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ADB



# Asian Development Bank Business Opportunities Seminar

Doing Business with ADB

Wednesday, 18 September 2024

Venue: Four Seasons Hotel, Worli, Mumbai

BUSINESS  
OPPORTUNITIES





# 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

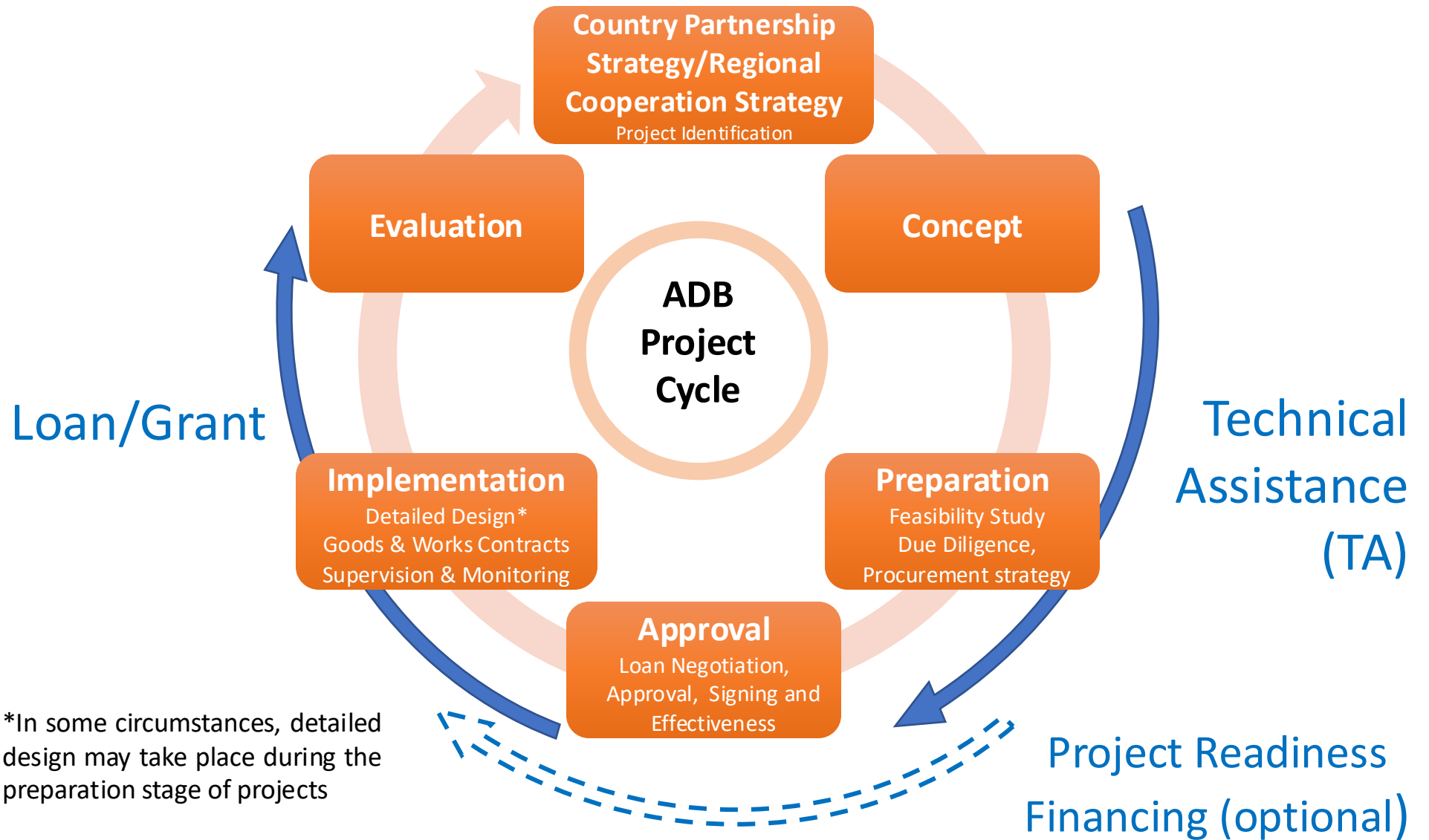
Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

