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Pacific Infrastructure Business Opportunities Seminar

22 to 23 May 2024

9:00AM - 4:30PM

NADI, FIJI

PACIFIC



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ADB update

**Pacific Infrastructure Business
Opportunities Seminar**

NADI, FIJI

20-23 MAY 2024

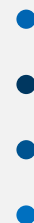


Content

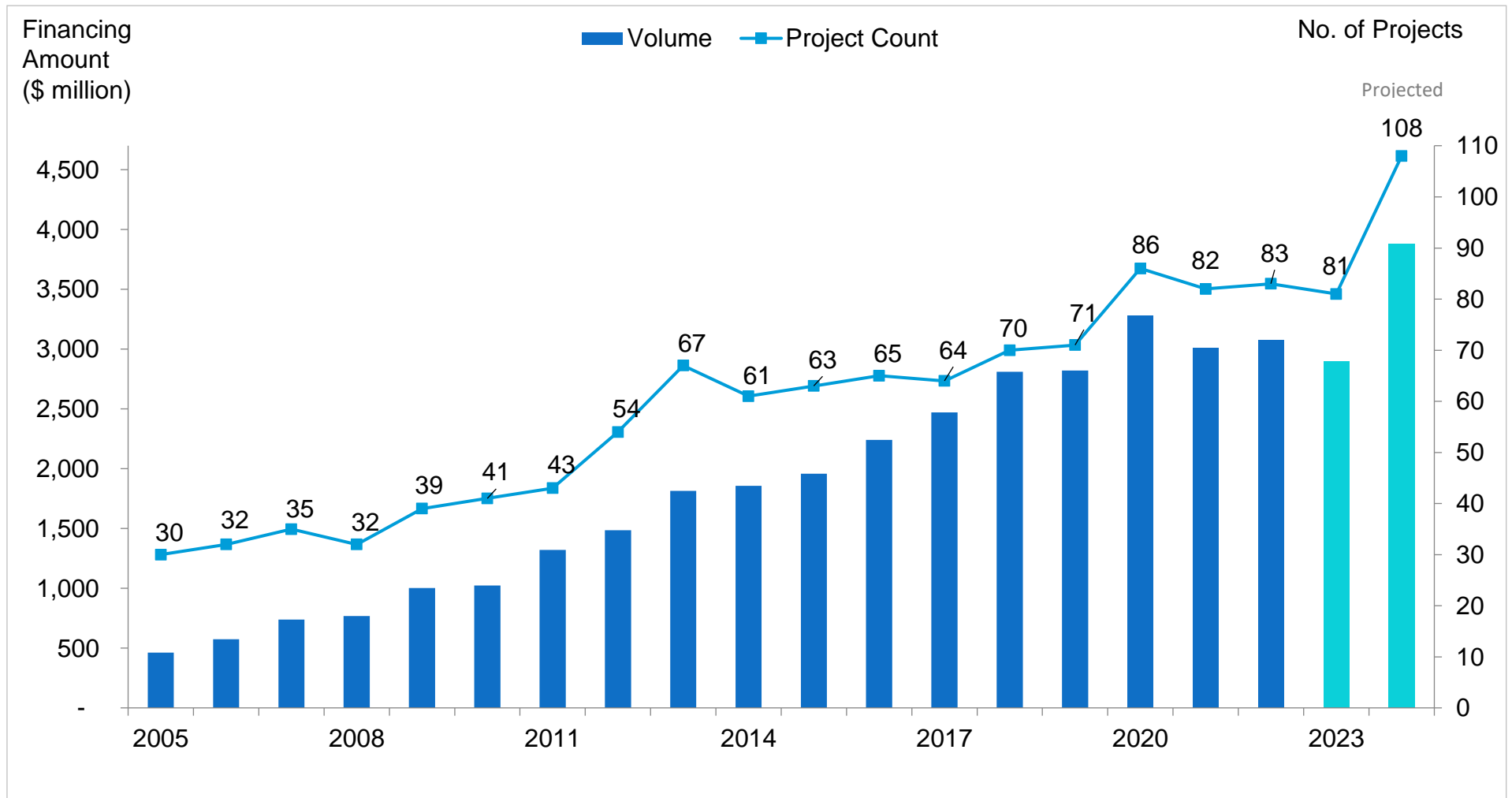
1. Strategic Direction of ADB operations across the Pacific Region
2. Working differently to support the Pacific's Quality Infrastructure principles
3. Where to find information



