The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.





ADB Business Opportunities

24 February 2023

Thomas Robinson Senior Procurement Specialist

Procurement, Portfolio and Financial







Overview

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







ADB Operations





A Brief about ADB



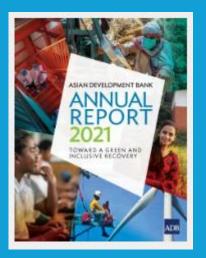


Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees



Founded in 1966, HQ in Philippines





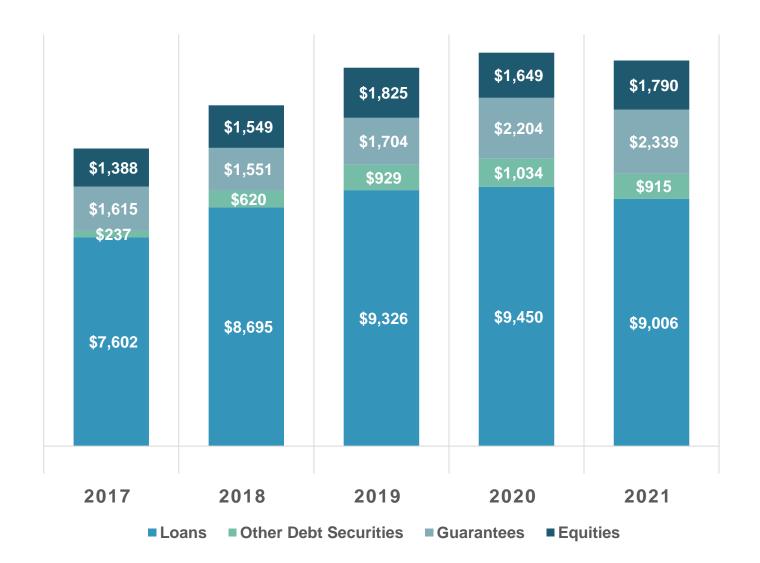


ADB 2021 Sovereign Portfolio by Region TOTAL US\$ 104billion





ADB 2021 Non-Sovereign Portfolio ~ \$14billion









ADB Business Opportunities





2021 ANNUAL PROCUREMENT REPORT



Procurement Volume 2021

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

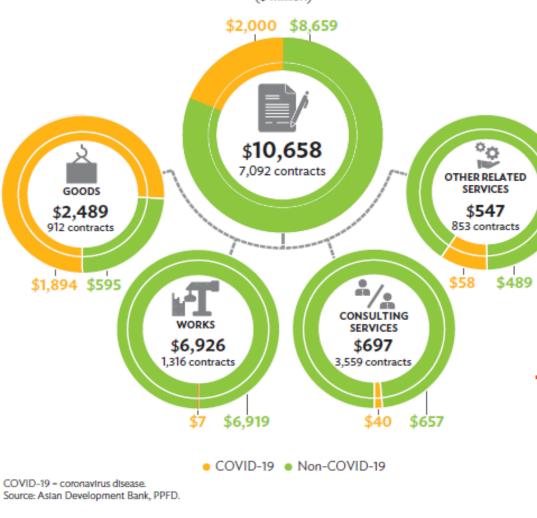


Figure 15: Annual Procurement Statistics, 2017–2021 (\$ billion)



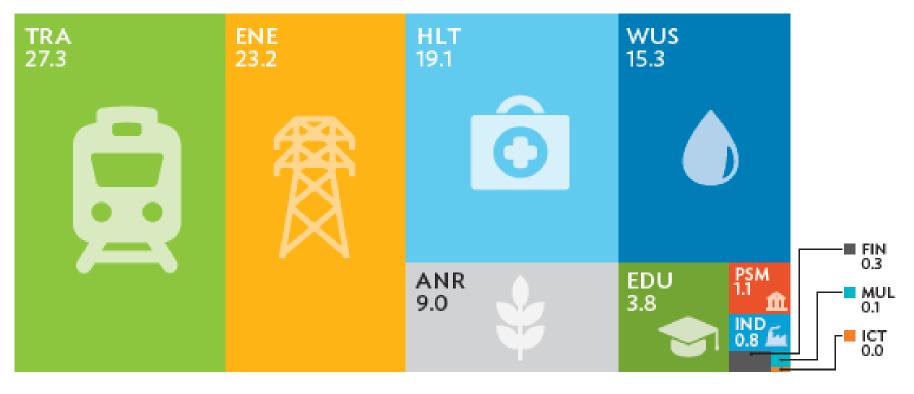
https://www.adb.org/documents/annual-procurementareport-2021

Source: Asian Development Bank, PPFD.



