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ADB Business Opportunities

21st September 2022

Michael Walsh Procurement Specialist

Procurement, Portfolio and Financial Management Department



ADB



Overview

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





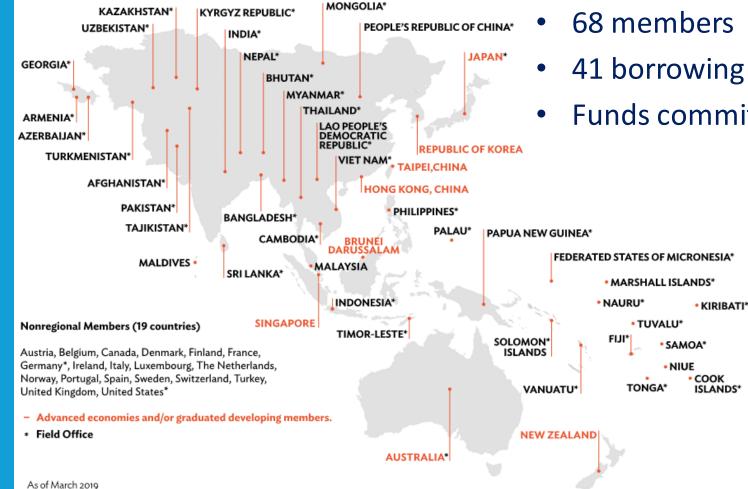
ADB Operations

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A Brief about ADB

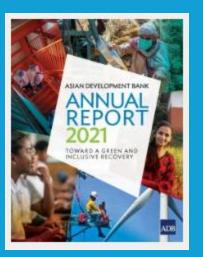


- Founded in 1966, HQ in Philippines ullet
- 68 members
- 41 borrowing members
- Funds committed: \$118billion (2021)



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







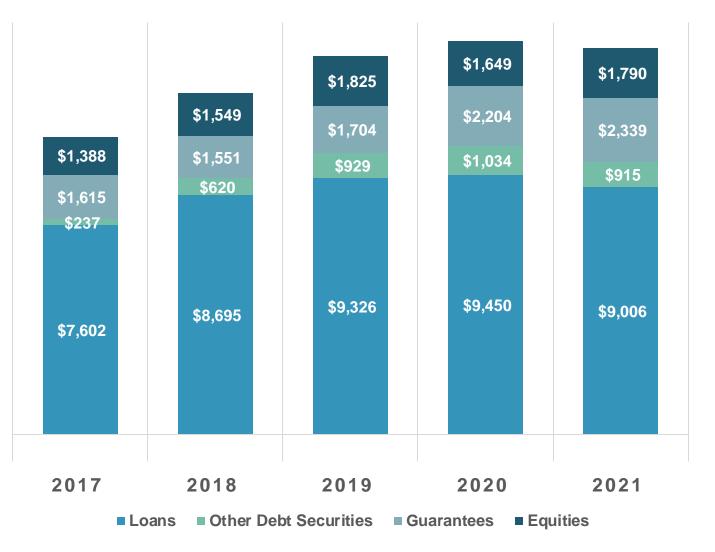
ADB 2021 Sovereign Portfolio by Region TOTAL US\$ 104billion



