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ADB

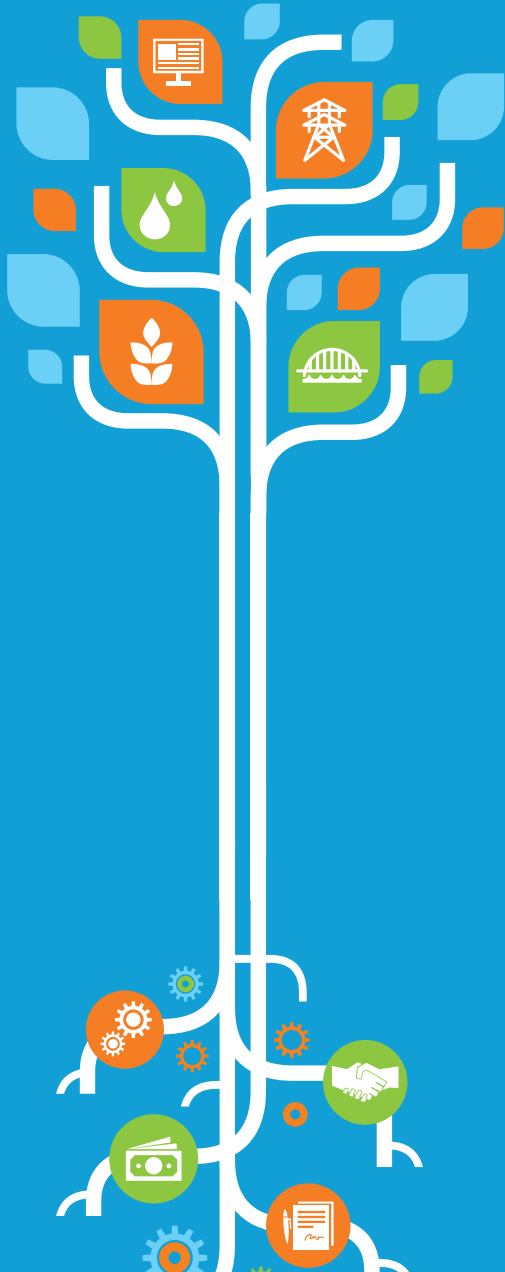
# ADB Business Opportunities

21 November 2023

**Joong-Jae Shim**  
Senior Procurement Specialist

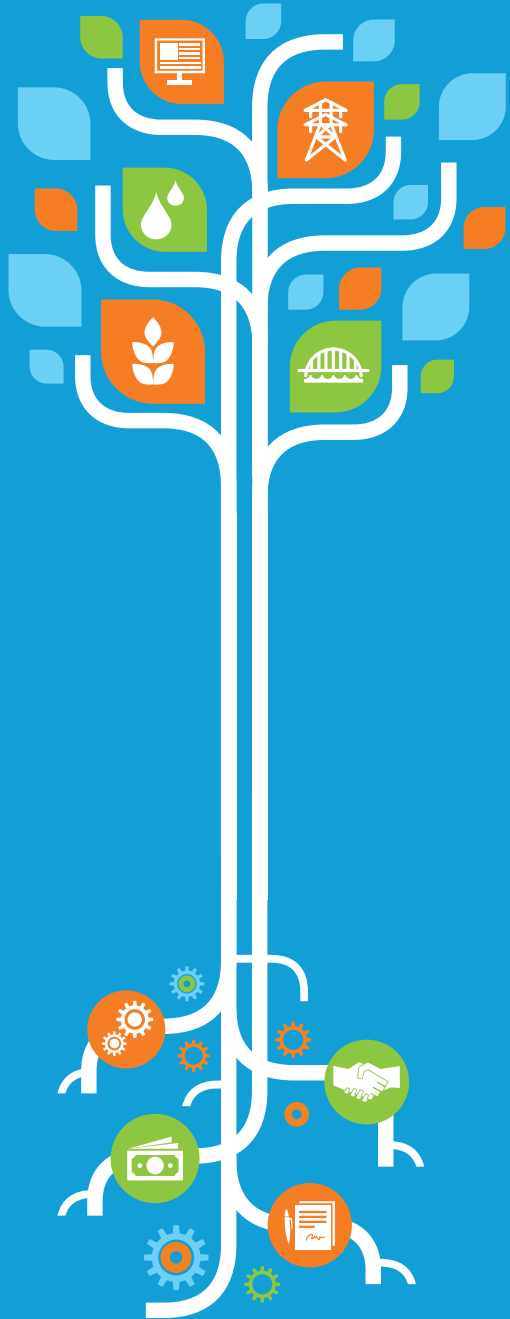
Procurement, Portfolio and Financial Management Department