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.





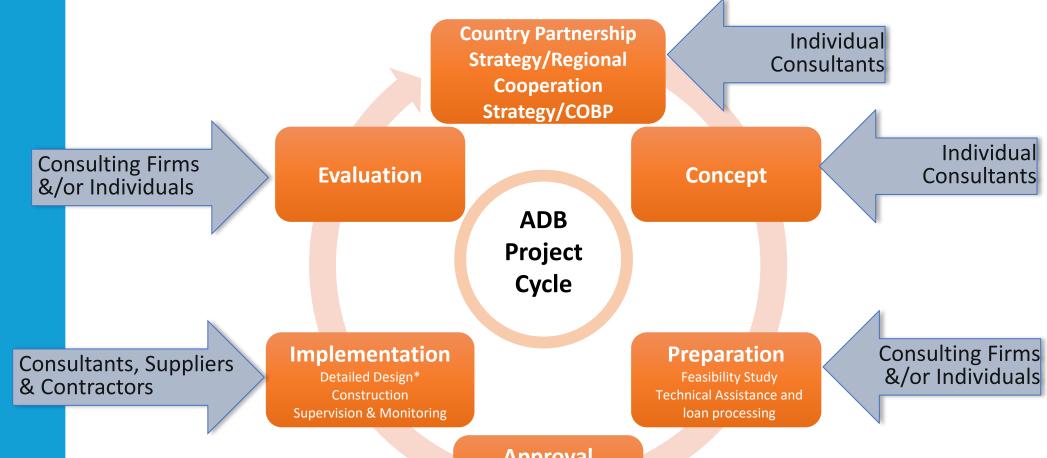
Why Pursue ADB Funded Contracts?

- 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





Supply of goods

Machinery, equipment, ICT, furniture, medical equipment

Civil works

- Roads, railways, bridges, hospitals, 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



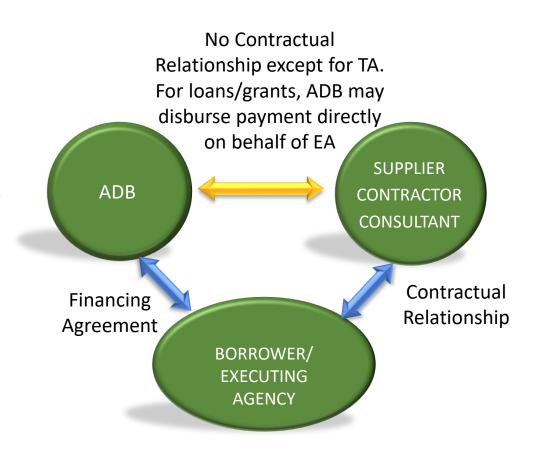


Relationship, Roles and Responsibilities in Procurement

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









Procurement Practices





How Contracts are procured

Standard Bidding Documents

- Goods
- Small Works
- Large Works
- Plant Design, Supply and Installation
- Design-Build-Operate
- IT Products and Services
- Pre- qualification
- Request for Quotation

Selection Method

- 1 Stage 1 Envelope
- 1 Stage 2 Envelope
- 2 Stage bidding

Evaluation Methods

- Most economical Bid
- Life Cycle Costing
- Merit Point Scoring





Developments in Procurement

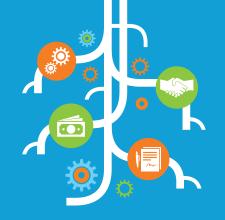
- Sustainable procurement
- Focus on Social Safeguards
- Gender
- Health and Safety







Finding Information







Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Project information
- 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

Operational Procurement





How to find Information on our Website



♠ > Where We Work

Countries with Operations

A		K		S	
Afghanistan	命	Kazakhstan	மி	Samoa	
Armenia	命	[Русский]		Solomon Islands	
Azerbaijan	命	Kiribati		Sri Lanka	命
В		Kyrgyz Republic	மி	т	
Bangladesh	命	L		Tajikistan	命
Bhutan	命	Lao People's Democratic Republic	மி	Thailand	命
				Timor-Leste	மி





Project Information

ADB Projects in Bangladesh

Approved/Active

56171-001 | 16 JAN 2023

Supporting Water Supply and Sanitation Regulatory Mechanism Development

56089-001 | 19 DEC 2022

Strengthening Vocational High Schools in South Asia

55117-001 | 14 DEC 2022

Adaptation Metrics to Scale Up and Align Investment with Climate-Resilient Development