Strategic directions

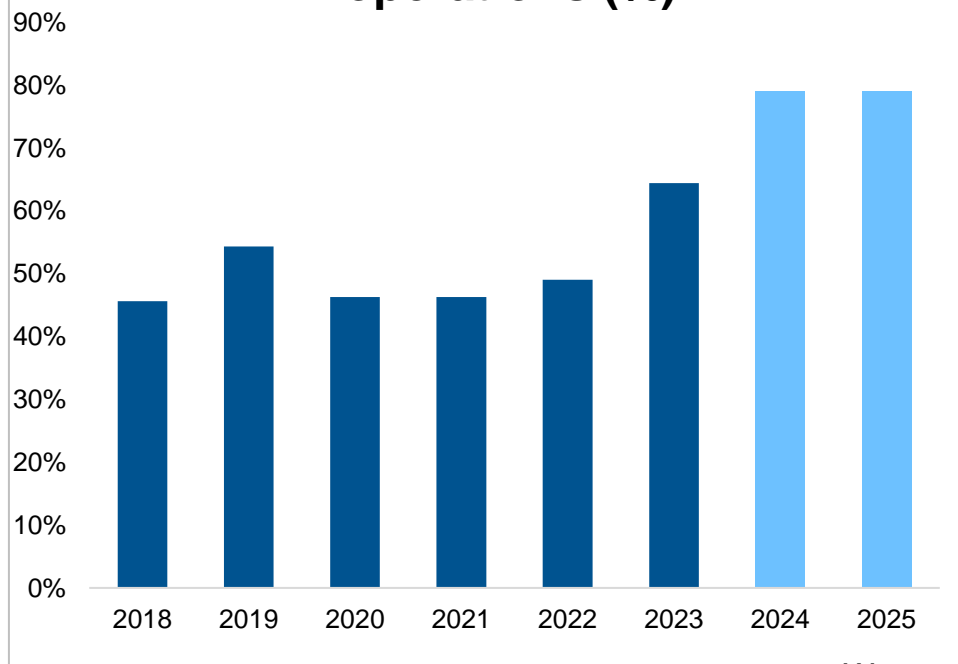


ADB expanding financial support for Pacific Governments infrastructure needs

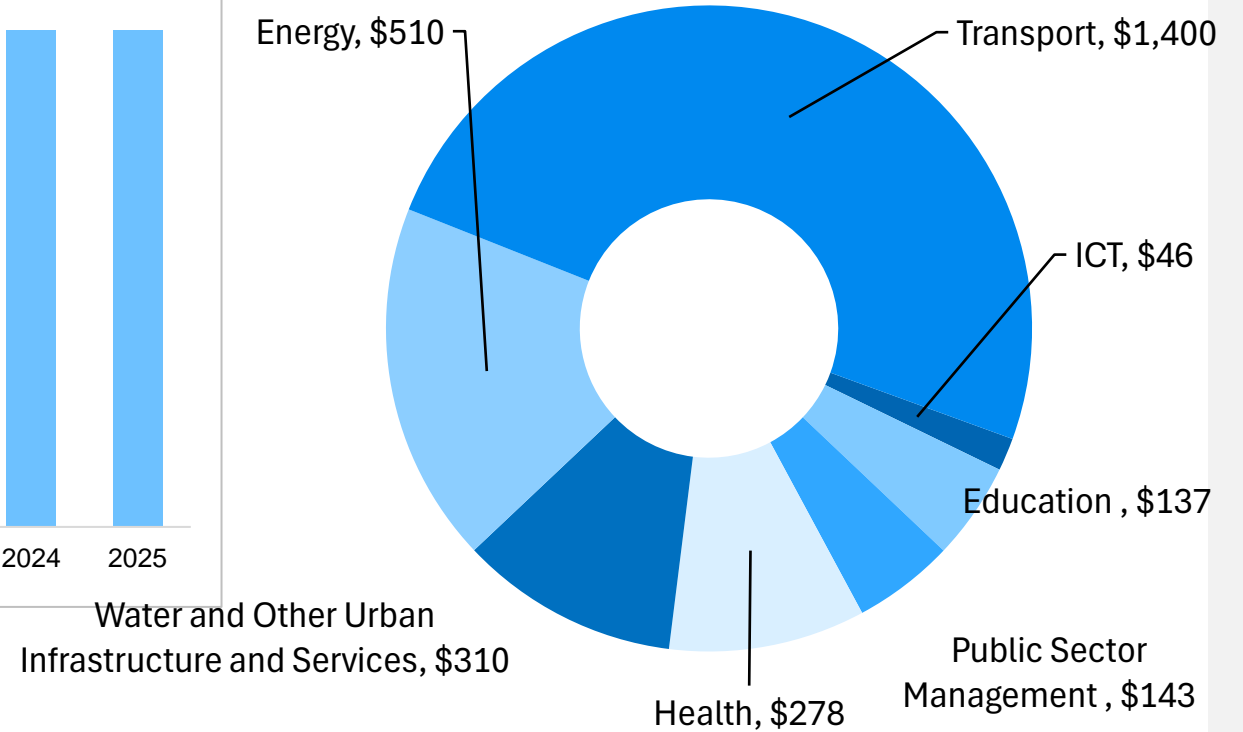


Primary focus on climate resilient infrastructure and energy transition

Climate resilience focused operations (%)



Sectoral Distribution of the Active Portfolio (\$ million, %)



Note: Calculated on a 3-year rolling basis.



Upcoming (2024/5) major Pacific projects

Energy

\$100m
20 packages

Kiribati: Solar PV and Battery storage (\$18-\$22m)

Palau: Battery storage, grid protection, EV chargers (\$13-\$17m)

Solomons: Hybrid solar generation and storage

Water and urban

\$60-70m
12 packages

Vanuatu: Multipurpose emergency shelters (\$6-\$8m)

Kiribati: Water supply network and 5-year O&M

Tonga: Flood mitigation and urban draining works

Transport

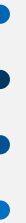
\$250-\$300m
17 packages

Fiji: Critical resilience bridge replacement (\$130-150m)

PNG: Highland's road improvements (\$70m)

Samoa: Road upgrading and replacement program (\$13-17m)

Working differently to support quality infrastructure in the Pacific



Approaches to support Pacific Government's quality infrastructure

- Use of **Project Readiness Financing**—for design- and procurement-ready projects prior to financing
- **Upfront Resilience Assessments**—to help make project designs appropriate to unique Pacific contexts
- **Strategic Procurement Planning**—to achieve quality outcomes with fit-for-purpose procurement approaches
- Additional **TA support**—to strengthen and supplement implementation capacity of EAs/IAs where necessary
- **Regional approaches**—working with regional institutions to enhance access to climate finance, promote disaster resilience and coordinate infrastructure planning (PIF, PRIF)