BUSINESS  
OPPORTUNITIES



# Overview

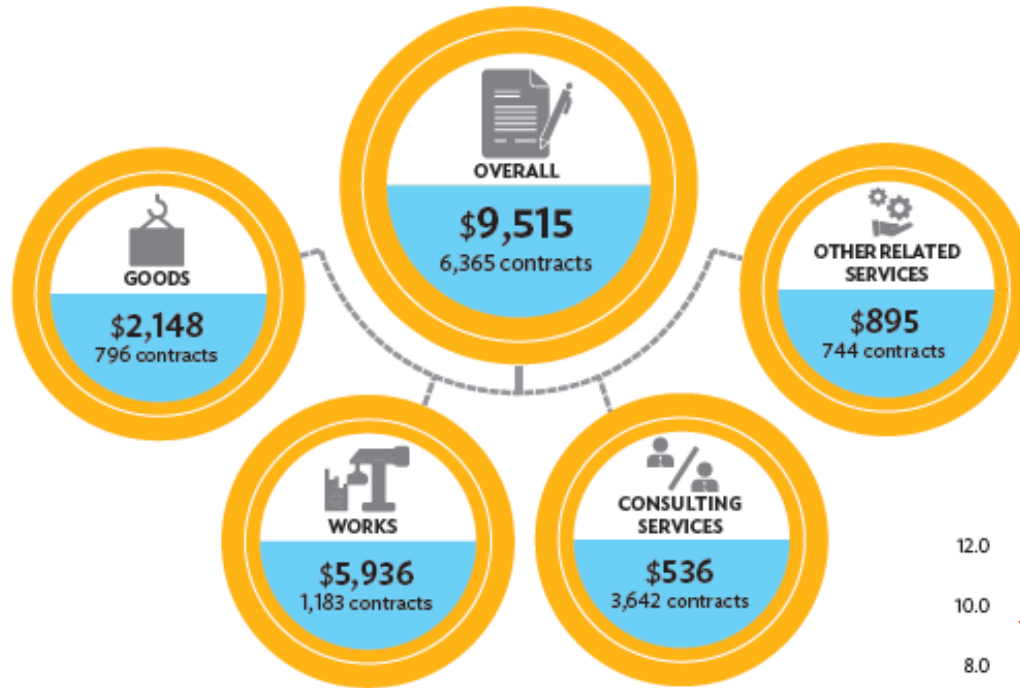
1. ADB Business Opportunities
2. Finding Business Opportunities
3. ADB Procurement Framework and Practices



# ADB Business Opportunities

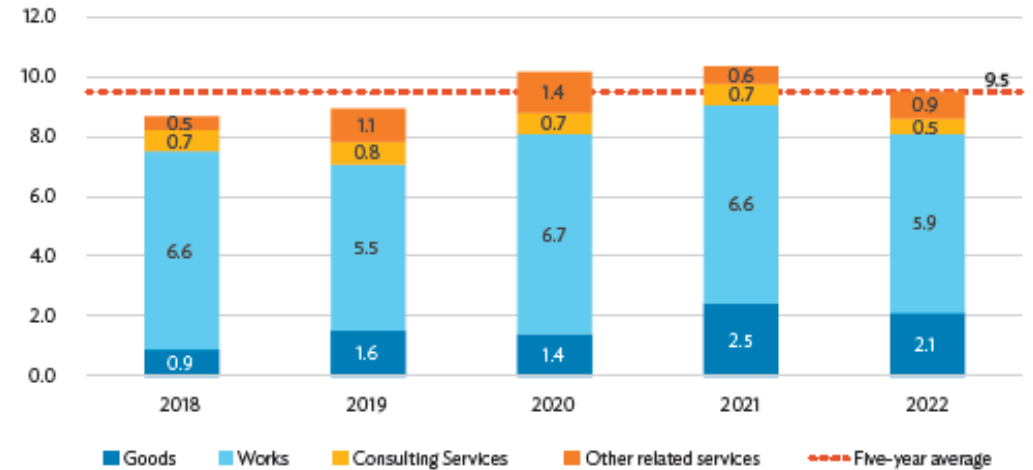
# Procurement Volume 2022

Figure 14: Overall Procurement in 2022  
(\$ million)

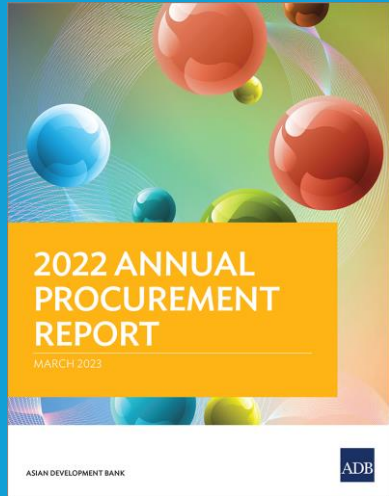


Source: Asian Development Bank, PPFID.

Figure 15: Annual Procurement Statistics, 2018-2022  
(\$ billion)