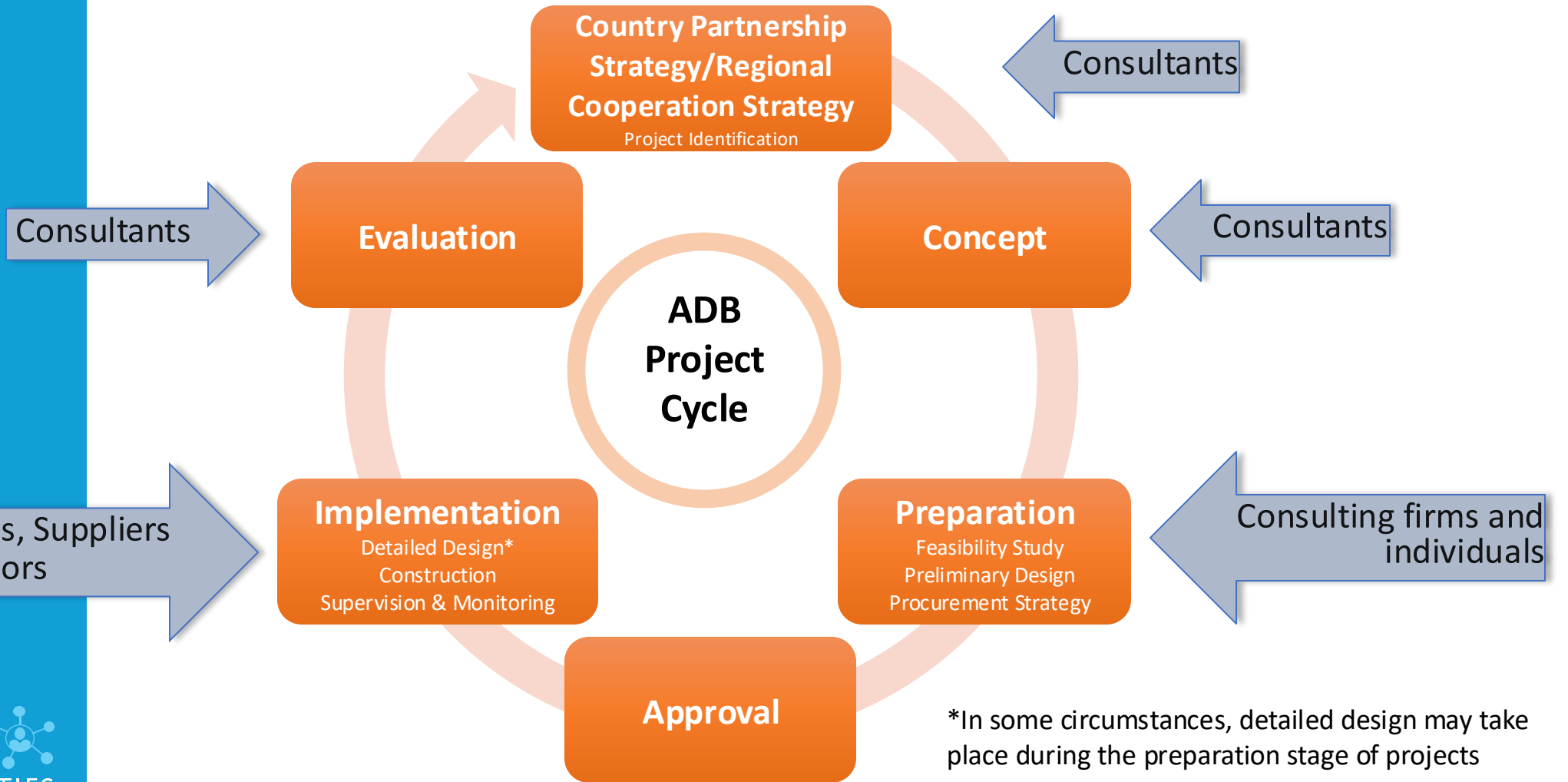
ADB undertakes procurement

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

