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Kazakhstan: Business Opportunities Seminar

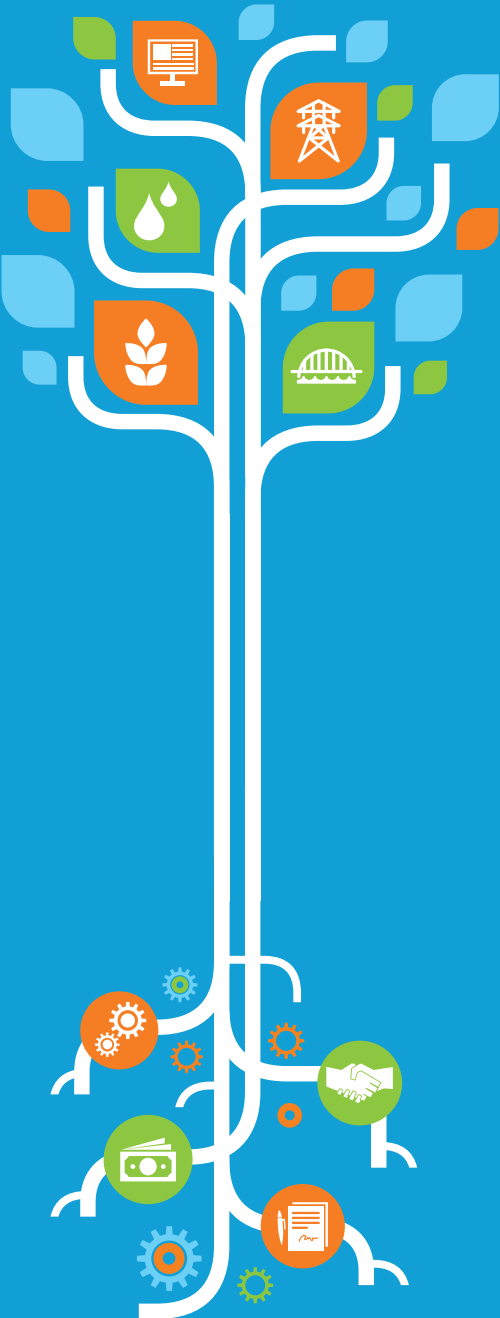


The ADB Procurement System and Business Opportunities

Nur Sultan, 7 October 2022

Olivier J. Leonard
Principal Procurement Specialist

Procurement, Portfolio and Financial
Management Department



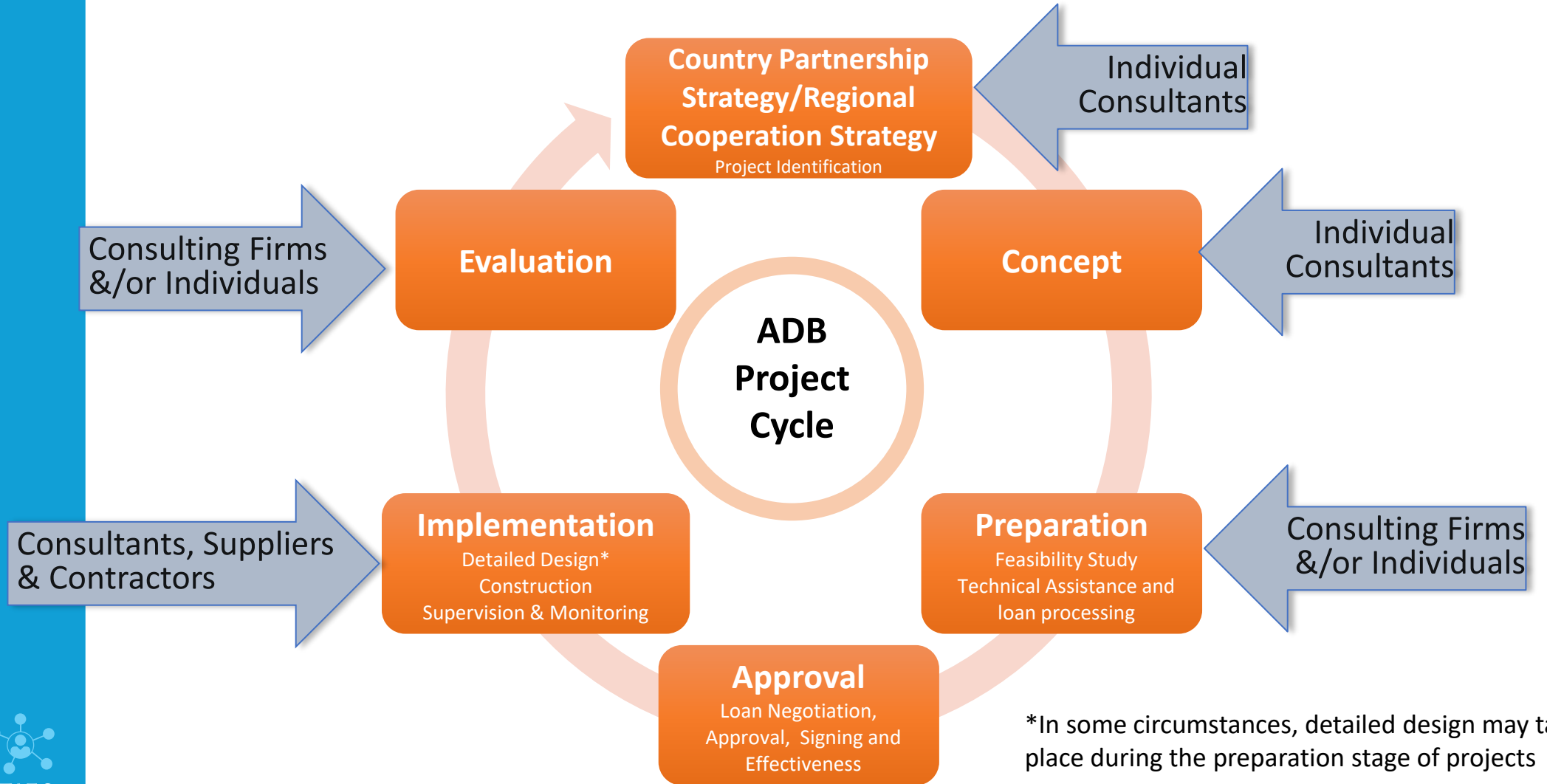
Overview

1. ADB Private Sector Engagement and Procurement Statistics
2. ADB Procurement Framework
3. Bidding Strategies
4. How to Find Information



ADB Private Sector Engagement & Procurement Statistics

When is Private Sector engaged in ADB Projects?