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



ADB 2021 Non-Sovereign Portfolio ~ \$14billion

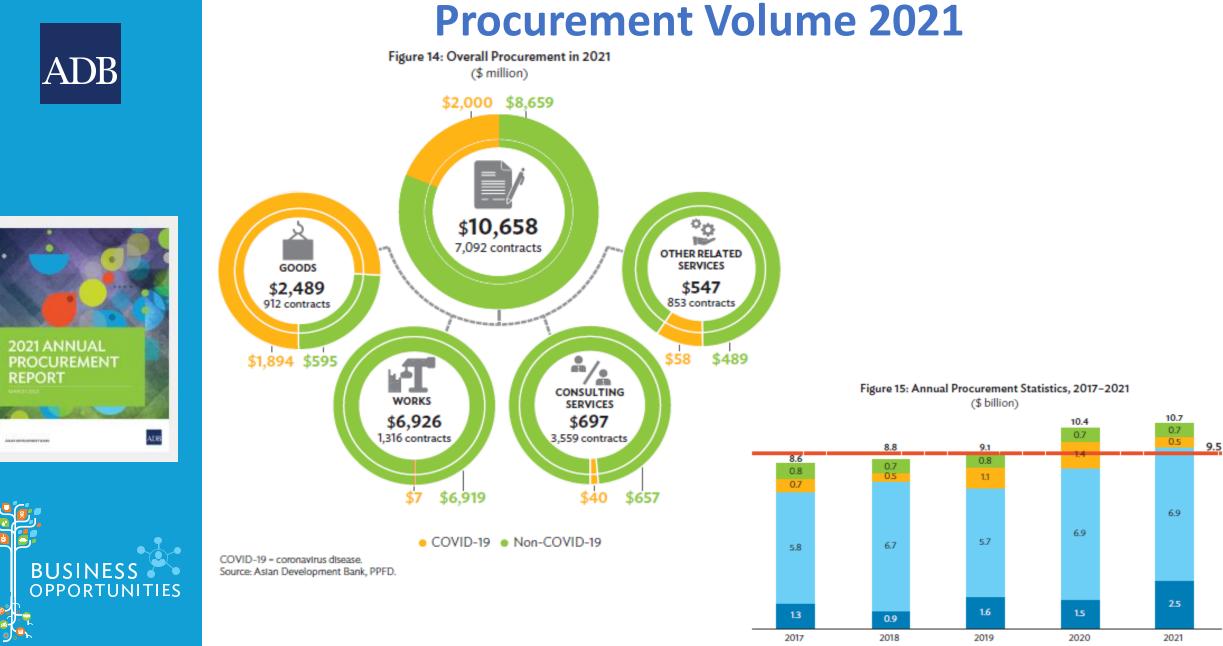






ADB Business Opportunities





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

Goods Works Other related services Consulting services Five-year average

Source: Asian Development Bank, PPFD.

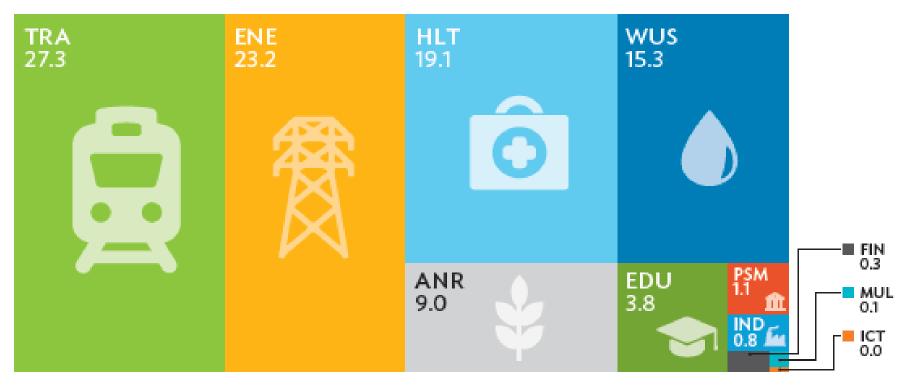


BUSINESS

OPPORTUNITIES

Procurement by Sector

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



ANR - Agriculture, Natural Resources, and Rural Development; EDU - Education; ENE - Energy; FIN - Finance; HLT - Health; IND - Industry and Trade; ICT - Information and Communication Technology; MUL - Multisector; PSM - Public Sector Management; TRA - Transport; WUS - Water and Other Urban Infrastructure and Services. > 0.0 - less than 0.05. Source: Asian Development Bank, PPFD.