42169-024 | 14 DEC 2022

Greater Dhaka Sustainable Urban Transport Project -Additional Financing

56172-001 | 13 DEC 2022

Support for Preparation of South Asia Subregional Economic Cooperation Dhirasram Inland Container Depot Project

Proposed

50192-004

Supporting Fourth Primary Education Development Program-Additional Financing

■ View all projects

50140-002

Improving Computer and Software Engineering Tertiary Education Project

56004-001

Gas Sector Efficiency Improvement Program

53378-001

Strengthening Agricultural Tertiary Education Project

56229-001

Support for Climate Financing

Featured



Securing a Sustainable Water Resource for Dhaka

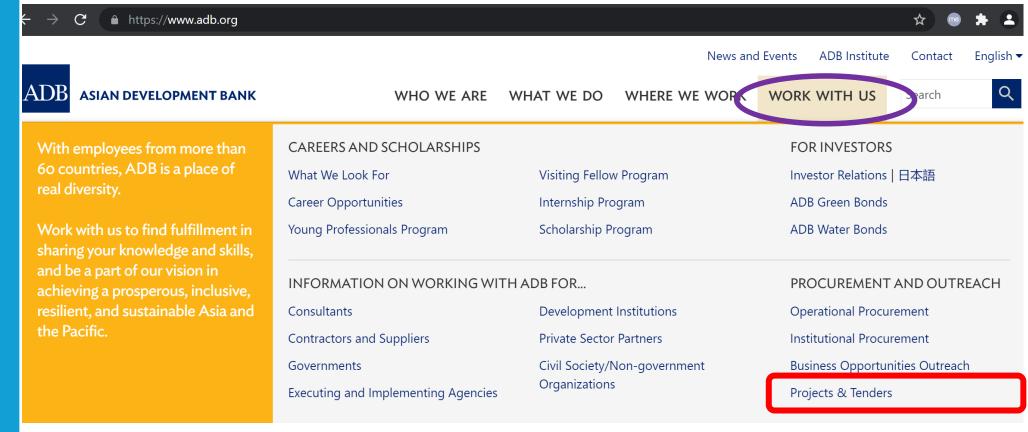
Bangladesh embraces the world's largest river delta but is in dire need of drinkable water.



