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ADB

BUSINESS OPPORTUNITIES SEMINAR

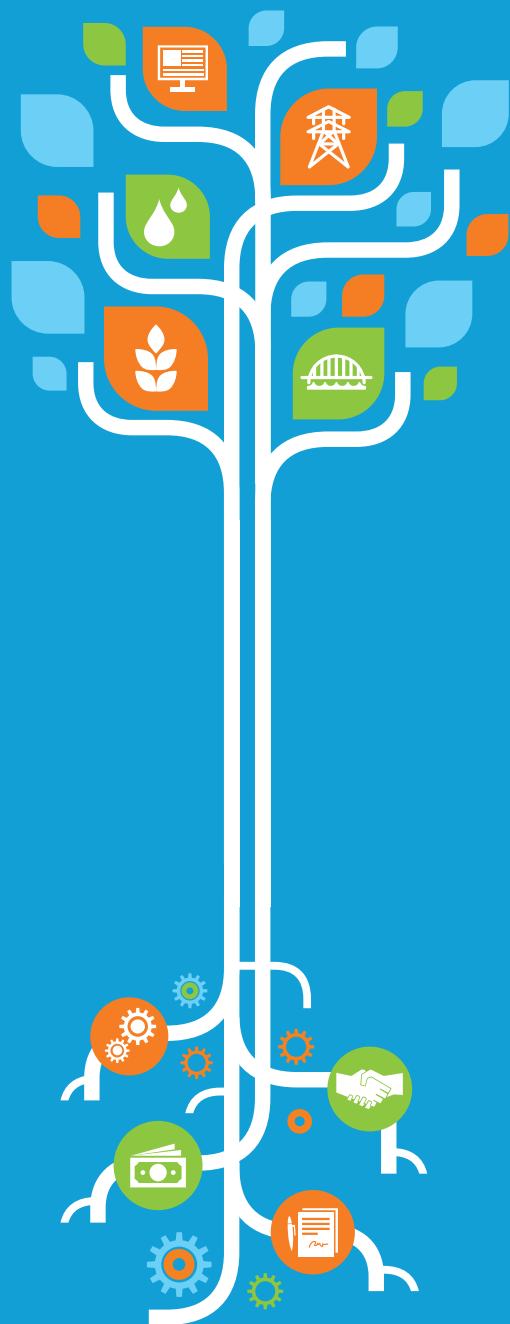
France, 30th March 2022

Focus on ADB Procurement Framework and consulting opportunities

Stephane BESSADI, Sr Procurement Specialist

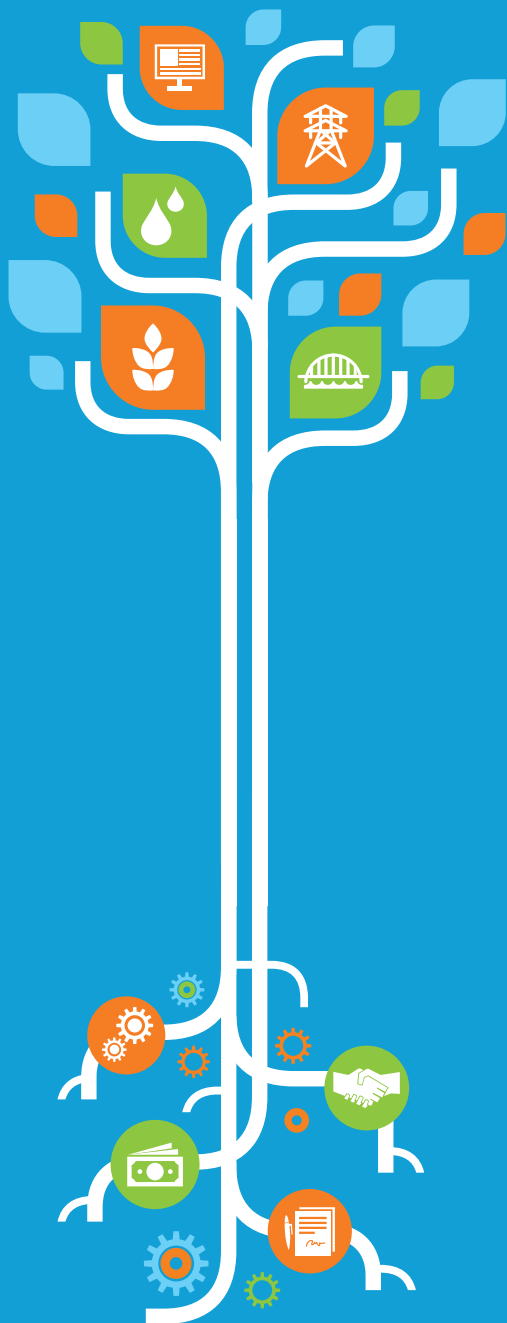
Procurement, Portfolio and Financial Management
Department (PPFD/PFP2)

BUSINESS
OPPORTUNITIES



Overview

1. A Brief about ADB and Its Operations
2. ADB Procurement Framework
3. ADB Business Opportunities



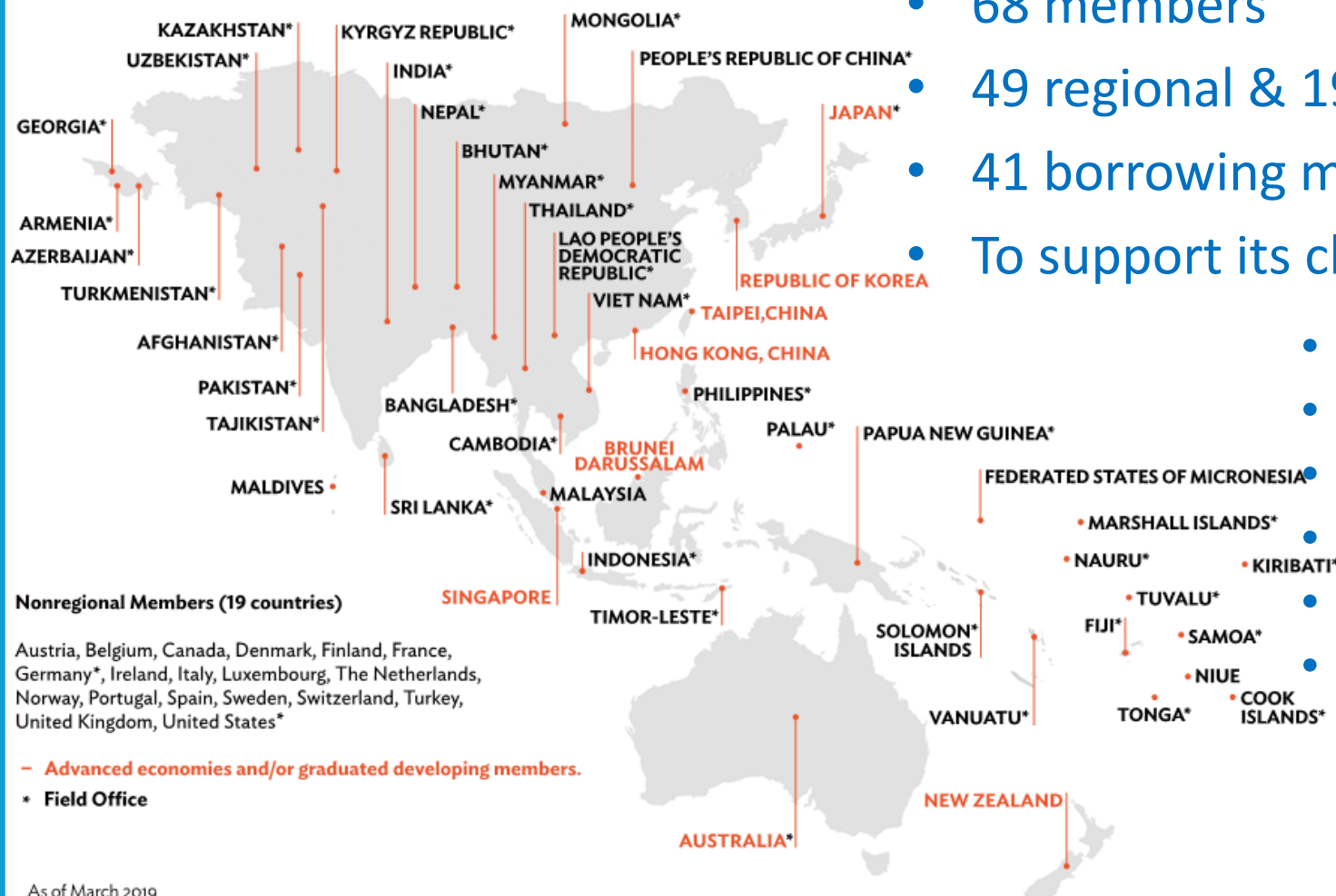
A Brief about ADB and Its Operations

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
- Other Intl. Organizations