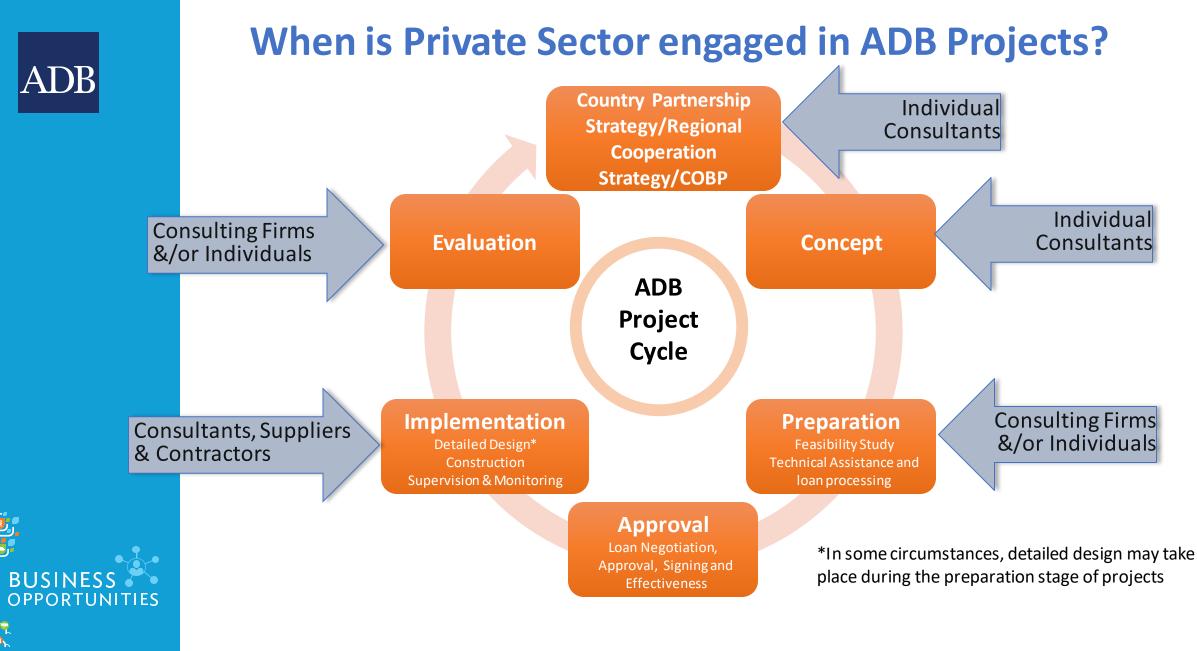
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- Assured financing for goods, works, and services*
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong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





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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





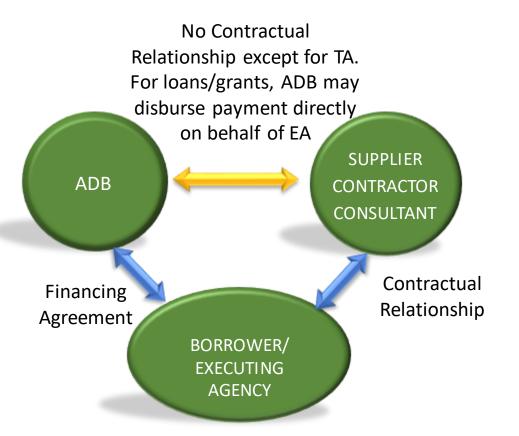
Relationship, Roles and Responsibilities in Procurement

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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







