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ADB



Asian Development Bank Business Opportunities Seminar

Doing Business with ADB

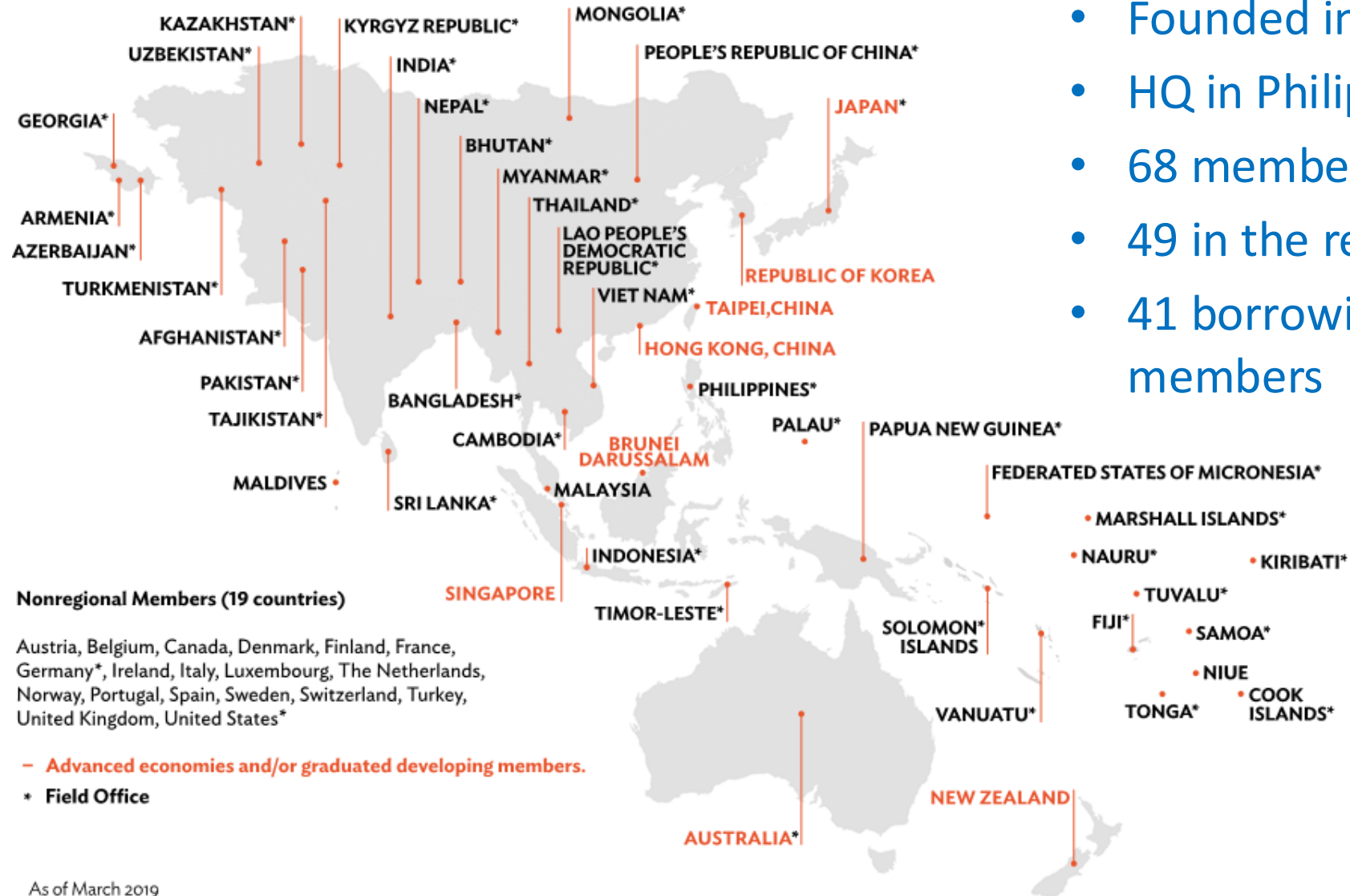
28 August 2024 – BOS with Germany

BUSINESS
OPPORTUNITIES



About ADB?

- Founded in 1966
- HQ in Philippines
- 68 members;
- 49 in the region;
- 41 borrowing members



How do we support our Developing Members?



Financing: providing loans, technical assistance, grants, and equity investments while also mobilizing funds from other sources



Knowledge: Focusing on practical value that fits local conditions, identifying lessons, and replicating good practices



Partnerships: Promoting dialogue and collaboration among diverse partners and stakeholders

Why pursue ADB-Financed Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds



International best practice procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

Sovereign Lending - Financing Types

Loans and Grants

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

Technical Assistance

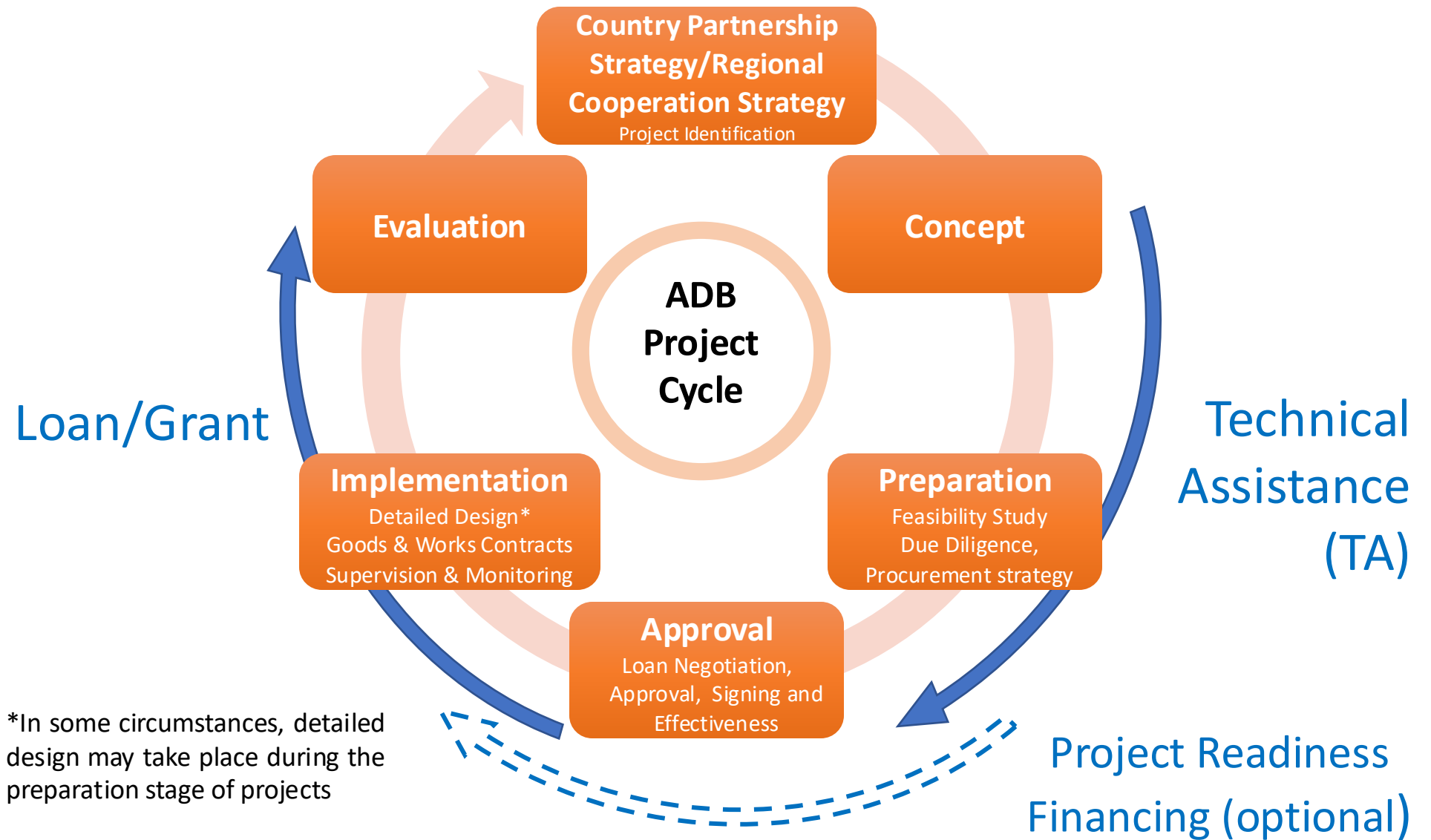
Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