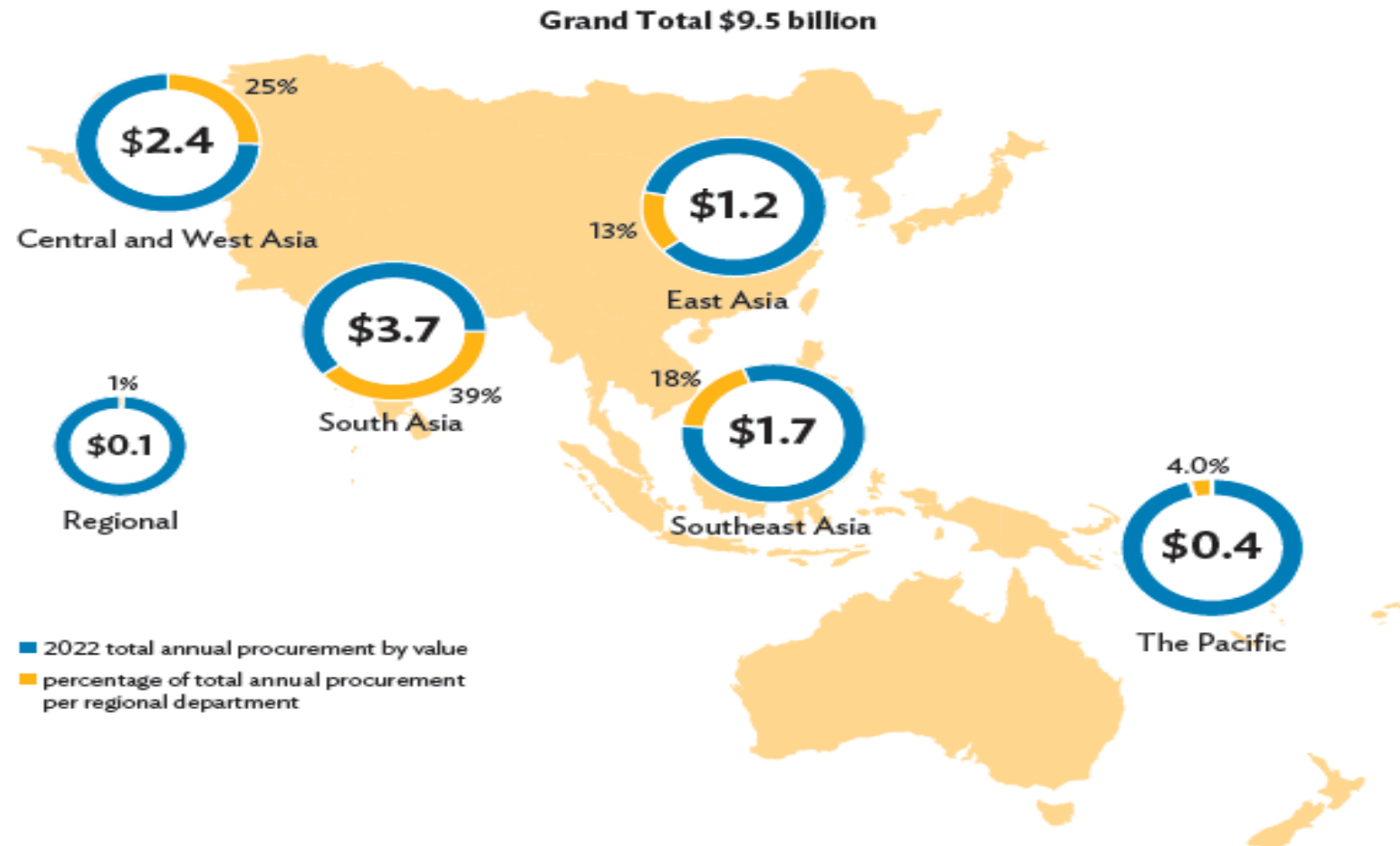


Source: Asian Development Bank, PPFID.



# Procurement by Region

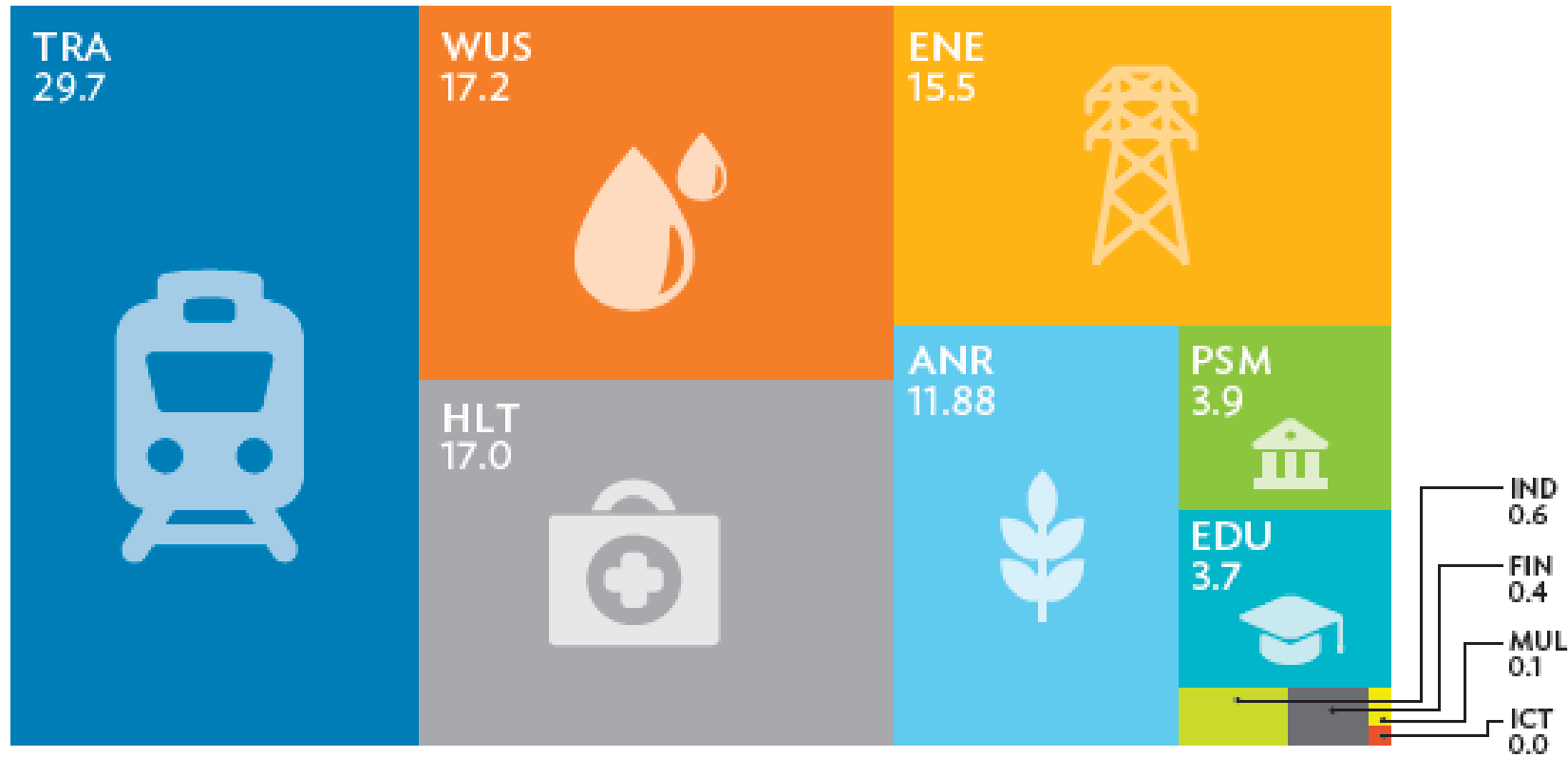
Figure 17: Total Procurement by Region, 2022  
(\$ billion)