Finding Information





Identifying opportunities for contracts with project executing agencies and ADB

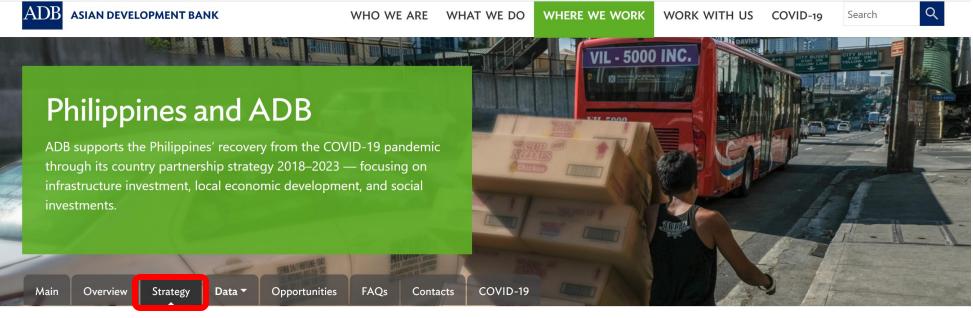
- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
 - Advance notices
 - Invitation for prequalification
 - Invitation for bids
 - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
 - Prequalified contractors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

Operational Procurement





How to find Information on our Website



 \clubsuit > Where We Work > Philippines and ADB > ADB-Philippines Partnership Strategy

Latest Country Strategies and Business Plans

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level. ADB works with each developin member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

31 AUGUST 2018 | INSTITUTIONAL DOCUMENT Philippines: Country Partnership Strategy (2018-2023)

ADB's country partnership strategy 2018–2023 for the Philippines will support policy reforms, institutional capacity development, and financing investments that promote high and inclusive growth.

11 DECEMBER 2020 | INSTITUTIONAL DOCUMENT Philippines: Country Operations Business Plan (2021–2023)

ADB's country partnership strategy for the Philippines, 2018– 2023 focuses on achieving high and inclusive growth by accelerating infrastructure and long-term investments, promoting local economic development with a focus on Mindanao and Visayas, and targeting investments in people at the bottom 40% of the population. ADB's country partnership strategy closely aligns with both its Strategy





Extract from COBP...

Appendix 3 9

									Cost (\$	6 million)		
					Year of			А	DB		Gov't	Co- finance
Project/Program Name ^a	Sector	Poverty Targeting	Operational Priority	Division	TRTA/	Total	Regular OCR	COL	ADF Grants	Total	-	
Baguio City Sanitation Improvement Project	WUS	TÎ-G	OP1, OP2, OP3, OP4, OP6	SEUW	2018	100.0	100.0	0.0	0.0	100.0		
Integrating Innovation Systems in Technical and Vocational Education and Training Project	EDU	GI	OP1, OP2, OP6	SEHS		100.0	100.0	0.0	0.0	100.0		
Mindanao Agro-Enterprise Development Project	ANR; FIN	TI-G	OP1, OP2, OP3, OP5, OP7	SEER	2020	100.0	100.0	0.0	0.0	100.0		
2022 Firm												
Integrated Flood Risk Management Sector Project (Phase 1)	ANR	TI-G	OP1, OP2, OP3, OP5	SEER	2018	500.0	400.0	0.0	0.0	400.0		100.0°
Mindanao Irrigation Development Project (Phase 1)	ANR	TI-G	OP1, OP2, OP3, OP5	SEER	2020	100.0	100.0	0.0	0.0	100.0		
Malolos-Clark Railway Project (PFR 2)	TRA	TI-G	OP1, OP2, OP3, OP4, OP5, OP6, OP7	SETC		1,000.0	1,000.0	0.0	0.0	1,000.0		
Competitive and Inclusive Agriculture Development Program, subprogram 2 (PBL)	ANR	GI	OP1, OP2, OP3, OP5, OP6, OP7	SEER/ PHCO	2019	400.0	400.0	0.0	0.0	400.0		
Support for Post-COVID-19 Business and Employment Recovery Program (PBL)	PSM; IND; EDU	GI	OP1, OP2, OP6	PHCO/ SEHS/ SEPF		420.0	420.0	0.0	0.0	420.0		
Support to Capital Market Generated Infrastructure Financing Program, subprogram 2 (PBL)	FIN	GI	OP6	SEPF		400.0	400.0	0.0	0.0	400.0		
Integrating Innovation Systems in Technical and Vocational Education and Training Project	EDU	GI	OP1, OP2, OP6	SEHS		100.0	100.0	0.0	0.0	100.0		