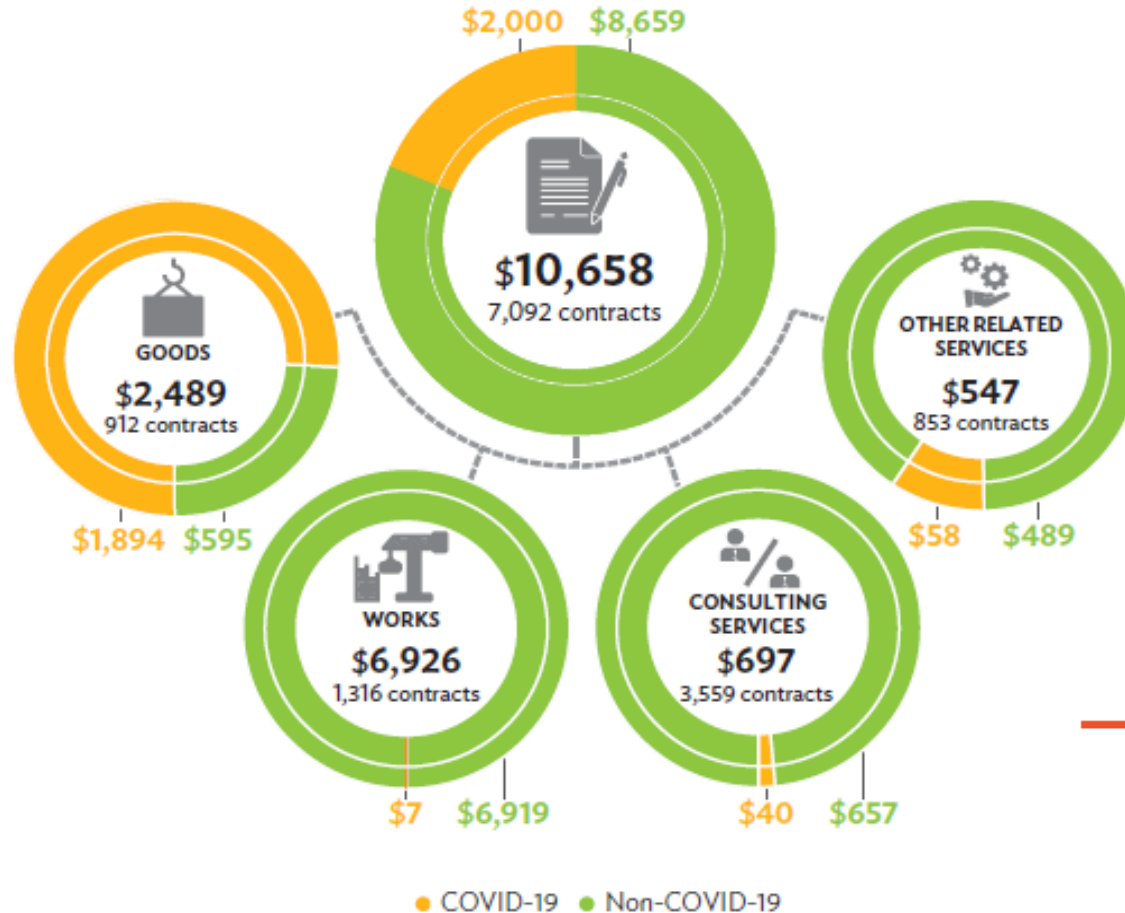


Types of business opportunities

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

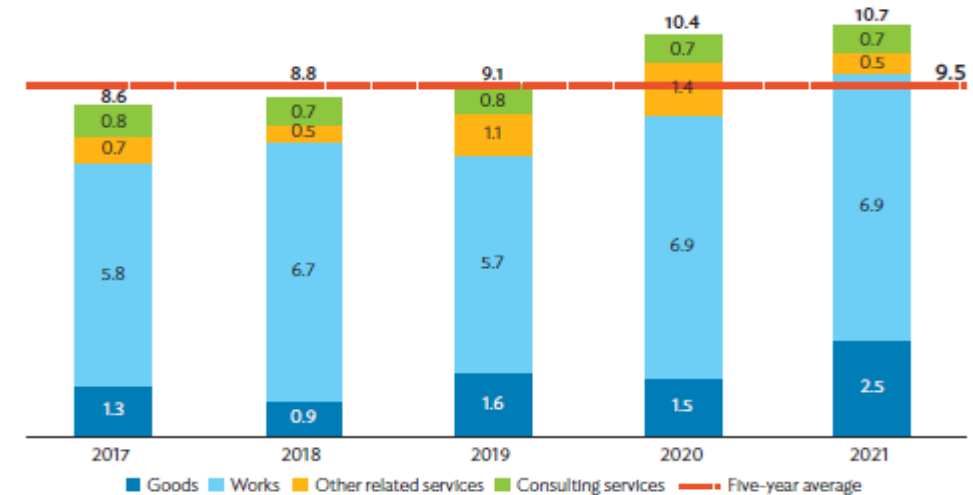
Procurement Volume 2021

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



COVID-19 – coronavirus disease.
Source: Asian Development Bank, PPFID.

Figure 15: Annual Procurement Statistics, 2017–2021
(\$ billion)



Source: Asian Development Bank, PPFID.



Procurement Volume 2021

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

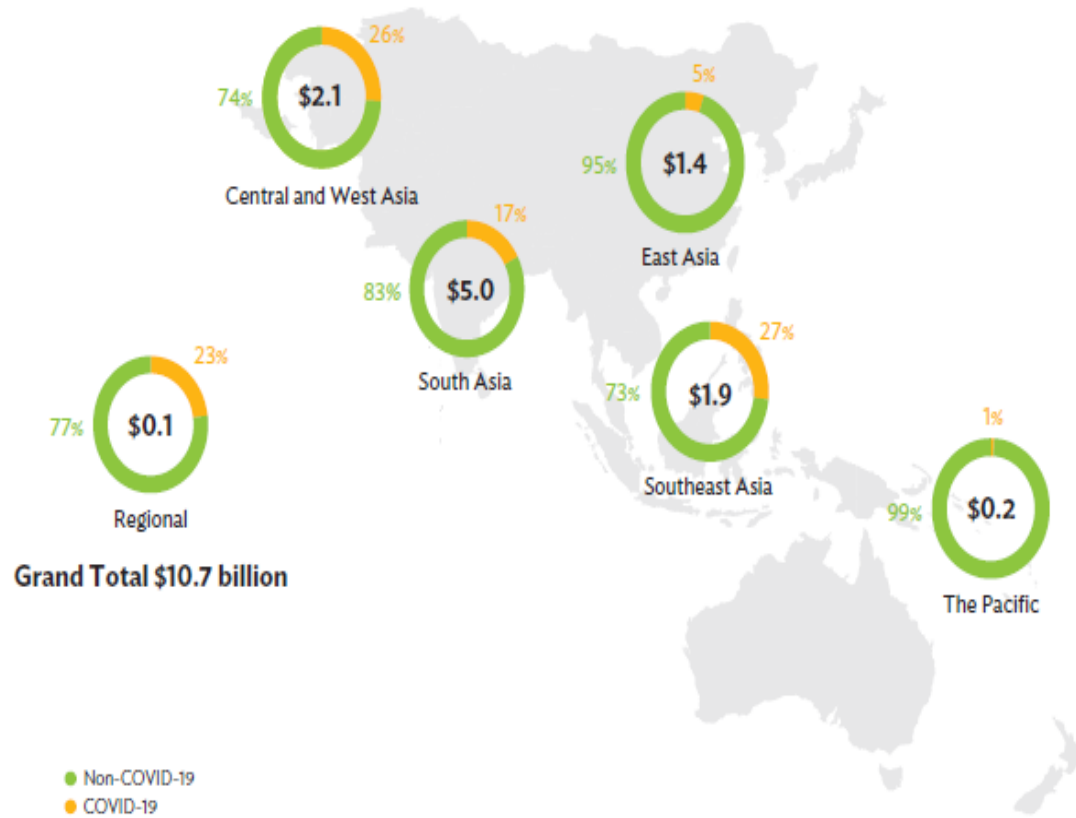
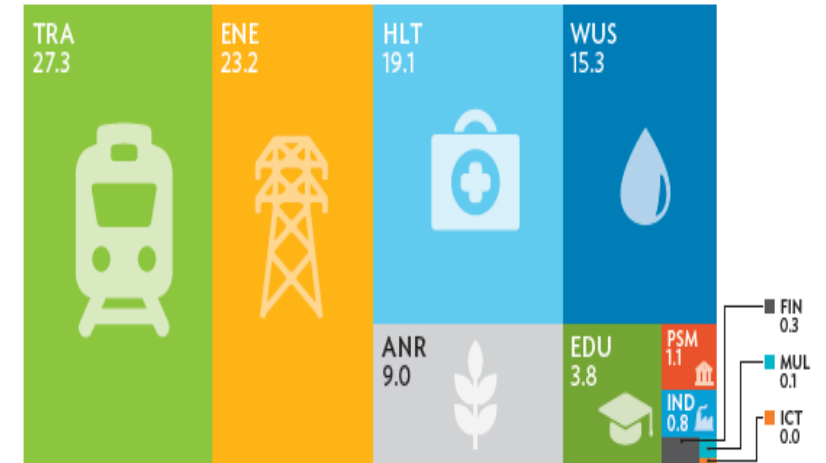


Figure 18: Procurement by Sector, 2021
(% of total procurement)



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, PPFID.

Top Suppliers by Member State

Procurement Ranking – Goods

	2018	2019	2020	2021
1	PRC	IND	IND	PRC
2	BAN	PRC	PRC	BAN
3	IND	USA	INO	PHI
4	SWE	BAN	TUR	IND
5	VIE	VIE	HKG	DEN

Procurement Ranking – Consulting Services

	2018	2019	2020	2021
1	KOR	IND	USA	IND
2	IND	AUS	KOR	INO
3	FRA	USA	IND	JPN
4	UKG	GER	INO	FRA
5	AUS	FRA	AUS	AUS

Procurement Ranking – Works

	2018	2019	2020	2021
1	PRC	PRC	IND	IND
2	IND	IND	PRC	PRC
3	BAN	BAN	PHI	VIE
4	GER	INO	BAN	PAK
5	PAK	PAK	PAK	INO

Tables indicate country of origin for supplier, contractor, or consultant across the time period; ranked by total aggregate contract value per type.