As of March 2019

Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees

Biggest ADB Borrowers: India, China, Pakistan, Bangladesh, Indonesia

ADB 2020 Sovereign Portfolio



ADB = Asian Development Bank.
Source: Asian Development Bank data.

*KMSD – Knowledge Management and Sustainable Development Departments

<https://www.adb.org/sites/default/files/institutional-document/697726/appr-2020.pdf>

Figure 5: Sovereign Portfolio at a Glance



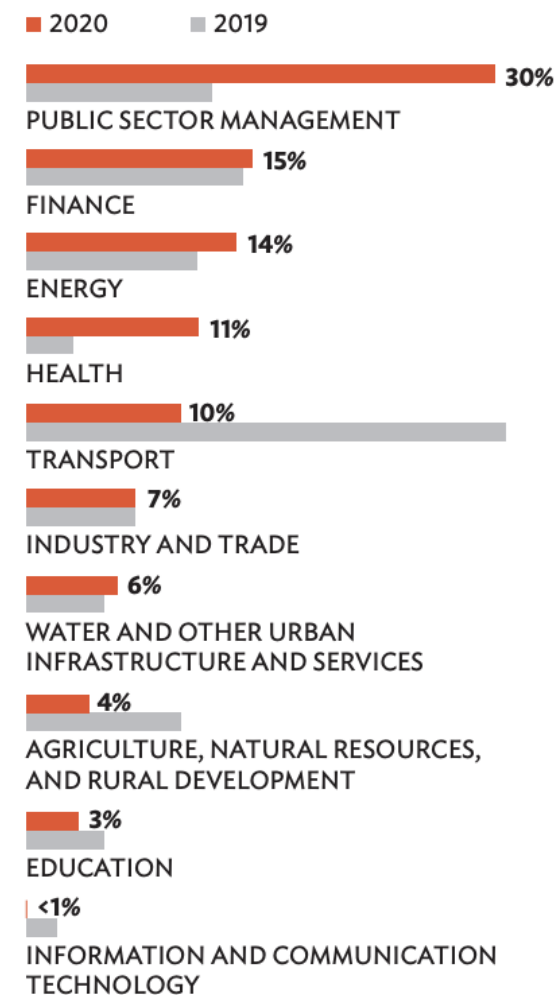
TA = technical assistance.
Source: Asian Development Bank data

Figure 85: Nonsovereign Portfolio at a Glance



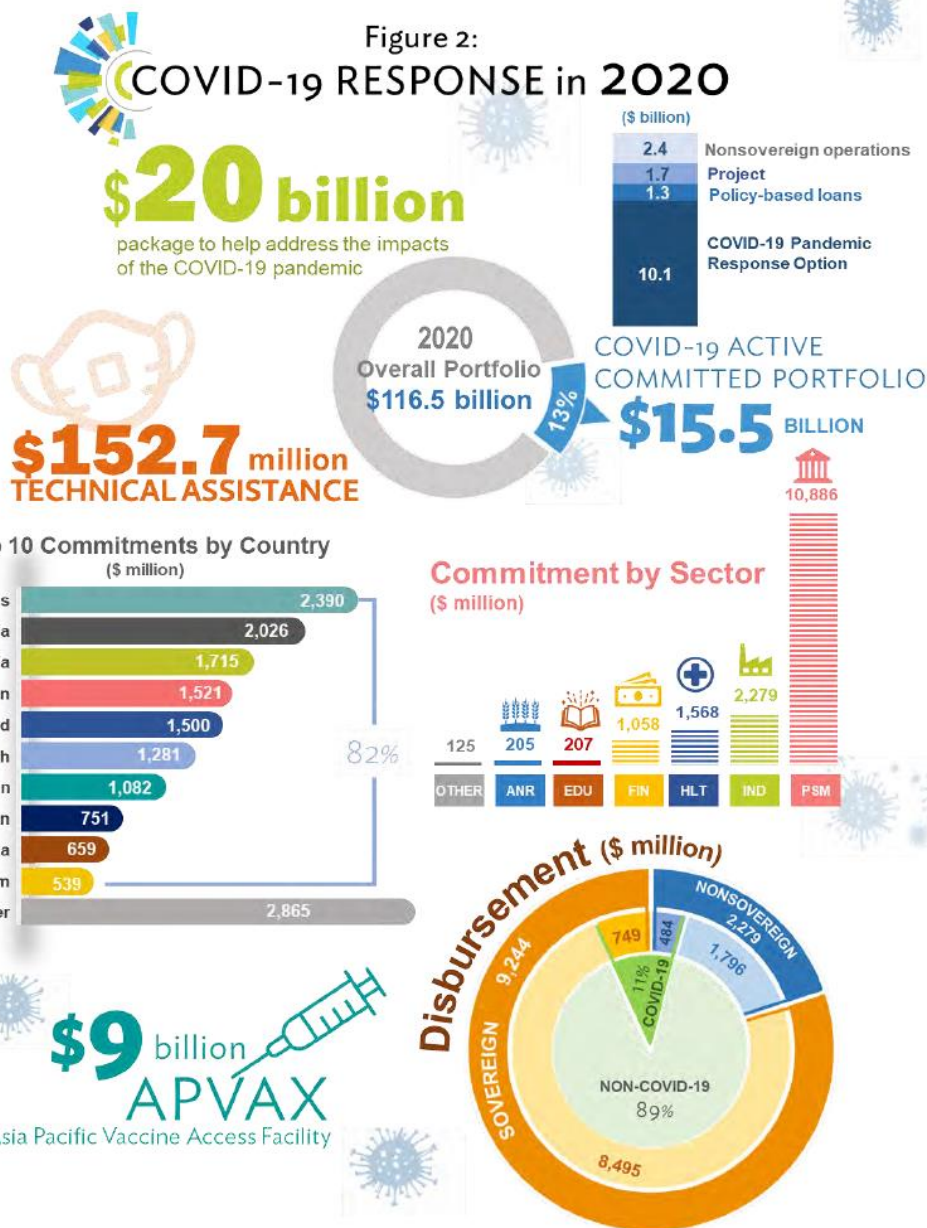
TA = technical assistance.
Notes: Closures include prepayments, repayment, valuations, etc.
Numbers may not sum precisely because of rounding.
Source: Asian Development Bank data.