Note: This map depicts total procurement in 2022 across ADB's five regional departments and also shows other ADB regional members.  
Source: Asian Development Bank, PPFID.

# Procurement by Sector

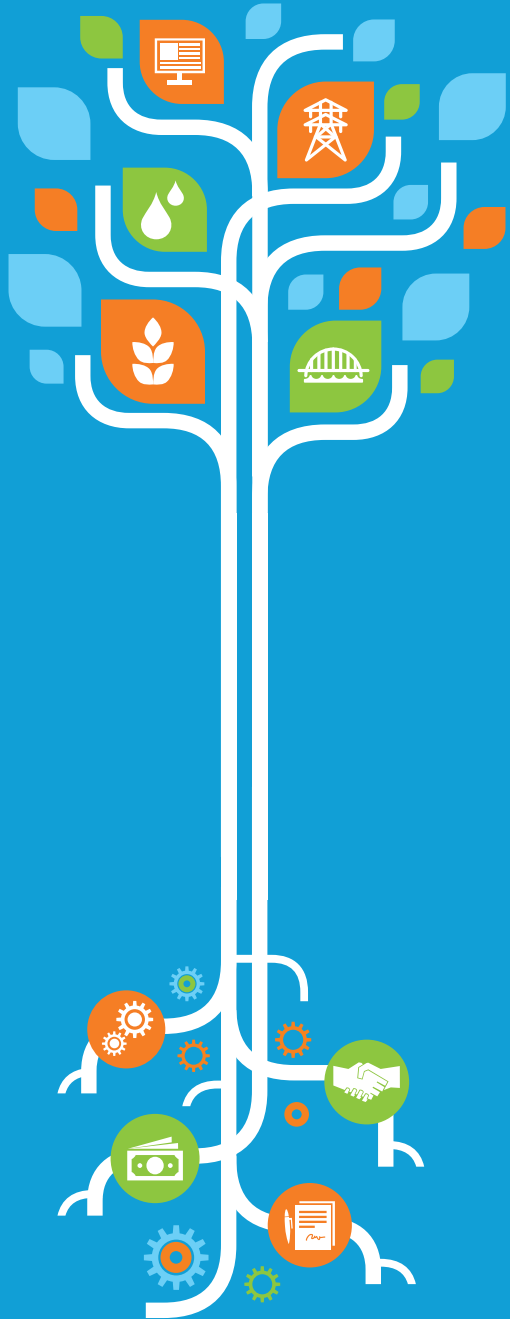
Figure 18: Procurement by Sector, 2022  
(% of total procurement)



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.