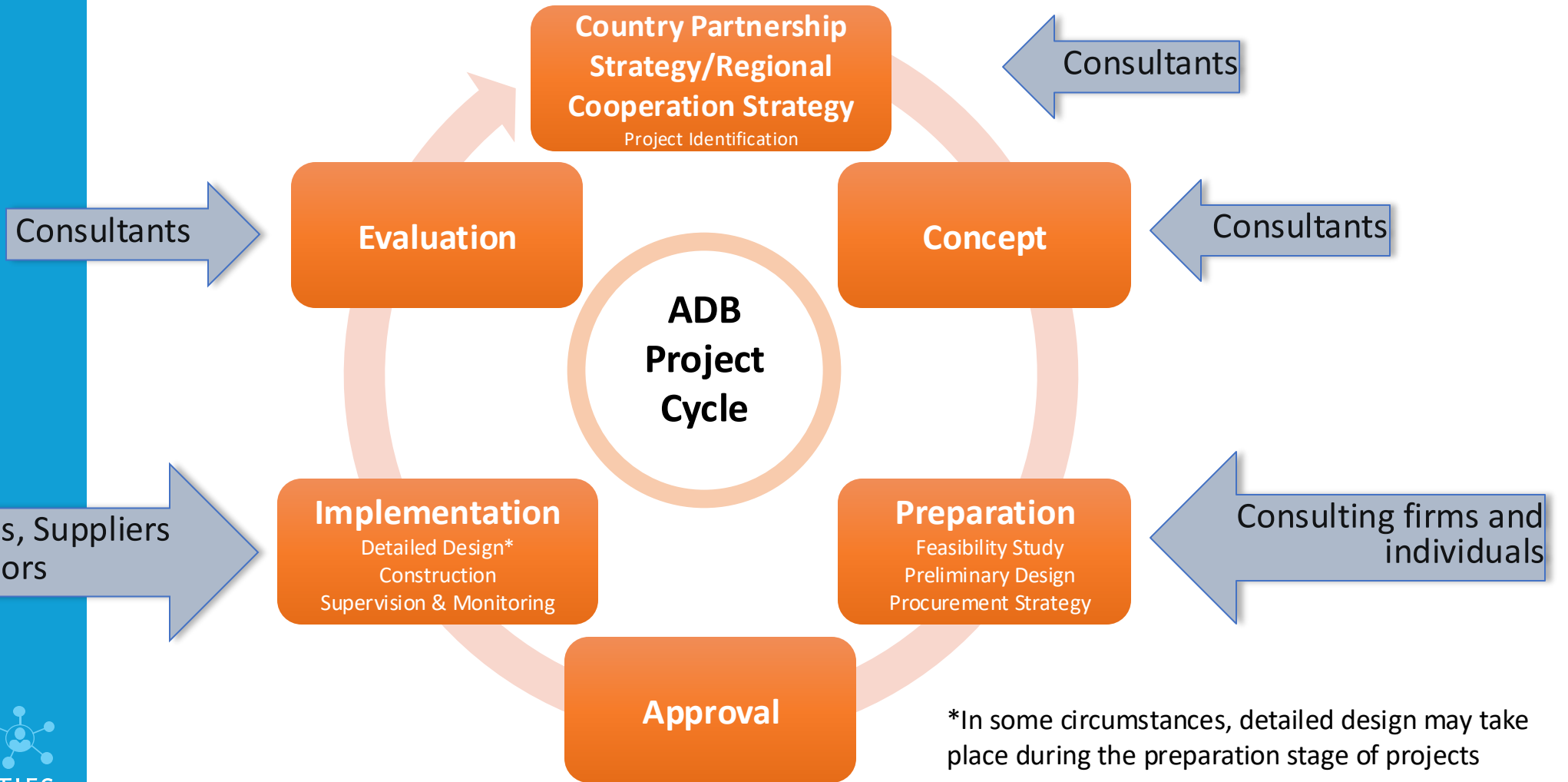
ADB undertakes procurement

Contracts signed by ADB

Financing Modalities and the Project Cycle



When is the Private Sector engaged?



Consulting Services - Technical Assistance (TA)



Transactional
Technical
Assistance
(TRTA)

- Directly linked to projects/project cycle (e.g. feasibility studies, due diligence, capacity development etc.)
- Utilized by ADB operations departments

Knowledge &
Support
Technical
Assistance
(KSTA)

- Delinked from projects/project cycle
- Used for capacity development, policy advice, R&D*
- Utilized by all ADB departments

* Sector, thematic, and economic work; search for potential transactions and inputs for project concept paper preparation; flagship knowledge and innovative solutions; and high-level technologies

ADB Procurement Policy - Core Principles



Economy



Efficiency



Fairness



Transparency



Quality



Value for money



Strategic Procurement Planning

Borrower

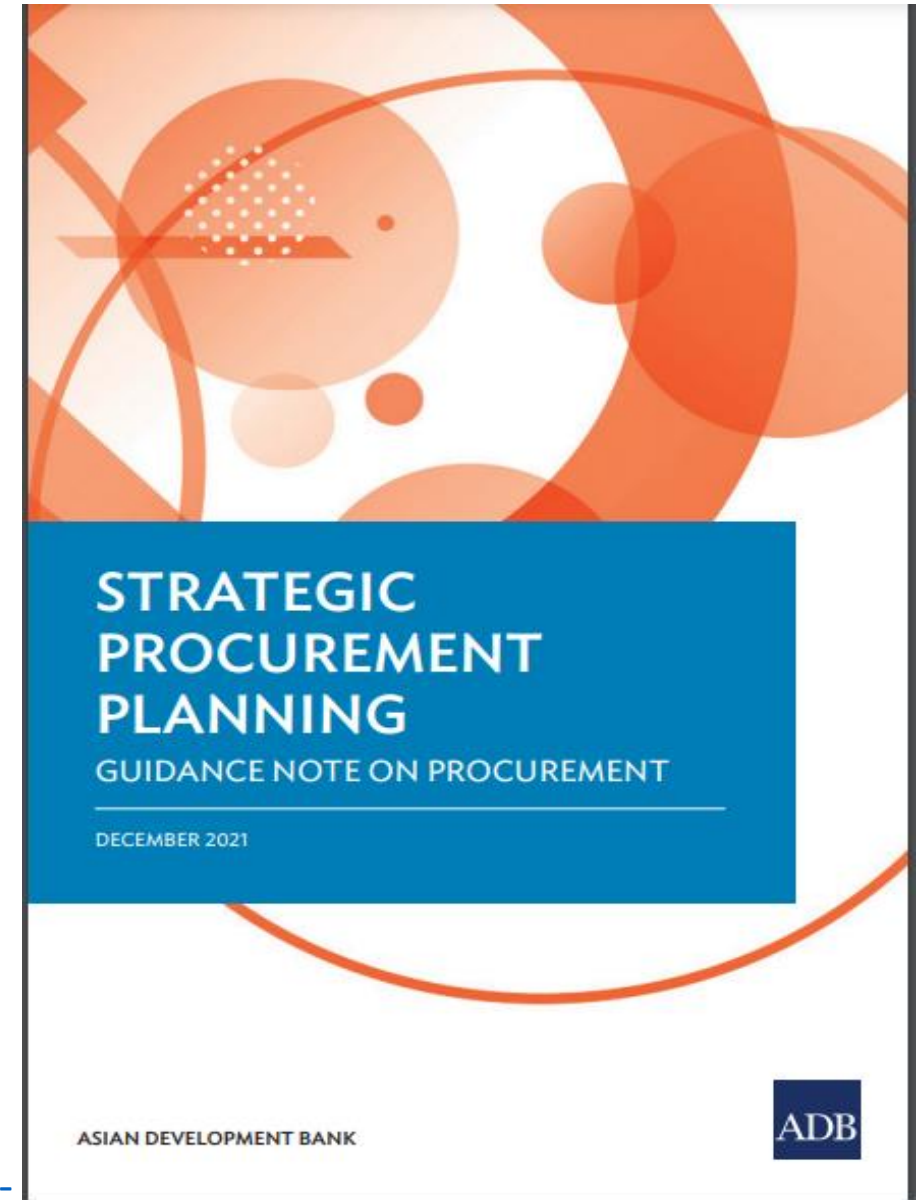
Responsible for preparation of SPP as part of project Processing