ADB COMMITMENTS BY SECTOR, 2020 AND 2019

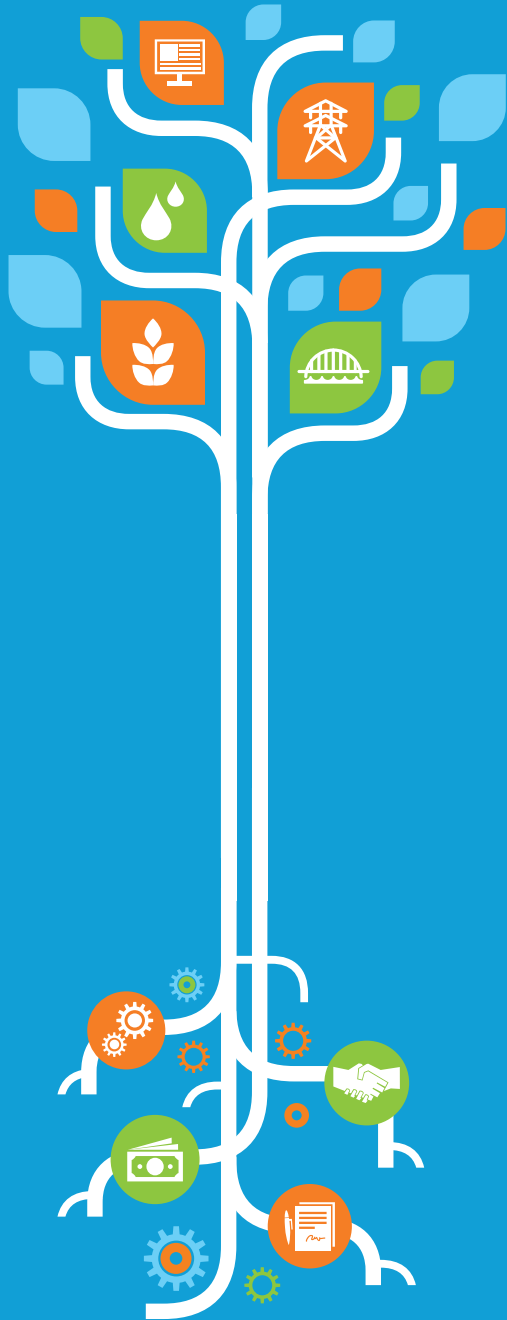


Strategy 2030: Seven Operational Priorities

ADB Business Opportunities Seminar



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 Procurement Framework

BUSINESS
OPPORTUNITIES 

Why Pursue ADB Funded Contracts?

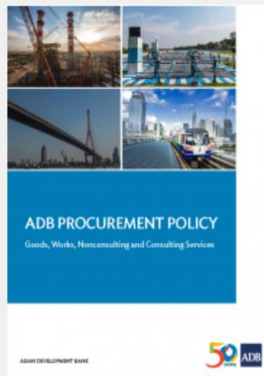
- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight



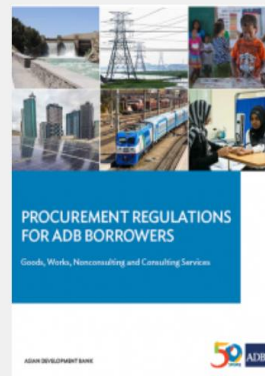
ADB's Procurement Framework

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



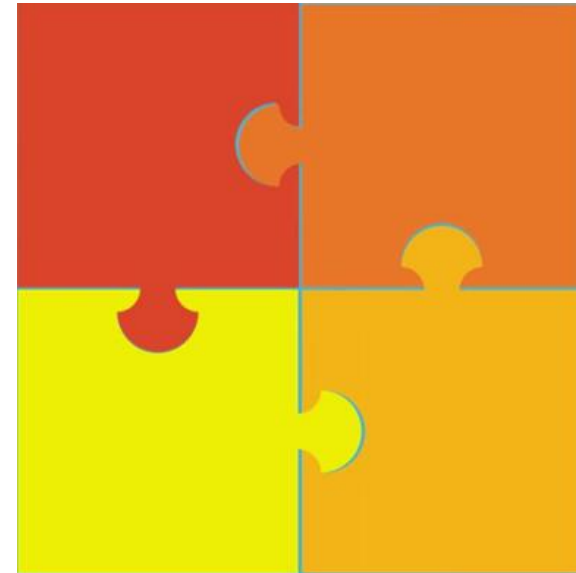
Procurement Principles with Expected Outcomes

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

Implications of the Procurement Framework

Fit-for-Purpose

- Major shift from one-size-fits-all to a fit-for-purpose approach
- If standardized approach doesn't effectively and efficiently deliver on project outcome, a customized approach may be adopted, with contract-specific methods



Fit-for-Purpose

Expected Impacts

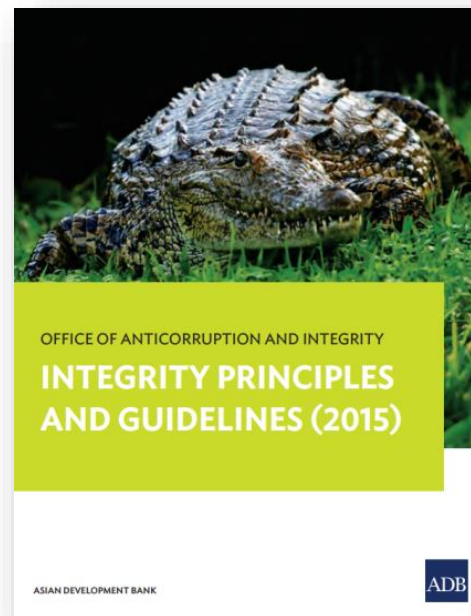
ADB expects to:

- Improved **quality** and greater value-for-money
- **Reduced time** to deliver procurement outcomes
- **Higher quality suppliers** bidding for projects
- **Lowered costs** for each transaction
- **Strengthened capacity** of DMC procurement
- **Improved relationship** between borrower and supplier

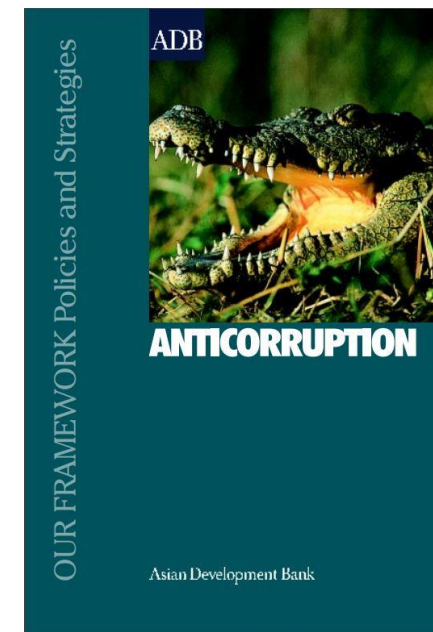


ADB's Anticorruption Policy & Guidelines

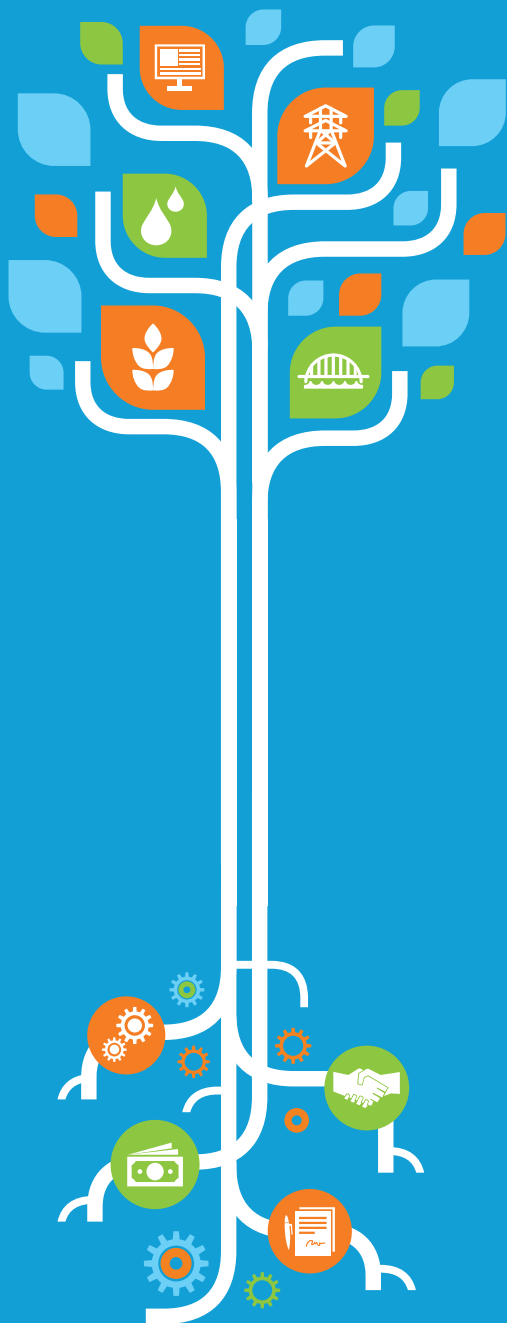
Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.