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How to find Information on our Website

		News at	nd Events ADB Institute Contact Engli		
DB ASIAN DEVELOPMENT BANK	WHO WE ARE	WHAT WE DO WHERE WE WORK	WORK WITH US		
With employees from more than	CAREERS AND SCHOLARSHIPS		FOR INVESTORS		
50 countries, ADB is a place of eal diversity.	What We Look For	Visiting Fellow Program	Investor Relations 日本語		
	Career Opportunities	ADB Green Bonds			
Work with us to find fulfillment in sharing your knowledge and skills,	Young Professionals Program	Scholarship Program	ADB Water Bonds		
and be a part of our vision in achieving a prosperous, inclusive,	INFORMATION ON WORKING WIT	H ADB FOR	PROCUREMENT AND OUTREACH		
resilient, and sustainable Asia and	Consultants	Development Institutions	Operational Procurement		
the Pacific.	Contractors and Suppliers	Private Sector Partners	Institutional Procurement		
	Governments	Civil Society/Non-government	Business Opportunities Outreach		
	Executing and Implementing Agencies	Organizations	Projects & Tenders		





Goods & Works – Procurement Plans

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Projects & Tenders	Projects Documents Tenders		
Filter results CLEAR A	Procurement plans, reports, safeguards, etc.		Key Documents
	Search documents	Q	Rey Documents
Country/Economy (1) [CLEAR]	Results 1-20 of 32	Sort by •	Reports and Recommendations
🗌 Pakistan	Philippines × Procurement Plans ×		of the President
Palau	Philippines A Procurement Plans A		Procurement Plans
Papua New Guinea			Safeguard Policy Statement
Samoa		Document Date: 31 May 2022	
Singapore	Singapore, Thailand, Viet Nam; Type: Procurement Plans	51 Way 2022	Access to Information Policy
Solomon Islands			
🗆 Sri Lanka	 Infrastructure Preparation and Innovation Facility: Procurement Plan 50288-001; Philippines; Type: Procurement Plans 	Document Date: 10 Mar 2022	Request for
Type (1) [CLEAR]			Information
and implementation	Health System Enhancement to Address and Limit COVID-19: Procurement Plan	Document Date:	ADB documents and information that you have not
Arrangements	54171-002; Philippines; Type: Procurement Plans	04 Mar 2022	been able to find on our
Proactive Integrity Reviews (PIR) Procurement Plans	South Commuter Drillion Designt Dransmant Dian		website. →
Program Safeguard Systems	South Commuter Railway Project: Procurement Plan 52220-001; Philippines; Type: Procurement Plans	Document Date: 01 Mar 2022	
Assessments	SEES SOT, Finippines, type Froculement Fights	o t titil bolata	
Progress Reports	Second Health System Enhancement to Address and Limit COVID-19 under the Asia	Document Date:	
Progress Reports on Tranche	Pacific Vaccine Access Facility - Additional Financing: Procurement Plan	12 Nov 2021	
Releases	54171-004; Philippines; Type: Procurement Plans		
Language	 Emergency Assistance for Reconstruction and Recovery of Marawi: L3769 	Document Date:	
English	Procurement Plan	12 Oct 2021	



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Procurement Plans...

Appendix A - PROCUREMENT PLAN

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Project Number: 52220-001	Approval Number:		
Country: Philippines	Executing Agency: Depa	artment of Transportation	
Project Procurement Classification: A	Implementing Agency:		
Project Procurement Risk: High	N/A		
Project Financing Amount: US\$6,395,200,000 ADB Financing: US\$4,300,000,000 Cofinancing (ADB Administered):	Project Closing Date: 31 December 2028		
Non-ADB Financing: US\$1,670,000,000			
Date of First Procurement Plan: 1 March 2022	Date of this Procurement	Plan: 1 March 2022	
Descurrent Dies Duration (in months): 40	Advance Contracting:	e-GP:	
Procurement Plan Duration (in months): 18	Yes	No	

A. Methods, Review and Procurement Plan

Except as the Asian Development Bank (ADB) may otherwise agree, the following methods shall apply to procurement of goods, works, and consulting services.

