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ADB

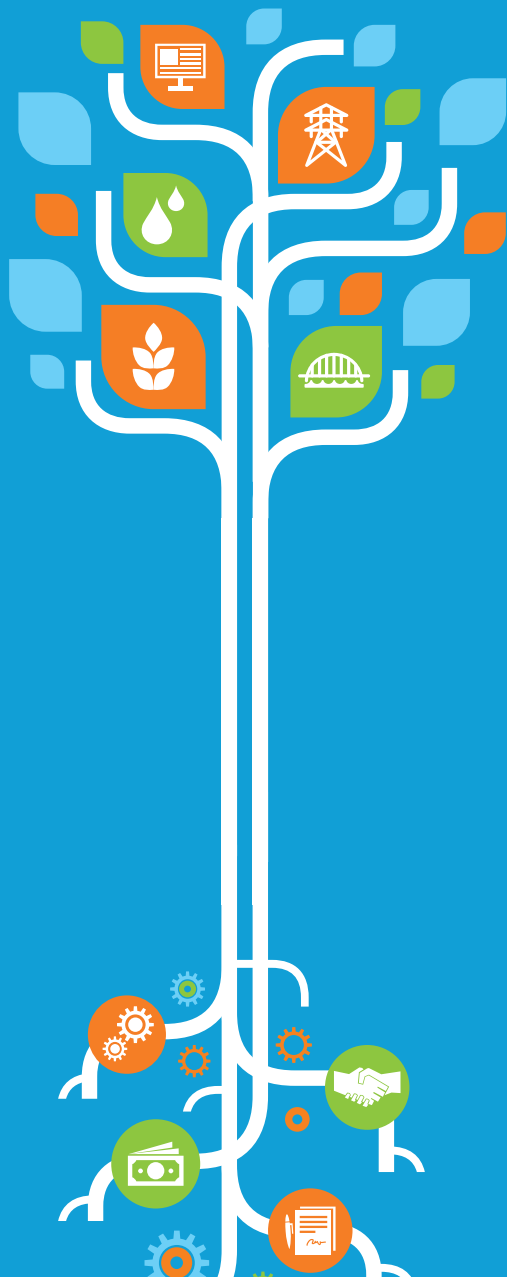
ADB Business Opportunities

4th July 2023

Michael Walsh
Procurement Specialist

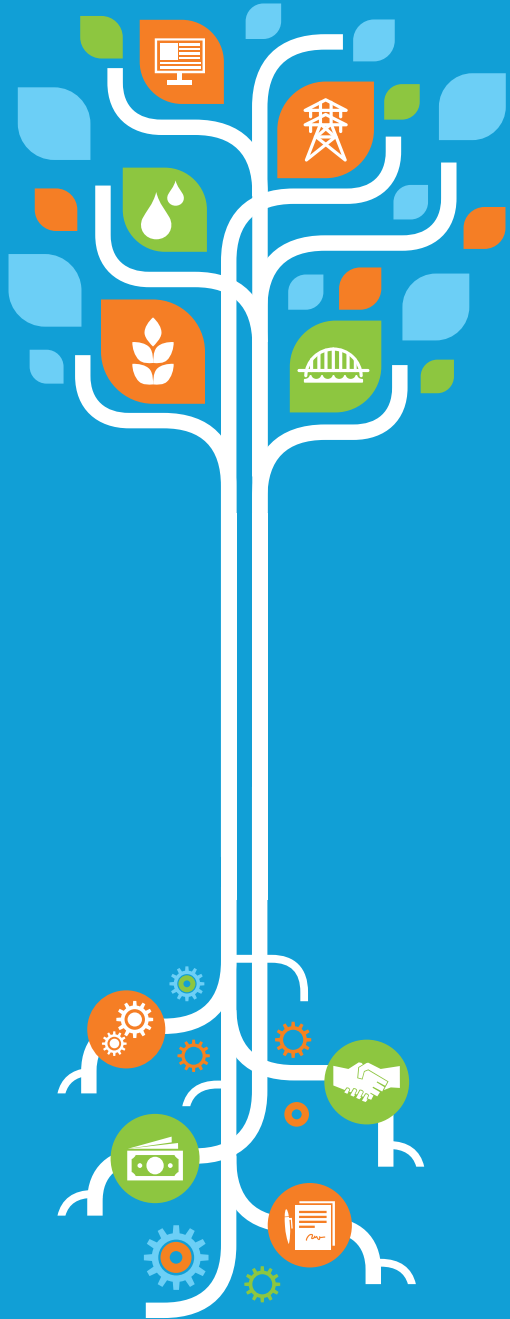
Procurement, Portfolio and Financial
Management Department