Highest Ethical
Standards



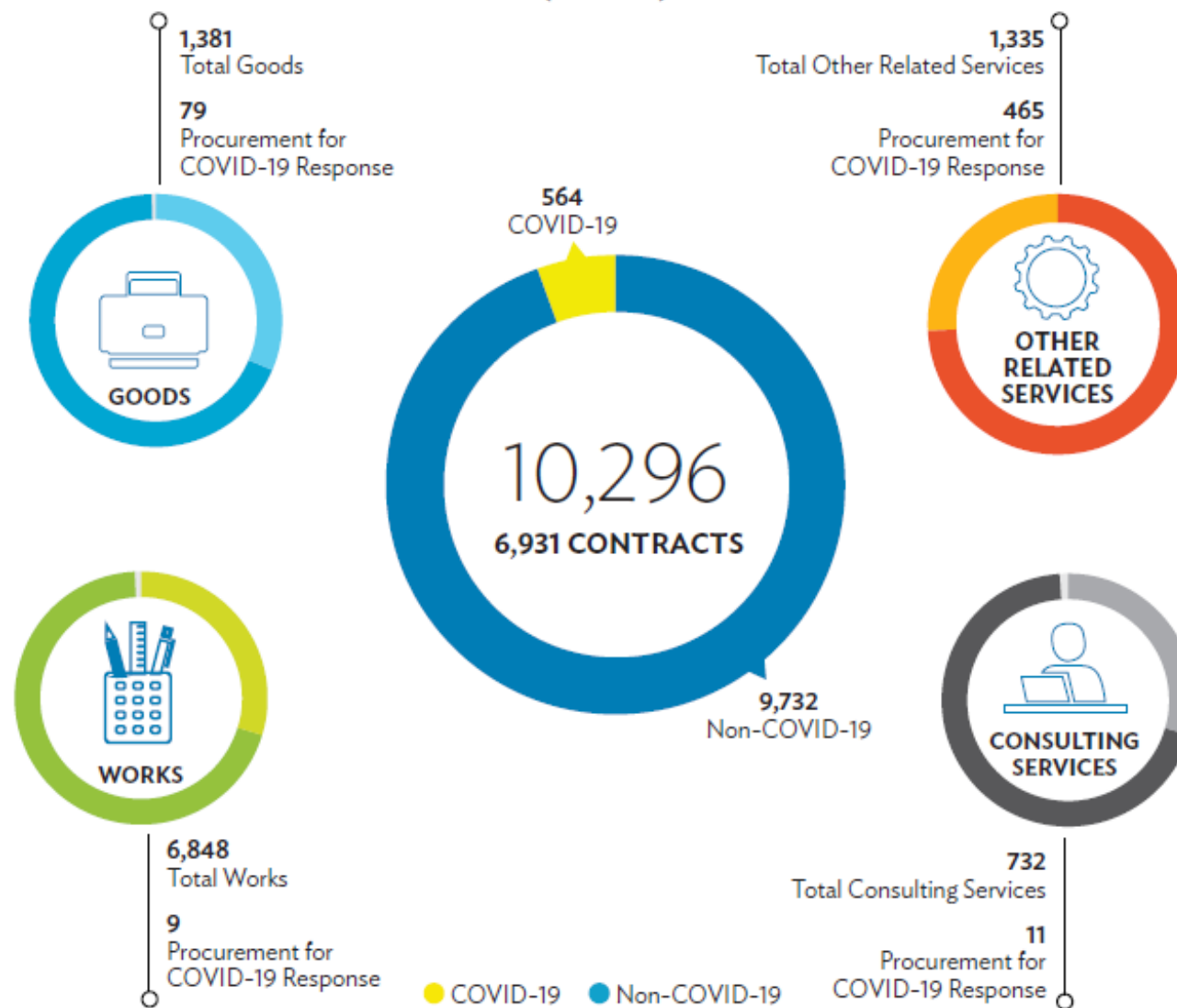
Zero
Tolerance



ADB Business Opportunities



Figure 1: Overall Procurement in 2020
(\$ million)



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

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

Procurement Ranking – Consulting

	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

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

Tables indicate country of origin for supplier, contractor, or consultant across the time period; ranked by total aggregate contract value per type (i.e. goods, works, or consulting services).

France Data: 1 January 2016 – 31 December 2020

France's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

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	19.58	0.14	57.47	0.25	1,170.92	0.54
Consulting Services	35.84	4.74	29.07	3.97	575.73	4.07
Total Procurement	55.42	0.37	86.54	0.37	1,746.65	0.76

Top 5 Contractors/Suppliers from France 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)
VINCI Construction Grands Projets	WUS	78.96
GE Hydro (FRA) & GE Renewable (SWI) (JV)	ENE	64.56
Grid Solutions S.A.S.	ENE	50.91
Akuo Energy S.A.S.	ENE	15.73
Alcatel Submarine Networks	ICT	15.59
Others		18.47
Total		244.22

ENE = energy, FRA = France, ICT = information and communication technology, JV = joint venture, SWI = Switzerland, WUS = water and other urban infrastructure and services.

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

Consultant	Sector	Contract Amount (\$ million)
EGIS International	ANR, TRA, WUS	95.88
Sofreco (Societe Francaise de Realisation d' Etudes et de Conseil)	ANR, EDU, TRA	17.87
Safège (Société Anonyme Française d' Etude de Gestion et d' Entreprises)	TRA, WUS	16.71
SCE Co.	WUS	5.76
Conseil Santé S.A.	HLT	4.66
Individual Consultants		11.99
Others		20.97
Total		173.84