Top Suppliers by Amount

Top 5 Suppliers of **Goods** (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	United Nations Children's Fund (UNICEF)	10	836.21
2	Sinovac Life Sciences Co. Ltd.	9	685.55
3	BEML Ltd.	3	678.72
4	TBEA CO. LTD.	6	258.01
5	China National Technical Import & Export Corp.	3	212.74

Top Suppliers by Amount

Top 5 Suppliers of **Works** (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	Larsen & Toubro Ltd.	41	1,492.19
2	Siemens	13	663.89
3	China Railway Group Limited	20	595.19
4	NCC Limited	30	594.25
5	Acciona Construction Philippines Inc.	2	538.12

Top Suppliers by Amount

Top 5 Consulting Services Firms (2018–2021)

	Name	No. of Contracts	ADB Amount (\$ million)
1	EGIS International	34	109.09
2	T.Y. Lin International SMEC	4	62.97
3	Ove Arup & Partners	9	58.39
4	Korea Consultants International Co. Ltd.	3	53.22
5	CTI Engineering International Co., Ltd.	3	45.39

KAZ Data: 1 January 2017 – 31 December 2021

Kazakhstan: Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of Total
2020	1,246.41	5.43
2021	-	-
Cumulative (as of 31 Dec 2021)	3,415.96	1.47
Item	Consulting Services	
	Amount (\$ million)	% of Total
2020	2.38	0.33
2021	6.49	0.93
Cumulative (as of 31 Dec 2021)	25.65	0.17
Item	Total Procurement	
	Amount (\$ million)	% of Total
2020	1,248.79	5.28
2021	6.49	0.04
Cumulative (as of 31 Dec 2021)	3,441.61	1.39



Top 5 Contractors/Suppliers from Kazakhstan Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2017–31 December 2021

Contractor/Supplier	Sector	Contract Amount (\$ million)
SP Sine Midas Stroy LLP & Todini Construzioni (JV)	TRA	82.39
Akzhol Kurylys & Azvirt LLC & Assana (JV)	TRA	47.11
Temirzhol Zhondeu LLP	TRA	26.82
Akkord OJSC & Ak Zhol Kurylys LLP (JV)	TRA	21.96
KS Group LLP	ANR	2.25
Others		1,114.67
Total		1,295.20

ANR = agriculture, natural resources, and rural development; JV = joint venture; TRA = transport.

Top 5 Consultants from Kazakhstan Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2017–31 December 2021

Consultant	Sector	Contract Amount (\$ million)
Terralink Technologies LLC	ENE	4.97
KPMG Tax and Advisory LLC	ENE, FIN	1.84
SNS-2017 LLP	TRA	1.53
Ulmad LLP	ANR	0.63
Kazakhstan Highway Research Institute	TRA	0.54
Individual Consultants		4.86
Others		0.43
Total		14.80

ANR = agriculture, natural resources, and rural development; ENE = energy; FIN = finance; TRA = transport.

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



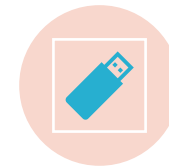
COVERAGE

past 5 years



INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options

Summary Procurement Statistics, 2018-2022*

Kazakh entities



	Total	KAZ	Rank
Total Goods Procurement	\$7.7b	\$2.3m	45th
Total Works Procurement	\$27.6b	\$172.2	20th
Total Consulting Svcs Procurement	\$3.1b	\$15.7m	36th
Total Operational Procurement	\$38.6b	\$193.1m	25th

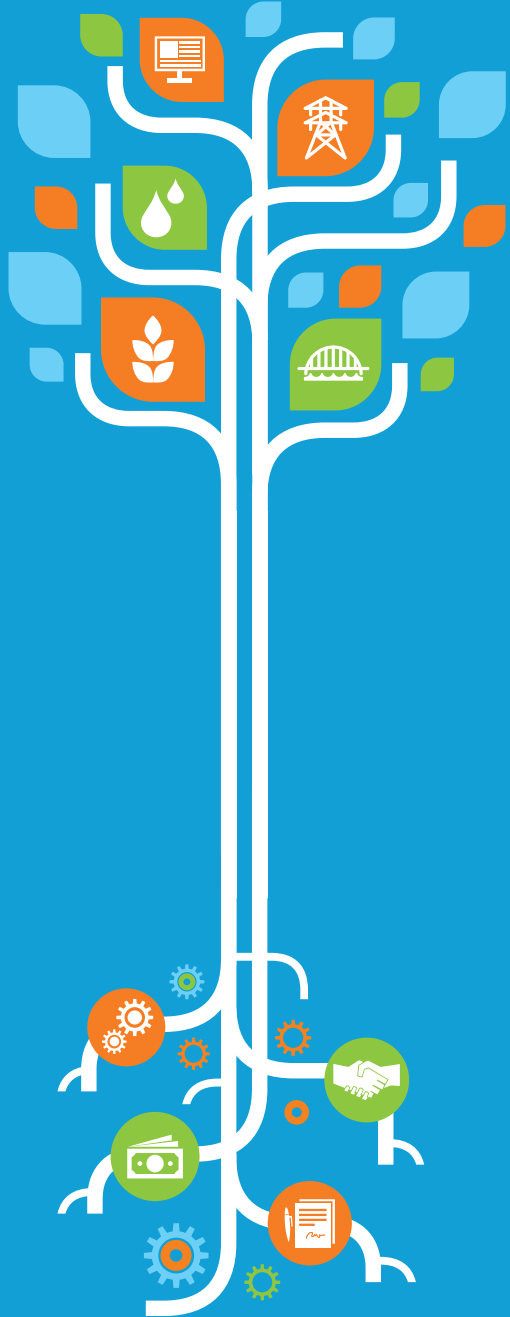
**2022 data up to 30 June 2022 only*

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.
- Opportunity to contribute towards development impact in Asia.



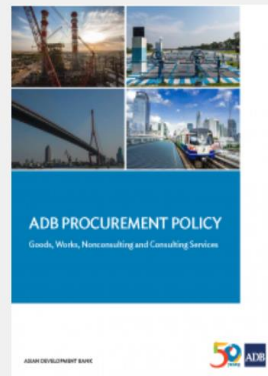
ADB Procurement Framework



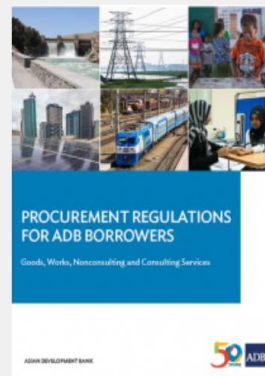
ADB Procurement Framework

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

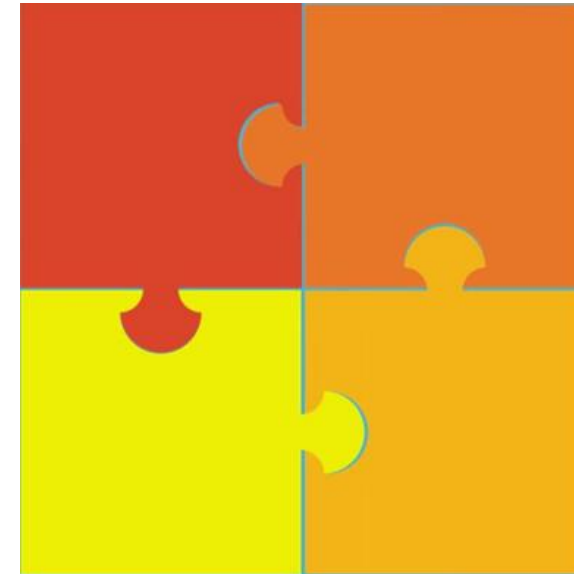


Guidelines on the Use of Consultants



Implications of the Procurement Framework

Principles		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.