BUSINESS
OPPORTUNITIES



Overview

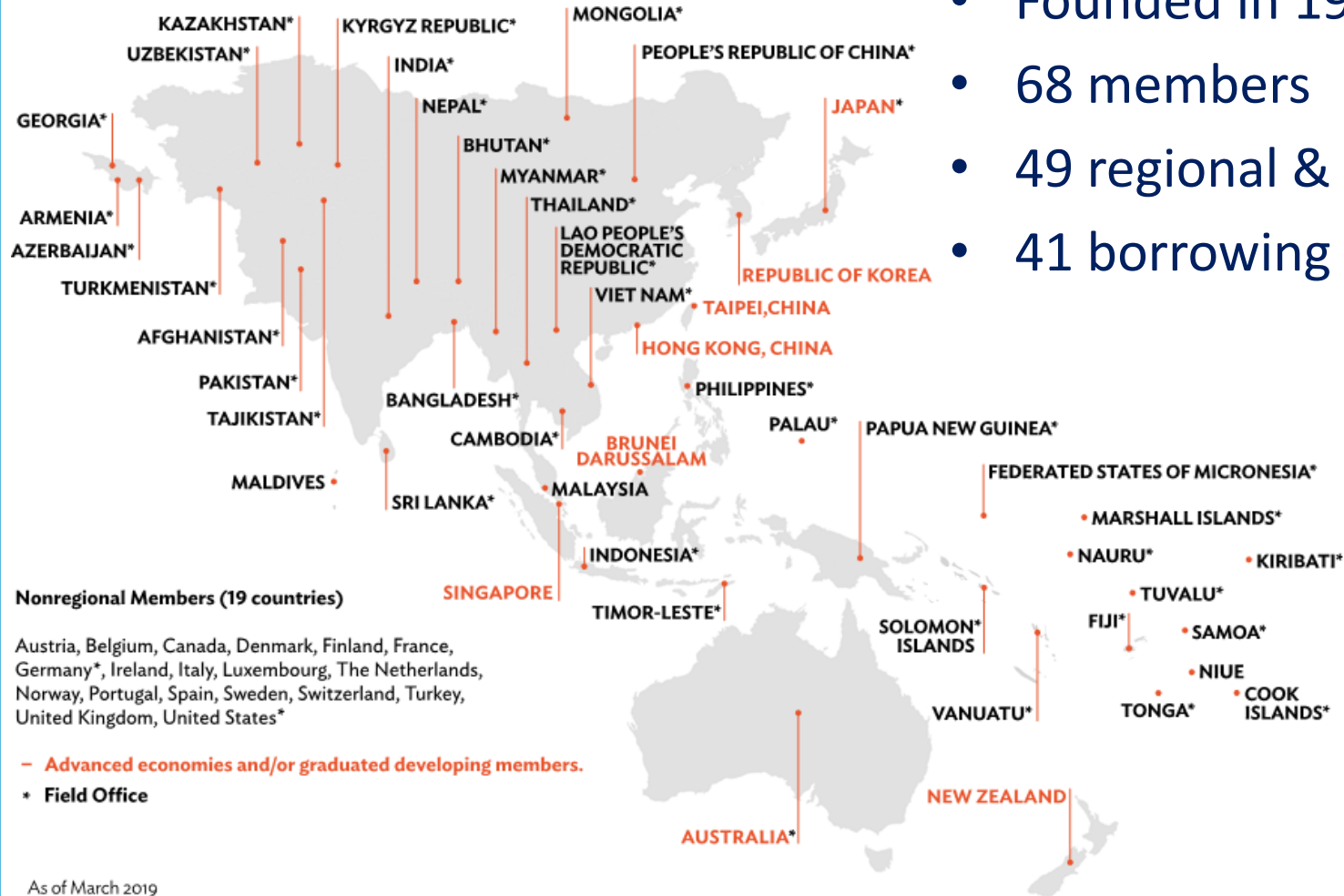
1. Snapshot of ADB and its Operations
2. Business Opportunities
3. How to find information and get involved



ADB Operations

A Brief about ADB

- Founded in 1966, HQ in Philippines
- 68 members
- 49 regional & 19 non-regional
- 41 borrowing members



As of March 2019

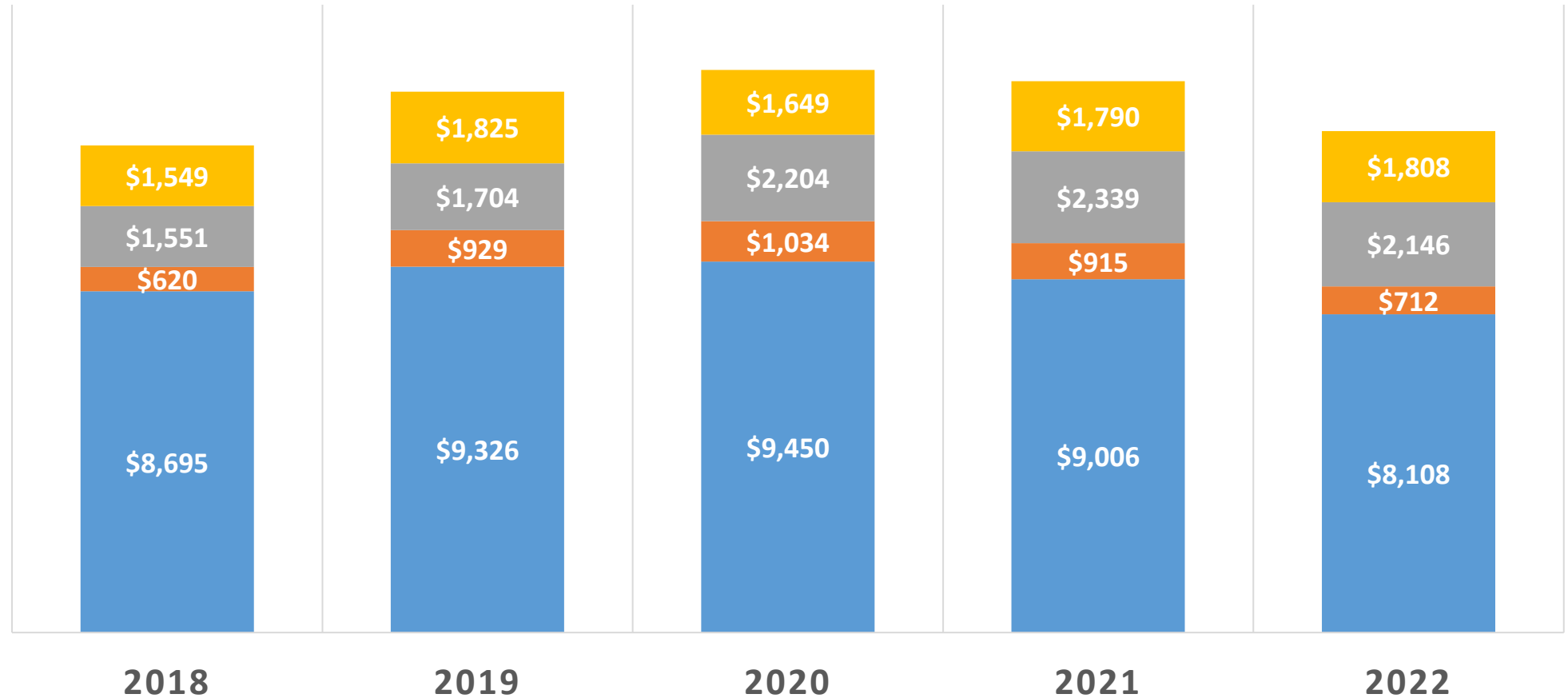
Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees

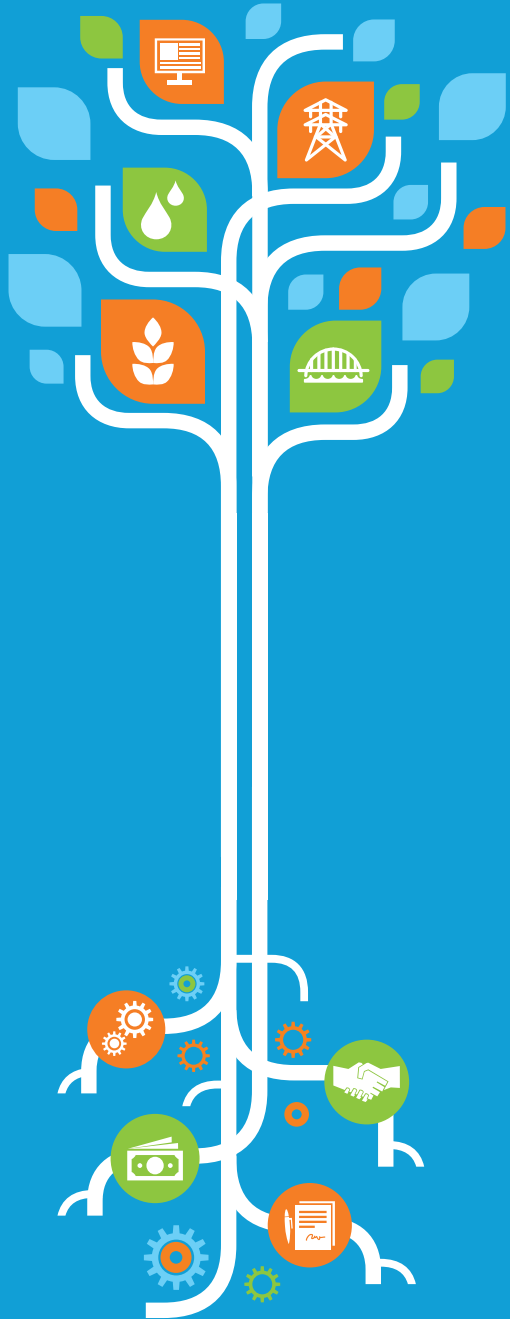
ADB 2022 Sovereign Portfolio by Region ~ \$101b



