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Business Opportunities Seminar

The ADB Procurement System and Business Opportunities 14th July 2022

Michael Walsh
Procurement Specialist

Procurement, Portfolio and Financial Management Department

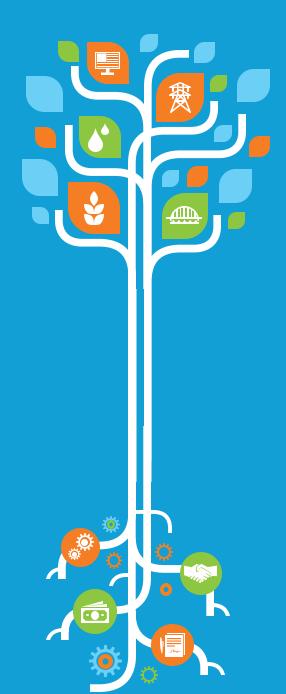




Overview

- 1. Snapshot of ADB and its Operations
- 2. Business Opportunities
- 3. How to find information and get involved







ADB Operations





A Brief about ADB



TONGA*

VANUATU*

NEW ZEALAND

ISLANDS*

Founded in 1966, HQ in Philippines



As of March 2019

* Field Office

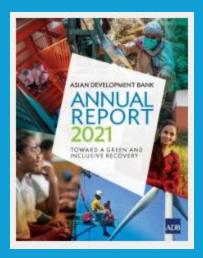
United Kingdom, United States*

Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees Largest Borrowers: India, China, Pakistan, Bangladesh, Indonesia

AUSTRALIA*

Advanced economies and/or graduated developing members.







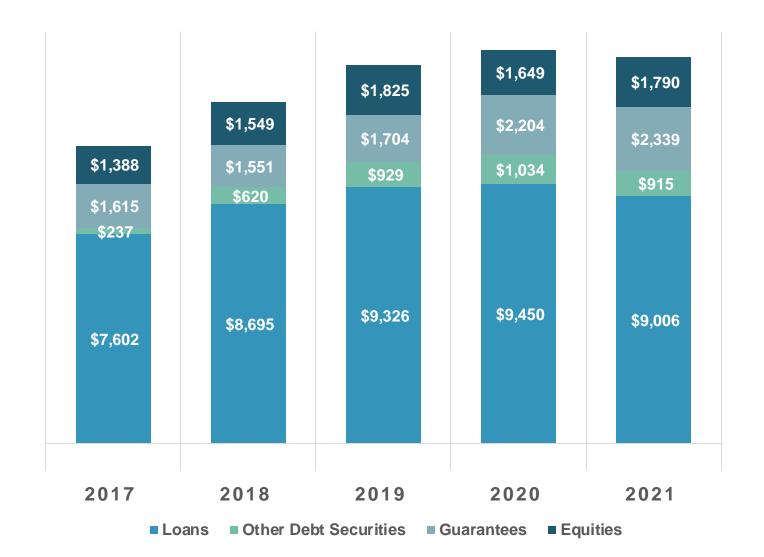
ADB 2021 Sovereign Portfolio by Region (\$ billion) TOTAL US\$ 104b



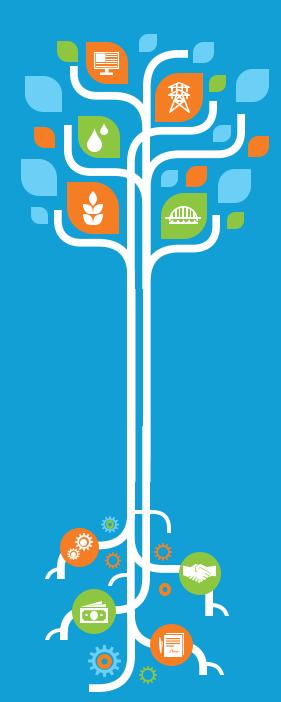
https://www.adb.org/documents/adb-annual-report-2021



ADB 2021 Non-Sovereign Portfolio









ADB Business Opportunities





2021 ANNUAL PROCUREMENT REPORT



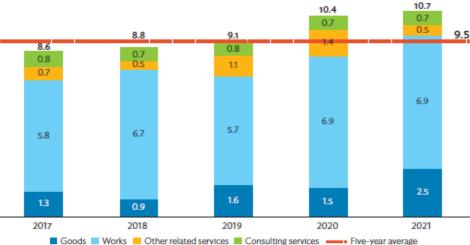
Procurement Volume 2021

Figure 14: Overall Procurement in 2021 (\$ million)