- ✓ Principles based vs. Rules-based
- ✓ Fit-for-Purpose

Expected Impacts

- 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 borrowers and suppliers

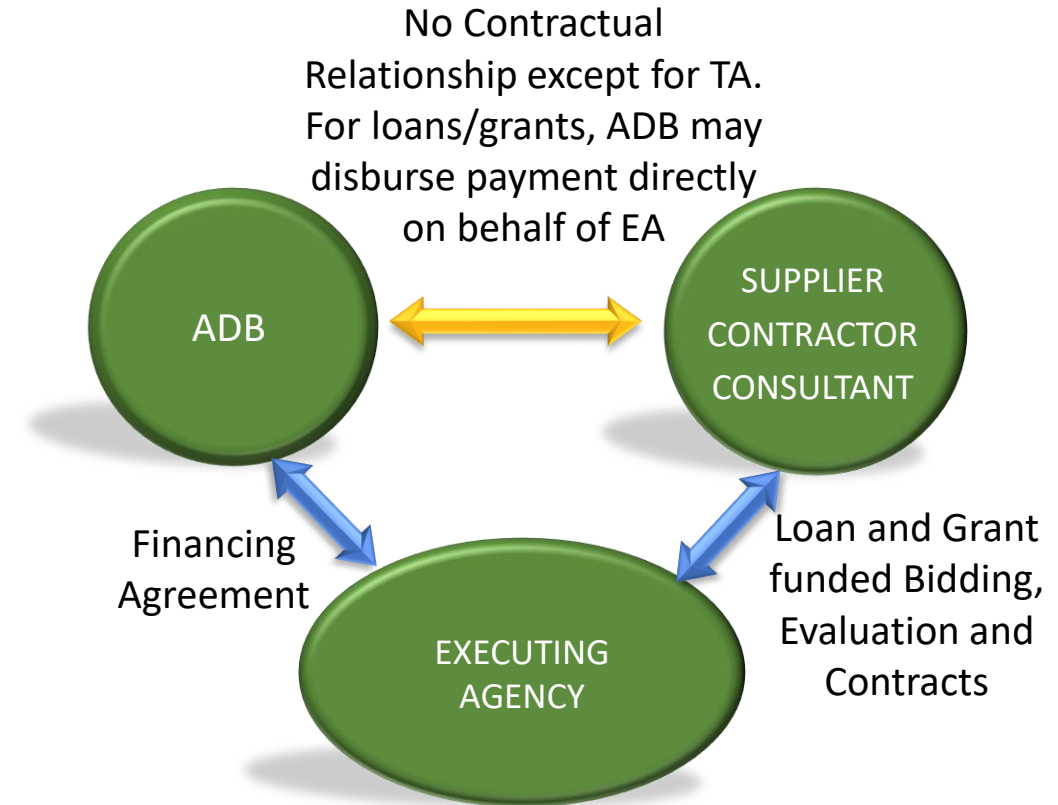


Relationship, Roles and Responsibilities in Procurement

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 Methods – Goods & Works

OCB

- Open Competitive Bidding

LCB

- Limited Competitive Bidding

RFQ

- Request for Quotations

FA

- Framework Agreements

ERA

- Electronic Reverse Auction

BFA

- Borrower's Force Account

DC

- Direct Contracting

Procurement of Consultants



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.

Procurement Methods to Recruit Firms



New Selection Method for Firms

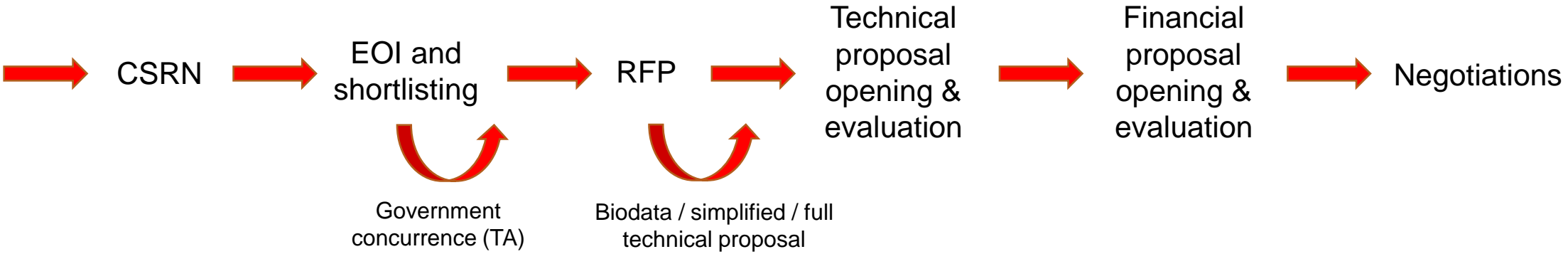
- ADB has launched a new, pilot selection method for recruiting consulting firms known as “**simplified consultants’ qualifications selection**” (SCQS)
- It aims to reduce recruitment times by half or more
- Time-saving features include:
 - Single-stage, single-envelope proposal process
 - Proposal length kept short for faster submission and evaluation
 - Fully electronic submission forms in CMS
 - Evaluation is based on highest technical score within maximum budget
 - Financial evaluation follows cost competitive principles
 - Documents necessary for negotiations and any desired changes to the standard contract are raised within the proposal itself
- Opportunities are now being advertised on CMS using SCQS
- The pilot is initially approved for ADB-administered selections with maximum budget up to \$500k until Dec. 2024



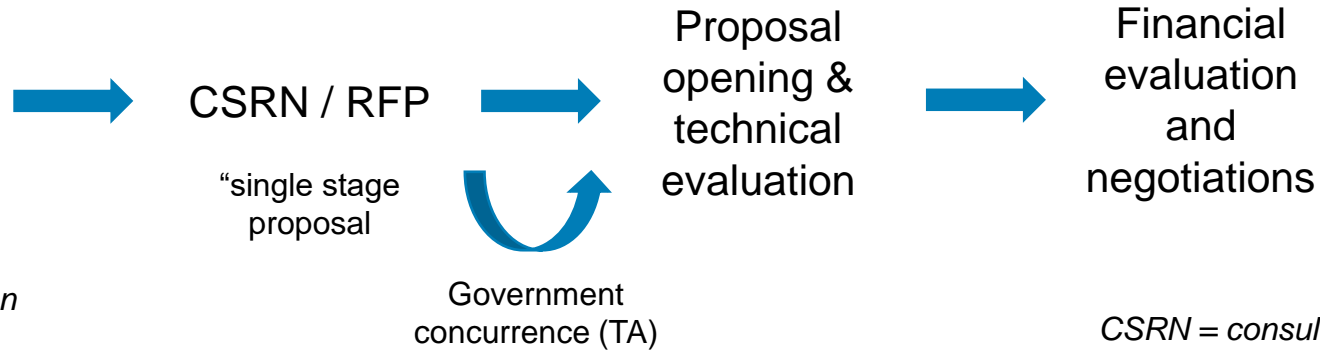


New Selection Method for Firms

QCBS, QBS,
CQS, FBS,
LCS, DC



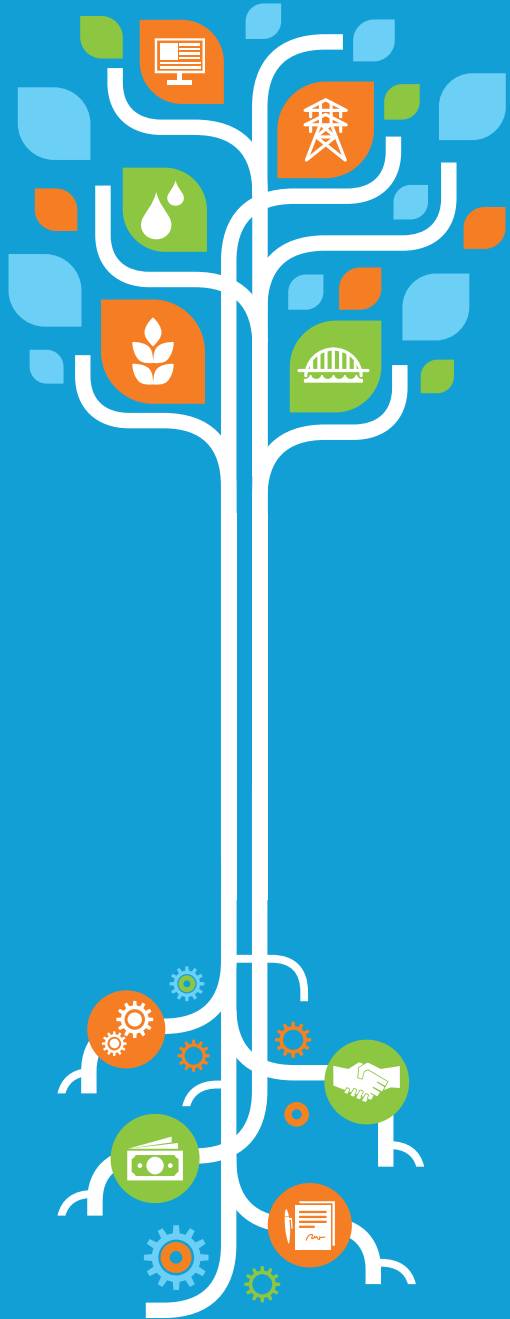
SCQS



QCBS = quality- and cost-based selection
 QBS = quality-based selection
 CQS = consultants' qualifications selection
 FBS = fixed budget selection
 LCS = least-cost selection
 DC = direct contracting