ADB 2022 Non-Sovereign Portfolio ~ \$13b

Loans Other Debt Securities Guarantees Equities

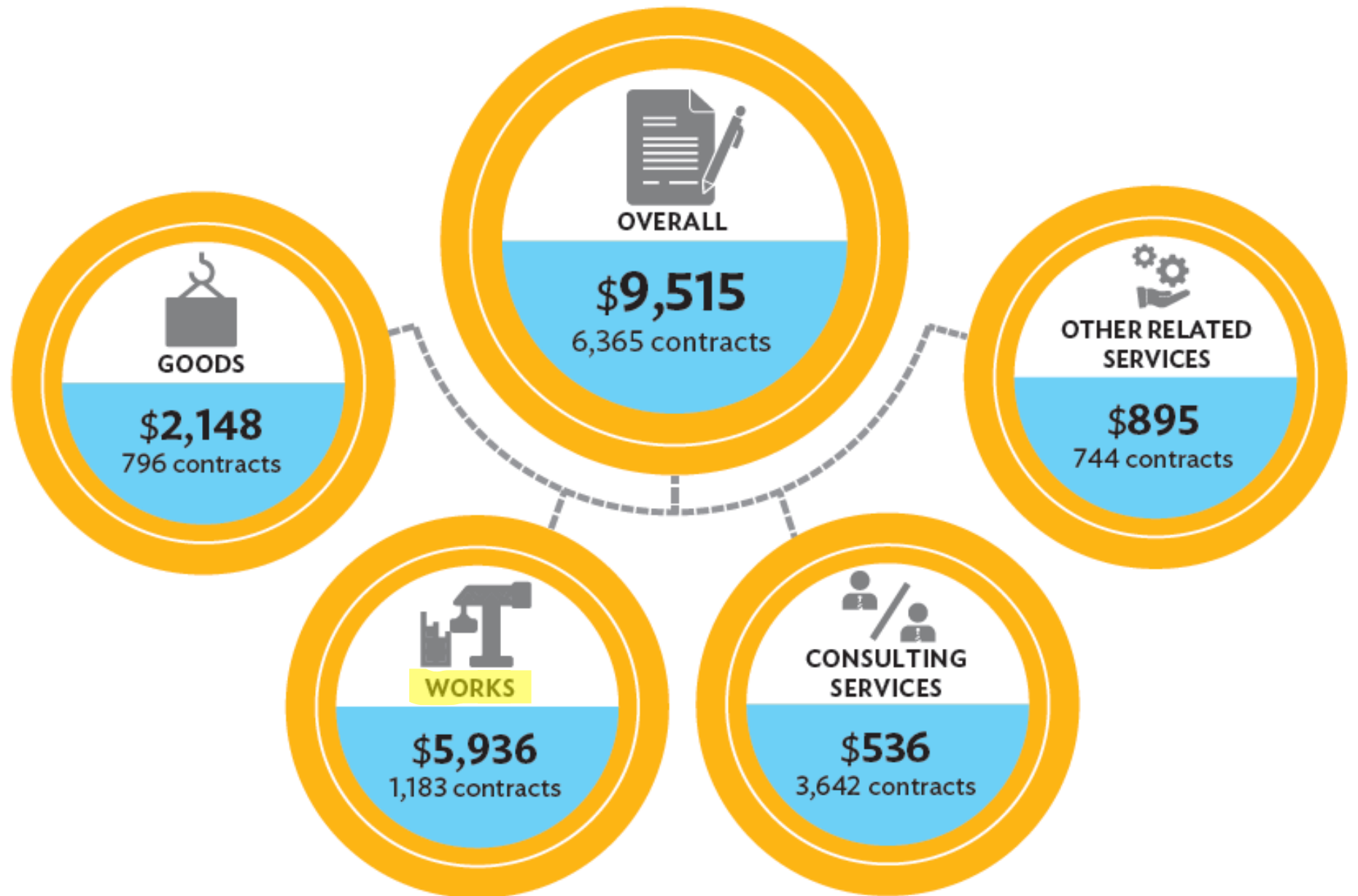




ADB Business Opportunities

Overall Procurement in 2022

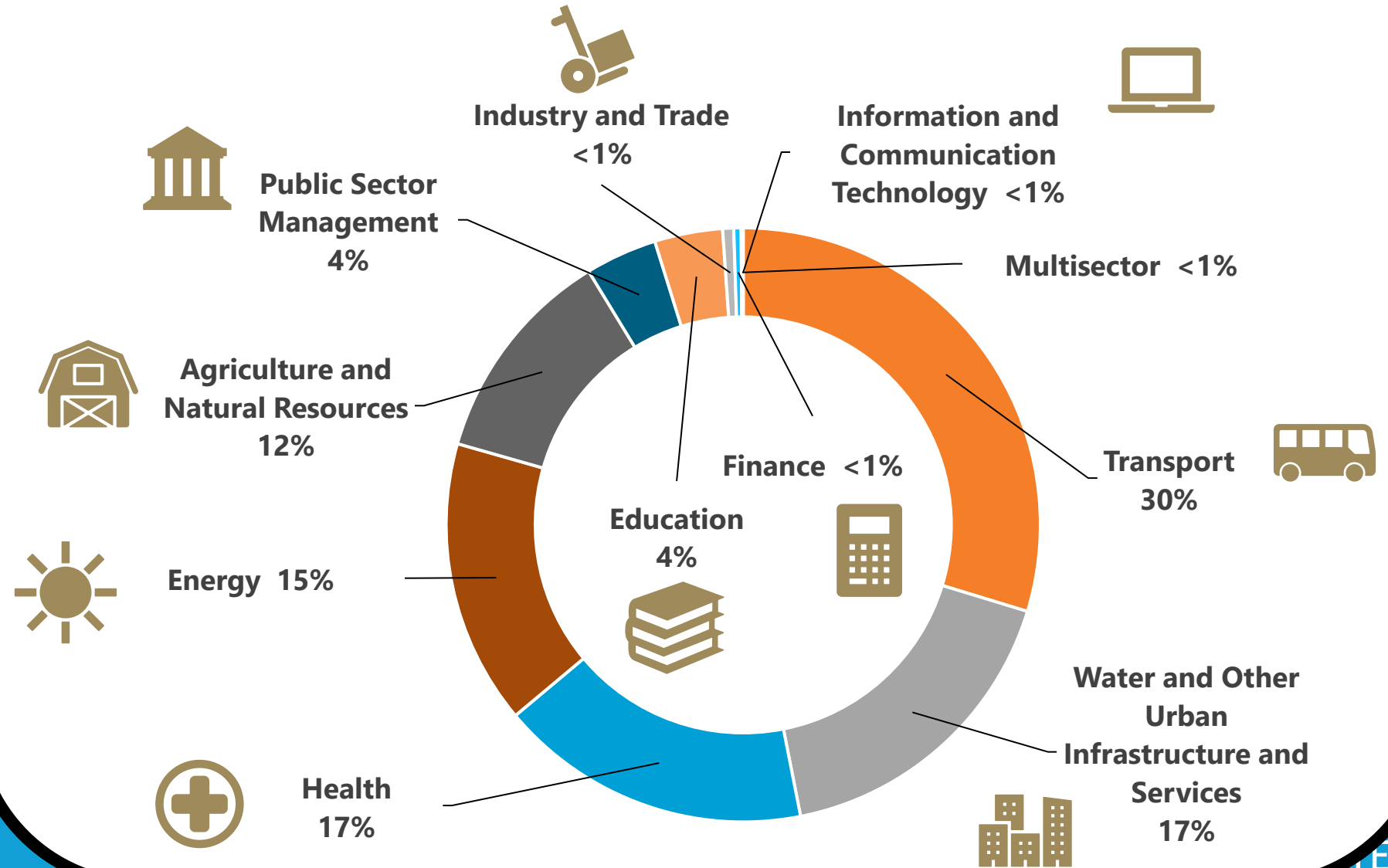
ADB



Source: Asian Development Bank, PPFID.



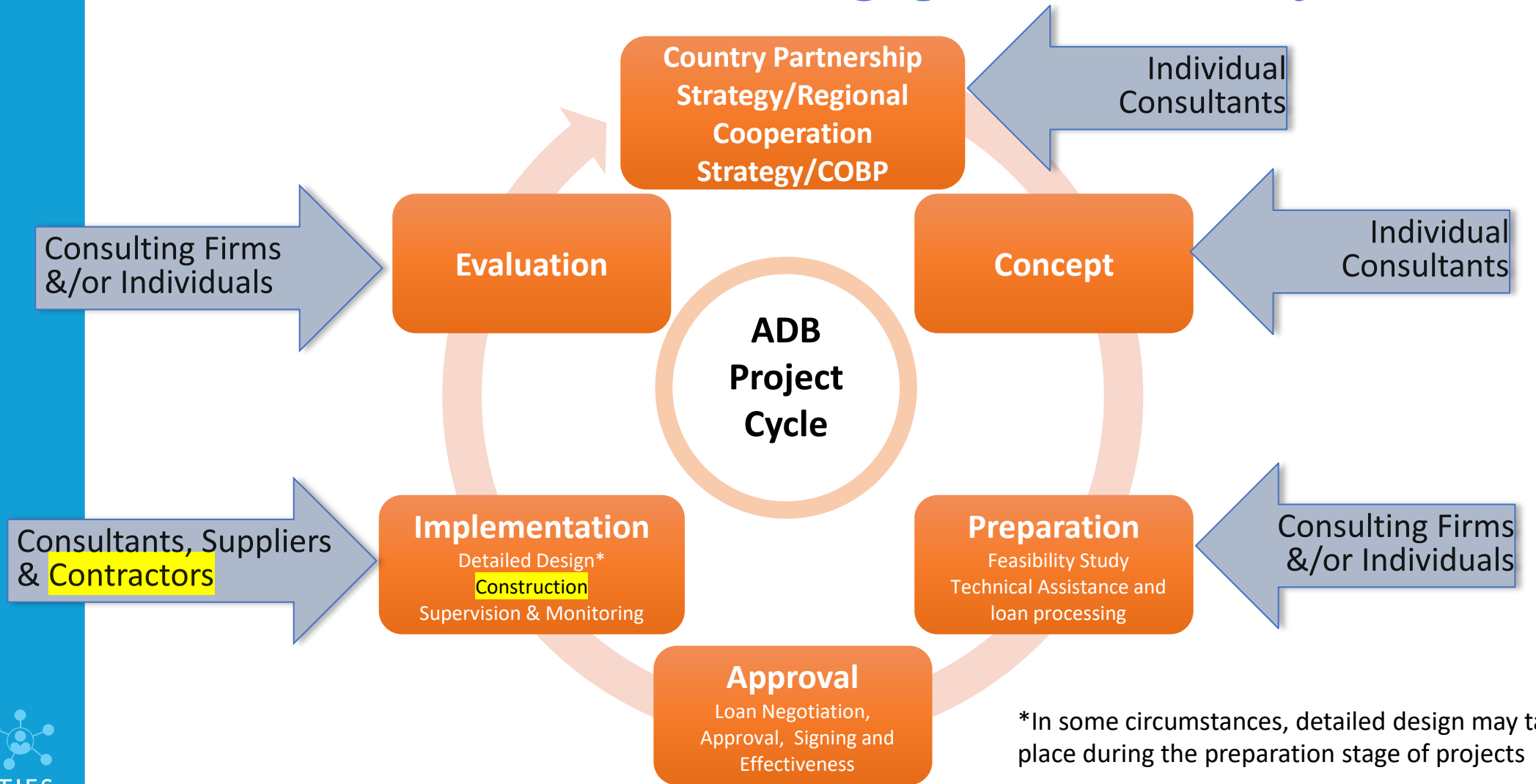
What do we work on? (Share of procurement by sector, 2022)