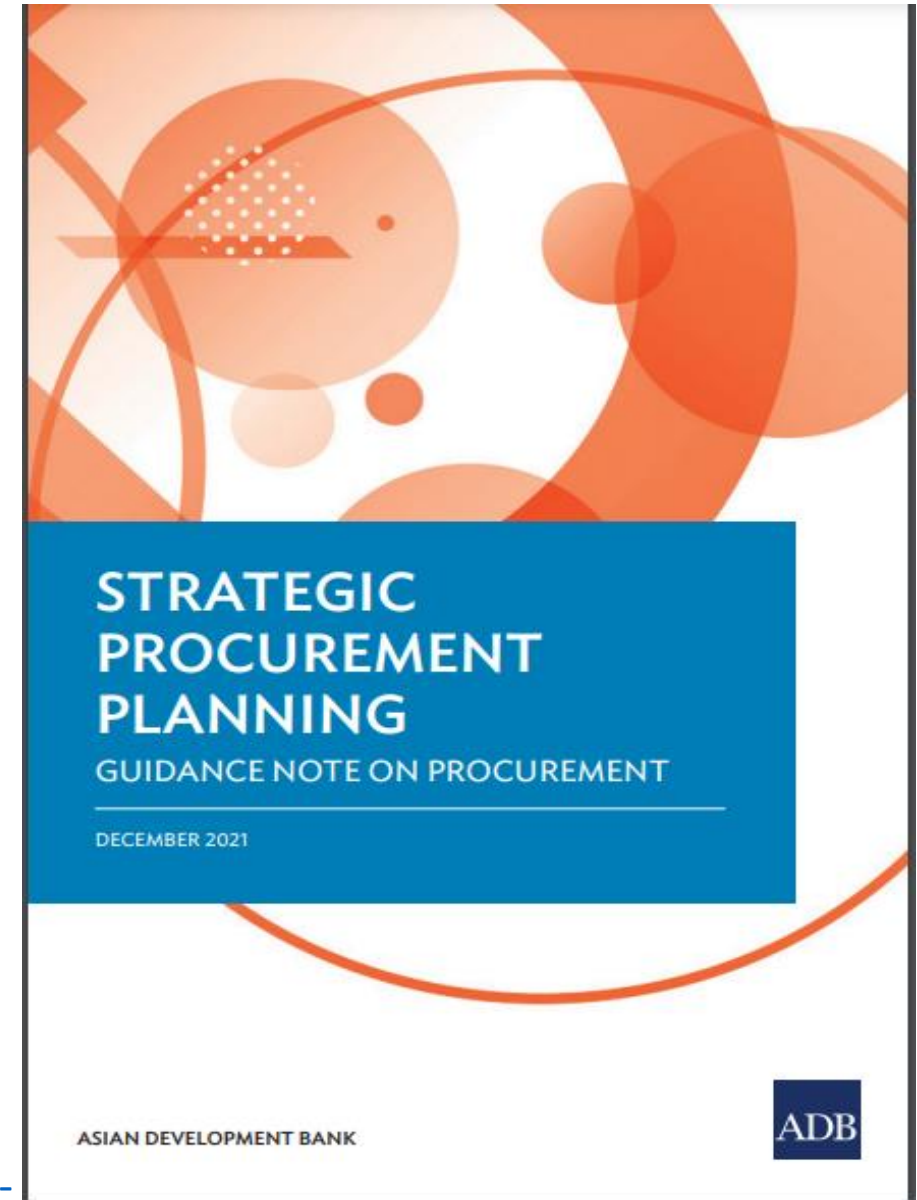
Responsible for preparation of SPP as part of project Processing