Procurement is key pillar of quality infrastructure agenda

- ADB has developed a Pacific Procurement Approach (2021-2025) to strengthen the quality and impact of procurement outcomes.
- This Pacific Procurement Approach is based on five pillars of support
 - **Improving market competition through merit point procurement**, outreach and market surveys;
 - Increasing **local economic benefits** of procurement outcomes;
 - Strengthening Government procurement and **project management capacity**;
 - Enhancing ADB's internal staffing and **procurement support structures**; and
 - Reinforcing **regional partnership** and shared approaches.
- Key principle is that Pacific Governments are able to develop "**fit for purpose**" **procurement approaches** that prioritizes quality and their national development objectives while ensuring fair and transparent competition.



Scaling up use of merit-point procurement

- ADB continues to **promote the use of quality-focused** (merit point criteria or MPC) **evaluation systems** in the Pacific to improve development results.
 - Increased focus on quality non-price metrics in bid-evaluation criteria.
- In the last three years (2020–2022), **MPC was used in 69% of large value** (>\$10 million) **goods and works packages**.
- **To further strengthen MPC adoption**, ADB is:
 - developing additional knowledge products,
 - including MPC as the default evaluation method in its standard bidding documents and user guides,
 - providing training and related guidance materials to support its increased use, and
 - advocating with Pacific DMCs to adopt MPC as the standard evaluation method for large value contracts.