# Types of business opportunities

- **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

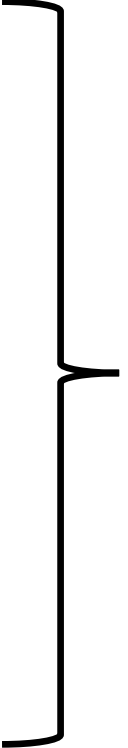


# Finding Business Opportunities



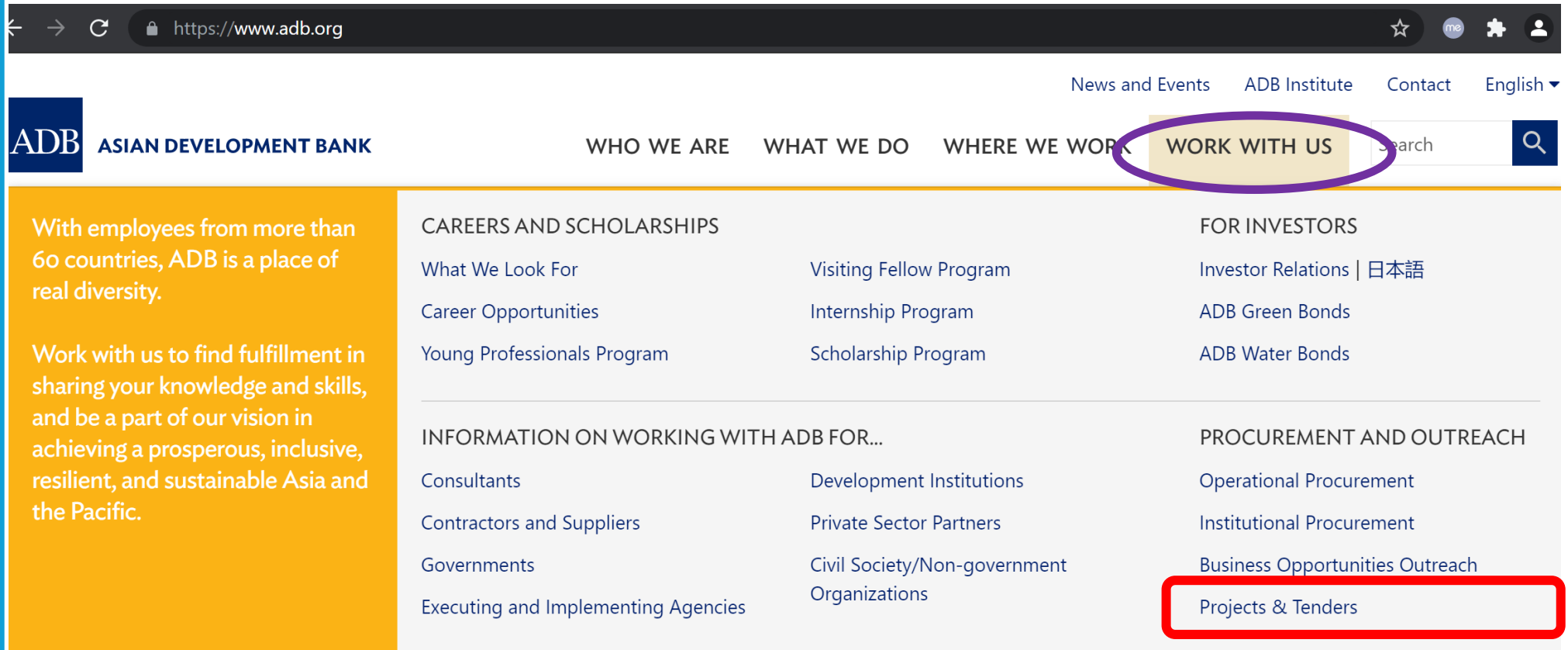
# Identifying opportunities for contracts with project executing agencies and ADB

- 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



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 columns of content:

- Left Column (Yellow background):**
  - Text: "With employees from more than 60 countries, ADB is a place of real diversity."
  - Text: "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:**
  - Section: "CAREERS AND SCHOLARSHIPS"
    - What We Look For
    - Career Opportunities
    - Young Professionals Program
    - Visiting Fellow Program
    - Internship Program
    - Scholarship Program
  - Section: "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
- Right Column:**
  - Section: "FOR INVESTORS"
    - Investor Relations | 日本語
    - ADB Green Bonds
    - ADB Water Bonds
  - Section: "PROCUREMENT AND OUTREACH"
    - Operational Procurement
    - Institutional Procurement
    - Business Opportunities Outreach
    - Projects & Tenders (highlighted with a red box)



## Projects & Tenders

[Projects](#)
[Documents](#)
[Tenders](#)

### Filter results

[CLEAR ALL](#)

#### Country/Economy (1) [CLEAR] ▼

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam
- Cambodia

#### Sector ▼

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Health and social protection
- Industry and trade

#### Theme ▼

- Environmentally sustainable growth
- Gender Equity and Mainstreaming
- Governance and capacity development

Project data sheets for loans, grants, TAs

Results 1-20 of 761

[RSS](#) | [Sort by](#) ▼

Bangladesh X

#### Supporting Water Supply and Sanitation Regulatory Mechanism Development

56171-001; Bangladesh; Water and other urban infrastructure and services

Status: **Approved** Approval Date: 16 Jan 2023

#### Strengthening Vocational High Schools in South Asia

56089-001; Regional, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka; Education

Status: **Active** Approval Date: 19 Dec 2022

#### Greater Dhaka Sustainable Urban Transport Project - Additional Financing

42169-024; Bangladesh; Transport

Status: **Active** Approval Date: 14 Dec 2022

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

55117-001; Regional, Bangladesh, Pakistan, Philippines; Public sector management

Status: **Active** Approval Date: 14 Dec 2022

#### Olam Global Agri Food Security Support Project

56198-001; Regional, Bangladesh, India, Indonesia, Nepal, Pakistan, Viet Nam; Agriculture, natural resources and rural development