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



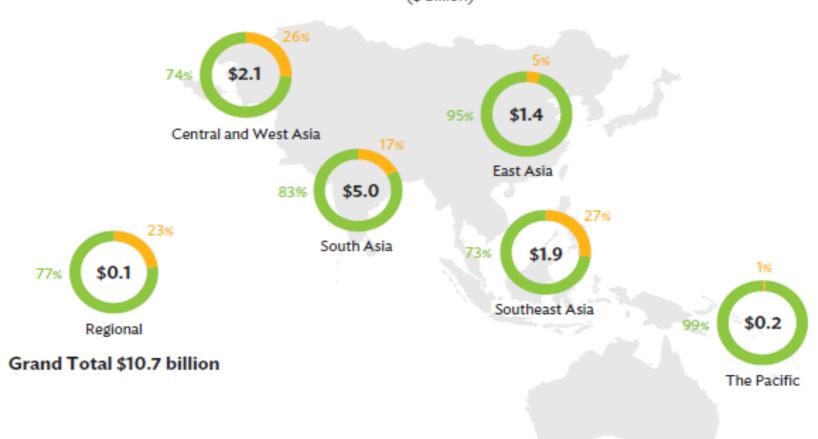


https://www.adb.org/documents/annual-procurement-report-2021



Procurement Volume by Region

Figure 17: Total Procurement by Region, 2021
(\$ billion)



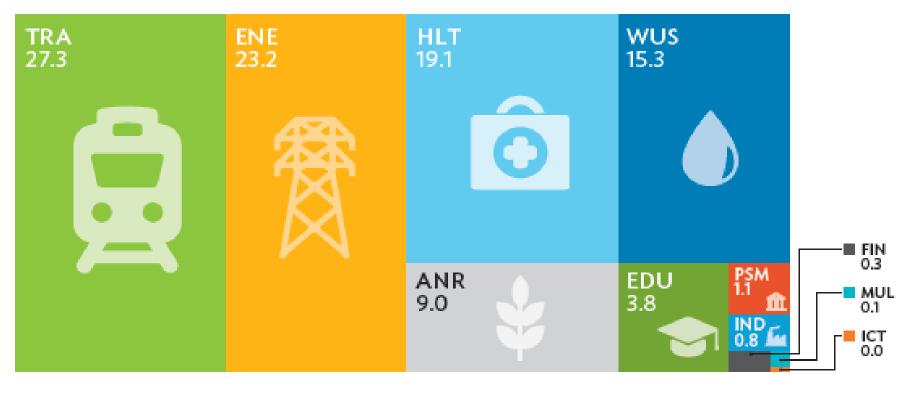


Non-COVID-19COVID-19



Procurement by Sector

Figure 18: Procurement by Sector, 2021 (% of total procurement)









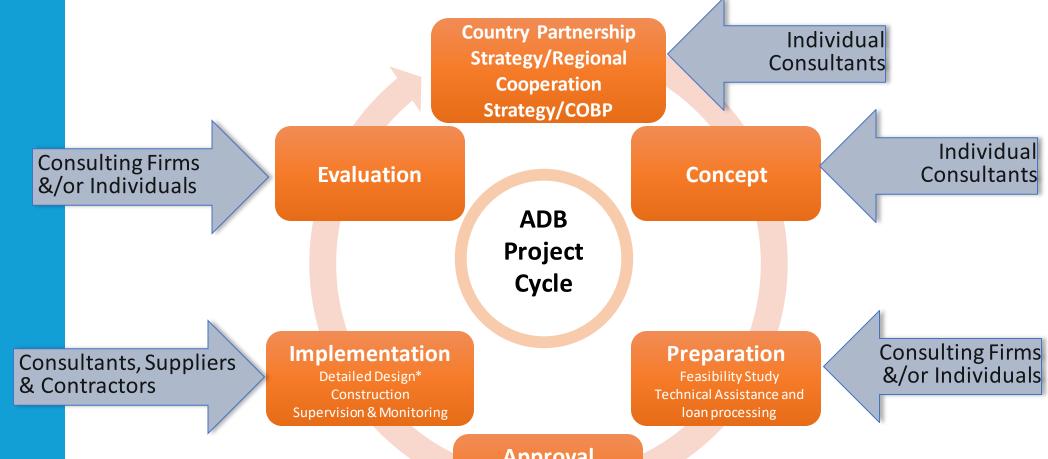
Why Pursue ADB Funded Contracts?

- 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 oversight by ADB





When is Private Sector engaged in ADB Projects?