CSRN = consulting services recruitment notice (i.e., advertisement)
 EOI = expression of interest
 RFP = request for proposals

Bidding Strategies



Tips when considering ADB-financed assignments

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

ASK QUESTIONS

Common Mistakes in Preparing Bids

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, bid envelopes not properly marked, lack of supporting documents (e.g., JV agreement, test reports, audited financial statements, performance certificates)

Failure to disclose conflict of interest e.g., employees from EA included in a proposal

Integrity violations in the bidding process

Tips for Consulting Assignments

Consider individual consulting opportunities

Understand context and background to project

Identify partners who will add value

Consider if external specialists will strengthen your team

Know your client and their expectations

Leverage experience with similar institutions

Understand costs of doing business (e.g. taxes)

ASK QUESTIONS

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:

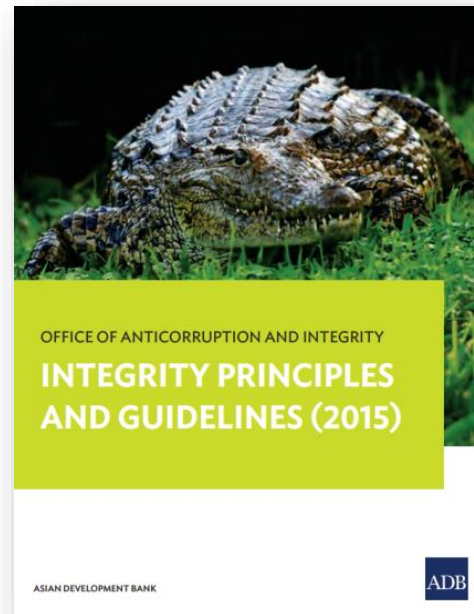
- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

How to report fraud:

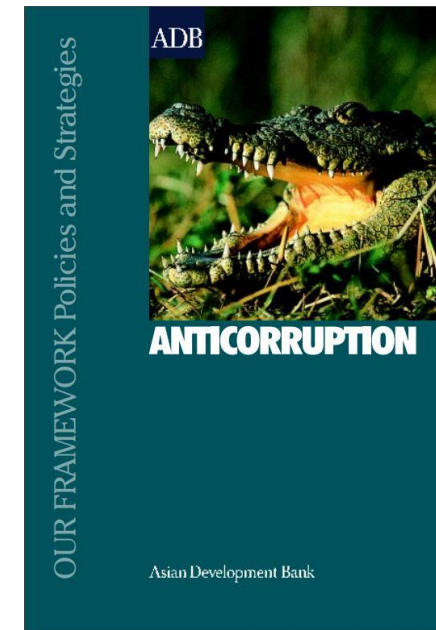
- www.adb.org/site/integrity/how-to-report-fraud

ADB's Anticorruption Policy & Guidelines

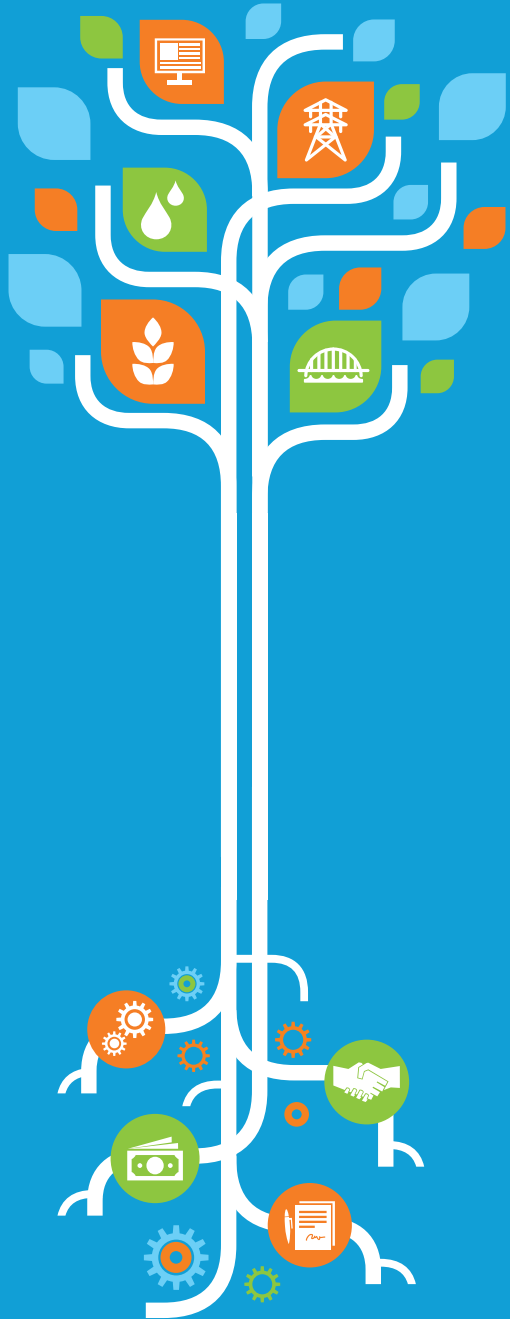
Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.



Highest Ethical Standards



Zero Tolerance

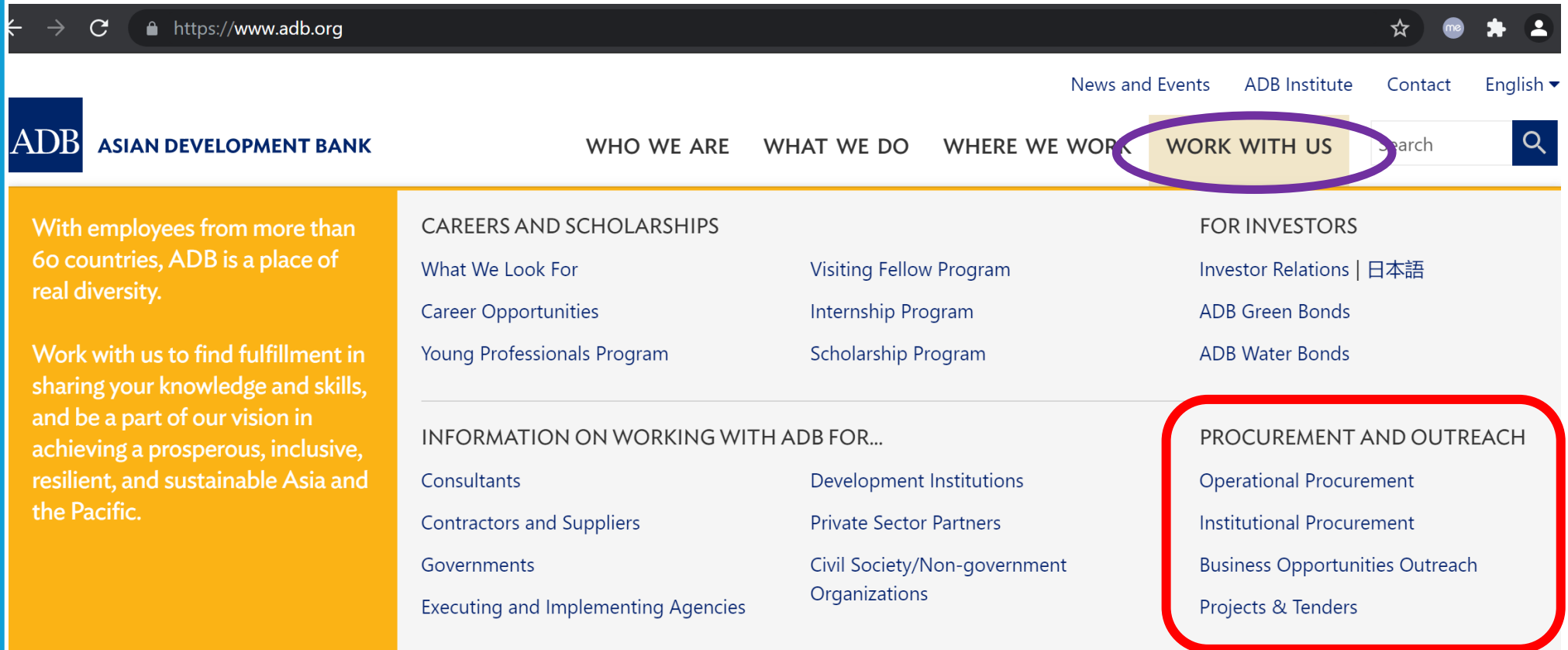


Finding Information

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
- *(ADB only)* Institutional procurement notices