See procurement and consulting opportunities



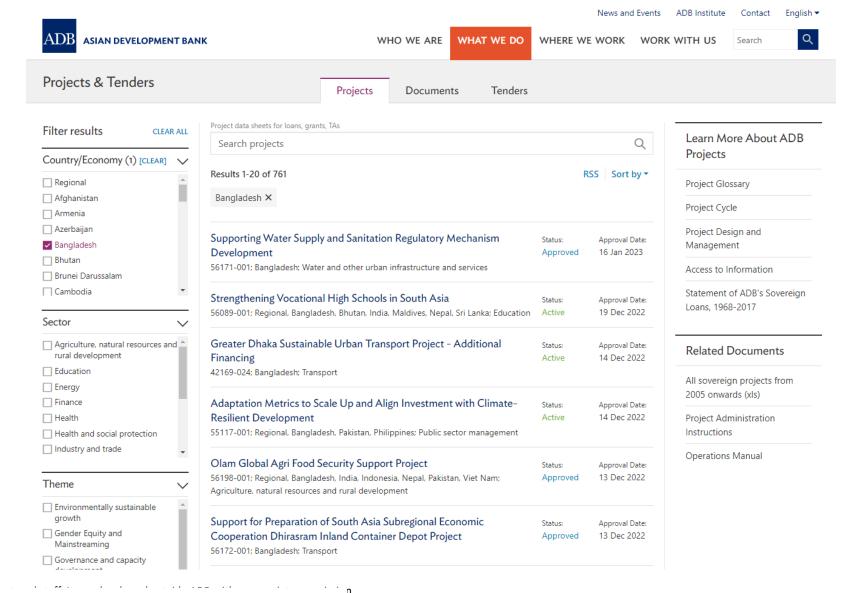
How to find Information on our Website







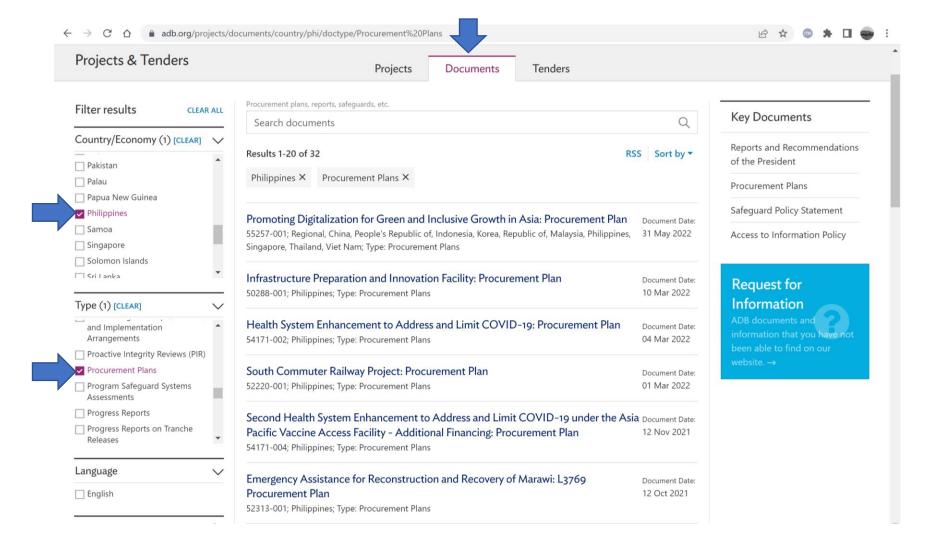
Project Information







Goods & Works – Procurement Plans







Procurement Plans...

65

Appendix A - PROCUREMENT PLAN

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:				
Project Procurement Risk: High	N/A				
Project Financing Amount: US\$6,395,200,000 ADB Financing: US\$4,300,000,000 Cofinancing (ADB Administered): Non-ADB Financing: US\$1,670,000,000	Project Closing Date: 31 December 2028				
Date of First Procurement Plan: 1 March 2022	Date of this Procurement F	Plan: 1 March 2022			
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)

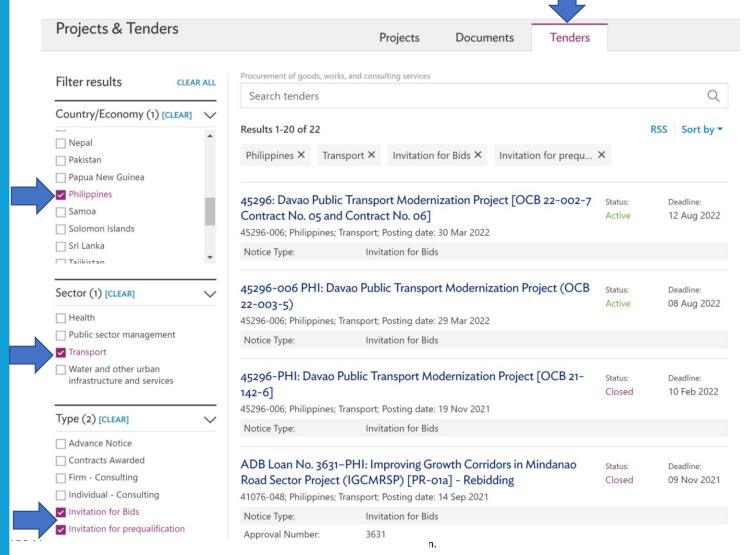
The following table lists goods, works, and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.

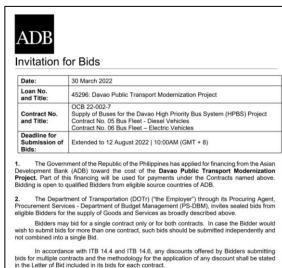
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Procedure	Advertisement Date (quarter/year)	Comments
CP-S-02	Viaduct and elevated stations	415,000,000.00	Open Competitive Bidding (OCB)	Prior	1S1E	Q4 / 2020	Prequalificati on of Bidders: No
CP-S-03a	Viaduct 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





Goods & Works – Specific Procurement Notices





The Employer shall evaluate and compare Bids on the basis of each contract separately or multiple contracts combined in order to arrive at the least-cost combinations for the Employer.

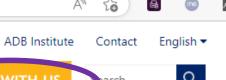
by taking into account such discounts offered by Bidders for the award of multiple contracts.