Procurement of Good	s and Works
Method	Comments
Open Competitive Bidding (OCB) for Goods	International advertisement
Open Competitive Bidding (OCB) for Works	International advertisement

Consulting Ser	vices
Method	Comments
Quality- and Cost-Based Selection for Consulting Firm	

B. Lists of Active Procurement Packages (Contracts)

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The following table lists goods, works, and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.

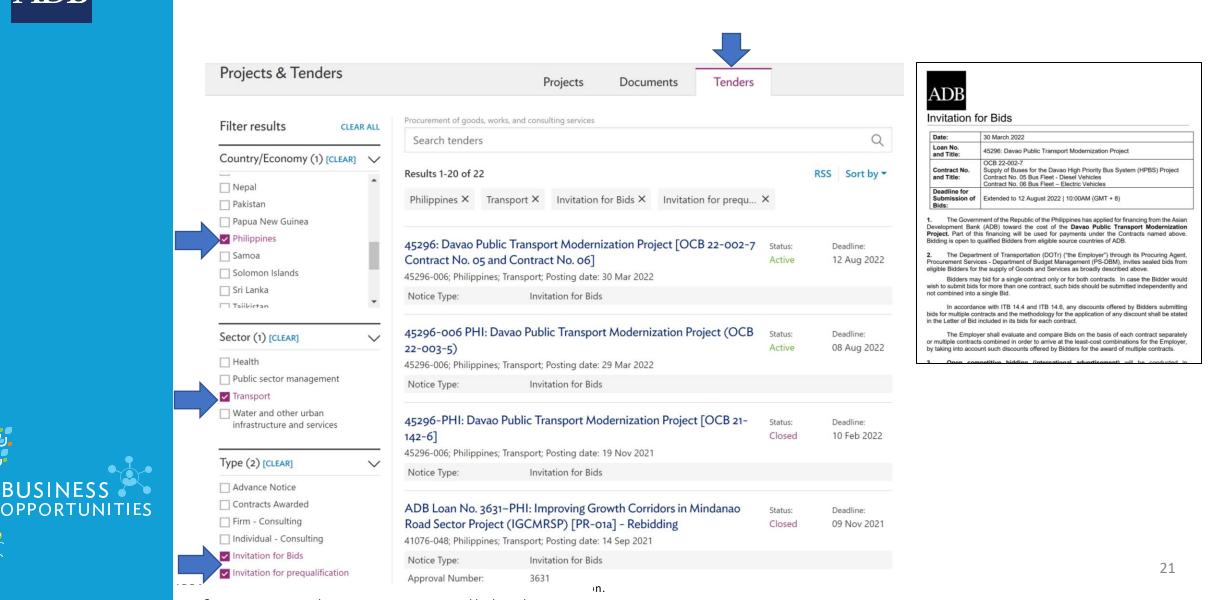
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Procedure	Advertisement Date (quarter/year)	Comments
CP-S-02	Viaduct and elevated stations	415,000,000.00	Open Competitive Bidding (OCB)	Prior	1S1E	Q4 / 2020	Prequalificat on of Bidders: No
CP-S-03a	Viaduct and elevated stations	401,000,000.00	OCB	Prior	1S1E	Q1 / 2021	Domestic Preference
CP-S-03b	Viaduct, Tunnel, underground and elevated station	714,000,000.00	OCB	Prior	1S1E	Q2 / 2021	Applicable: No Advance Contracting:
CP-S-03c	Viaduct and elevated stations	343,000,000.00	OCB	Prior	1S1E	Q1 / 2021	Yes Bidding