## ADB

- Provide support

## Consultants

- Support borrower



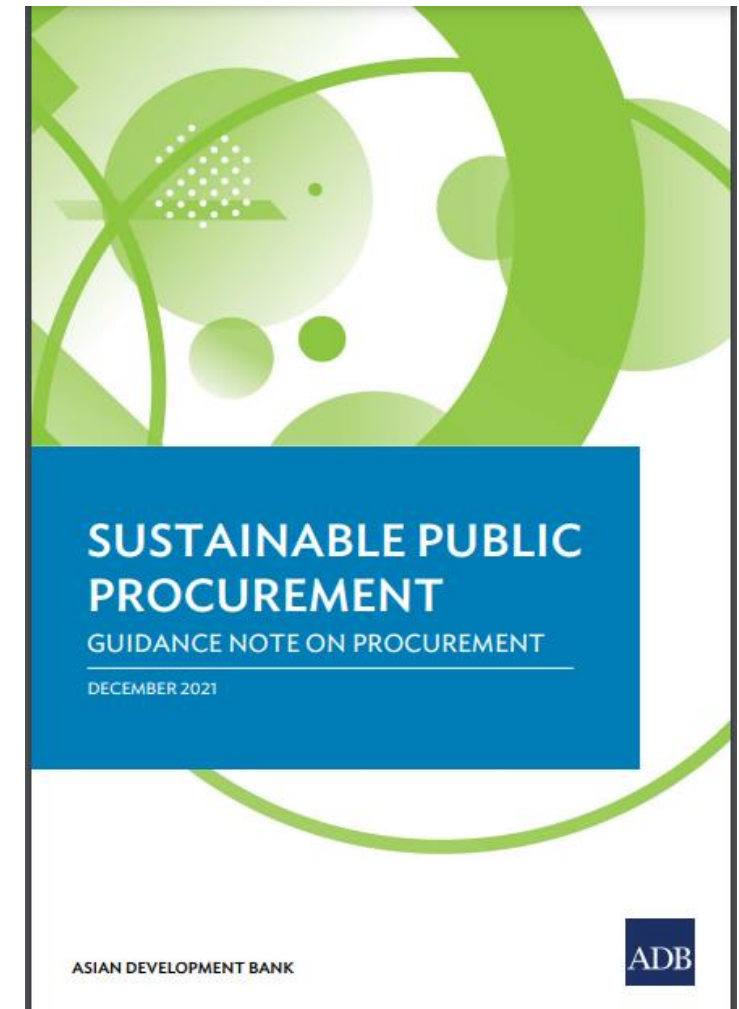
# Sustainable Public Procurement

## ***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

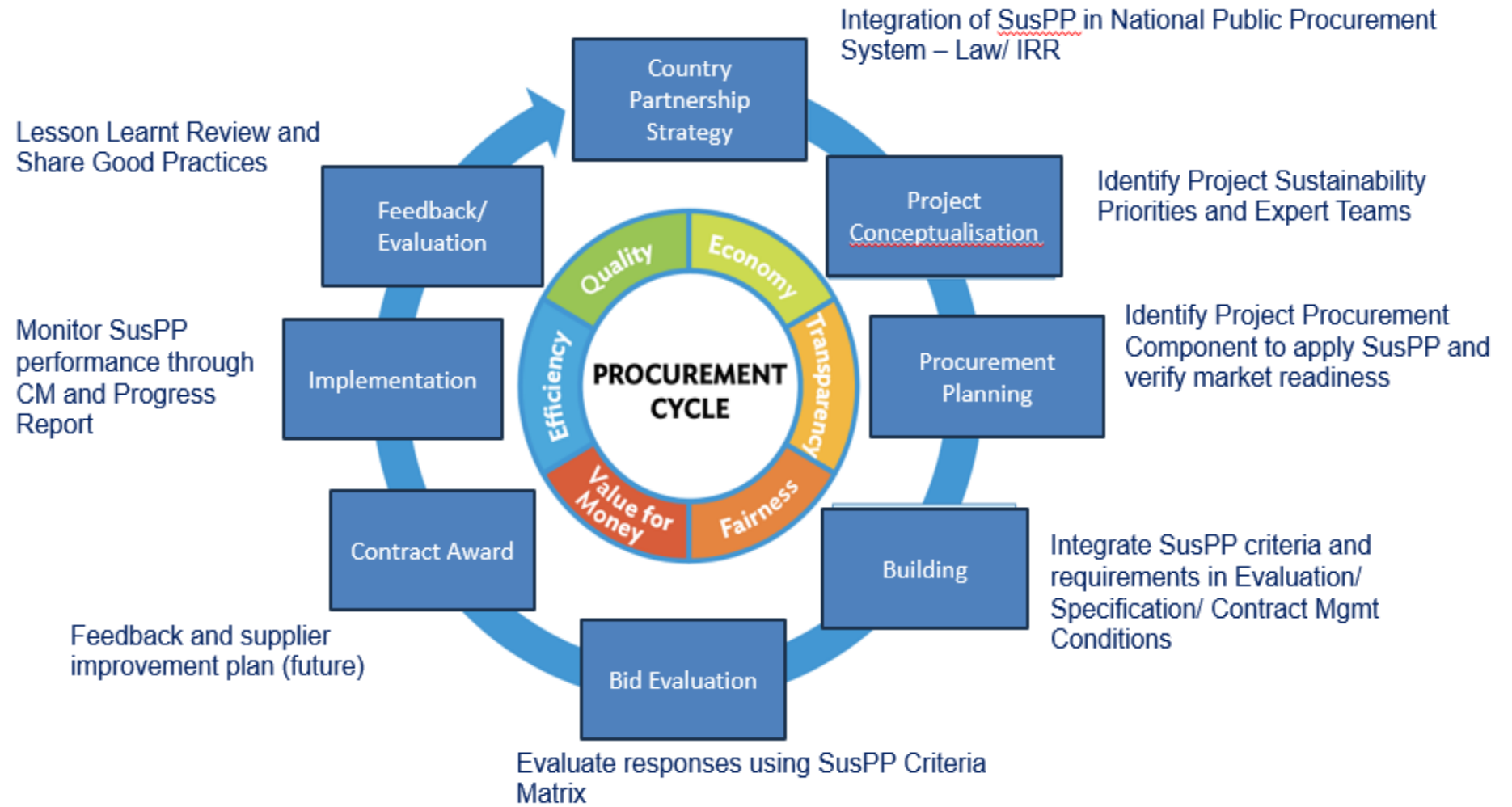


INSTITUTIONAL



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](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.

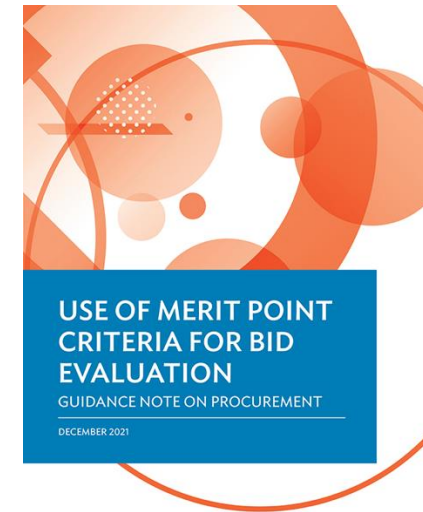
The policy defines VFM as the principle that “enables the borrower to obtain optimal benefits through effective, efficient, and economic use of resources by applying, as appropriate, the core procurement principles and related considerations, which may include life cycle costs and socioeconomic and environmental development objectives of the borrower.

**Price alone may not sufficiently represent VFM.**

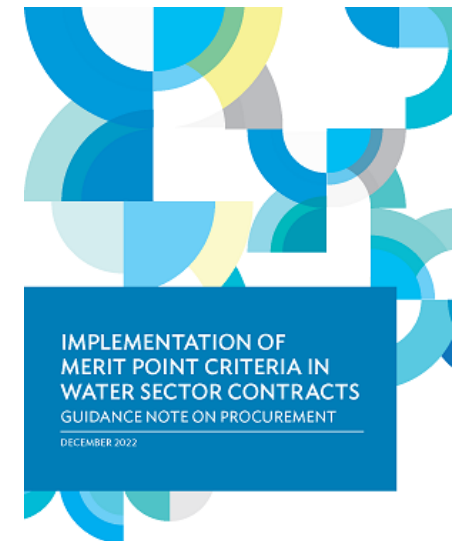
Rated criteria or merit point criteria facilitate evaluation of bids/proposals by considering non-price attributes including quality, technical and substantiality aspects