ADB

- Provide support

Consultants

- Support borrower



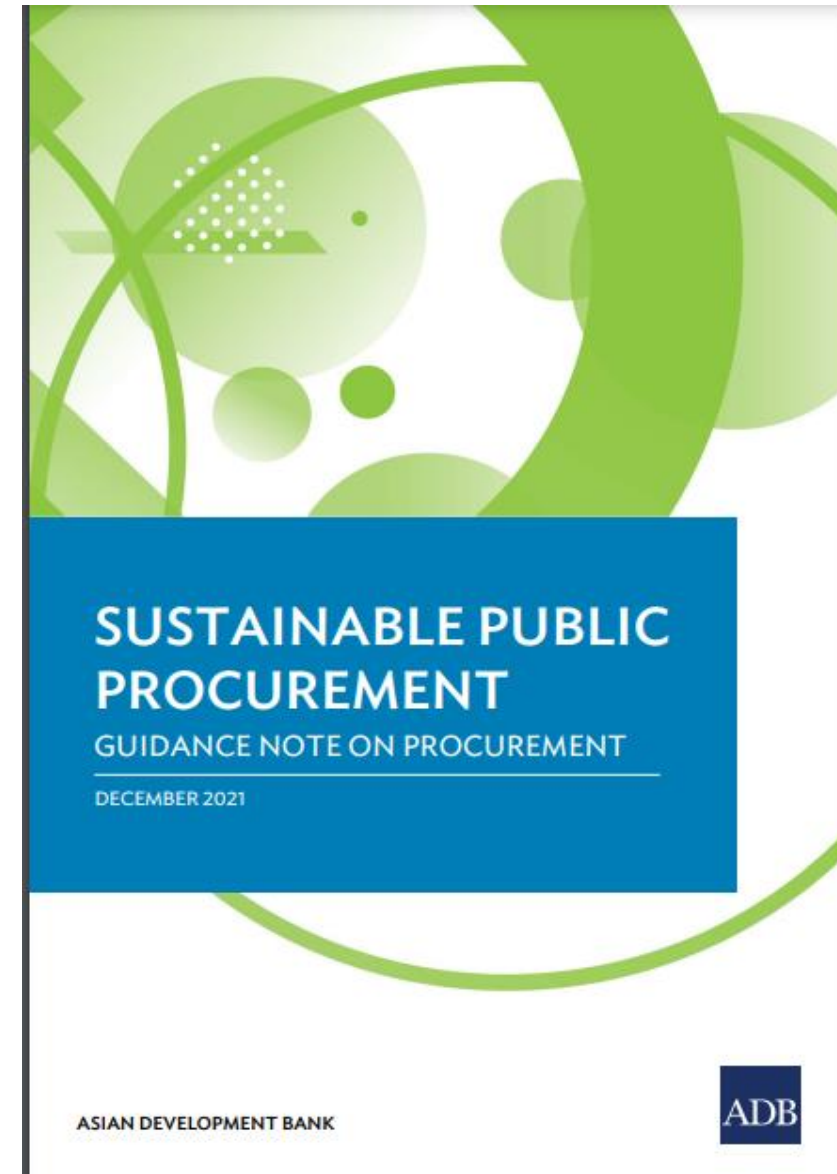
Sustainable Public Procurement

Conventional Procurement

The act of purchasing and/or obtaining goods or services, typically for business purposes.

Sustainable Public Procurement (SusPP)

A purchasing and investment process considering the environmental, social, economic, and institutional impacts of the entity's spending.



<https://www.adb.org/documents/guidance-notes-on-procurement>

ADB Management and staff. It may be shared outside ADB with appropriate permission.

Sustainable Public Procurement

Sustainable public procurement

achieved through

- policy and regulation
- contract requirements
- specification
- criteria setting