How to Find Information on our Website



The screenshot shows the ADB website navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'PROCUREMENT AND OUTREACH' sub-menu is circled in red. The sub-menu items are: Operational Procurement, Institutional Procurement, Business Opportunities Outreach, and Projects & Tenders.

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

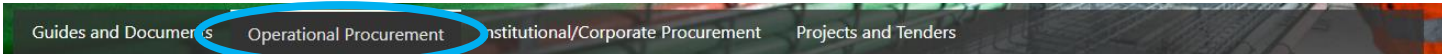
Projects & Tenders

Business Center - www.adb.org/business

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



Operational Procurement



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.

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



Advance Action

If requested by the borrower, ADB is prepared, in urgent cases, to authorize procurement prior to loan approval. This is particularly when early contracting of goods or works would be crucial for timely completion of the project or when substantial financial benefits would accrue.

Cor
cont
and

ADB cont and In such cases, ADB will approve the draft prequalification or bidding documents before they are issued and ensure that requirements for public advertising and notification of bid invitation be followed.

ADB's approval of such advance procurement is with the explicit understanding that it does not commit ADB to approve the project and loan, and that future ADB financing depends on compliance with ADB's procedural requirements.

All Advance Notices

Archive

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

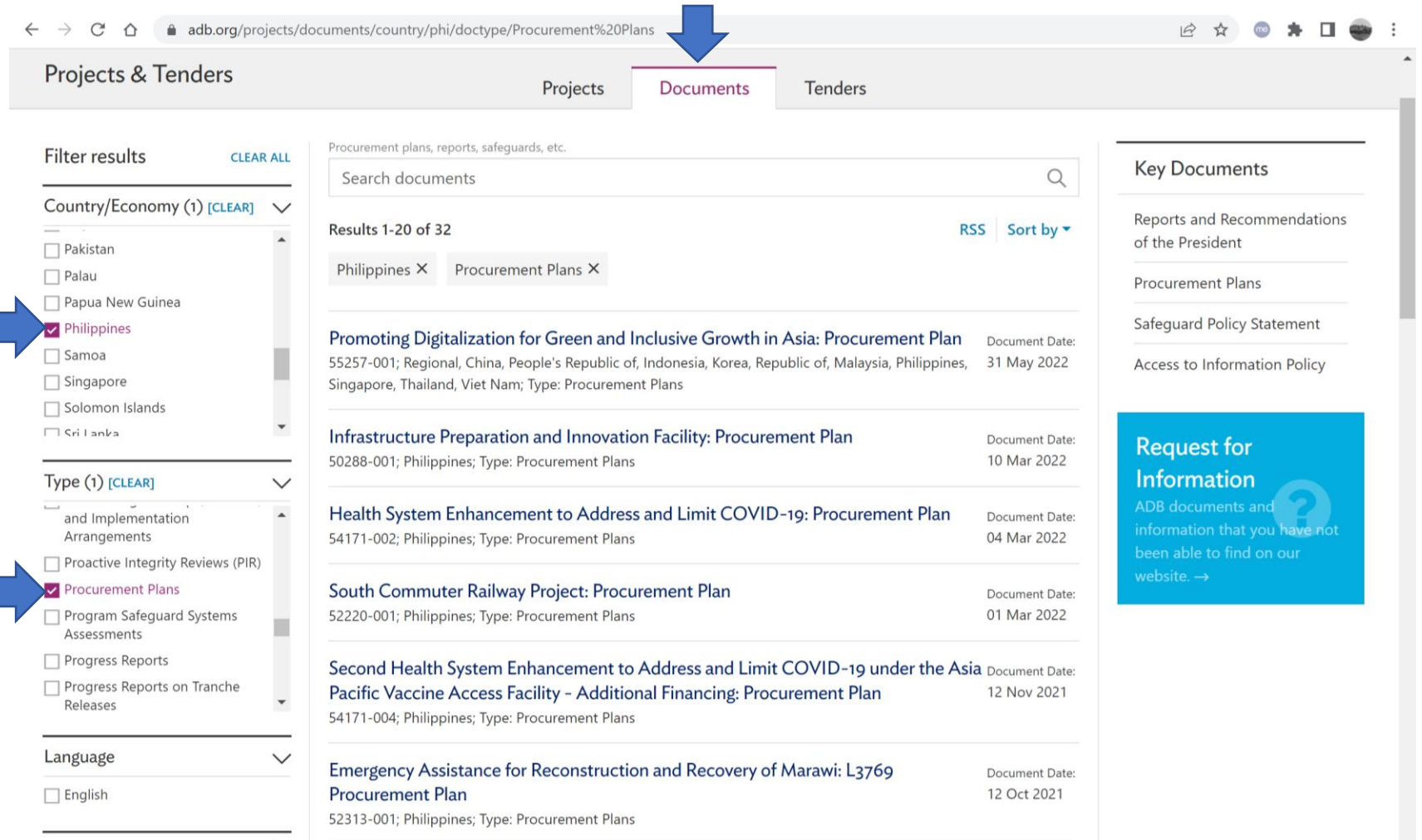
Archive

- Procurement Plan
- Advance Action
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures



BUSINESS OPPORTUNITIES

Goods & Works – Procurement Plans



adb.org/projects/documents/country/phi/doctype/Procurement%20Plans

Projects & Tenders | Projects | **Documents** | Tenders

Filter results [CLEAR ALL](#)

Country/Economy (1) [\[CLEAR\]](#)

- Pakistan
- Palau
- Papua New Guinea
- Philippines
- Samoa
- Singapore
- Solomon Islands
- Sri Lanka

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

- and Implementation Arrangements
- Proactive Integrity Reviews (PIR)
- Procurement Plans
- Program Safeguard Systems Assessments
- Progress Reports
- Progress Reports on Tranche Releases

Language

- English

Procurement plans, reports, safeguards, etc.

Search documents

Results 1-20 of 32 [RSS](#) [Sort by](#)

Philippines X Procurement Plans X

Promoting Digitalization for Green and Inclusive Growth in Asia: Procurement Plan Document Date: 31 May 2022
55257-001; Regional, China, People's Republic of, Indonesia, Korea, Republic of, Malaysia, Philippines, Singapore, Thailand, Viet Nam; Type: Procurement Plans

Infrastructure Preparation and Innovation Facility: Procurement Plan Document Date: 10 Mar 2022
50288-001; Philippines; Type: Procurement Plans

Health System Enhancement to Address and Limit COVID-19: Procurement Plan Document Date: 04 Mar 2022
54171-002; Philippines; Type: Procurement Plans

South Commuter Railway Project: Procurement Plan Document Date: 01 Mar 2022
52220-001; Philippines; Type: Procurement Plans

Second Health System Enhancement to Address and Limit COVID-19 under the Asia Pacific Vaccine Access Facility - Additional Financing: Procurement Plan Document Date: 12 Nov 2021
54171-004; Philippines; Type: Procurement Plans

Emergency Assistance for Reconstruction and Recovery of Marawi: L3769 Procurement Plan Document Date: 12 Oct 2021
52313-001; Philippines; Type: Procurement Plans

Key Documents

- Reports and Recommendations of the President
- Procurement Plans
- Safeguard Policy Statement
- Access to Information Policy

Request for Information
ADB documents and information that you have not been able to find on our website. →

Procurement Plans...