Status: **Approved** Approval Date: 13 Dec 2022

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

56172-001; Bangladesh; Transport

Status: **Approved** Approval Date: 13 Dec 2022

## Learn More About ADB Projects

[Project Glossary](#)
[Project Cycle](#)
[Project Design and Management](#)
[Access to Information](#)
[Statement of ADB's Sovereign Loans, 1968-2017](#)

## Related Documents

[All sovereign projects from 2005 onwards \(xls\)](#)
[Project Administration Instructions](#)
[Operations Manual](#)


# Goods & Works – Specific Procurement Notices

↓

Projects & Tenders
Projects
Documents
Tenders

Procurement of goods, works, and consulting services

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

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

Title	Status	Deadline
<b>45296: Davao Public Transport Modernization Project [OCB 22-002-7 Contract No. 05 and Contract No. 06]</b> 45296-006; Philippines; Transport; Posting date: 30 Mar 2022 Notice Type: Invitation for Bids	Active	12 Aug 2022
<b>45296-006 PHI: Davao Public Transport Modernization Project (OCB 22-003-5)</b> 45296-006; Philippines; Transport; Posting date: 29 Mar 2022 Notice Type: Invitation for Bids	Active	08 Aug 2022
<b>45296-PHI: Davao Public Transport Modernization Project [OCB 21-142-6]</b> 45296-006; Philippines; Transport; Posting date: 19 Nov 2021 Notice Type: Invitation for Bids	Closed	10 Feb 2022
<b>ADB Loan No. 3631-PHI: Improving Growth Corridors in Mindanao Road Sector Project (IGCMRSP) [PR-01a] - Rebidding</b> 41076-048; Philippines; Transport; Posting date: 14 Sep 2021 Notice Type: Invitation for Bids Approval Number: 3631	Closed	09 Nov 2021

### Invitation for Bids

<b>Date:</b>	30 March 2022
<b>Loan No. and Title:</b>	45296: Davao Public Transport Modernization Project
<b>Contract No. and Title:</b>	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
<b>Deadline for Submission of Bids:</b>	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.



ADB

# ADB Consultant Management System (cms.adb.org)

ADB

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, there are two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Register here." is provided for users without accounts. 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](https://selfservice.adb.org/OA_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp)



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

ADB

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](mailto:csrn@adb.org) with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
4. Duration of the recruitment for the project

## Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

## Login

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](mailto: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](mailto: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.

Refine by Clear All

COVID-19 Related Assignment

Yes (26)

No (170)

Consultant Type

Firm (44)

Individual (152)

Eligibility of Consultant Country

Open to Member Countries Only (195)

Non-Member Countries Allowed (1)

Engagement Period

Less than 3 months (7)

3 months to 1 year (137)

More than 1 year (52)

Country










Sector

Engagement Type


Consultant Source

Search by Expertise

Go

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
<a href="#">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)</a>	Road safety audit and implementation of road safety improvement for highway projects	Firm	60	21-Feb-2023	22-Mar-2023 11:59 PM	
<a href="#">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)</a>	Public Administration; Agricultural and Rural Development	Firm	12	17-Feb-2023	18-Mar-2023 11:59 PM	
<a href="#">TA-6551 REG: Water, Sanitation and Hygiene Officer – Chuuk FSM - Strengthening WASH Practices and Hygiene Behavioral Change in the Pacific (54227-001)</a>	WASH, Community Engagement, Project Management	Individual	2.9	08-Dec-2022	17-Mar-2023 11:59 PM	
<a href="#">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)</a>	Water Supply and Sanitation	Firm	9	21-Feb-2023	14-Mar-2023 04:00 PM	
<a href="#">TA-6950 BAN: Supporting Education Sector Projects - Organizational Development of the National Academy for Educational Management (56088-001)</a>	Education	Firm	6	18-Feb-2023	13-Mar-2023 04:00 PM	
<a href="#">LOAN-4242 IND: Connecting Economic Clusters for Inclusive Growth in Maharashtra - QIIS Quality Infrastructure Investment Services (52298-002)</a>	Road Transport Expert	Firm	24	10-Feb-2023	11-Mar-2023 11:59 PM	
<a href="#">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)</a>	Asset Management	Firm	12	28-Jan-2023	08-Mar-2023 04:00 PM	
<a href="#">LOAN-3443 PRC: Qinghai Haidong Urban-Rural Eco Development Project - HD-CB-CS5 Support on River Smart Management (48102-002)</a>	Environment; water resource planning	Firm	14	07-Feb-2023	08-Mar-2023 11:59 PM	
<a href="#">TA-10071 REG: A Differentiated Approach to Building Economic Management Capacity in the North Pacific (56022-001)</a>	Economist	Firm	40	21-Feb-2023	07-Mar-2023 11:59 PM	

# Register for alerts

 **SUBSCRIBER SERVICES** →  
Subscribe to ADB's Newsletters, Alerts and RSS feeds.

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**Alerts**  
Links to content posted on ADB.org delivered to your inbox daily or weekly.  Daily  Weekly  Off

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**Events**  On  Off

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**News Releases and News from Country Offices**  On  Off

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

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**Project Information and Documents**  On  Off