informed by prioritization and market analysis

ENVIRONMENTAL



SOCIAL



ECONOMIC

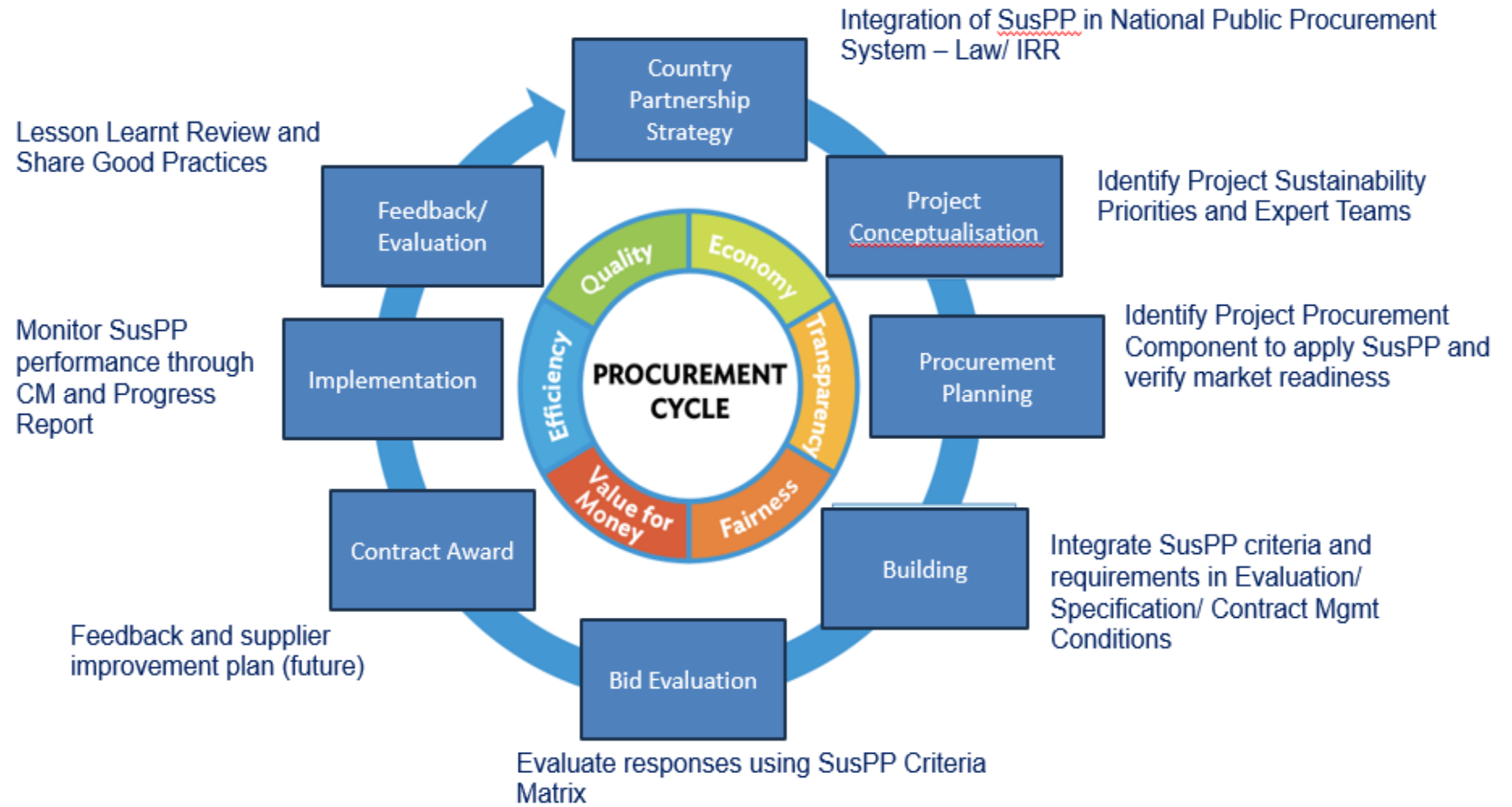


INSTITUTIONAL



Do good both through what is built
and through how it is built

Sustainable Procurement – Country & Project Level Application



https://www.afdb.org/sites/default/files/documents/hop_wg_-_joint_statement_on_sustainable_procurement_commitment_final_12_mdb.pdf



Use of merit point criteria and Sustainable Procurement

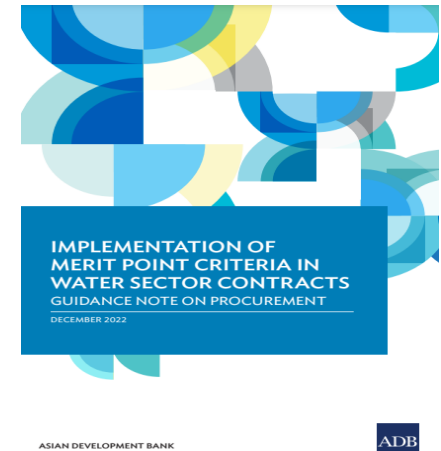
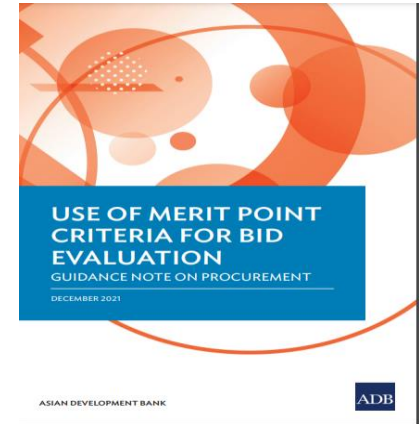
VFM, a core procurement principle of Procurement Policy.

The policy defines VFM as the principle that “enables the borrower to obtain optimal benefits through effective, efficient, and economic use of resources by applying, as appropriate, the core procurement principles and related considerations, which may include life cycle costs and socioeconomic and environmental development objectives of the borrower. Price alone may not sufficiently represent VFM.

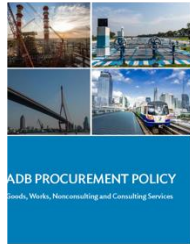
Rated criteria or merit point criteria facilitate evaluation of bids/proposals by considering non-price attributes including quality, technical and substantiality aspects

<https://www.adb.org/sites/default/files/merit-point-criteria-bid-evaluation.pdf>

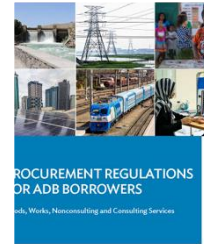
<https://www.adb.org/documents/implementation-merit-point-criteria-water-sector-contracts>