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

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

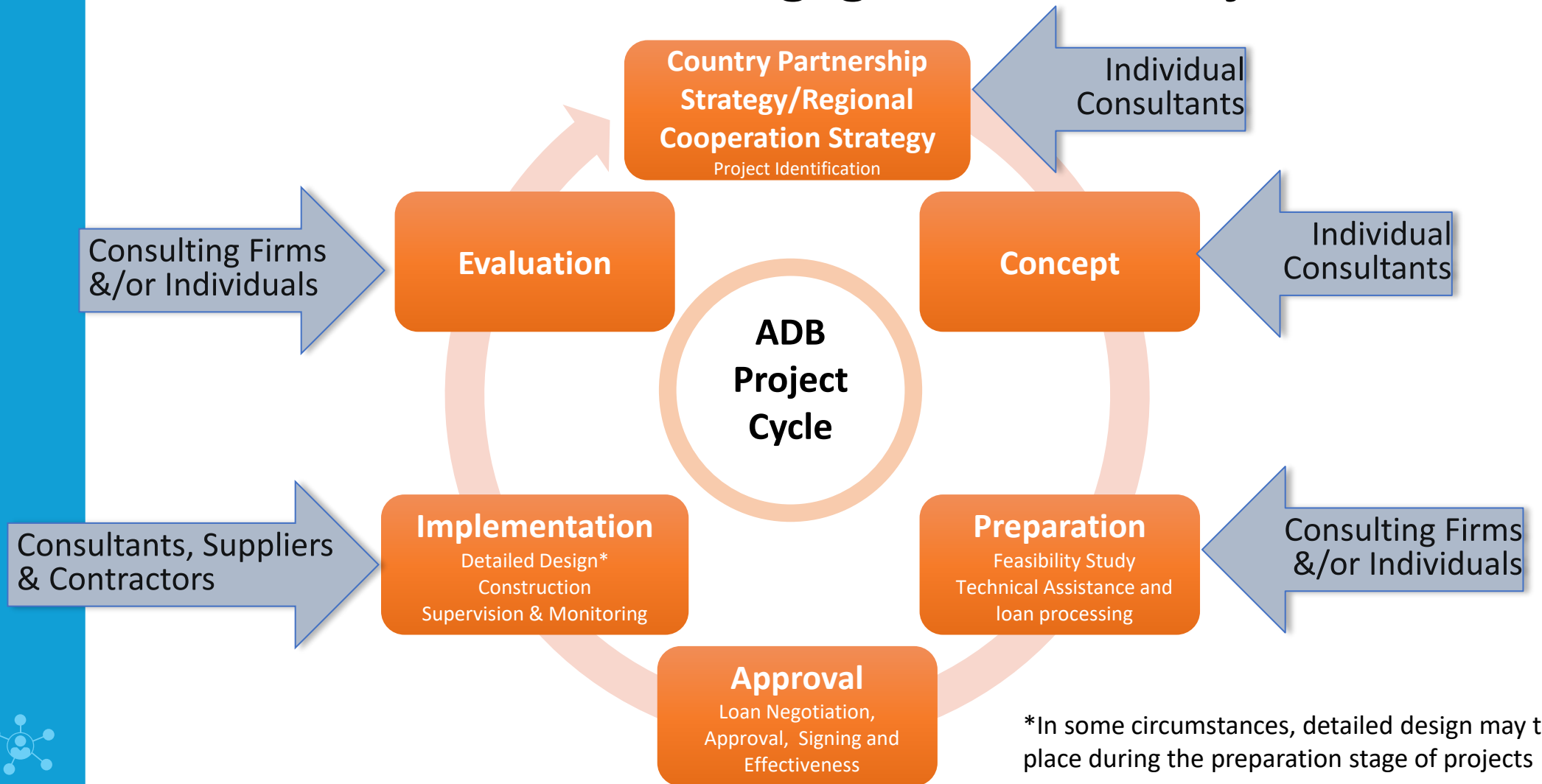
region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options

When is Private Sector engaged in ADB Projects?



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**

- Site supervision (PMC), Project preparation & implementation, knowledge products, staff consultants

- **Non-consulting Services**

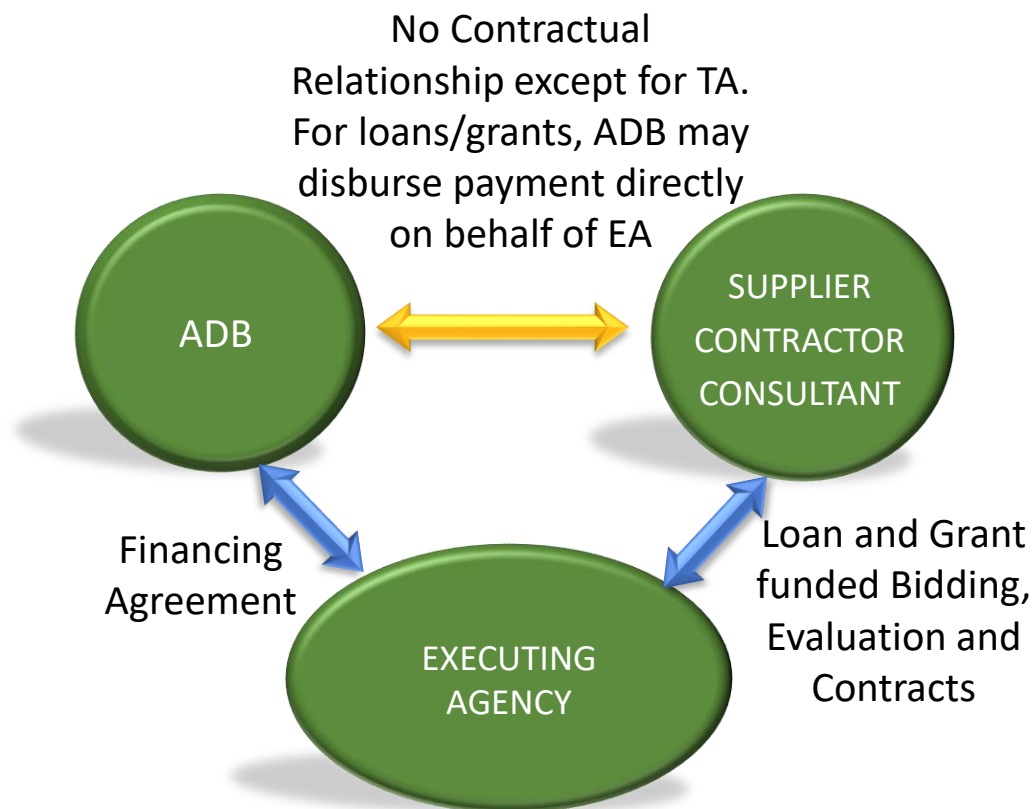
- Surveys, training, translation, event management

Relationship, Roles and Responsibilities in Procurement

The Borrower (Executing Agency) is responsible for procurement of goods, works and services

ADB (*under TAs*) or Borrower select and recruit Consultants

ADB reviews the procurement activities of EAs to ensure that proceeds of its financing are used in accordance with the bank's rules