Types of business opportunities for Contractors

- Roads,
- railways,
- bridges,
- irrigation canals,
- airports,
- schools, buildings
- Power plants,
- pump stations,
- water treatment plants,
- heating plants
- etc

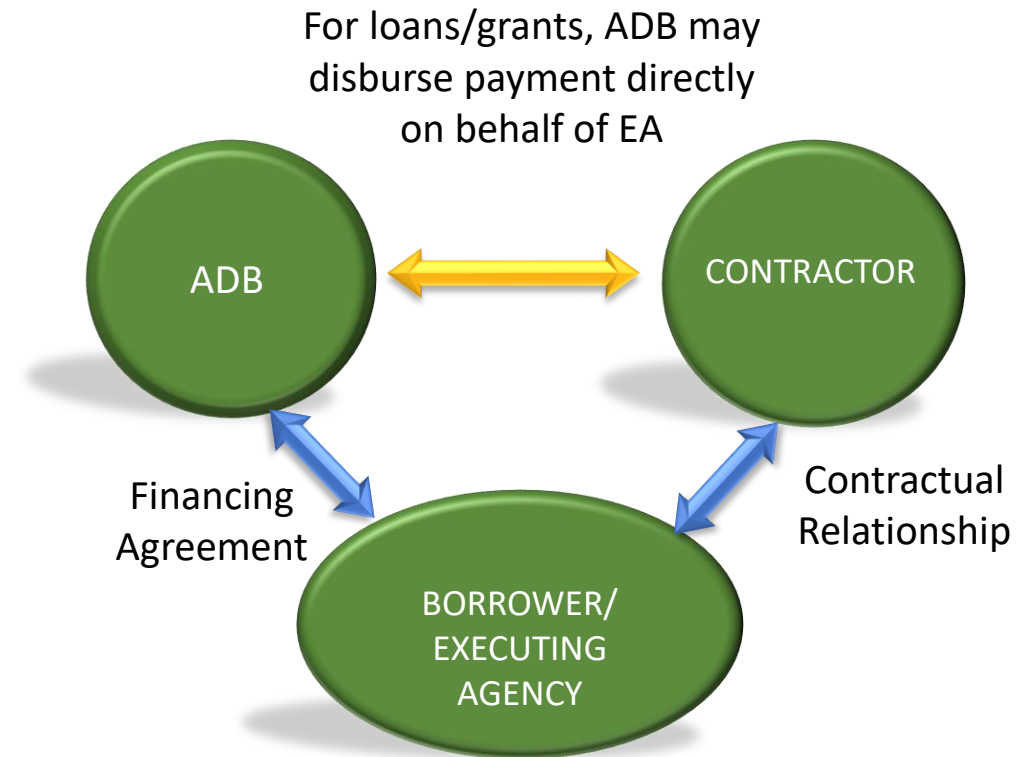
When is Private Sector engaged in ADB Projects?



Relationship, Roles and Responsibilities in Procurement

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

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

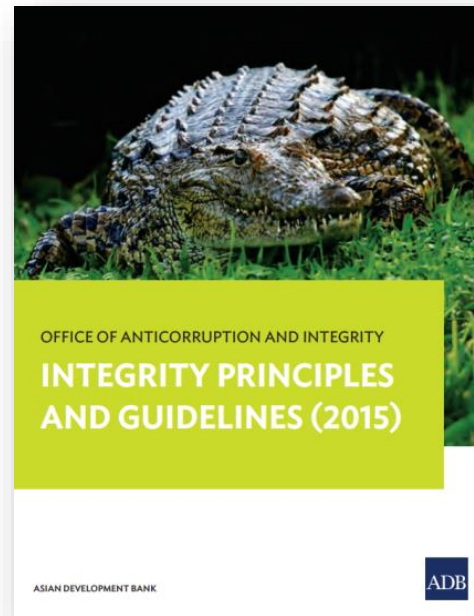


Why Pursue ADB Funded Contracts?