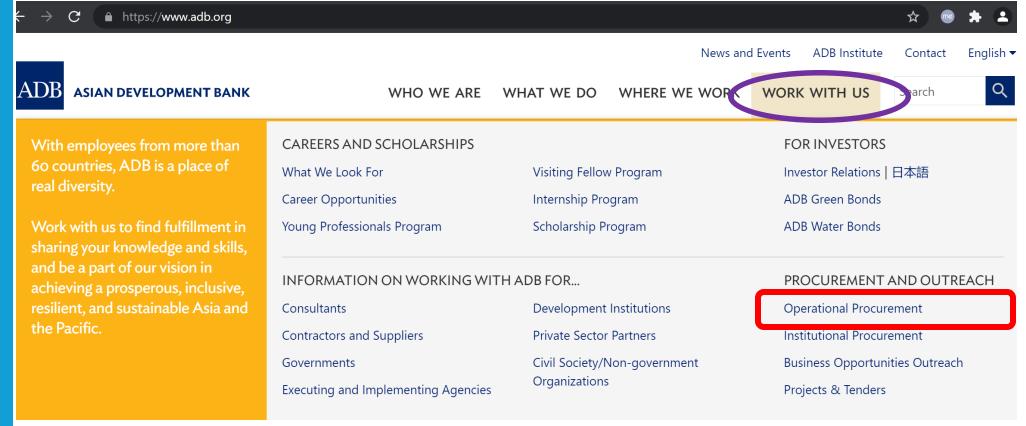
BUSINESS

Goods & Works – Specific Procurement Notices





How to find Information on our Website







Operational Procurement

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

爺 > 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 \rightarrow

broad range of development projects and programs involving the procurement of goods, works, and services. ADB engages individual consultants and consulting entities to pro contract preparation and project supervision, and to help ADB to and reports.

Consulting Services \rightarrow

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ADB

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 Archive

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.

🖹 Current Awarded Contracts 🛛 📼 Archive



OPPORTUNITIES

ADB Consultant Management System (cms.adb.org)





https://selfservice.adb.org/OA_HTML/adb/xxcrs/isp/ShortlistedFirms.isp

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

ADB 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.

<u>Click here to know who can register as consultants in CMS</u>. By using this service, you are accepting the <u>CMS Terms and Conditions</u>.



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 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)



ADB

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	d 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 <u>cmshelp@adb.org</u>.

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

Consulting Opportunities - 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 checkboxe: or by entering keywords to search by expertise.

Refine by <u>Clear A</u> _ COVID-19 Related Assignment	Search by Expertise	Go					
					S Pre	evious 1-25 💊	' <u>Next 25</u> >
 Yes (29) No (136) 	Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
<u>Consultant Type</u>	SC 119172 PHI: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	
 Firm (31) Individual (134) 	TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2072 11:59 PM	
	TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)	Technical Assistance Coordinator	Individual	28	27-Jul-2022	09-Aug-2022 11:59 PM	
Eligibility of Consultant Country	SC 108187 PHI: BPMSD Information Technology and Human Resources Consultant	Information Technology and Human Resources	Individual	12	14-Jul-2022	08-Aug-2022 11:59 PM	
 Open to Member Countries Only (165) Non-Member Countries Allowed (0) 	LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS- 002 Financial, Administrative, and Technical Support Firm (52173-002)	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
Engagement Period	TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N31 National Capacity Development Specialist/Team Leader LGDP-N31 (53071-001)	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
 Less than 3 months (9) 3 months to 1 year (109) More than 1 year (47) 	TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N36 National Social Dev Gender and Land Acquisition Expert LGDP-N36 (53071-001)	Social Development, Gender and Land t, Acquisition and Resettlement Specialist		8	22-Jul-2022	04-Aug-2022 11:59 PM	
Country	TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N35 National Project Finance and Economics Specialist LGDP-N35 (53071-001)	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
lect All Select None	TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
 Palau (6) Papua New Guinea (5) Philippines (38) 	TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N32 National Civil Engineer/Water Supply and Sanitation Expert LGDP-N32 (53071 001)	engineering _	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
 Samoa (4) Solomon Islands (5) 	SC 119216 PHI: National climate resilient agriculture / institution specialist	ns National climate resilient agriculture / institutions specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
☐ Sri Lanka (3) ☐ Tajikistan (3)	SC 119216 PHI: National legal specialist	National legal specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
Thailand (5)	SC 119216 PHI: Accelerating Climate-Resilient Agriculture in the Philippines - Climate Resilient Agriculture / Institutional Specialis		Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
Timor-Leste (2)	 SC 119216 PHI: National climate resilient agriculture / governance specialist 	National climate resilient agriculture / governance specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
Sector	TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	