Procurement of Consultants



Consulting Firms



Individual Consultants

Technical Assistance, Loans and Grants



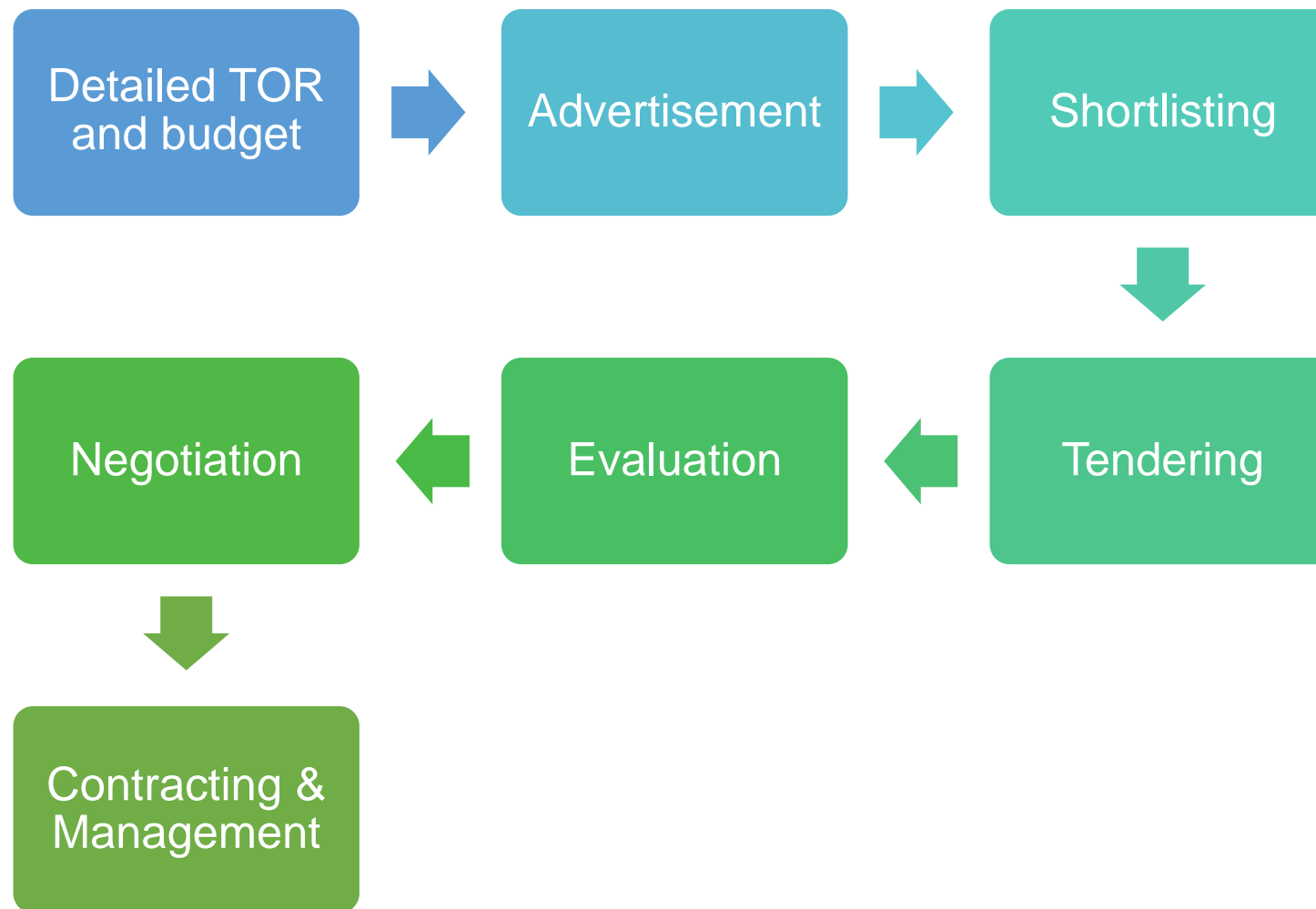
Staff Consultants

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.

Firm Consultant Recruitment



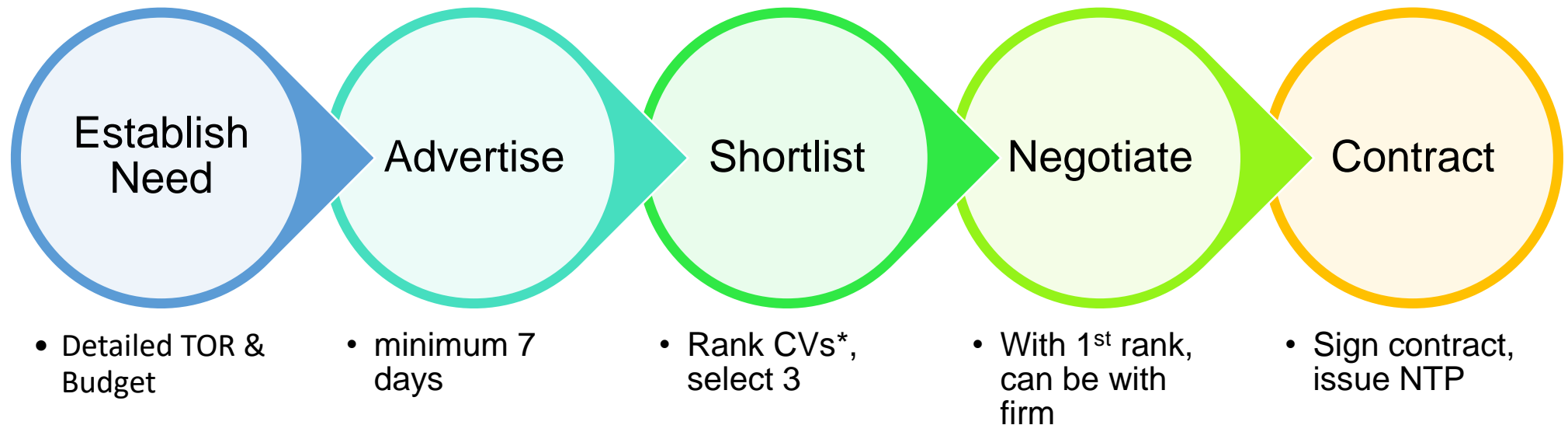
Procurement Methods to Recruit Firms

QCBS	• Quality & Cost Based Selection
QBS	• Quality Based Selection
CQS	• Consultants Qualifications Selection
FBS	• Fixed Budget Selection
LCS	• Least Cost Selection
DC	• Direct Contracting

Salient Points on Firm Recruitment Process

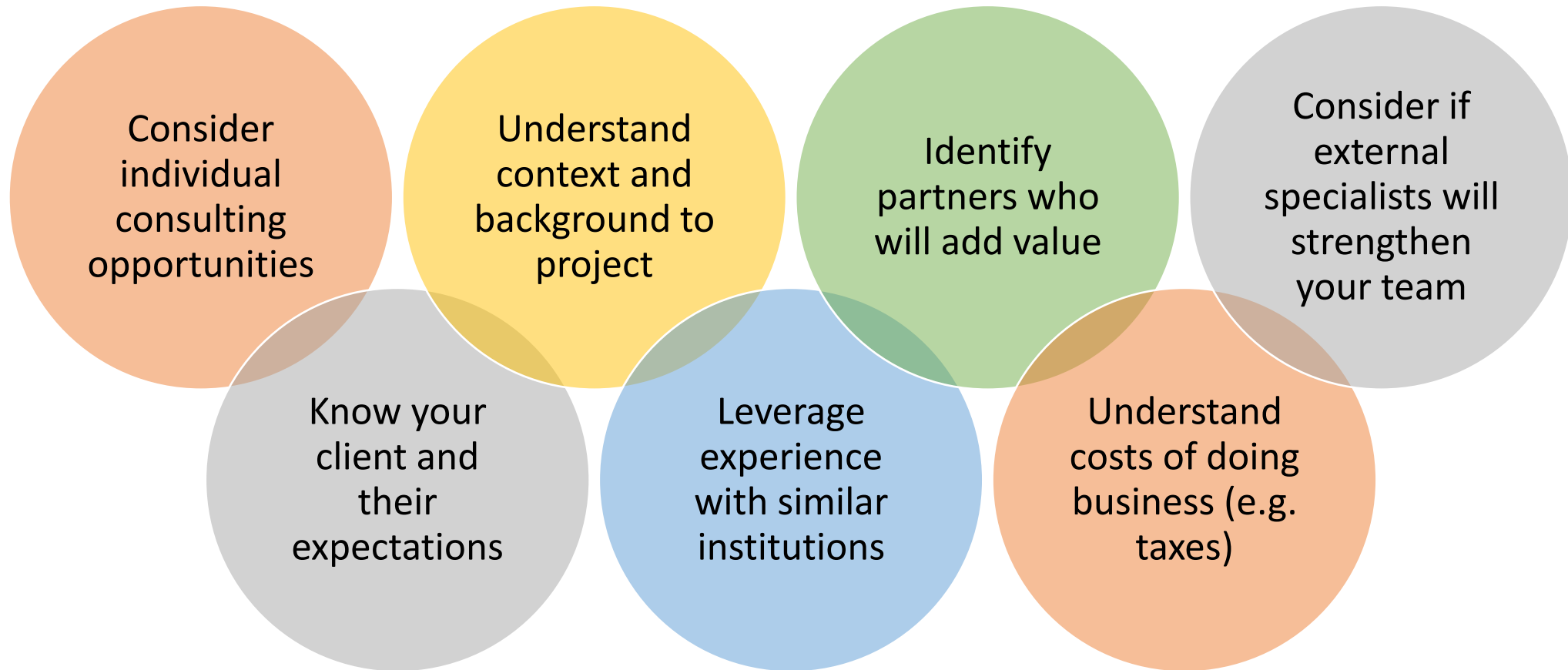
- All opportunities advertised on CMS, shortlist published
- A Full, Simplified or Bio-data proposal may be requested
- Use of standard Bidding Documents, Focus on quality in evaluation
- ToR's may be Input (conformance) or Output (performance) based
- Contracts: Time-Based or Lump Sum (can be hybrid)
- CMS used for ADB TA Services; EA systems used for loans & grants
- Others: Member eligibility / debriefing / ADB review

Individual Consultant Recruitment



*Direct project-related experience; Regional/International experience; and Qualifications specific to the assignment

General points when approaching ADB Contracts



ASK QUESTIONS

Consultants to Register in CMS (cms.adb.org)

Welcome to the

ADB CONSULTANT MANAGEMENT SYSTEM

CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.