Expanding local economic benefits

- ADB seeks to maximize the secondary economic benefits that accrue to domestic economies through the delivery of infrastructure projects.
- During the procurement lifecycle, options include:
 - Undertaking a detailed market assessments to support Government's to **design packages that reflect local market capacity**; and
 - **Introducing incentives in large packages to increase local participation** by (i) including evaluation criteria that provide a scoring benefit to firms who present robust proposals to maximize local participation in the delivery of a contract, (ii) incorporating requirements for skills transfer and capacity development of local staff working on a project (e.g., the Build4Skills approach).

To promote more competition in Pacific procurement **ADB will continue to expand its business outreach** efforts and is introducing new metrics to allow for better tracking of procurement results.



Where to find information?





3.1. 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

PROCUREMENT AND OUTREACH

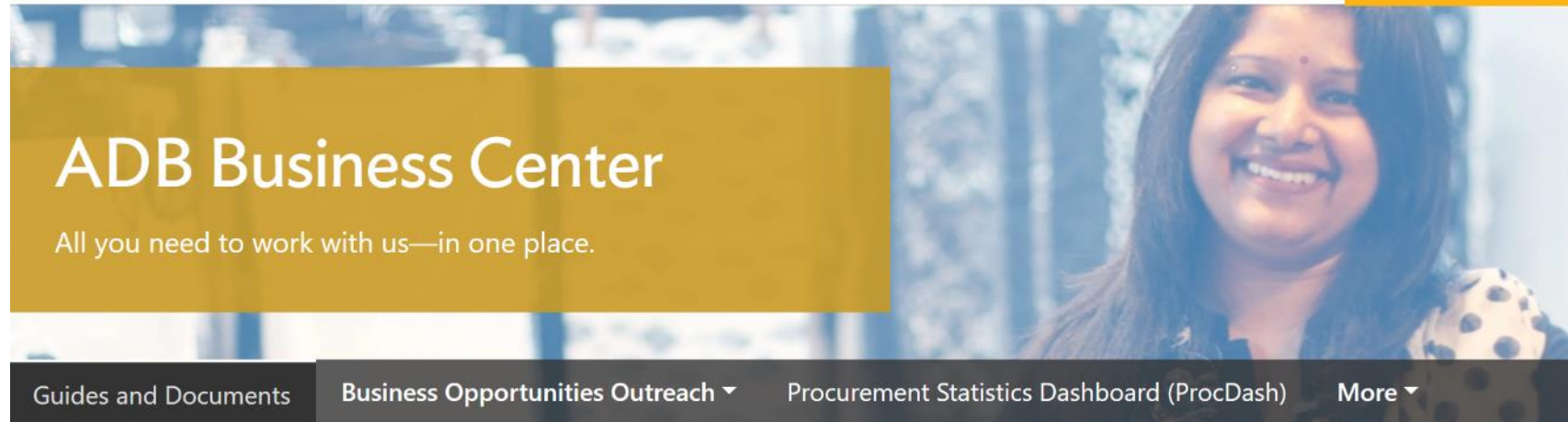
- Operational Procurement
- Institutional Procurement
- Business Opportunities Outreach
- Projects & Tenders

Business Center - www.adb.org/business

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



3.2. Business Center - www.adb.org/business



ADB Business Center
All you need to work with us—in one place.

Guides and Documents Business Opportunities Outreach Procurement Statistics Dashboard (ProcDash) More

Home > Work with Us > Business Center > Working with ADB

Working with ADB

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing agencies

Development institutions

How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms



3.3. Projects & Tenders - www.adb.org/projects

Projects & Tenders

Projects Documents Tenders

Filter results [CLEAR ALL](#)

Country/Economy Regional Afghanistan Armenia Azerbaijan Bangladesh Bhutan Cambodia China, People's Republic

Sector (1) [CLEAR] Agriculture, natural resources and rural development **Energy** Finance Health Industry and trade Information and

Theme

Type (1) [CLEAR] Nonsovereign **Sovereign**

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 809 [RSS](#) [Sort by](#)