Procurement Framework



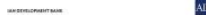
ADB Procurement Policy



Procurement Regulations for ADB Borrowers



Standard Bidding Documents and User Guides



Guidance Notes



Procurement Staff Instructions

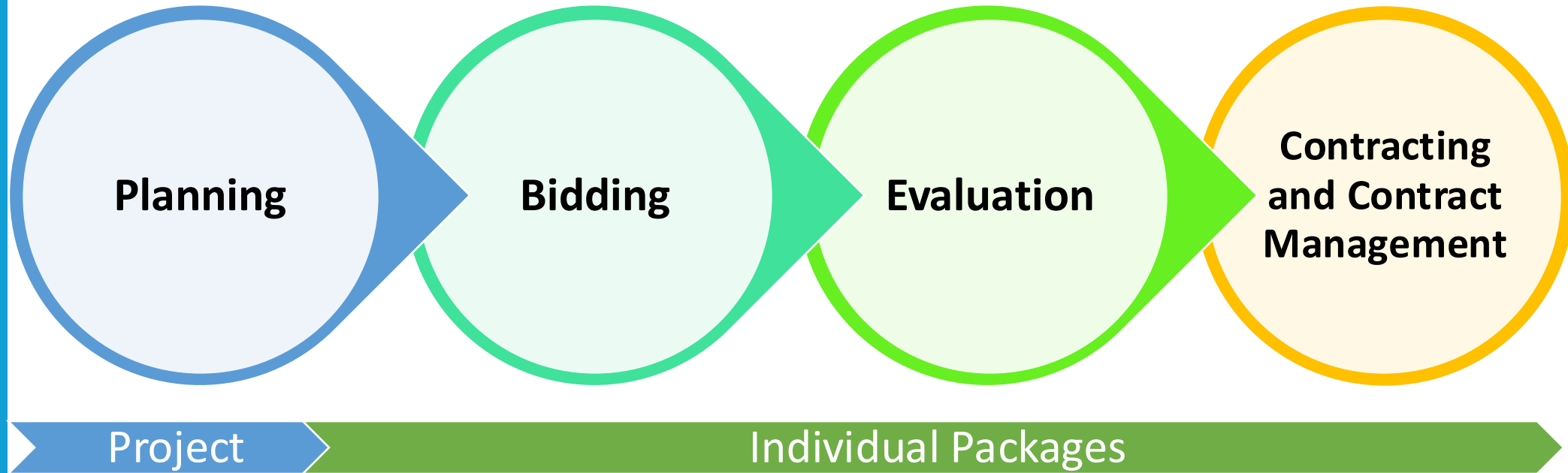


ADB uses International Best Practice Procedures

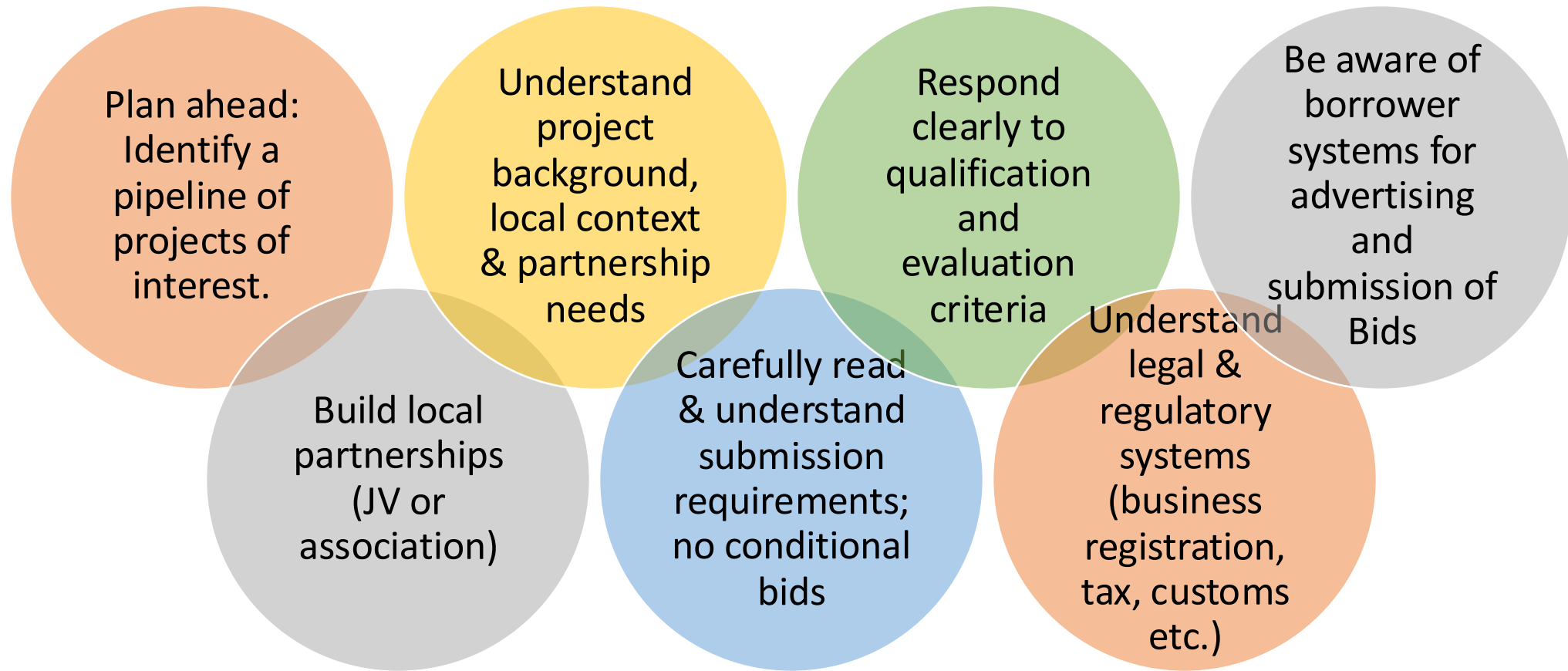
- Open Competitive Bidding
- Advertisement of Opportunities
- Public Bid Opening
- Robust Bid Evaluations Procedures
- Process Oversight by ADB
- Publication of Results
- Debriefing and Complaints Mechanism
- Robust Fraud and Corruption Procedures



Procurement Process



Advice when approaching Loan & Grant Opportunities



Common Mistakes

Bids not signed, or unclear authorization to sign

Ownership structures and JV arrangements

No compliant Bid Security / Bid Securing Declaration

Failure to meet Qualification Criteria

Poor Supporting Documents

Incomplete Bids / Partial Bids

Inclusion of financial offer with technical offer where bid conditions require them to be separated

General points on ADB Consulting Contracts

Consider individual consulting opportunities

Understand context and background to project

Identify partners or specialist experts who will add value

Consider audience at evaluation

Know your client and their expectations

Leverage experience with similar institutions

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

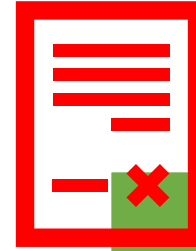
ASK QUESTIONS

Common Mistakes when approaching ADB Consulting opportunities



Shortlisting Phase

- Lack of knowledge of project context
- Incorrect Skills match
- Limited geographic experience
- Generic EOI
- Lack of local presence



RFP Stage

- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability
- Issues with CMS*

*CMS is ADB's Consultant Management System, an IT platform used to advertise and recruit consultants.

ADB Regions

Central and West Asia (CWRD)	East Asia (EARD)	South Asia (SARD)	Southeast Asia (SERD)	Pacific (PARD)
Afghanistan	People's Republic of China	Bangladesh	Cambodia	Cook Islands
Armenia	Mongolia	Bhutan	Indonesia	Fiji Islands
Azerbaijan		India	Lao People's Democratic Republic	Kiribati
Georgia		Maldives	Malaysia	Marshall Islands
Kazakhstan		Nepal	Myanmar	Federated States of Micronesia
Kyrgyz Republic		Sri Lanka	Philippines	Nauru
Pakistan			Thailand	Niue
Tajikistan			Timor-Leste	Palau
Turkmenistan			Viet Nam	Papua New Guinea
Uzbekistan				Samoa
				Solomon Islands
				Tonga
				Tuvalu
				Vanuatu

<https://www.adb.org/countries/main>





ADB Sovereign Portfolio By Percentage (2023)



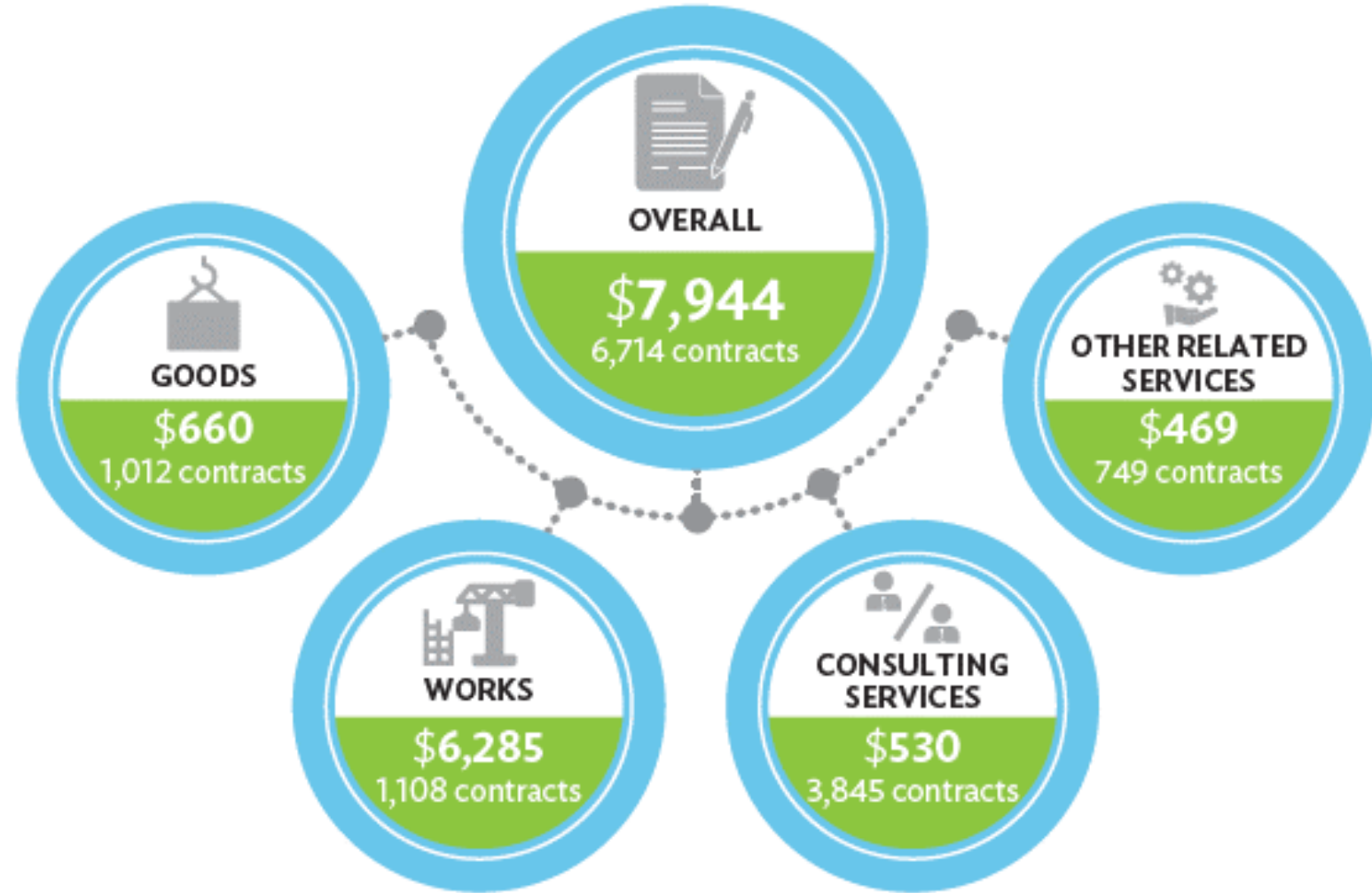
Sector	2018	2023	Change
TRANSPORT	\$28.9B	\$30.2B	↑
ENERGY	\$20.6B	\$17.1B	↓
AGRICULTURE	\$9.0B	\$14.6B	↑
WATER & URBAN	\$11.0B	\$13.8B	↑
HEALTH	\$1.4B	\$7.0B	↓
EDUCATION	\$5.5B	\$6.8B	↑
OTHERS	\$5.4B	\$5.8B	↓

ADB = Asian Development Bank.
Source: Asian Development Bank data.