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Appendix A - PROCUREMENT PLAN

Basic Data

Project Name: South Commuter Railway Project (Facility)		
Project Number: 52220-001	Approval Number:	
Country: Philippines	Executing Agency: Department of Transportation	
Project Procurement Classification: A	Implementing Agency: N/A	
Project Procurement Risk: High	Project Closing Date: 31 December 2028	
Project Financing Amount: US\$6,395,200,000	Date of First Procurement Plan: 1 March 2022	
ADB Financing: US\$4,300,000,000	Date of this Procurement Plan: 1 March 2022	
Cofinancing (ADB Administered):		
Non-ADB Financing: US\$1,670,000,000		
Procurement Plan Duration (in months): 18	Advance Contracting: Yes	e-GP: 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 Goods and Works		
Method		Comments
Open Competitive Bidding (OCB) for Goods		International advertisement
Open Competitive Bidding (OCB) for Works		International advertisement

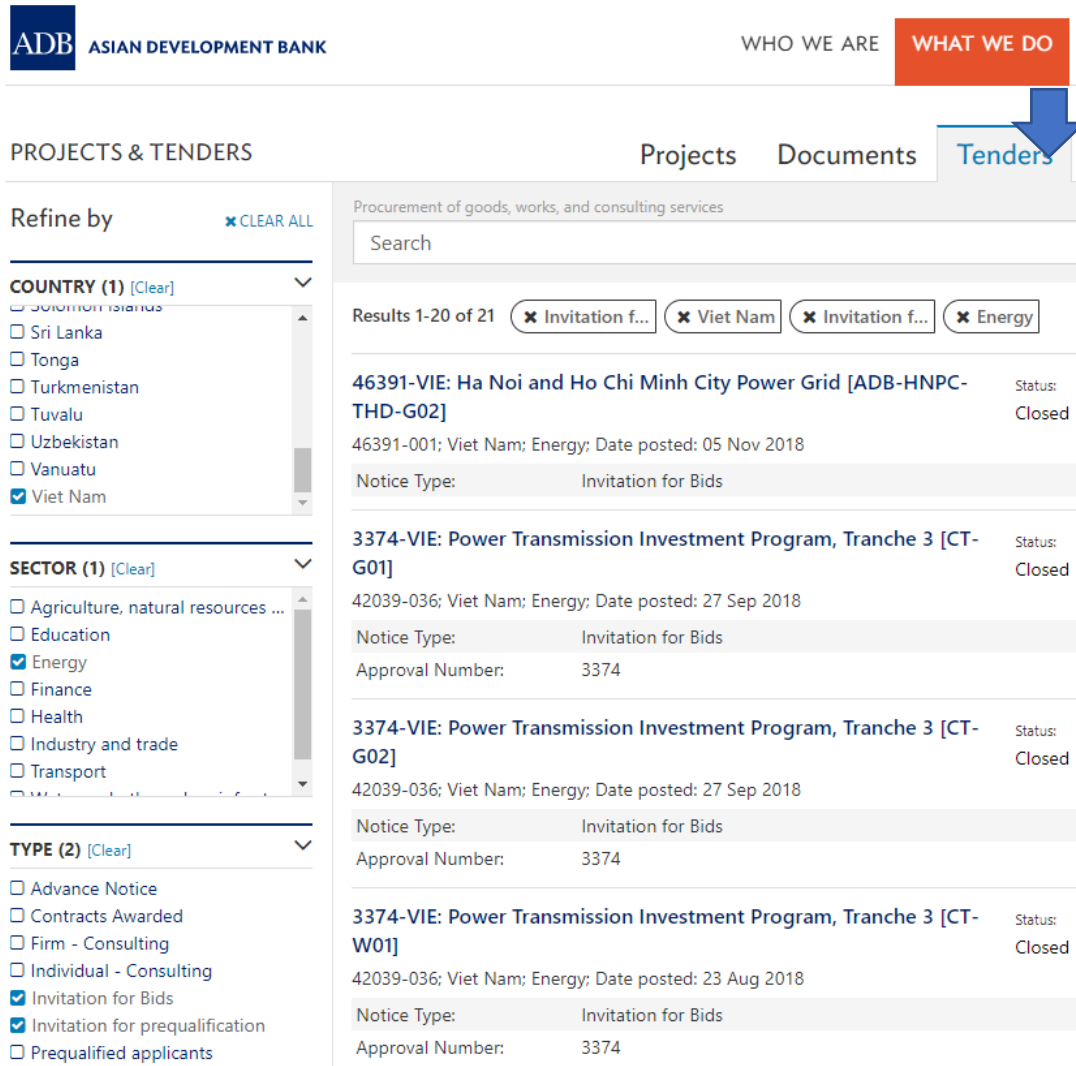
Consulting Services		
Method		Comments
Quality- and Cost-Based Selection for Consulting Firm		

B. Lists of Active Procurement Packages (Contracts)

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.

Works							
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	Prequalification of Bidders: No Domestic Preference Applicable: No Advance Contracting: Yes Bidding
CP-S-03a	Viaduct and elevated stations	401,000,000.00	OCB	Prior	1S1E	Q1 / 2021	
CP-S-03b	Viaduct, Tunnel, underground and elevated station	714,000,000.00	OCB	Prior	1S1E	Q2 / 2021	
CP-S-03c	Viaduct and elevated stations	343,000,000.00	OCB	Prior	1S1E	Q1 / 2021	

Goods & Works – Specific Procurement Notice



ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO

PROJECTS & TENDERS Projects Documents **Tenders**

Refine by [x CLEAR ALL](#)

COUNTRY (1) [Clear]

- Sri Lanka
- Tonga
- Turkmenistan
- Tuvalu
- Uzbekistan
- Vanuatu
- Viet Nam

SECTOR (1) [Clear]

- Agriculture, natural resources ...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Transport

TYPE (2) [Clear]

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

Procurement of goods, works, and consulting services

Search

Results 1-20 of 21 [x Invitation f...](#) [x Viet Nam](#) [x Invitation f...](#) [x Energy](#)

46391-VIE: Ha Noi and Ho Chi Minh City Power Grid [ADB-HNPC-THD-G02] Status: Closed
46391-001; Viet Nam; Energy; Date posted: 05 Nov 2018
Notice Type: Invitation for Bids

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G01] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 27 Sep 2018
Notice Type: Invitation for Bids
Approval Number: 3374

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G02] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 27 Sep 2018
Notice Type: Invitation for Bids
Approval Number: 3374

3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-W01] Status: Closed
42039-036; Viet Nam; Energy; Date posted: 23 Aug 2018
Notice Type: Invitation for Bids
Approval Number: 3374

Invitation for 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)