Approval

Loan Negotiation, Approval, Signing and Effectiveness

*In some circumstances, detailed design may take place during the preparation stage of projects



Types of business opportunities

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



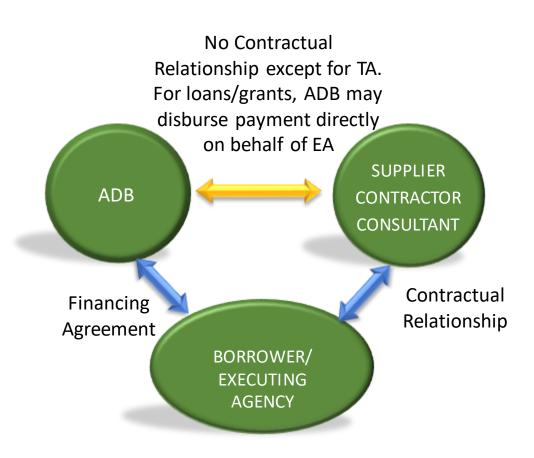


Relationship, Roles and Responsibilities in Procurement

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

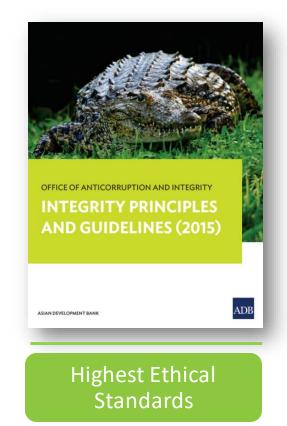


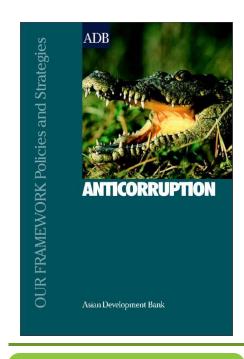




ADB's Anticorruption Policy & Guidelines

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





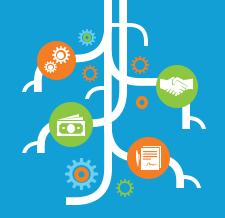
Zero Tolerance







Finding Information







Identifying opportunities for contracts with project executing agencies and ADB

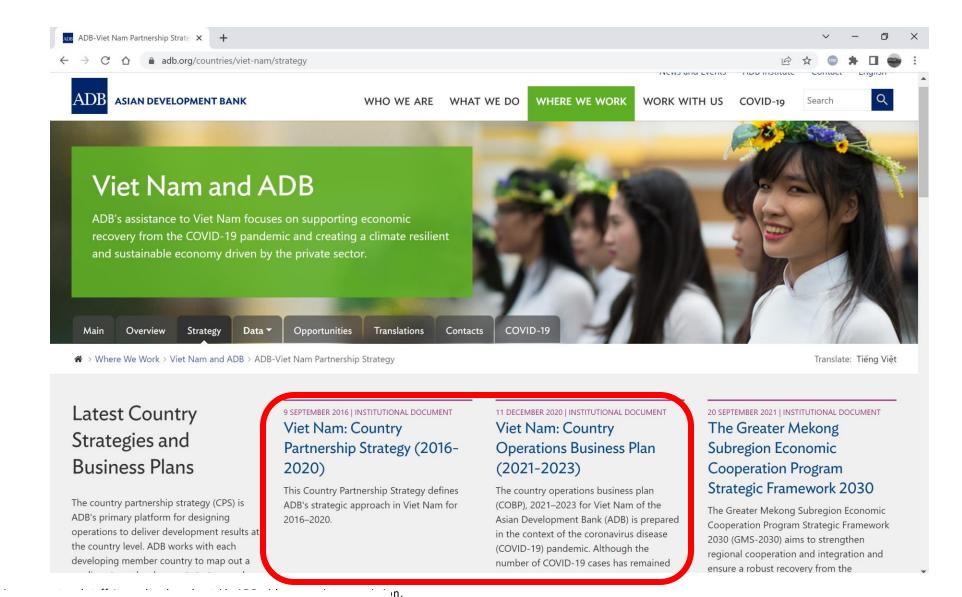
- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
 - Advance notices
 - Invitation for prequalification
 - Invitation for bids
 - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
 - Prequalified contractors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