Awarded Contracts - Consulting Services

This page lists the consulting firm contracts awarded for consulting services. ADB makes this information available for public disclosure. Filter on specific contracts by ticking the appropriate checkboxes. last 365 days are displayed. The search range can be further adjusted by clicking **Change Filter**.

Click the **Advanced Search** to filter to specific consulting firm contracts by entering search parameters and clicking Search.

Basic Search **Advanced Search**

Refine by [Clear All](#)

Contract Date

From **29-Mar-2021**
To **28-Mar-2022**

[Change Filter](#)

Project Country

Select All | Select None

- ☐ Regional (131)
- ☐ Armenia (2)
- ☐ Bangladesh (6)
- ☐ Bhutan (3)
- ☐ Cambodia (1)
- ☐ China (20)
- ☐ Georgia (3)
- ☐ India (21)
- ☐ Indonesia (4)
- ☐ Kazakhstan (4)
- ☐ Kyrgyz Republic (4)

Country	Project Name	Executing Agency	Consultant Name	Contract Date	Am
Regional	TA-9415 REG: Innovation of Educational Capability of Medical Schools Responding to Infectious Diseases like COVID-19 (50361-001)	Asian Development Bank	KOREA UNIVERSITY MEDICINE RESEARCH AND BUSINESS FOUNDATION (Korea, Republic of)	24-Mar-2022	
Sri Lanka	TA-9881 SRI: Supporting Tourism Resilience - The Content Creation and Management of an Official Mobile APP for Sri Lanka Tourism (53293-001)	Ministry of Tourism and Aviation	Joint venture between WAD International (Pvt) Ltd (Sri Lanka) and Media Services (Private) Limited (Sri Lanka) in association with Trove Tourism Development Advisors (United States)	23-Mar-2022	
Regional	TA-6800 REG: South Caucasus Gateways - 006 Regional Revealed Comparative Advantage Assessment (55118-001)	Asian Development Bank	Datawheel LLC (United States)	22-Mar-2022	
Regional	TA-6612 REG: COVID-19 Infection Prevention and Control through an Integrated Water, Sanitation, Hygiene, and Health Approach - Development of Baguio City Sanitation and Hygiene Behavior Change Communication Strategy and Action Plan (54342-001)	Asian Development Bank	Joint venture between Ranas GmbH (Switzerland) and Fundacion Accion Contra El Hambre (Philippines)	22-Mar-2022	
Bangladesh	TA-6675 BAN: Restoration of Waterbodies for Sustainable Water Management in Dhaka Watershed - S1	Ministry of Local Government, Rural Development, and Co-	Pacific Consultants Co., Ltd. (Japan) in association with Institute Of Water Modelling (IWM) (Bangladesh)	16-Mar-2022	

Consulting Services Recruitment Notices (CSRN)

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 [Clear All](#)

☐ COVID-19 Related Assignment

☐ Yes (40)

☐ No (179)

☐ Consultant Type

☐ Firm (45)

☐ Individual (174)

☐ Eligibility of Consultant Country

☐ Open to Member Countries Only (217)

☐ Non-Member Countries Allowed (2)

☐ Engagement Period

☐ Less than 3 months (5)

☐ 3 months to 1 year (125)

☐ More than 1 year (89)