Energy X Sovereign X

Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project) 49177-002; Timor-Leste; Energy	Status: Approved	Approval Date: 26 Oct 2021
Development of the Pacific Energy Regulators Alliance 49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy	Status: Active	Approval Date: 25 Oct 2021
Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience 55079-002; Sri Lanka; Energy	Status: Approved	Approval Date: 14 Oct 2021
Power Sector Reform Support Program 54269-003; Uzbekistan; Energy	Status: Approved	Approval Date: 02 Oct 2021
Research on Addressing Climate Change in Ningxia through the Use of Science and Technology 55033-001; China, People's Republic of; Energy	Status: Approved	Approval Date: 28 Sep 2021

Projects & Tenders

Projects Documents **Tenders**

Filter results [CLEAR ALL](#)

Country/Economy

Sector (1) [CLEAR] Agriculture, natural resources and rural development Education **Energy** Finance Health Industry and trade Information and

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

Group Consulting Services **Goods, Works, and Nonconsulting Services**

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 3032 [RSS](#) [Sort by](#)

Energy X







51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B] 51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021 Notice Type: Invitation for Bids	Status: Active	Deadline: 05 Jan 2022
National Senior Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
National Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021
Project Coordination Expert 54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Status: Active	Deadline: 03 Nov 2021



ADB

3.4. Goods and Works - Subscribe to receive alerts* - <https://alerts.adb.org>

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

Follow ADB:      

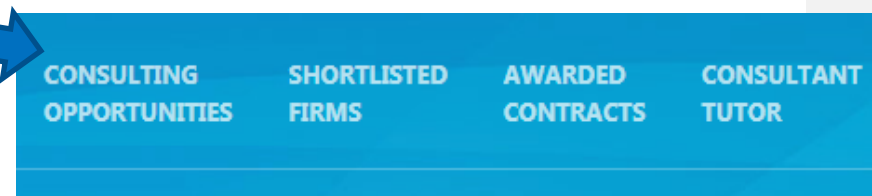
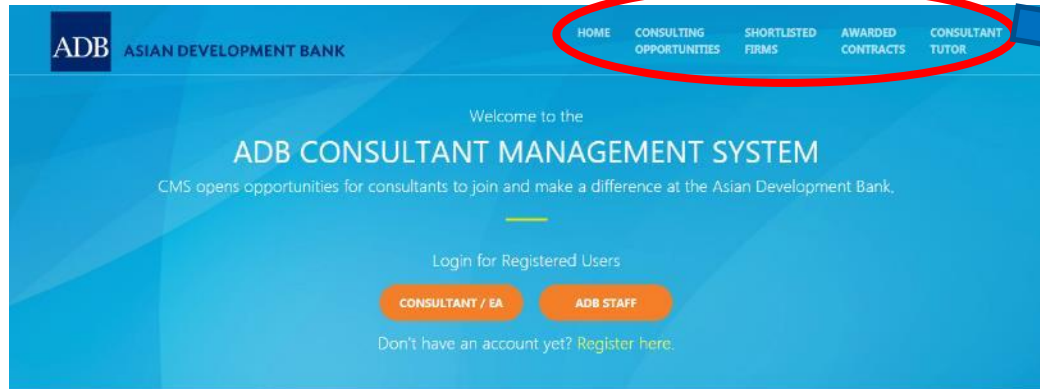
Alerts	Daily	Weekly	Off
Links to content posted on ADB.org delivered to your inbox daily or weekly.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Articles and Videos	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Asian Development Blog	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Board Documents	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Business Center Materials	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Country Planning Documents	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Economic Data and Research	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Evaluation Reports	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Events	On	Off
News Releases and News from Country Offices	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Procurement Notices (Goods and Works) <small>Note: Weekly notifications on consulting opportunities available for registered users of the Consultant Management System (CMS).</small>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Project Information and Documents	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Publications	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Safeguard Documents	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Vacancies	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Does not include Consulting services Alerts which are received through <http://cms.adb.org>



3.5. Consulting – Finding Opportunities on <http://cms.adb.org>



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.