Operational Procurement





How to find Information on our Website







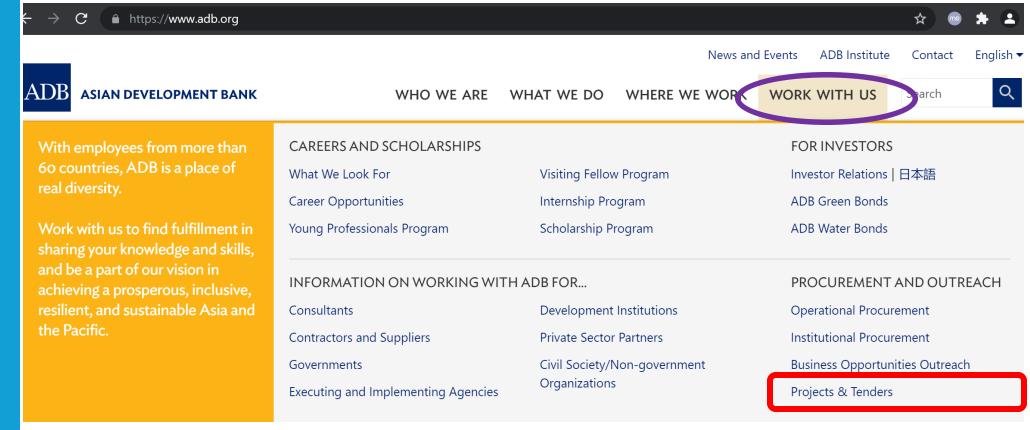
Extract from COBP...

					_	Cost (\$ million)						Co-
Dunin at/Dun sunaus		Daviente	0		Year of	_	ADB Regular ADF				Gov't	
Project/Program Name ^a	Sector	Poverty Targeting	Operational Priority ^b	Division	TRTA/ PRF	Total	Regular OCR	COL	Grants	Total		
Expenditure												
Support Program Total 2022 Firm						500.0	500.0	0.0	0.0	500.0	0.0	0.
Second Climate- Resilient Inclusive Infrastructure for Ethnic Minorities Project	ANR	TI-G	OP1, OP2, OP3, OP5,	SEER/ VRM	2018	160.0	117.0	0.0	0.0	117.0	40.0	3.0
Second Ho Chi Minh City Climate- Resilient Urban Services Project	WUS	GI	OP2, OP3, OP4, OP6	SEUW	2016	350.0	300.0	0.0	0.0	300.0	48.0	2.0
Climate-Adaptive Integrated Flood Risk Management Project	ANR	TI-G	OP1, OP2, OP3, OP4, OP5	SEER	2020	275.0	200.00	0.0	0.0	200.0	35.0	40.0
Climate Smart Agriculture Value Chain Infrastructure Development Project (formerly Rural Business Commercialization and Competitiveness Enhancement)	ANR	TI-G	OP1, OP2, OP3, OP5	SEER	2018	320.0	250.0	0.0	0.0	250.0	52.0	18.0
Second Skills and Knowledge for Inclusive Economic Growth Project	EDU	GI	OP1, OP2	SEHS	2015	133.2	100.0	0.0	0.0	100.0	20.2	13.0
Yen Vien–Lao Cai Railway Upgrading Project (Phase 2)	TRA	TI-G	OP3, OP7	SETC	2021	130.0	130.0	0.0	0.0	130.0	0.0	0.
Total 2022						1,368.2	1,097.0	0.0	0.0	1,097.0	195.2	76.
2022 Standby Smart and Energy- Efficient City Project (Phase 1)	ENE	TI-G	OP2,OP3, OP4	SEEN	2019	142.1	95.0	0.0	0.0	95.0	17.1	30.0





How to find Information on our Website



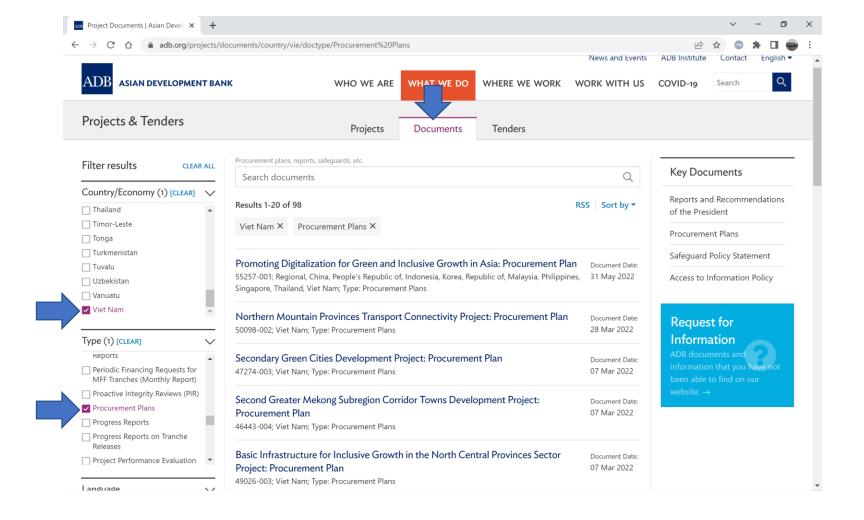


Business Center - www.adb.org/business

<u>Procurement - www.adb.org/business/operational-procurement</u>



Goods & Works – Procurement Plans







Procurement Plans...