BUSINESS

CSRN Profile

					01		Firms Awarded Contracts		
				R Program Consultants					
Date Published: 29-Ju	un-2022 Deadline of S	Submitting E	EOI: 10-Aug-2022 11:59	PM Manila local time				Back	Express Inter
									EXTEN
Profile Terms of	f Reference Cost E	stimate							
Selection Profile									
		Quality ar	nd Cost-Based Selectic anization Partnerships for		т	Source Internet Source Full To Source Full To	national echnical Proposal (FTP)		
	Package Number		Package Name WOP4	4R Program Consultants					
	Advance Action		O No	-		Approval Number Approval Date			
Consu	Engagement Period Iting Services Budget Budget Type	USD 418,	000			Short-listing Date 15-Ju Imencement Date 01-S			
Open to p	on-Member Countries		 Maximum No 						
Additional Informa		o res	0 110						
		ossibility of		curement principles. Any exte	acts may be extended to a reasonable on nsions are subject to operational needs				
Specific consider	ations for this assignme	ent if any a			may be discussed during implemer	tation.			
		n for down		'es ○No ☉Not known					
	(Related Assignment $O\gamma$	••					
Contact Informatio									
	Project Officer Designation		oodruff Water Security Specia	list					
		Asian Dev	elopment Bank	noc					
	Email	awoodruff@	<u>@adb.org</u>						
CSRN Additional I	nformation / Attach	ments							
Title	Тур	be	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete
No results found.									
Agonoioo									
Agencies									
				-					
Primary	Agency	t David		Country	Agency Role		Contact Person		View Details
~	Asian Developmen	и вапк		Regional	Executing Agency				

Duration of Advertisement

View Remarks

Deadline



Publishing History

Туре

Publication Date

Published By

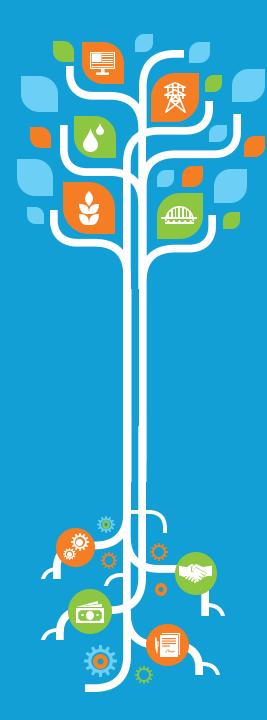




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Alerts Links to content posted on ADB.org delivered to your inbox daily or weekly.	Weekly	Off
Events	On	Off
News Releases and News from Country Offices	On	Off
Procurement Notices (Goods and Works) Note: Weekly notifications on consulting opportunities available for registered users of the <u>Consultant</u> Management System (CMS).	On	Off
Project Information and Documents	On	Off
Publications	On	Off
Safeguard Documents	On	Off

Goods & Works Notices: <u>https://alerts.adb.org</u>



Thank You.



For more information: adb.org

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