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**Publications**  On  Off

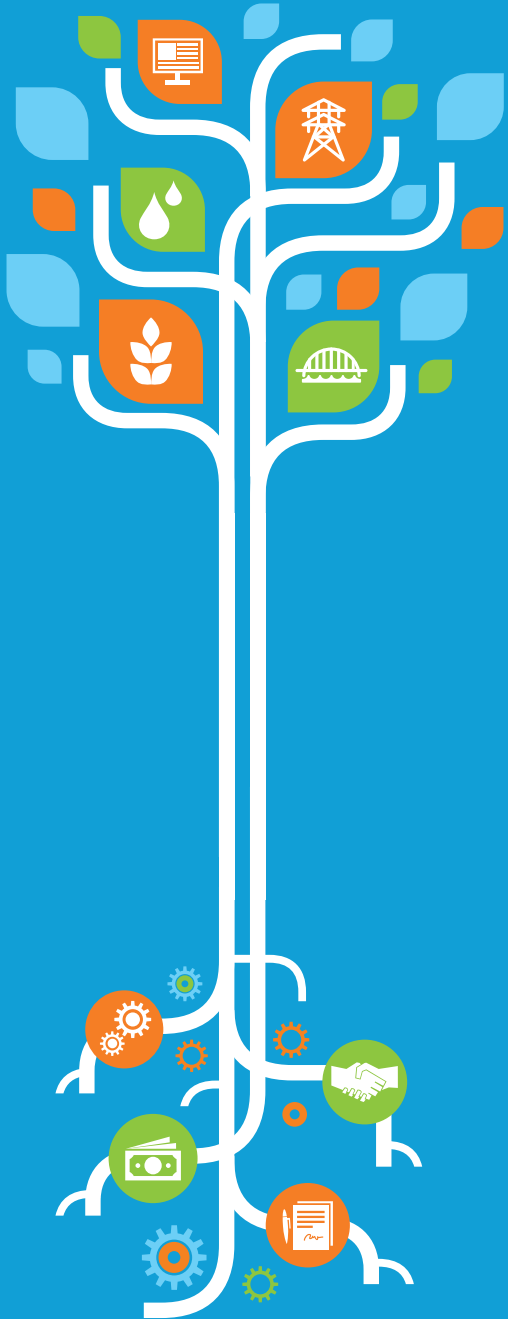
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**Safeguard Documents**  On  Off

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



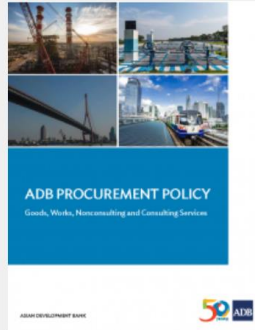
# ADB Procurement Framework and Practices



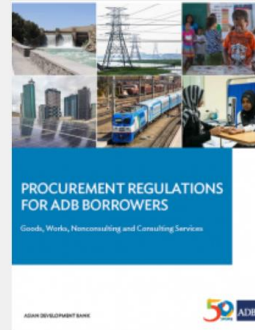
# ADB's procurement frameworks

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



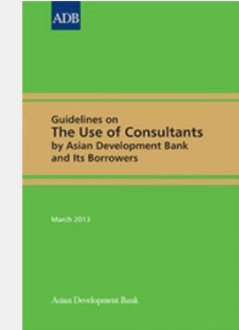
Procurement Regulations for ADB Borrowers

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.