Project Name: Promoting Digitalization for Green	and Inclusive Growth in Asia
Project Number: 55257-001	Approval Number:
Country: Regional	Executing Agency: Asian Development Bank
Project Financing Amount: \$500,000	Implementing Agency: Economic Research and
ADB Financing: \$0	Regional Cooperation Department
Cofinancing (ADB Administered): \$500,000	
3,	Project Closing Date: 30 December 2024
Date of First Procurement Plan:	Date of this Procurement Plan:
to be determined	to be determined

- A. Methods, Thresholds, Review and 18-Month Procurement Plan
- 1. Goods and Works Contracts Estimated to Cost Less than \$1 Million and Consulting Services Contracts Less than \$100,000 (Smaller Value Contracts)

The following table lists smaller-value goods, works, and consulting services contracts for which the activity is either ongoing or expected to commence within the next 18 months.

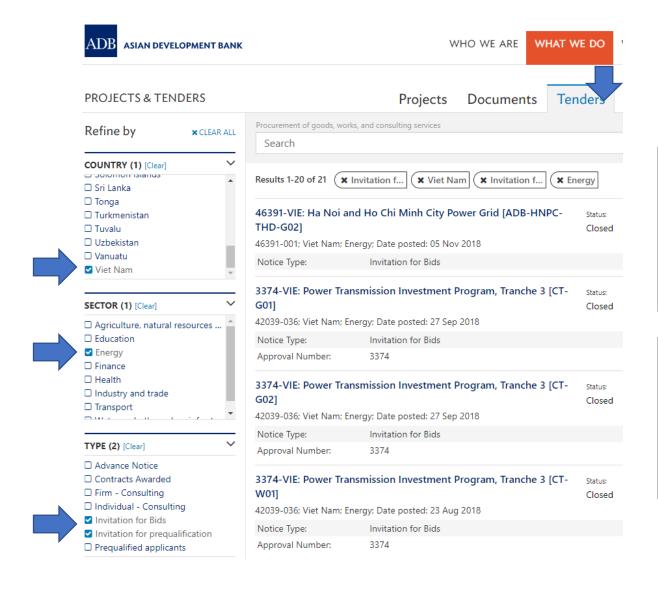
Goods and	Works						
General Description	Estimated Value	Number of Contracts	Procurement Method	Review (Prior/Post)	Bidding Procedure	Advertisement Date	Comments
Databases and licenses	\$40,000	3-4	Direct contracting/ RFQ	Prior	Shopping	Not applicable	
Training, seminars, workshops, forum, and conferences	\$56,000	3-4	Shopping/ direct contracting/ RFQ	Prior	Shopping	Not applicable	
Consulting	Services						
General Description	Estimated Value	Number of Contracts	Recruitment Method	Review (Prior/Post)	Advertisemen Date	t Type of Proposal	Comments
International consultants	\$325,000	26	cqs	Prior	Q3 2022		Includes resource persons, economists, and economic editor
National consultant	\$5,000	5	CQS	Prior	Q3 2022		Includes 1 graphic artist

CQS = consultants' qualification selection.





Goods & Works – Specific Procurement Notices



nvitation fo	or Prequalification
Date:	14 March 2018
Loan No. and Title:	Loan 3630/8335 Grant 0561—CAM: Provincial Water Supply and Sanitation Project
Contract No. and Title:	MIH/PWSSP/01 Plant Design, Supply, Installation, Commissioning and O&M Support for Battambang Water Supply
Deadline for Submission of Applications:	26 April 2018; 10:00 hours (local time)

- This Invitation for Prequalification follows the Procurement Plan for this project that appeared on the Asian Development Bank (ADB) website on 8 December 2017.
- The Royal Government of Cambodia has received financing from ADB toward the cost of Provincial Water Supply and Sanitation Project.

