVELOPMENT BANK

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

ADB Business Center

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

Guides and Documents Business Opportunities Outreach ▼ Procurement Statistics Dashboard (ProcDash) More ▼

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

- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

Working with ADB

Information for...

Consultants

Contractors and suppliers

Governments

How-Tos

How can I become an individual ADB consultant? →

How can my company consult for ADB? →

How can I become an ADB transaction advisory services consultant? →



Projects & Tenders - www.adb.org/projects

Projects & Tenders **Projects** Documents Tenders

Filter results [CLEAR ALL](#)

Country/Economy [v](#)

- ☐ Regional
- ☐ Afghanistan
- ☐ Armenia
- ☐ Azerbaijan
- ☐ Bangladesh
- ☐ Bhutan
- ☐ Cambodia
- ☐ China, People's Republic

Sector (1) [\[CLEAR\]](#) [v](#)

- ☐ Agriculture, natural resources and rural development
- ☒ **Energy**
- ☐ Education
- ☐ Finance
- ☐ Health
- ☐ Industry and trade
- ☐ Information and

Theme [v](#)

Type (1) [\[CLEAR\]](#) [v](#)

- ☐ Nonsovereign
- ☒ **Sovereign**

Project data sheets for loans, grants, TAs

Search projects [Q](#)

Results 1-20 of 809 [RSS](#) [Sort by v](#)

Energy X Sovereign X

Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project) 49177-002; Timor-Leste; Energy	Status: Approved	Approval Date: 26 Oct 2021
Development of the Pacific Energy Regulators Alliance 49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy	Status: Active	Approval Date: 25 Oct 2021
Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience 55079-002; Sri Lanka; Energy	Status: Approved	Approval Date: 14 Oct 2021
Power Sector Reform Support Program 54269-003; Uzbekistan; Energy	Status: Approved	Approval Date: 02 Oct 2021
Research on Addressing Climate Change in Ningxia through the Use of Science and Technology 55033-001; China, People's Republic of; Energy	Status: Approved	Approval Date: 28 Sep 2021

Projects & Tenders Projects Documents **Tenders**

Filter results [CLEAR ALL](#)

Country/Economy [v](#)

Sector (1) [\[CLEAR\]](#) [v](#)

- ☐ Agriculture, natural resources and rural development
- ☐ Education
- ☒ **Energy**
- ☐ Finance
- ☐ Health
- ☐ Industry and trade
- ☐ Information and

Type [v](#)

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

Group [v](#)

- ☐ Consulting Services
- ☒ **Goods, Works, and Nonconsulting Services**

Procurement of goods, works, and consulting services

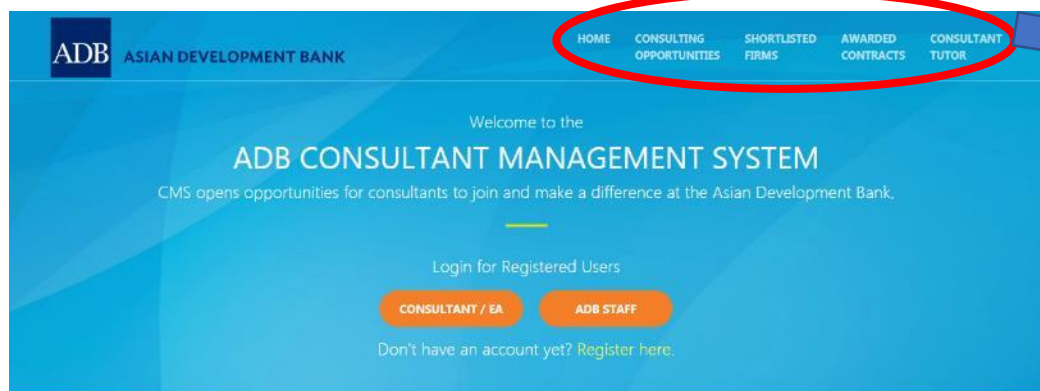
Search tenders [Q](#)

Results 1-20 of 3032 [RSS](#) [Sort by v](#)

Energy X

51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B] 51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021 Notice Type: Invitation for Bids	Status: Active	Deadline: 05 Jan 2022
National Senior Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
National Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
Project Coordination Expert 54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021

Consulting – Finding Opportunities on <http://cms.adb.org>



CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

- Consulting opportunities are visible through ADB's CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- <http://consultanttutor.adb.org> provides system-related guidance



Search Consulting Opportunities

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



View Shortlisted Firms

ADB publishes the names and contact details of firms invited to submit proposals. This is for the information of consultants who wish to associate with them. Interested consultants should contact the firms directly.



View Awarded Contracts

ADB Project contracts that are awarded to consulting firms are disclosed to the public. Visit the page to view the list of contracts awarded to consulting firms, along with associated contract details.

ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year

2020

Modality

- ☐ (All)
- ☒ Investment Support
- ☐ Policy-based Support
- ☐ Result-based Lending

Nature of Procurement

- ☒ (All)
- ☒ Consulting Services
- ☒ Goods
- ☒ Works
- ☒ Other Related Services

Region

- ☒ (All)
- ☒ Central and West Asia
- ☒ East Asia
- ☒ Pacific
- ☒ South Asia
- ☒ Southeast Asia

<https://data.adb.org/dashboard/operational-procurement-statistics>



USERS

external and internal



COVERAGE

past 5 years



INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options

THANK YOU!

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