How to find Information on our Website

https://www.adb.org/work-with-us/main





WHO WE ARE

WHAT WE DO

WHERE WE WOR

WORK WITH US

FOR INVESTORS

Investor Relations 日本語

ADB Green and Blue Bonds

News and Events



With employees from more than 60 countries, ADB is a place of real

Work with us to find fulfillment in sharing your knowledge and skills, and 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

ADB Theme 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

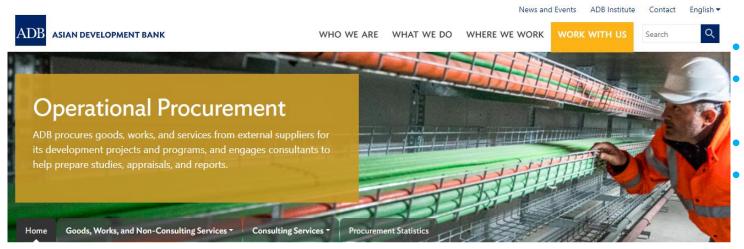
Business Opportunities Outreach

Projects & Tenders





Operational Procurement



Procurement Plans
Prequalified
 Contractors
Contracts Awarded
Bidding Procedures

♠ > Work with Us > 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

developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



Consulting Services

ADB engages individual consultants and consultin to provide expert advice such as in contract prepar project supervision, and to help ADB to prepare appraisals, and reports.

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.



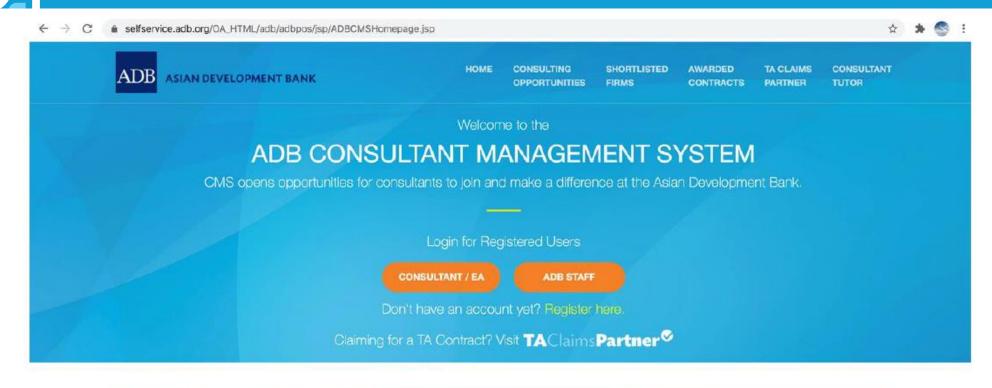






ADB Consultant Management System (cms.adb.org)















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 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)

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.

L	0	g	İI	1

Login using your registered 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 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 - 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.

define by Clear	All Search by Expertise	Go					
COVID-19 Related Assignment					(Previous 1-25	✓ <u>Next 25</u>
☐ Yes (26) ☐ No (170)	Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSR
Consultant Type Firm (44)	LOAN-4265 IND: Assam South Asia Subregional Economic Cooperation Corridor Connectivity Improvement Project - ARNIP/C/CS-1 Consultancy services for road safety improvement on state highways and major district roads in project area of ASCCIP (53335-001)	Road safety audit and implementation of road safety improvement for highway projects	d Firm	60	21-Feb-2023	22-Mar-2023 11:59 PM	······································
☐ Individual (152) Eligibility of Consultant Country	LOAN-3740 PRC: Yangtze River Green Ecological Corridor Comprehensive Agriculture Development Project - CS-SR-HBPMO-2022-01 Research on Social Benefits Evaluation and Sustainable Mechanism Construction of the Yangtze River Green Ecological Corridor Project (51116-002)	Public Administration; Agricultural and Rural Development	Firm	12	17-Feb-2023	18-Mar-2023 11:59 PM	iii)
Open to Member Countries Only (195) Non-Member Countries Allowed (1)	TA-6551 REG: Water, Sanitation and Hygiene Officer — Chuuk FSM - Strengthening WASH Practices and Hygiene Behavioral Change in the Pacific (54227-001)	WASH, Community Engagement, Project Management	Individual	2.9	08-Dec-2022	17-Mar-2023 11:59 PM	пф
Engagement Period	TA-9897 REG: Accelerating Sanitation for All in Asia and the Pacific - MON: Evidence-based public health risk assessment funding for and development of WASH Behavior Change Communication Strategy and Action Plan for Soum Centers (53266-001)	Water Supply and Sanitation	Firm	9	21-Feb-2023	14-Mar-2023 04:00 PM	пф
Less than 3 months (7) 3 months to 1 year (137) More than 1 year (52)	TA-6950 BAN: Supporting Education Sector Projects - Organizational Development of the National Academy for Educational Management (56088 001)	Education	Firm	6	18-Feb-2023	13-Mar-2023 04:00 PM	ı
J Flore dial 1 year (52)	LOAN-4242 IND: Connecting Economic Clusters for Inclusive Growth in Maharashtra - QIIS Quality Infrastructure Investment Services (52298-002)	Road Transport Expert	Firm	24	10-Feb-2023	11-Mar-2023 11:59 PM	113
<u>Country</u> <u>Sector</u>	TA-6756 REG: Improving Infrastructure Sustainability Through Better Asset Management - Mapping the Future of Road User Charging in Developing Asia and the Pacific (55059-001)	Asset Management	Firm	12	28-Jan-2023	08-Mar-2023 04:00 PM	ı.
Ingagement Type	LOAN-3443 PRC: Qinghai Haidong Urban-Rural Eco Development Project - HD-CB-CS5 Support on River Smart Management (48102-002)	Environment; water resource planning	Firm	14	07-Feb-2023	08-Mar-2023 11:59 PM	ıı Ş
onsultant Source	TA-10071 REG: A Differentiated Approach to Building Economic Management Capacity in the North Pacific (56022-001)	Economist	Firm	40	21-Feb-2023	07-Mar-2023 11:59 PM	
	TARROCE DEG D. L CD. CC. D Helby, D.C. No. 1 O4		-	10	24 5 1 2022	07 14 2022	