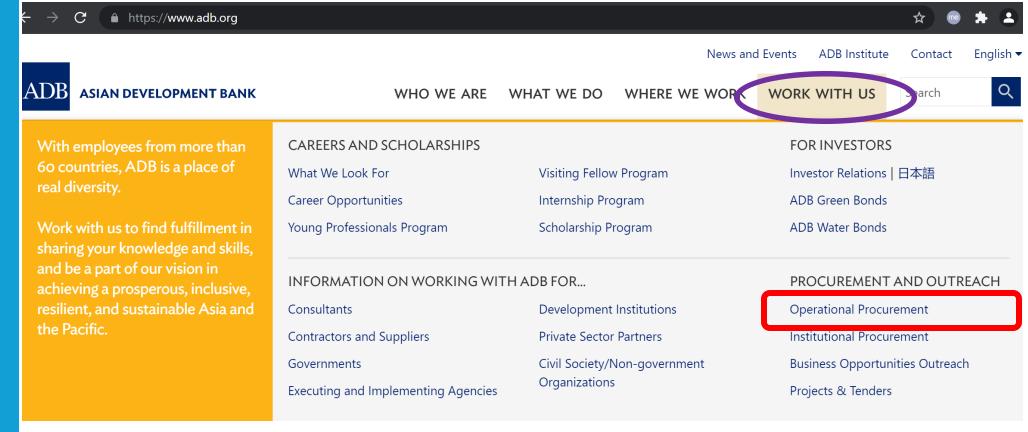
Invitation for Bids							
Date:	5 November 2018						
Loan No. and Title:	46391-VIE: Ha Noi and Ho Chi Minh City Power Grid Development Sector Project						
Contract No. and Title:	ADB-HNPC-THD-G02: 110kV Tran Hung Dao Substation: Supply of Materials and Equipment for Substation. Sub – project: Rehabilitation and upgrade of 110kV Tran Hung Dao Substation - E12						
Deadline for Submission of Bids:	17 December 2018 at 14:00 hours						

The Socialist Republic of Viet Nam has received financing from the Asian Development Bank (ADB) toward the cost of Ha Noi and Ho Chi Minh City Power Grid Development Sector Project, and it intends to apply part of the proceeds of this financing to payments under the contract named above. Bidding is open to Bidders from eliqible source countries





How to find Information on our Website





Business Center - www.adb.org/business

<u>Procurement - www.adb.org/business/operational-procurement</u>



Operational Procurement

Guides and Documents Operational Procurement Institutional/Corporate Procurement Projects and Tenders

A > 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 →

broad range of development projects and programs involving the procurement of goods, works, and services.

https://www.adb.org/business/operational-procurement/goods-services



Consulting Services →

ADB engages individual consultants and consulting entities to procontract preparation and project supervision, and to help ADB to and reports.

- Procurement Plans
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures

Prequalified Contractors

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

Current Prequalified Applicants

Contracts Awarded

Contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

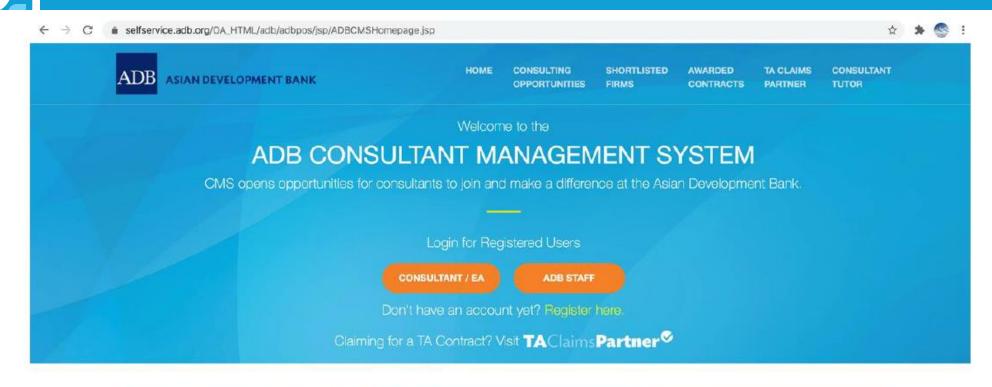






ADB Consultant Management System (cms.adb.org)















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



Consultant Management System

Overview FAQ

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 apportunities for ADBfinanced 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 with the following details:

1. Email address of the agency representative

3. Name and address of the agency

2. Full name of the agency representative

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 using your registered username and password.

Username Password

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.

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.

CMS Team

NOTE: CMS undergoes weekly maintenance activities from







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.