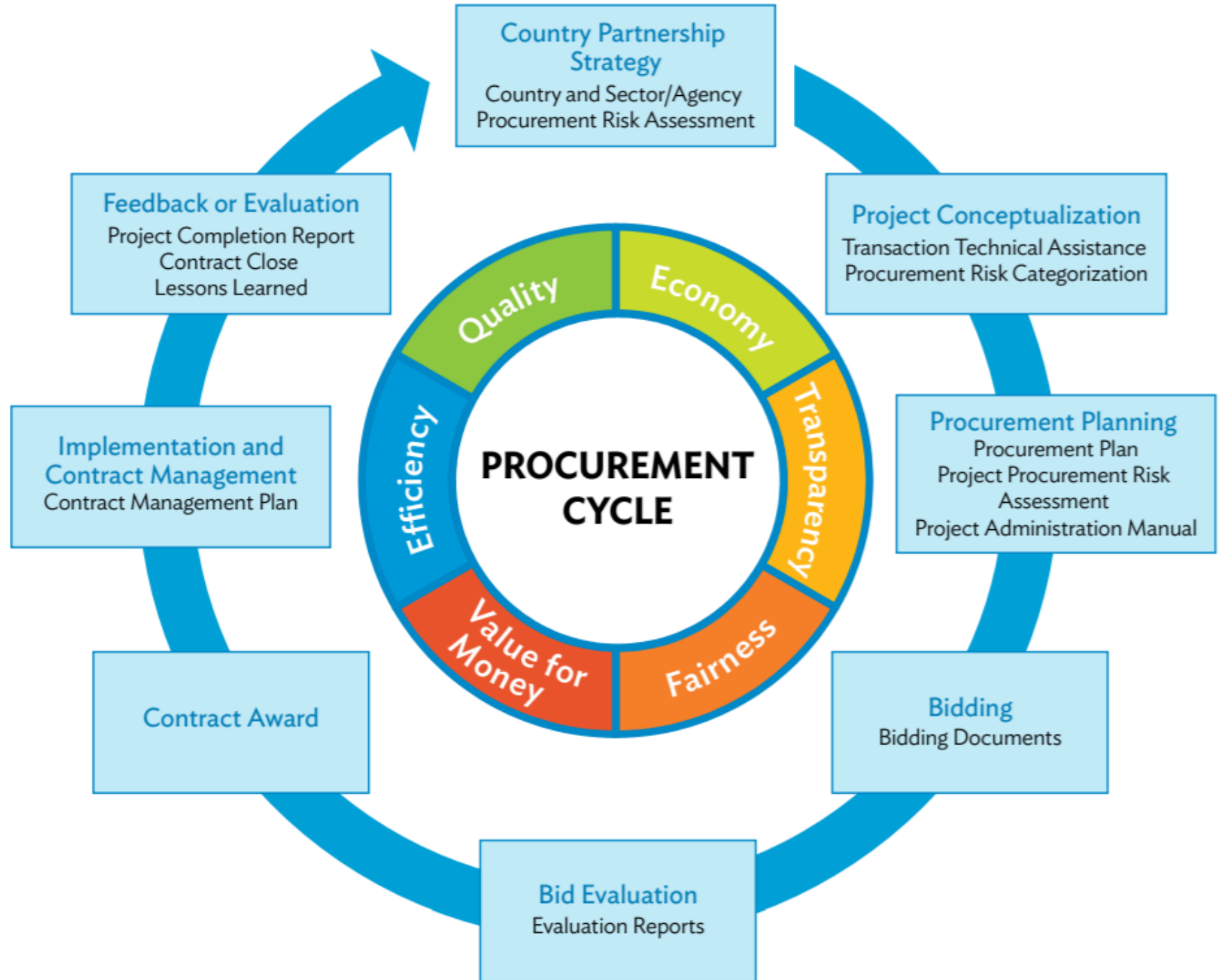
Procurement Guidelines



Guidelines on the Use of Consultants

# ADB's procurement principles

Principles		Outcomes
	<b>Fairness</b>	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	<b>Economy</b>	Using price, quality, and any nonprice attributes to deliver viable projects.
	<b>Efficiency</b>	Ensures procurement processes are proportional to value and risks.
	<b>Transparency</b>	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	<b>Quality</b>	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	<b>Value for Money</b>	Obtain optimal benefits through effective, efficient, and economic use of resources.



# How Contracts are procured

## Standard Bidding Documents

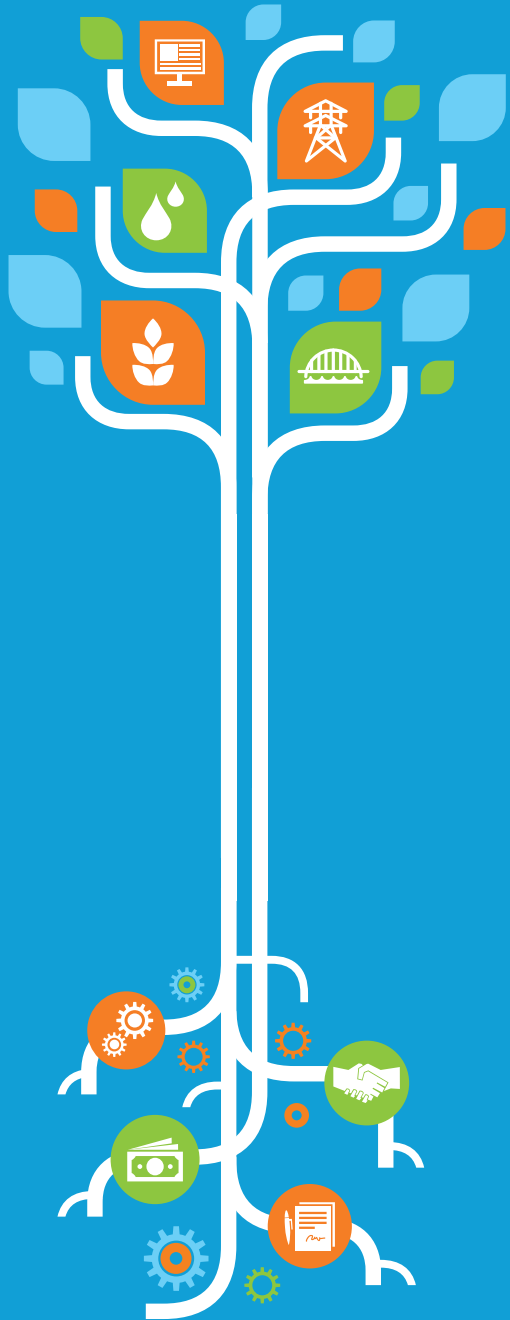
- Goods
- Small Works
- Large Works
- Plant - Design, Supply and Installation
- Design-Build-Operate
- IT Products and Services
- Pre-qualification
- Request for Quotation

## Selection Method

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

## Evaluation Methods

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



BUSINESS  
OPPORTUNITIES 

For more information: [www.adb.org](http://www.adb.org)

Contact: Joong-Jae Shim [jshim@adb.org](mailto:jshim@adb.org)

Thank You.

ADB