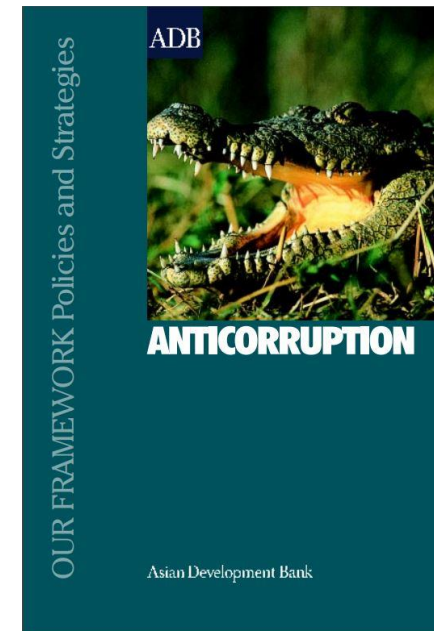
- Assured financing for goods, works, and services*
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong oversight by ADB

ADB's Anticorruption Policy & Guidelines

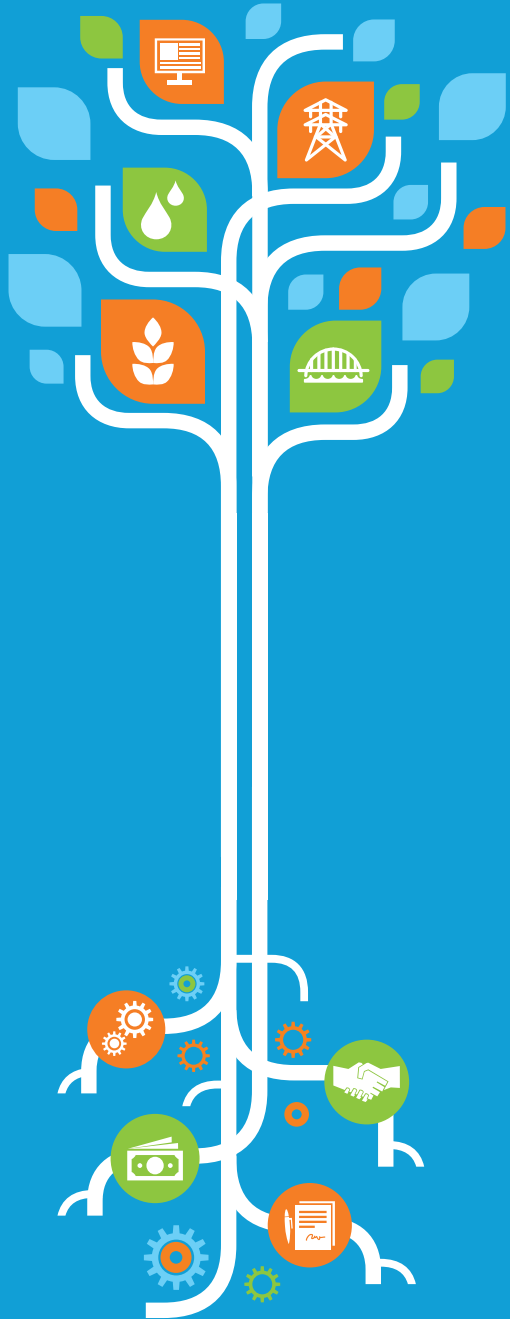
Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.



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

How to find Information on our Website



Philippines and ADB

ADB supports the Philippines' recovery from the COVID-19 pandemic through its country partnership strategy 2018–2023 — focusing on infrastructure investment, local economic development, and social investments.

Main

Overview

Strategy

Data

Opportunities

FAQs

Contacts

COVID-19

Home > 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 developing 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

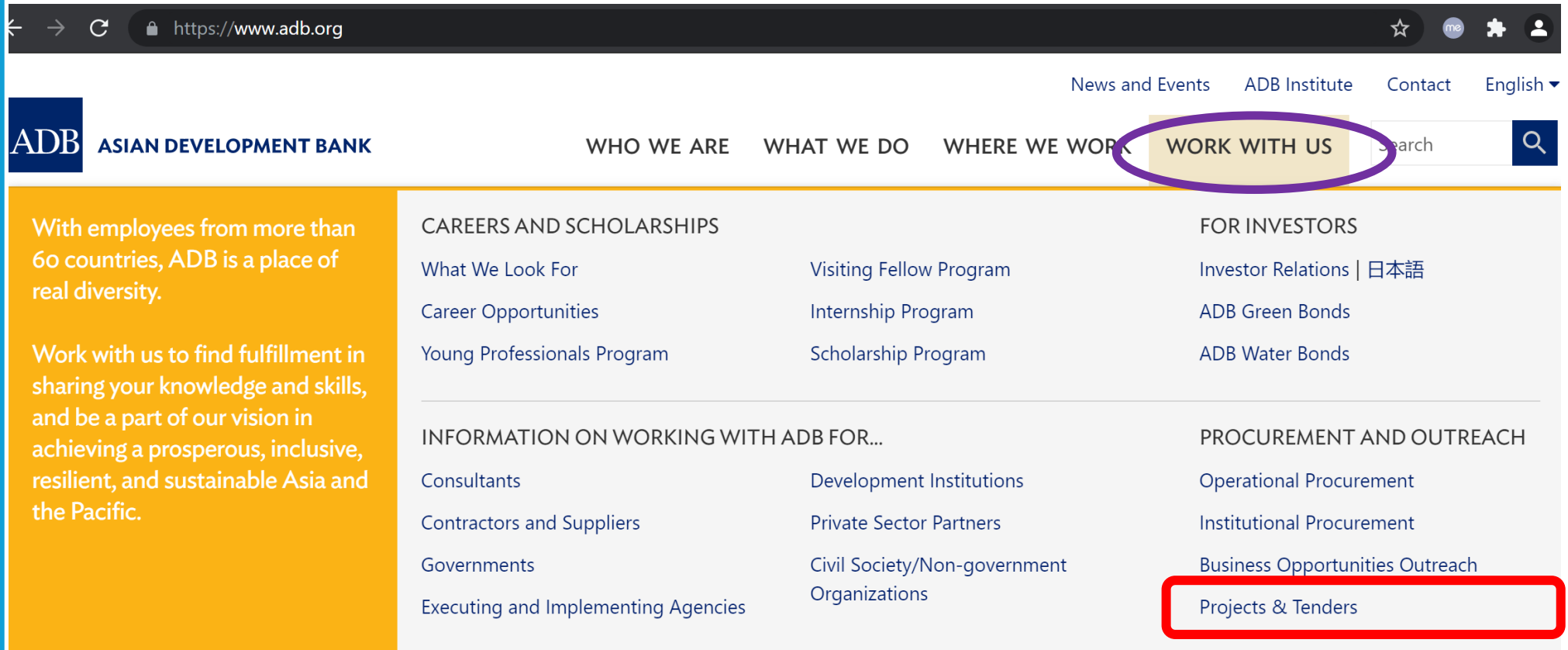


Extract from COBP...