CSRN Profile

LOAN-3740 PRC: Yangtze River Green Ecological Corridor Comprehensive Agriculture Development Project - CS-SR-HBPMO-2022-01 Research on Social Benefits Evaluation and Sustainable Mechanism Construction of the Yangtze River Green Ecological Corridor Project (51116-002)

Date Published: 17-Feb-2023 Deadline of Submitting EOI: 18-Mar-2023 11:59 PM Manila local time

Back

Express Interest

VTIP If interested in this assignment, click the "Express Interest" button to get started.

Profile	Terms of Reference Cost	Estimate				
Selection	n Profile					
	Consultant Type	Firm			Source	National
			Qualifications Selec		Technical Proposal Agriculture Development Project	Biodata Technical Proposal (BTP)
	Package Number	-	_	·		nd Sustainable Mechanism Construction of the Yangtze
	rackage Number	CS-SR-HBPM	0-2022-01	rackage Name	River Green Ecological Corridor Project	nd sustainable mechanism construction of the rangize
	Advance Action		O _{No}		Approval Number	3740
	Engagement Period					16-Nov-2018
	Consulting Services Budget	•			Estimated Commencement Date	
		Estimated	O Maximum			
	Open to non-Member Countries	○ Yes	● No			

Additional Information

Possibility of contract extension In general, ADB consulting contracts may be extended to a reasonable degree when doing so is justified within ADB's core

procurement principles. Any extensions are subject to operational needs, consultant performance, and continued availability of

funds.

Specific considerations for this assignment, if any, are discussed here: None.

Possibility of consideration for downstream assignment O Yes O No Not known

Indefinite Delivery Contract (IDC) O Yes O No Country of assignment China

Country of eligibility for national consultants Same as country of assignment

Individuals who have appropriate authorization to legally reside and work in the country of the assignment but do not hold the

nationality of that country may also be considered as national consultants.

COVID-19 Related Assignment O Yes O No

Contact Information

Project Officer Huang Shuai

Hubei Provincial Department of Agriculture and Rural Areas

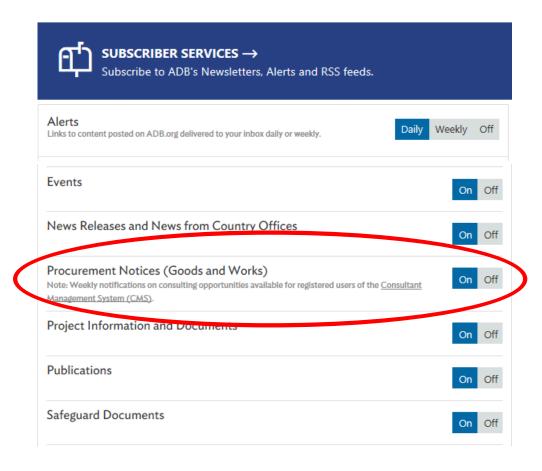
Email 2903265358@gg.com







Register for alerts



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





For more information: adb.org

Contact: Thomas Robinson <u>trobinson@adb.org</u>



Thank You.