☐ Country

☐ Sector

☐ Engagement Type

☐ Consultant Source

☐ Budget Amount

Search by Expertise

Go

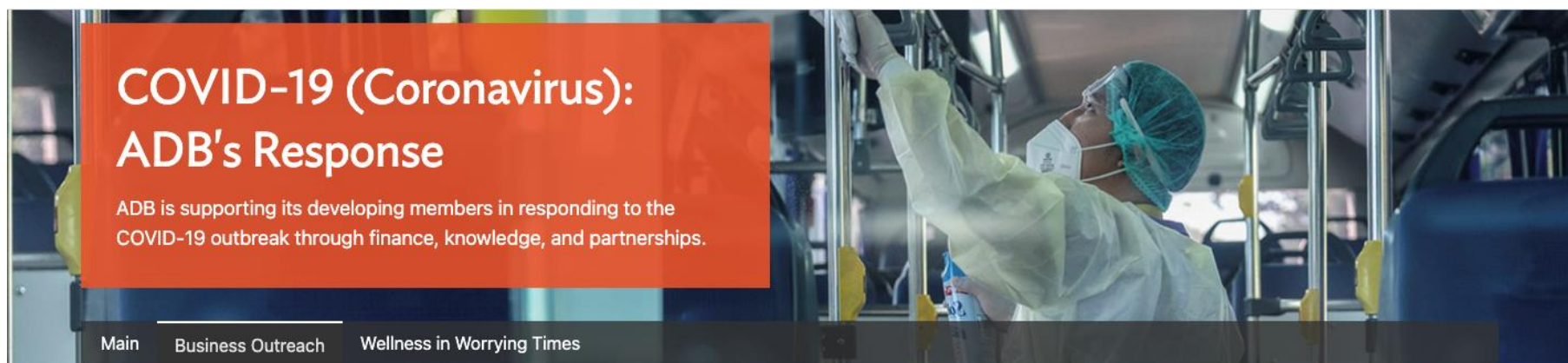
Previous 1-25 Next 25

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
LOAN-3757 VIE: Second Greater Mekong Subregion Tourism Infrastructure for Inclusive Growth Project - TIIGP2-VIE-C06 External Auditor, Nghe An (49387-003)	External Auditor	Firm	36	29-Mar-2022 11:59 PM	27-Apr-2022 11:59 PM	
LOAN-3974 IND: Madhya Pradesh Urban Services Improvement Project - Additional Financing - MPUSIP/IDCB 01 Institutional Development and Capacity Building (42486-016)	Institutional Development and Capacity Building	Firm	60	23-Mar-2022 11:59 PM	26-Apr-2022 11:59 PM	
GRANT-0801 SOL: Urban Water Supply and Sanitation Sector Project (Additional Financing) - 105 Catchment Management and Paid Ecosystem Services (51271-003)	Environment	Firm	36	26-Mar-2022 11:59 PM	24-Apr-2022 11:59 PM	
TA-6904 REG: Capacity Support for Financial Institutions and Operationalization of the ADB Private Sector Window (55364-001)	Finance	Firm	18	23-Feb-2022 11:59 PM	23-Apr-2022 11:59 PM	
GRANT-0778 TAJ: Power Sector Development Program - C2 Sector Development Support (53315-001)	Energy Reform	Firm	36	24-Mar-2022 11:59 PM	22-Apr-2022 11:59 PM	
GRANT-0808 KGZ: Urban Transport Electrification Project - CS-1 Consulting Services for Project Management and Construction Supervision for Packages 2 and 3 (54123-001)	Project Management and Construction Supervision Consultant	Firm	37	12-Mar-2022 11:59 PM	21-Apr-2022 11:59 PM	
LOAN 51264-001 KAZ: Central Asia Regional Economic Cooperation Corridors 1, 2, and 6 Connector Road (Kyzylorda-Zhezkazgan) Reconstruction Project - CSC-01 Construction Supervision Consultant No.2 (km 314-424)	Engineering	Firm	34	11-Mar-2022 11:59 PM	20-Apr-2022 11:59 PM	
LOAN 51264-001 KAZ: Central Asia Regional Economic Cooperation Corridors 1, 2, and 6 Connector Road (Kyzylorda-Zhezkazgan) Reconstruction Project - CSC-01 Construction Supervision Consultant No.1 (km 216-314)	Engineering	Firm	30	11-Mar-2022 11:59 PM	20-Apr-2022 11:59 PM	
TA-6734 VIE: Public-Private Partnerships, Private Sector Development, and State-Owned Enterprise Reform - Supporting line-ministries to prepare PPP Circular in specific sectors (54445-001)	Supporting line-ministries to prepare PPP Circular in specific sectors	Firm	7	29-Mar-2022 11:59 PM	18-Apr-2022 11:59 PM	
GRANT-0538 PNG: Sustainable Highlands Highway Investment Program - Tranche 1 - ICS19(a) Environmental Safeguards Officer (Nadzab-Henganofi) (48444-004)	Environmental Management, Safeguards	Individual	19	20-Mar-2022 11:59 PM	18-Apr-2022 11:59 PM	
GRANT-0538 PNG: Sustainable Highlands Highway Investment Program - Tranche 1 - ICS19(b) Environmental Safeguards Officer (Henganofi - Mangiro) (48444-004)	Environmental Management, Safeguards	Individual	19	20-Mar-2022 11:59 PM	18-Apr-2022 11:59 PM	
GRANT-0538 PNG: Sustainable Highlands Highway Investment Program - Tranche 1 - ICS19(c) Environmental Safeguards Officer (Mangiro - Kagamuga) (48444-004)	Environmental Management, Safeguards	Individual	19	20-Mar-2022 11:59 PM	18-Apr-2022 11:59 PM	
LOAN-3659 UZB: Western Uzbekistan Water Supply System Development Project - WU-CS-08 Audit of Entity Financial Statements (50259-002)	Audit of Entity Financial Statements	Firm	60	18-Mar-2022 11:59 PM	18-Apr-2022 11:59 PM	
LOAN-3872 INO: State Accountability Revitalization Project AF - STAR(AF) 12 -ISM Integrated Supervisory Management (38354-013)	Application Development	Firm	9	18-Mar-2022 11:59 PM	16-Apr-2022 11:59 PM	
TA-6611 REG: Technical Assistance for the Women's Financing	Communication, Media, Advocacy	Individual	11.9	26-Mar-2022 11:59 PM	15-Apr-2022 11:59 PM	

Possibility to
register to alerts



COVID-19 Opportunities



🏠 > COVID-19 (Coronavirus): ADB's Respo... > ADB Business Outreach Activities for C...



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:

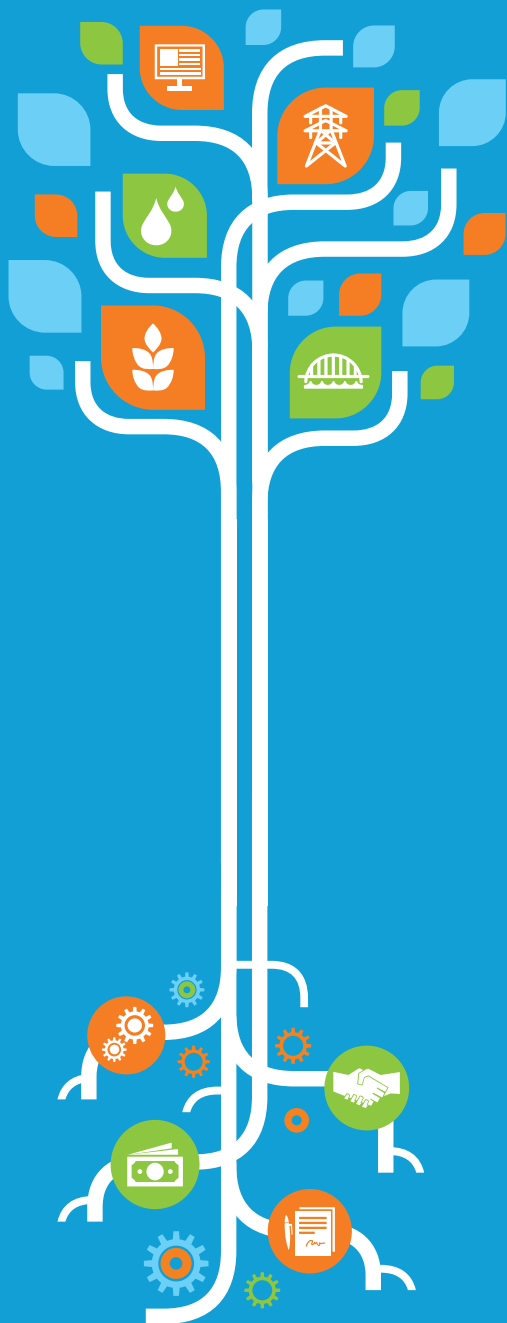
- **understand and connect** with the global market and
- facilitate **regional support** for emergency procurement of COVID-19 related critical products.

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



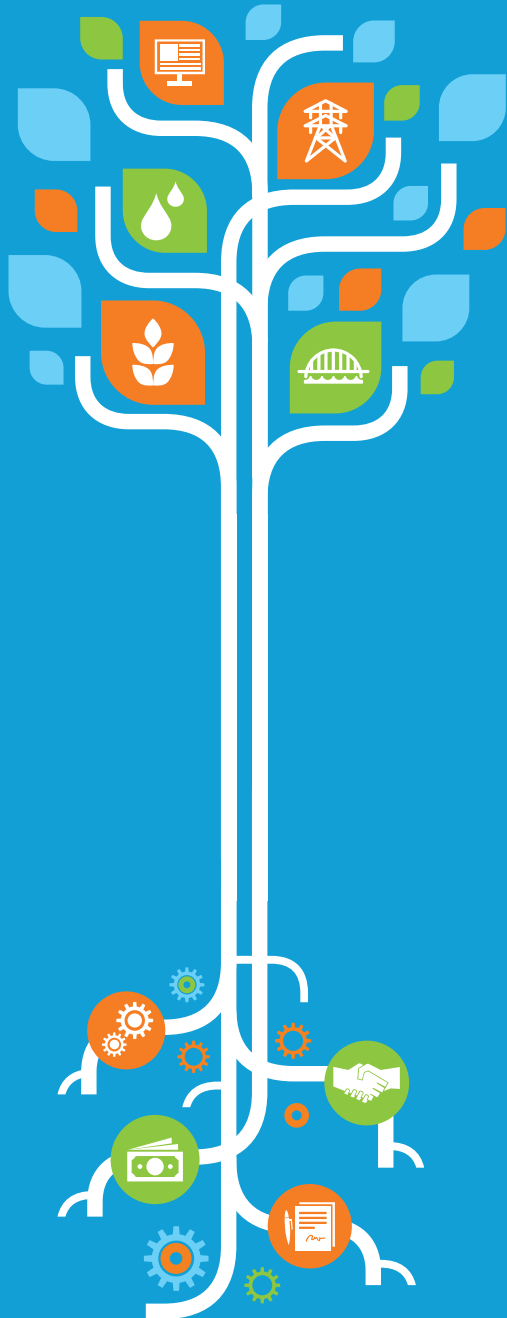
<https://www.adb.org/what-we-do/covid19-coronavirus/procurement>



Updates

- Recent guidance notes published on sustainable procurement
- Coming guidance notes on the use of merit point criteria in projects





For more information: 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/>

Contact: Stephane Bessadi sbessadi@adb.org