| Project/Program Name ^a | Sector | Poverty Targeting | Operational Priority | Division | Year of TRTA/ PRF | Cost (\$ million) | | | | | Gov't | Co-finance ^b |
|---|---------------|-------------------|-----------------------------------|------------------|-------------------|-------------------|---------|-----|------------|---------|-------|-------------------------|
| | | | | | | Total | ADB | | | Total | | |
| | | | | | | | Regular | COL | ADF Grants | | | |
| Baguio City Sanitation Improvement Project | WUS | TI-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 ^c |
| 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 | ... | ... |



How to find Information on our Website



The screenshot shows the ADB website interface. At the top, there is a navigation bar with links for "News and Events", "ADB Institute", "Contact", and "English". Below this is a secondary navigation bar with "WHO WE ARE", "WHAT WE DO", "WHERE WE WORK", and "WORK WITH US". The "WORK WITH US" menu item is circled in purple. Underneath, there are three main content columns:

- Left Column (Yellow background):** Contains two paragraphs of text: "With employees from more than 60 countries, ADB is a place of real diversity." and "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."
- Middle Column:** Titled "CAREERS AND SCHOLARSHIPS", it lists "What We Look For", "Career Opportunities", and "Young Professionals Program". Below this is a section titled "INFORMATION ON WORKING WITH ADB FOR..." which lists "Consultants", "Contractors and Suppliers", "Governments", and "Executing and Implementing Agencies".
- Right Column:** Titled "FOR INVESTORS", it lists "Investor Relations | 日本語", "ADB Green Bonds", and "ADB Water Bonds". Below this is a section titled "PROCUREMENT AND OUTREACH" which lists "Operational Procurement", "Institutional Procurement", "Business Opportunities Outreach", and "Projects & Tenders". The "Projects & Tenders" link is highlighted with a red box.



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...

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 Notices

Projects & Tenders Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search tenders 🔍

Results 1-20 of 22 [RSS](#) | [Sort by](#) ▾

Philippines X
 Transport X
 Invitation for Bids X
 Invitation for prequ... X

45296: Davao Public Transport Modernization Project [OCB 22-002-7 Contract No. 05 and Contract No. 06]

45296-006; Philippines; Transport; Posting date: 30 Mar 2022

Notice Type: Invitation for Bids

Status: **Active**

Deadline: 12 Aug 2022

45296-006 PHI: Davao Public Transport Modernization Project (OCB 22-003-5)

45296-006; Philippines; Transport; Posting date: 29 Mar 2022

Notice Type: Invitation for Bids

Status: **Active**

Deadline: 08 Aug 2022

45296-PHI: Davao Public Transport Modernization Project [OCB 21-142-6]

45296-006; Philippines; Transport; Posting date: 19 Nov 2021

Notice Type: Invitation for Bids

Status: **Closed**

Deadline: 10 Feb 2022

ADB Loan No. 3631-PHI: Improving Growth Corridors in Mindanao Road Sector Project (IGCMRSP) [PR-01a] - Rebidding

41076-048; Philippines; Transport; Posting date: 14 Sep 2021

Notice Type: Invitation for Bids

Approval Number: 3631

Status: **Closed**

Deadline: 09 Nov 2021



Invitation for Bids

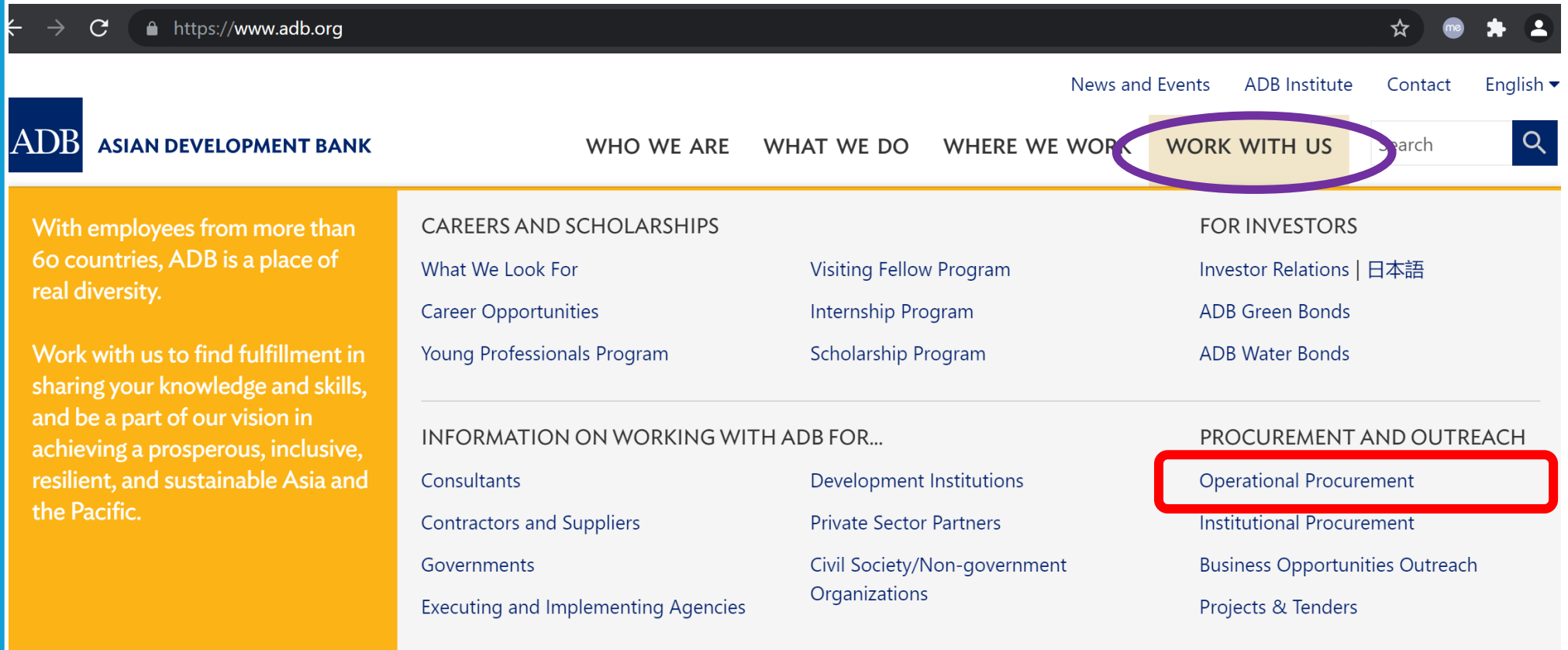
| | |
|---|---|
| Date: | 30 March 2022 |
| Loan No. and Title: | 45296: Davao Public Transport Modernization Project |
| Contract No. and Title: | OCB 22-002-7 Supply of Buses for the Davao High Priority Bus System (HPBS) Project Contract No. 05 Bus Fleet - Diesel Vehicles Contract No. 06 Bus Fleet - Electric Vehicles |
| Deadline for Submission of Bids: | Extended to 12 August 2022 10:00AM (GMT + 8) |