<https://www.adb.org/documents/2023-annual-portfolio-performance-report>

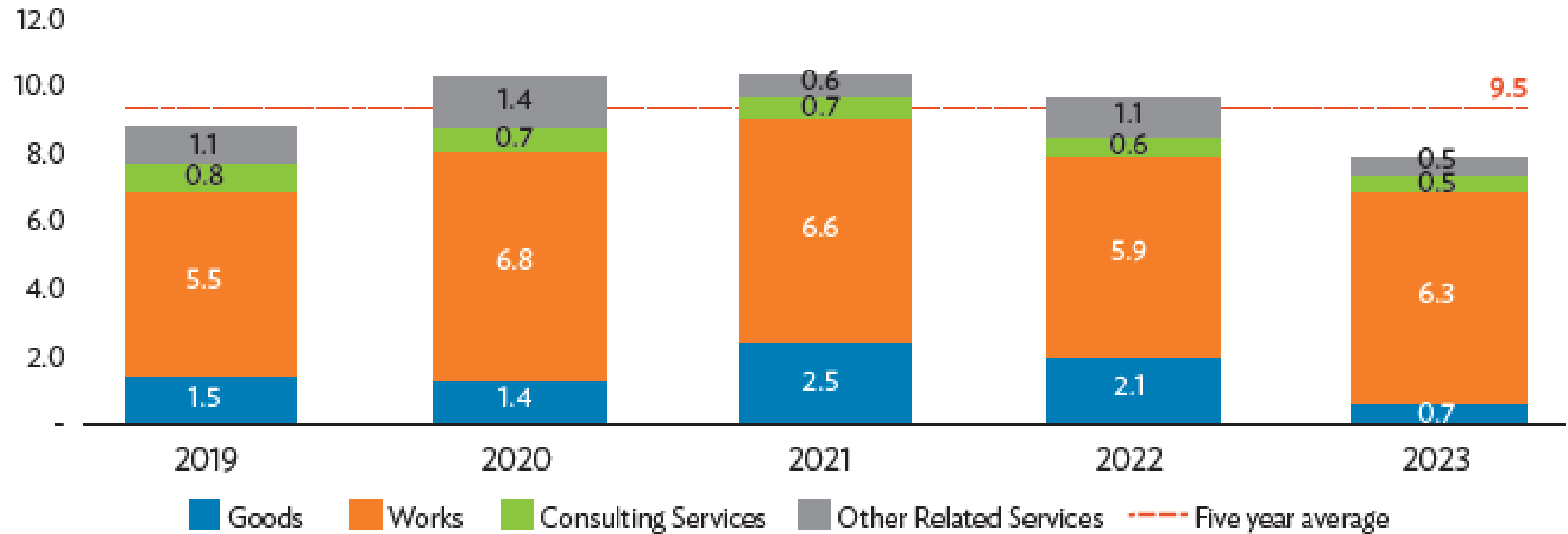


Procurement in 2023 (US\$ million)



Source: Asian Development Bank, PPFID.

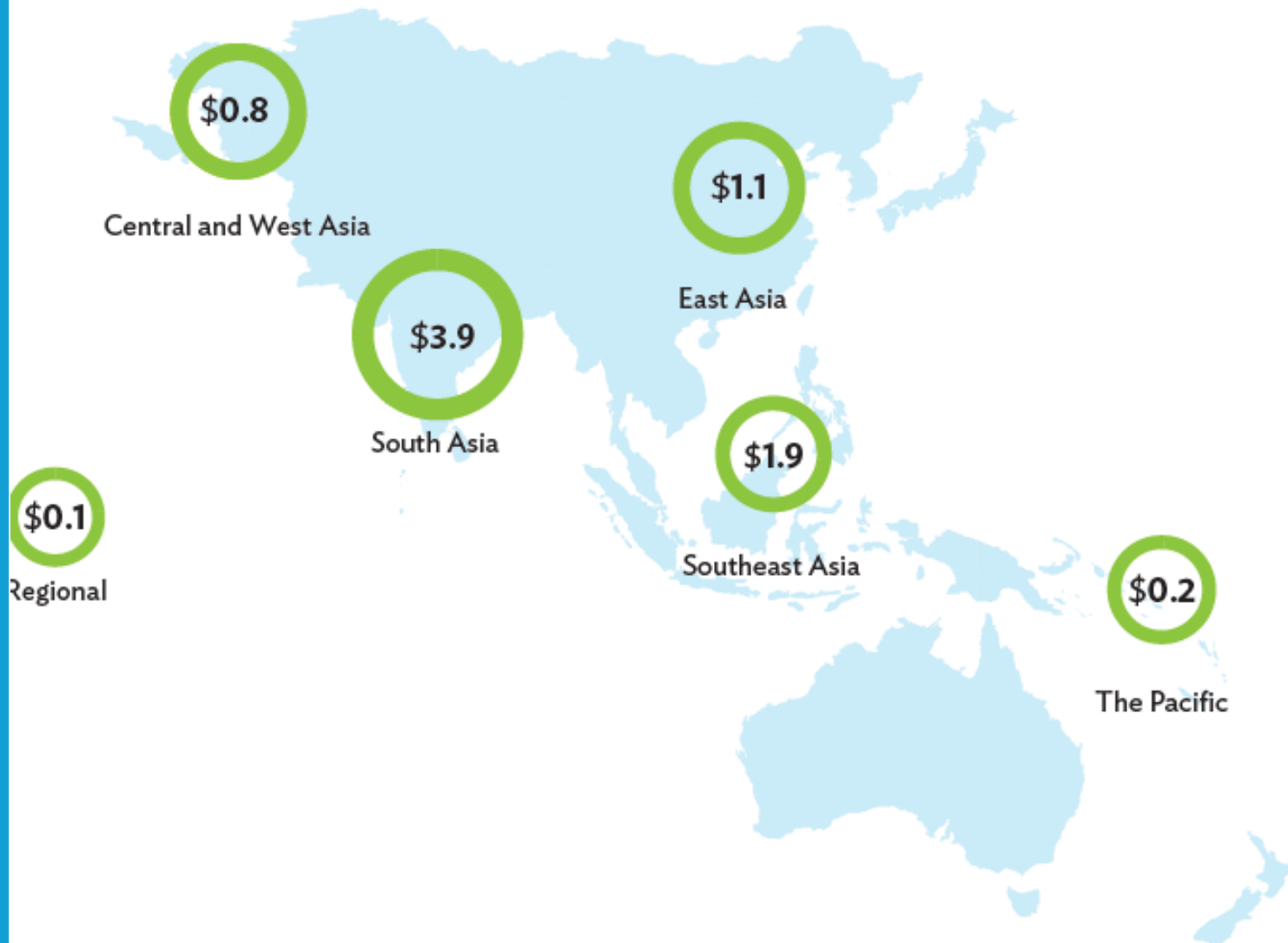
Annual Procurement Statistics - 2019-2023 (\$bn)



Source: Asian Development Bank, PPFID.