COVID-19 Related Assignment					⊗	Previous 1-25	✓ Next 25 ②
☐ Yes (40) ☐ No (179)	Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSR
Consultant Type	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	27-Apr-2022 11:59 PM	
☐ Firm (45) ☐ Individual (174)	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	26-Apr-2022 11:59 PM	i i j
Eligibility of Consultant Country	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	24-Apr-2022 11:59 PM	i i i
Open to Member Countries Only (217) Non-Member Countries Allowed (2)	TA-6904 REG: Capacity Support for Financial Institutions and Operationalization of the ADB Private Sector Window (55364-001)	Finance	Firm	18	23-Feb-2022	23-Apr-2022 11:59 PM	···
Engagement Period	GRANT-0778 TAJ: Power Sector Development Program - C2 Sector Development Support (53315-001)	Energy Reform	Firm	36	24-Mar-2022	22-Apr-2022 11:59 PM	\$
Less than 3 months (5) 3 months to 1 year (125)	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	21-Apr-2022 11:59 PM	
More than 1 year (89)	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	20-Apr-2022 11:59 PM	
<u>Country</u> <u>Sector</u>	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	20-Apr-2022 11:59 PM	
Engagement Type Consultant Source	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	18-Apr-2022 11:59 PM	B
Budget Amount	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	18-Apr-2022 11:59 PM	B
	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	18-Apr-2022 11:59 PM	
sibility to	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	18-Apr-2022 11:59 PM	
ster to alerts	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	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	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	15-Apr-2022	





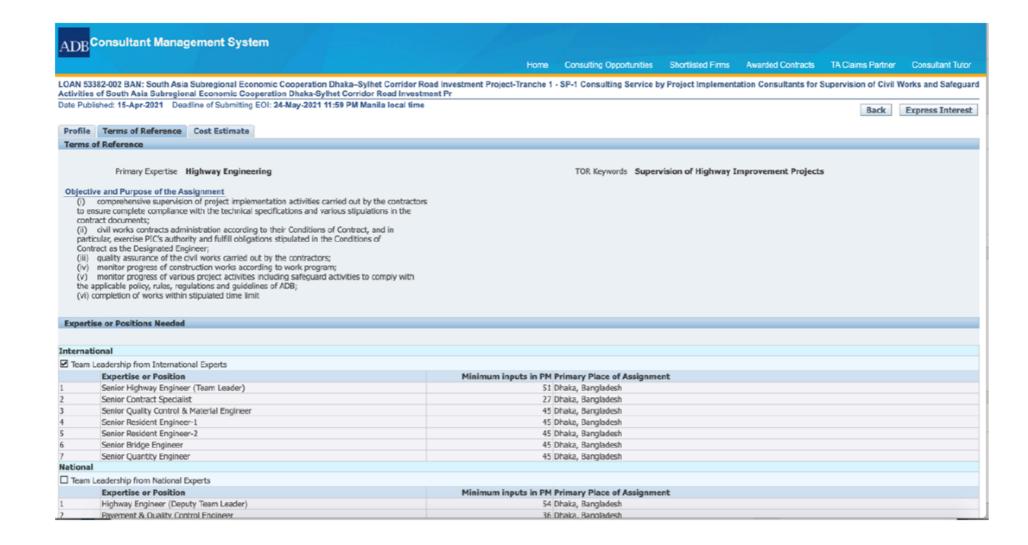
BUSINESS OPPORTUNITIES

CSRN Profile

					principal de la companya de la compa			
DB^{Consu}	ıltant Manageme	nt System						
				Home C	onsulting Opportunities	Shortlisted Firms Awarded C	ontracts TA Claims Partner	Consultant To
			ooperation Dhaka-Sylhet Corridor Roa Dhaka-Sylhet Corridor Road Investme		-1 Consulting Service by	Project Implementation Consul	tants for Supervision of Civil \	Works and Safe
			May-2021 11:59 PM Manila local time				Back	Express Inter
election Profil	s of Reference Cost	Estimate						
section Profit	ie							
	Consultant Type	Firm			Source	International		
	Selection Method	Quality and Cost	-Based Selection (QCBS)		Technical Proposal	Full Technical Proposal (FTP))	
	Selection Title	South Asia Subregi	onal Economic Cooperation Dhaka–Sylhel	Corridor Road Investment Project-Tran	che 1			
	Package Number	SP-1	Package Name Consulting Service by		its for Supervision of Ci	vil Works and Safeguard Activ	ities of South Asia Subregion	nal Economic
	Advance Action	⊕ Yes C	Ooperation Dnaka-Sy	lhet Corridor Road Investment Pr	Approval Number			
	Engagement Period		- 110		Approval Date			
Co	insulting Services Budget				stimated Short-listing Date ated Commencement Date			
			Maximum	ESUM	ated Commencement Date	07-Mar-2022		
	o non-Member Countries	O Yes @	[⊕] No					
dditional Infor			0 0 0					
Docellalii			n ○Yes ○No ⊙Notknown nt ○Yes ○No ⊙Notknown					
POSSIDIII		ownstream assignmen Delivery Contract (IDC						
		Country of assignmen						
			ts Same as country of assignment					
	, , ,	19 Related Assignmen						
	COVID-1		n RHD will conduct 'short-listing' o	f the interested				
			Consulting Firms who will have s	ubmitted EOI Applications				
			for this Consulting Service. For the					
			qualifications and experience of required are as follows:	ne Consulting Firms				
			a) Technical Competence: gene	ral experience, specific				
			experience in similar assignment					
			supervision of road/bridge const					
			road/highway projects with com specifications);	parable scale and technical				
			b) Geographic Experience: exp	erience in similar geographic				
			area;					
			c) Contractual management ex	perience: Substantial				
			experience in managing FIDIC co key members of the team;	micraces as a rinn and by the				
			d) Experience to work with Mu	tilateral Development Banks -				
			MDBs (i.e. ADB, WB etc.)					