1. The Government of the Republic of the Philippines has applied for financing from the Asian Development Bank (ADB) toward the cost of the **Davao Public Transport Modernization Project**. Part of this financing will be used for payments under the Contracts named above. Bidding is open to qualified Bidders from eligible source countries of ADB.
2. The Department of Transportation (DOT) ("the Employer") through its Procuring Agent, Procurement Services - Department of Budget Management (PS-DBM), invites sealed bids from eligible Bidders for the supply of Goods and Services as broadly described above.
Bidders may bid for a single contract only or for both contracts. In case the Bidder would wish to submit bids for more than one contract, such bids should be submitted independently and not combined into a single Bid.
In accordance with ITB 14.4 and ITB 14.6, any discounts offered by Bidders submitting bids for multiple contracts and the methodology for the application of any discount shall be stated in the Letter of Bid included in its bids for each contract.
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.

3. **Open competitive bidding (international advertisement)** will be conducted in



'Hop on' Opportunities



The screenshot shows the ADB website with the following elements:

- Browser Address Bar:** <https://www.adb.org>
- Top Navigation:** News and Events, ADB Institute, Contact, English
- Main Navigation:** WHO WE ARE, WHAT WE DO, WHERE WE WORK, **WORK WITH US** (highlighted with a purple oval), Search
- Left Column (Yellow background):**
 - 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.
- Content Grid:**
 - CAREERS AND SCHOLARSHIPS**
 - What We Look For
 - Career Opportunities
 - Young Professionals 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** (highlighted with a red box)
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders



Operational Procurement

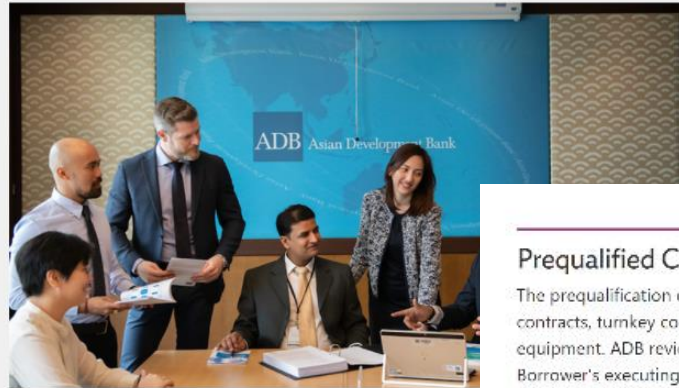
Operations Procurement

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 supports its borrowing 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 consulting entities to provide contract 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](#) [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](#)



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Subscribe to ADB's Newsletters, Alerts and RSS feeds.

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

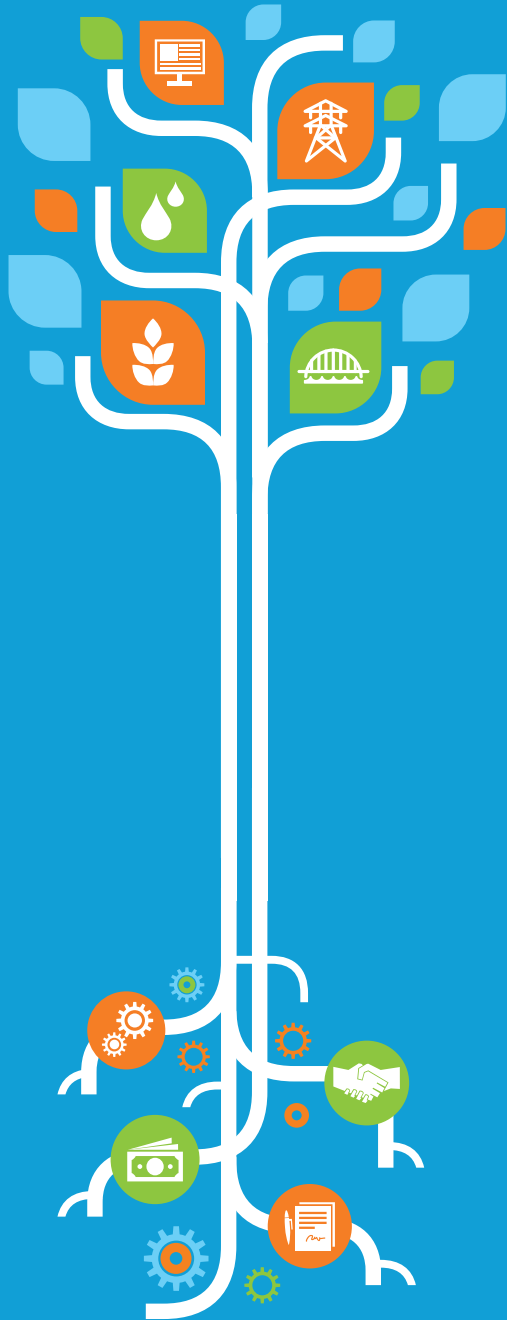
Procurement Notices (Goods and Works)
Note: Weekly notifications on consulting opportunities available for registered users of the [Consultant Management System \(CMS\)](#). On Off

Project Information and Documents On Off

Publications On Off

Safeguard Documents On Off

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



BUSINESS
OPPORTUNITIES 

For more information: adb.org

Contact: Michael Walsh mwalsh@adb.org

Terima kasih

ADB