Total Procurement by Region, 2023 (USD billion)

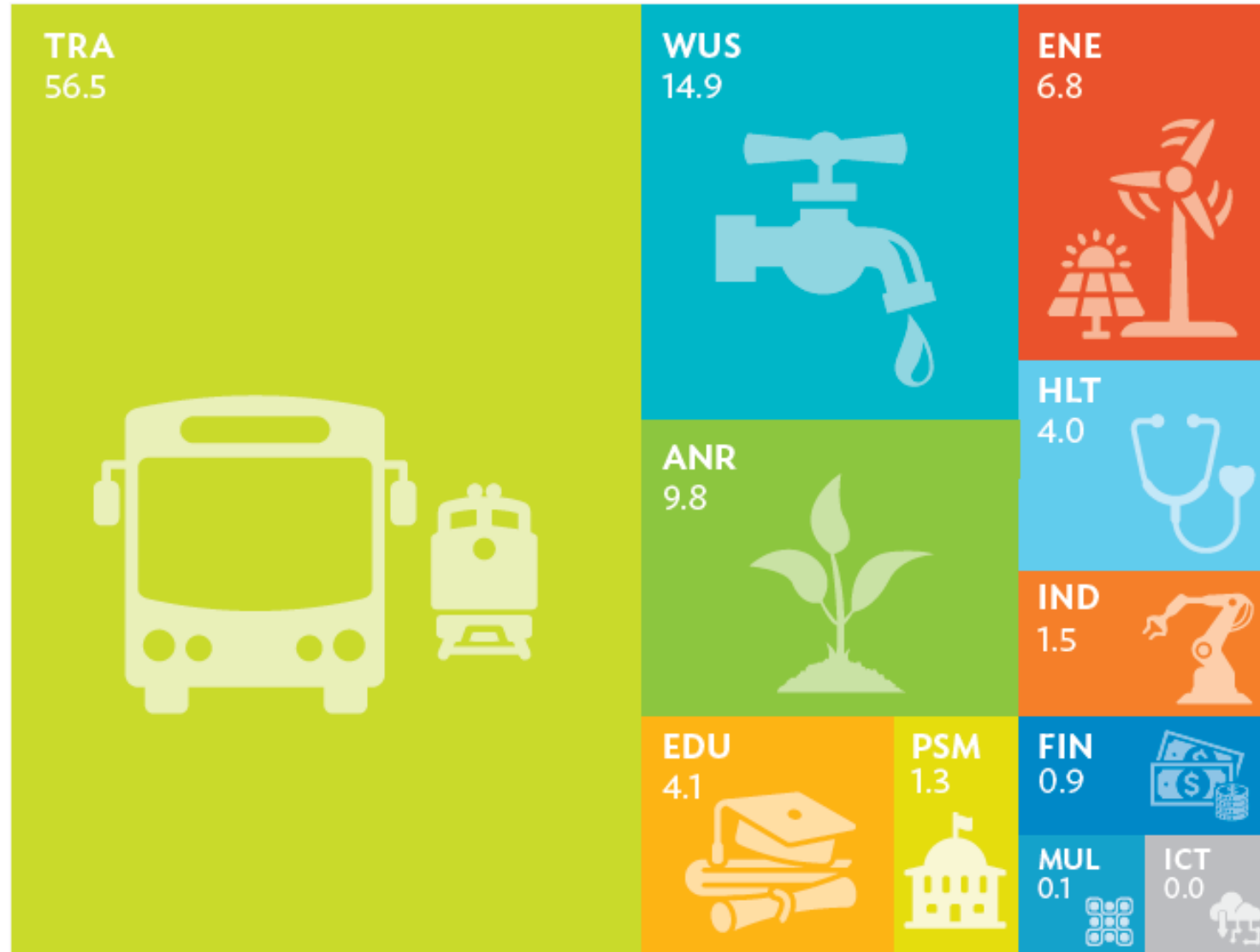


Note: This map depicts total procurement in 2023 across five geographic regions and shows procurement for regional projects with no specific member economy.

Source: Asian Development Bank, PPF



Procurement by Sector, 2023 (% 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, PPF



Contract Awards to Germany Firms

Top 5 Contractors/Suppliers from Germany Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2019–31 December 2023

Contractor/Supplier	Sector	Contract Amount (\$ million)
SIEMENS AG	ENE, HLT	43.90
Ludwig Pfeiffer Hoch-Und Tiefbau GmbH and Co. KG	ANR, WUS	22.32
Hegenscheidt-MFD Gm		
CANCOM GmbH		
Strabag International Gr		
Others		
Total		

Total Procurement		
Item	Amount (\$ million)	% of ADB Total
2022	255.81	1.52
2023	174.27	1.20
Cumulative (as of 31 Dec 2023)	7,137.19	2.58

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; HLT = health; TRA = transport; WUS = water and other urban infrastructure and services.

Top 5 Consultants from Germany Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2019–31 December 2023

Consultant	Sector	Contract Amount (\$ million)
Tractebel Engineering GmbH	ANR, ENE, WUS	17.04
Kocks Consult GmbH	TRA, WUS	12.81
Gopa Consultants	EDU, ENE, HLT	10.93
Frankfurt School of Finance Management	ANR, FIN, PSM	6.66
imbh & Co. KG	ENE, WUS	5.43
Consultants		14.33
		28.51
		95.71

ulture, natural resources, and rural development; EDU = education; ENE = energy; HLT = health; PSM = public sector management; TRA = transport; WUS = water and other urban infrastructure and services.

<https://www.adb.org/sites/default/files/publication/27766/ger-2023.pdf>

Contract Awards to Germany Firms (2022-2023)

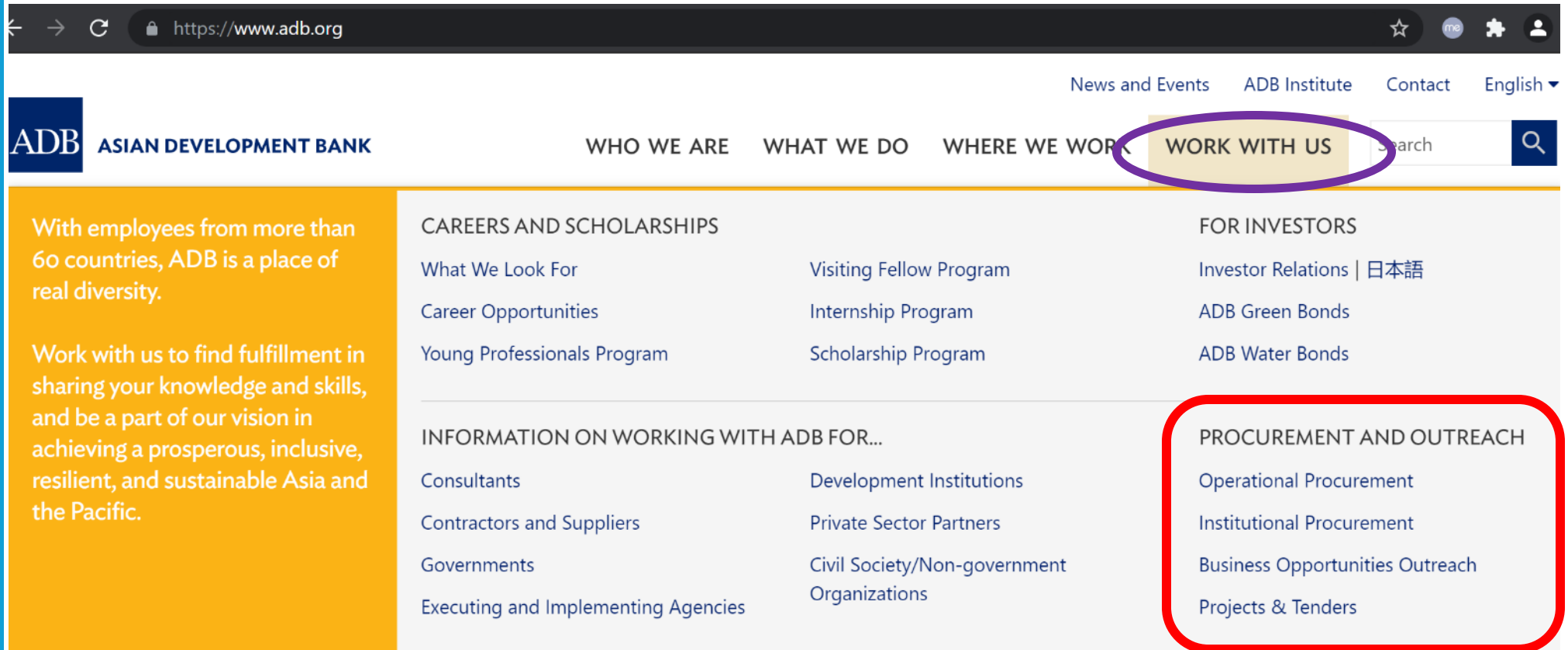
Germany's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects, by Origin