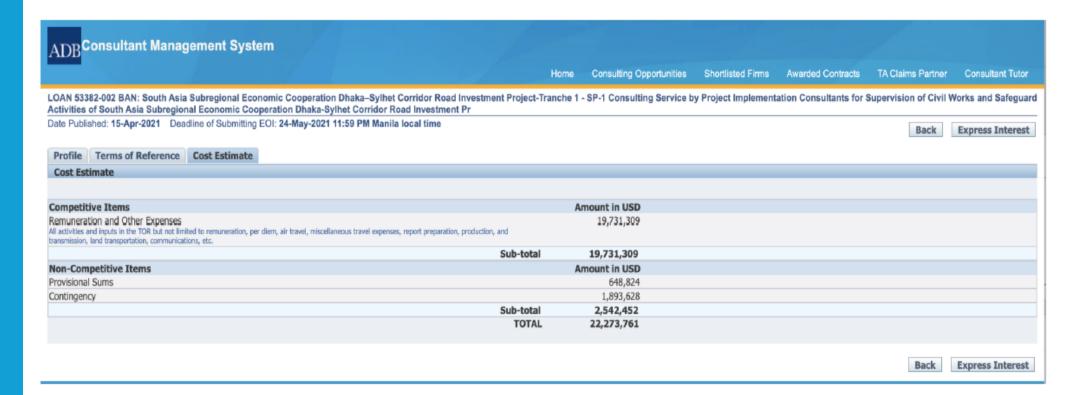
Terms of Reference







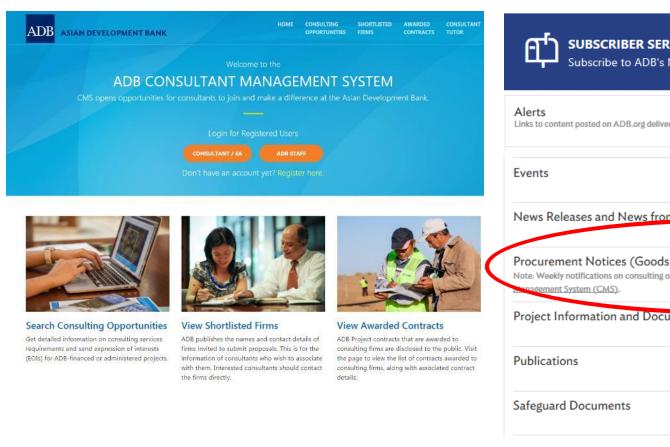
Cost Estimate/Budget

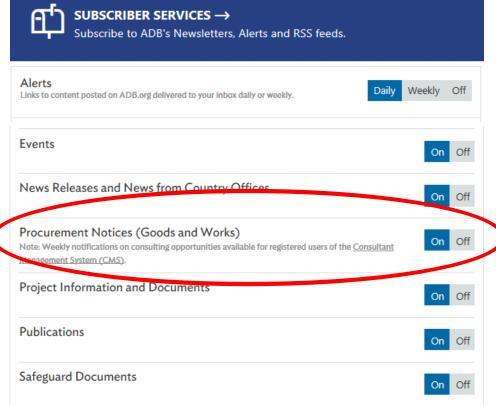






Register for alerts







ADB's CMS System: http://cms.adb.org

Goods & Works Notices: https://alerts.adb.org





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: Michael Walsh <u>mwalsh@adb.org</u>