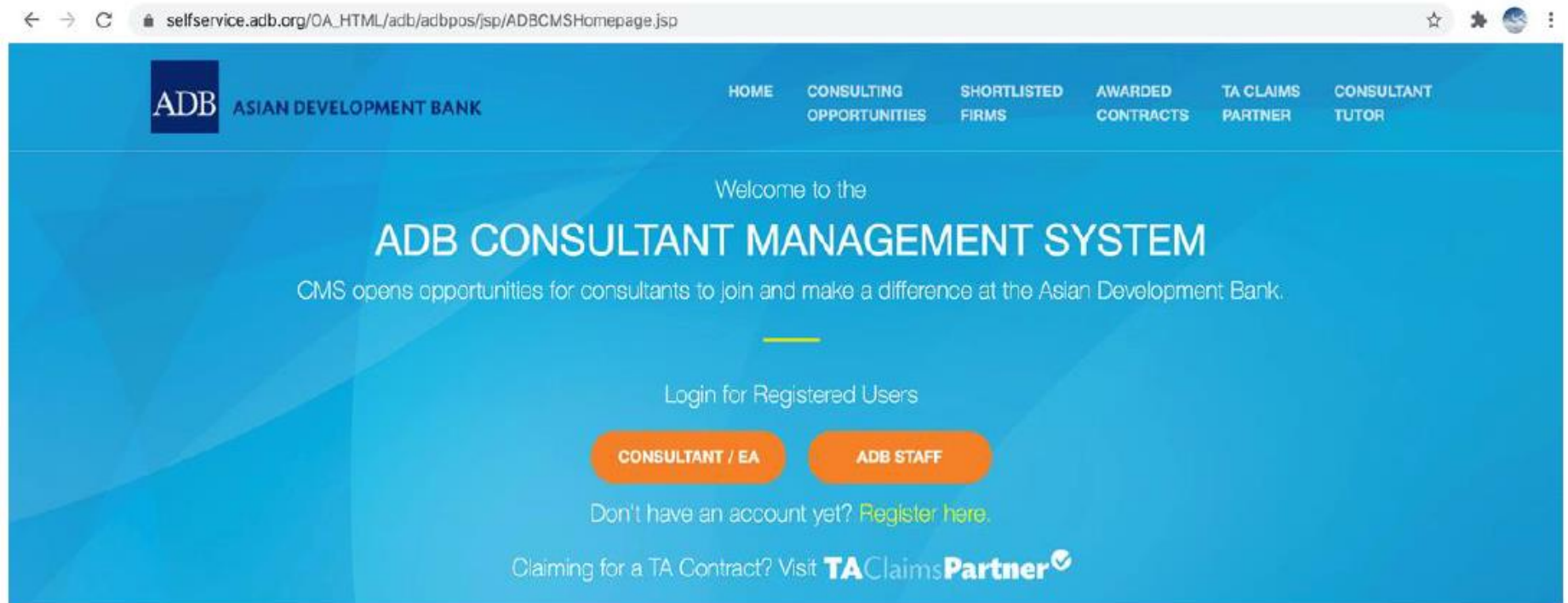
1. This Invitation for Prequalification follows the Procurement Plan for this project that appeared on the Asian Development Bank (ADB) website on 8 December 2017.
2. The **Royal Government of Cambodia** has received financing from ADB toward the cost of **Provincial Water Supply and Sanitation Project**.

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

1. 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 eligible source countries

ADB Consultant Management System (cms.adb.org)



The screenshot shows the homepage of the ADB Consultant Management System. At the top left is the ADB logo and the text "ASIAN DEVELOPMENT BANK". To the right is a navigation menu with links: HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, TA CLAIMS PARTNER, and CONSULTANT TUTOR. The main content area has a blue background with the text: "Welcome to the ADB CONSULTANT MANAGEMENT SYSTEM. CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank." Below this is a "Login for Registered Users" section with two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Don't have an account yet? Register here." is provided. At the bottom, it says "Claiming for a TA Contract? Visit **TA Claims Partner**".



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



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.

[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 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

Login

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!

Need Help?

For inquiries regarding the system, please email cmshelp@adb.org.

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.](#)

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 - 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 checkbox or by entering keywords to search by expertise.

Refine by **Clear All**

COVID-19 Related Assignment

- Yes (29)
- No (136)

Consultant Type

- Firm (31)
- Individual (134)

Eligibility of Consultant Country

- Open to Member Countries Only (165)
- Non-Member Countries Allowed (0)

Engagement Period

- Less than 3 months (9)
- 3 months to 1 year (109)
- More than 1 year (47)

Country

Select All | Select None

- Pakistan (18)
- Palau (6)
- Papua New Guinea (5)
- Philippines (38)
- Samoa (4)
- Solomon Islands (5)
- Sri Lanka (3)
- Tajikistan (3)
- Thailand (5)
- Timor-Leste (2)

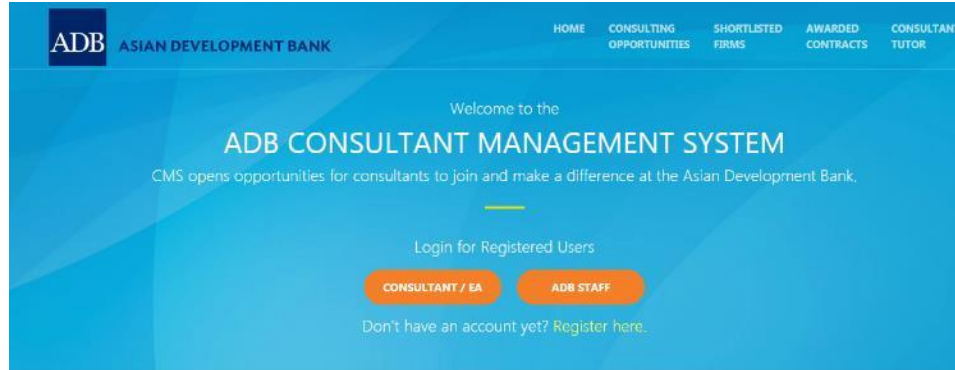
Sector

Search by Expertise **Go**

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
SC 119172 PHI: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	
TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 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	
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	
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	
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	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N36 National Social Dev't, Gender and Land Acquisition Expert LGDP-N36 (53071-001)	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
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	
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	
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	
SC 119216 PHI: National climate resilient agriculture / institutions specialist	National climate resilient agriculture / institutions specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National legal specialist	National legal specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: Accelerating Climate-Resilient Agriculture in the Philippines - Climate Resilient Agriculture / Institutional Specialist	Climate Resilient Agriculture / Institutional Specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
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	
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	



Register for Alerts



Search Consulting Opportunities

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



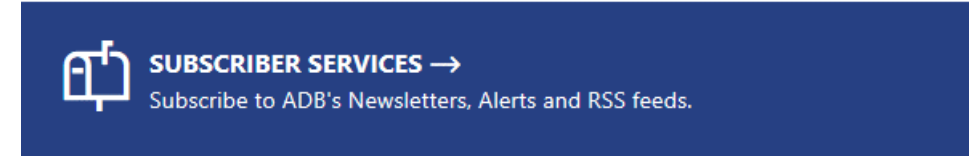
View Shortlisted Firms

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.



Alerts
Links to content posted on ADB.org delivered to your inbox daily or weekly. Daily 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 [Consultant Management System \(CMS\)](#). On Off

Project Information and Documents On Off

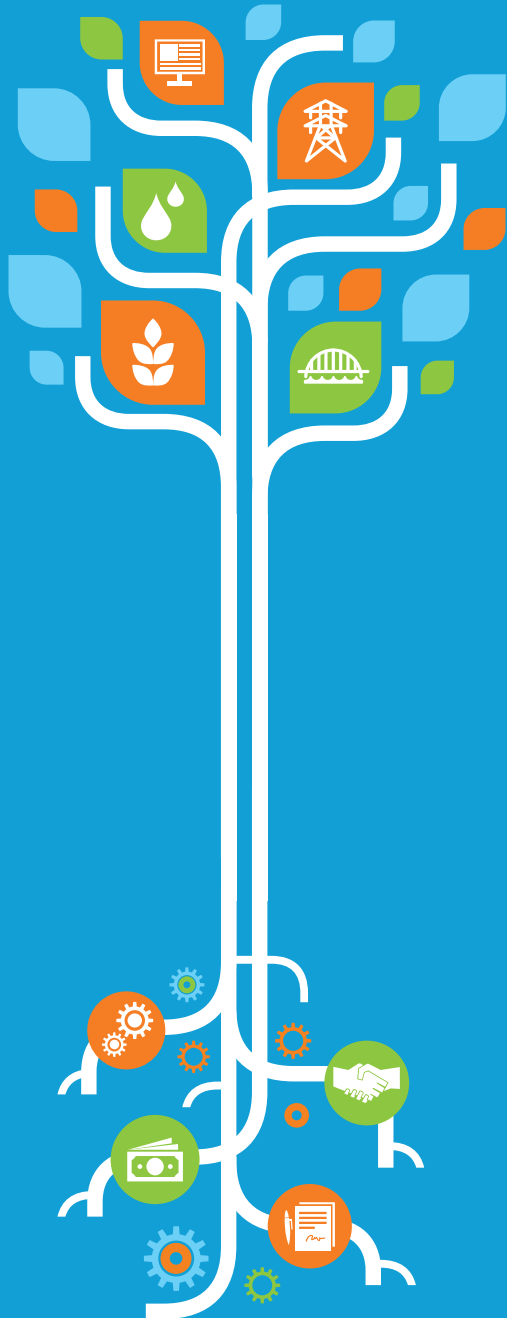
Publications On Off

Safeguard Documents On Off

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: Olivier J. Leonard oleonard@adb.org