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2022	245.76	1.51
2023	164.63	1.18
Cumulative (as of 31 Dec 2023)	6,522.51	2.50

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2022	10.05	1.81
2023	9.63	1.82
Cumulative (as of 31 Dec 2023)	614.69	3.83

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2022	255.81	1.52
2023	174.27	1.20
Cumulative (as of 31 Dec 2023)	7,137.19	2.58

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.

Business Center - www.adb.org/business

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



ADB Business Center

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

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

🏠 > 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



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 **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



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

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

Follow ADB:      

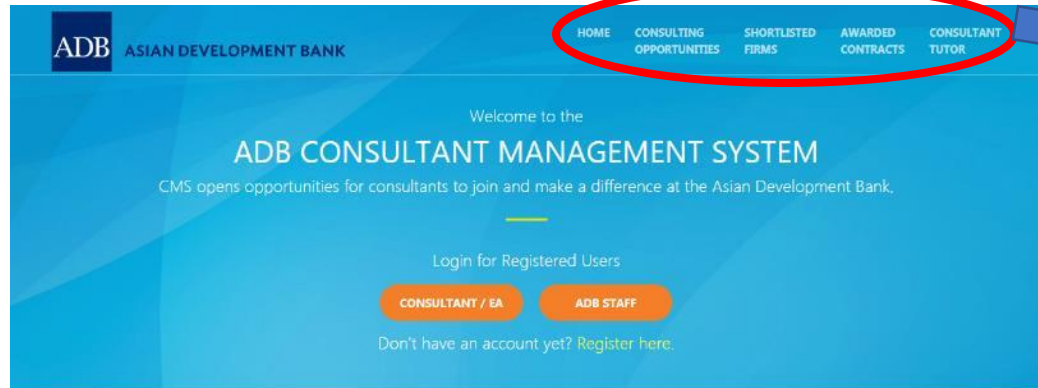
Alerts	Daily	Weekly	Off
Links to content posted on ADB.org delivered to your inbox daily or weekly.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Articles and Videos	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Asian Development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

Events	On	Off
News Releases and News from Country Offices	<input checked="" type="checkbox"/>	<input 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 checked="" type="checkbox"/>	<input type="checkbox"/>
Project Information and Documents	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Publications	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Safeguard Documents	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vacancies	<input checked="" type="checkbox"/>	<input type="checkbox"/>

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



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



CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR



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.



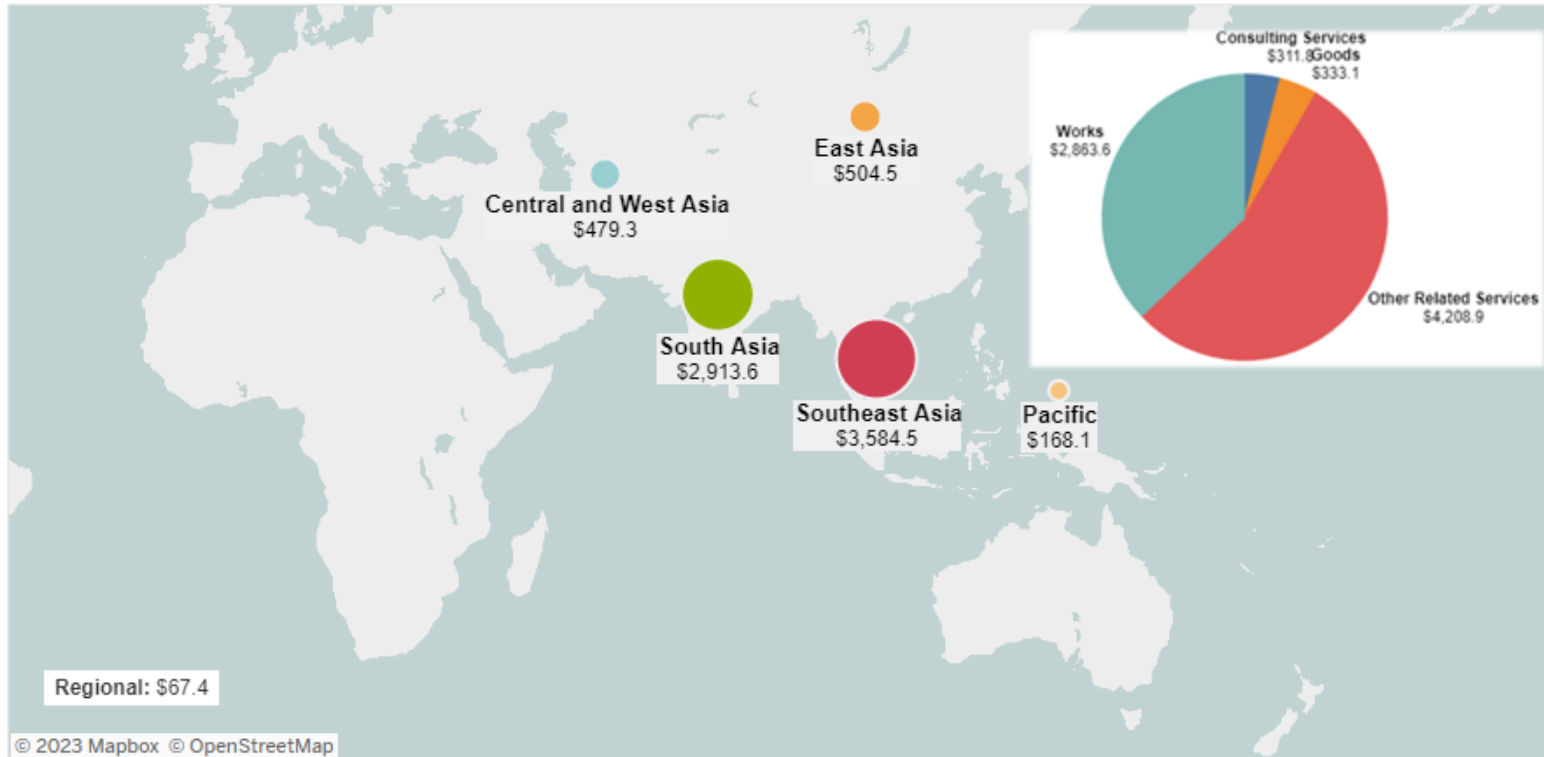
View Awarded Contracts

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>

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



Attending events, exploring opportunities

- Visit ADB Headquarters / Resident missions
 - Visit departments responsible for projects
 - Business Opportunities Fairs
 - Business Opportunities Seminars
- Undertake local due diligence and find partners in the countries where looking to operate.





On 9-10 October 2024, ADB will conduct the 12th edition of its Business Opportunities Fair (BOF).

The ADB BOF is a one-stop forum for consultants, contractors, manufacturers, suppliers, and civil society organizations looking to provide goods, works, and services for ADB projects.

Its an excellent opportunity to network with peers in the industry and with ADB specialists in the energy, transport, water, urban development, climate change, agriculture, environment, public management, finance, health, and education sectors.

[Register Here](#) to join us in Manila and [Click this Link](#) for more information



THANK YOU!

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