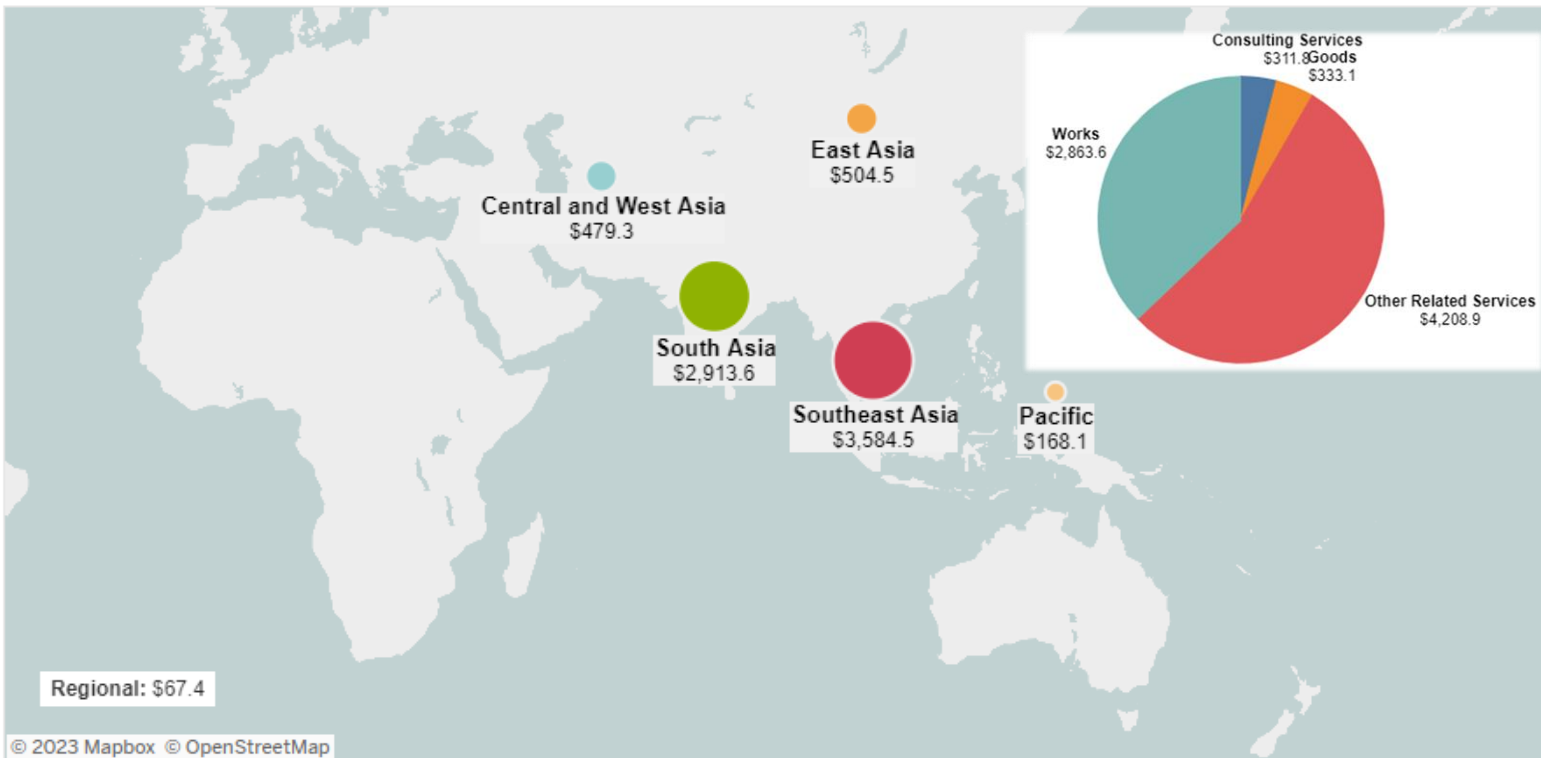
- Consulting opportunities are visible through ADB’s CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- Step-by-step guides available at <http://consultanttutor.adb.org>





3.6. ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year
 2023

Modality

- (All)
- Investment Support
- Policy-based Support
- Result-based Lending

Nature

- (All)
- Consulting Services
- Goods
- Other Related Services
- Works

Region

- (All)
- Central and West Asia
- East Asia
- Pacific
- Regional
- South Asia
- Southeast Asia

<https://data.adb.org/dashboard/operational-procurement-statistics>



USERS

external and internal



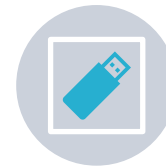
COVERAGE

past 5 years



INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options

THANK YOU

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