<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>



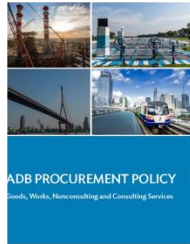
ASIAN DEVELOPMENT BANK



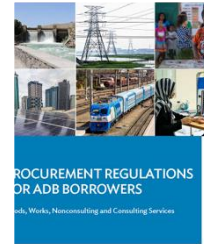
ASIAN DEVELOPMENT BANK



# Procurement Framework



**ADB Procurement Policy**



**Procurement Regulations for ADB Borrowers**



**Standard Bidding Documents and User Guides**



**Guidance Notes**



**Procurement Staff Instructions**



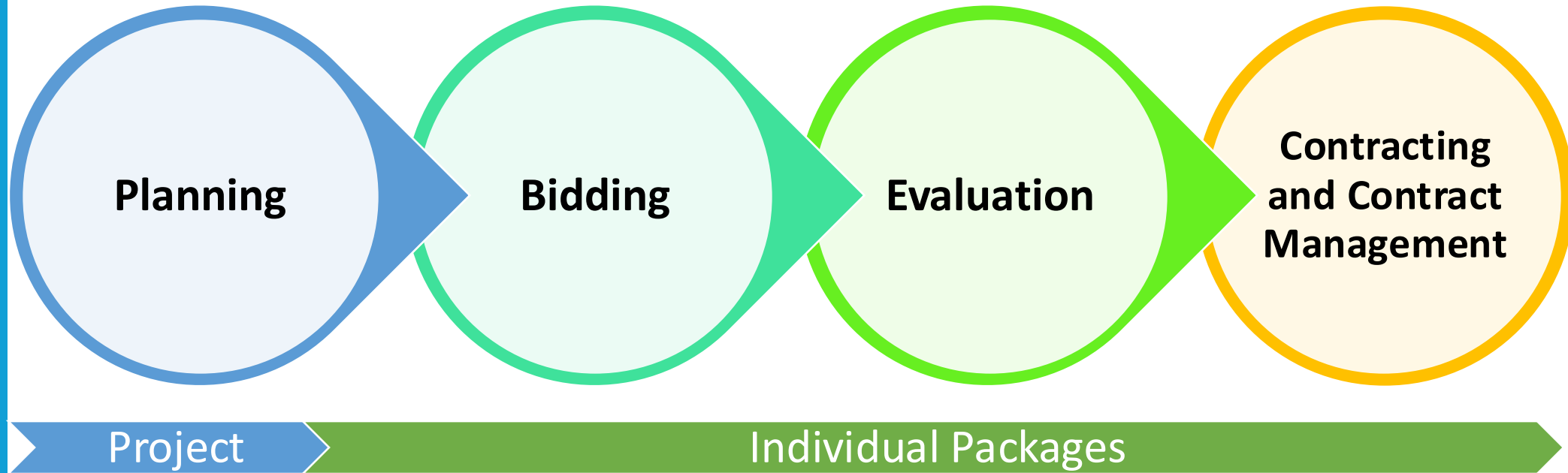
# ADB uses International Best Practice Procedures

- 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

Plan ahead:  
Identify a  
pipeline of  
projects of  
interest.

Understand  
project  
background,  
local context  
& partnership  
needs

Respond  
clearly to  
qualification  
and  
evaluation  
criteria

Be aware of  
borrower  
systems for  
advertising  
and  
submission of  
Bids

Build local  
partnerships  
(JV or  
association)

Carefully read  
& understand  
submission  
requirements;  
no conditional  
bids

Understand  
legal &  
regulatory  
systems  
(business  
registration,  
tax, customs  
etc.)

# 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)

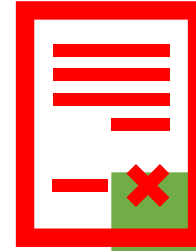
**ASK QUESTIONS**

# 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)



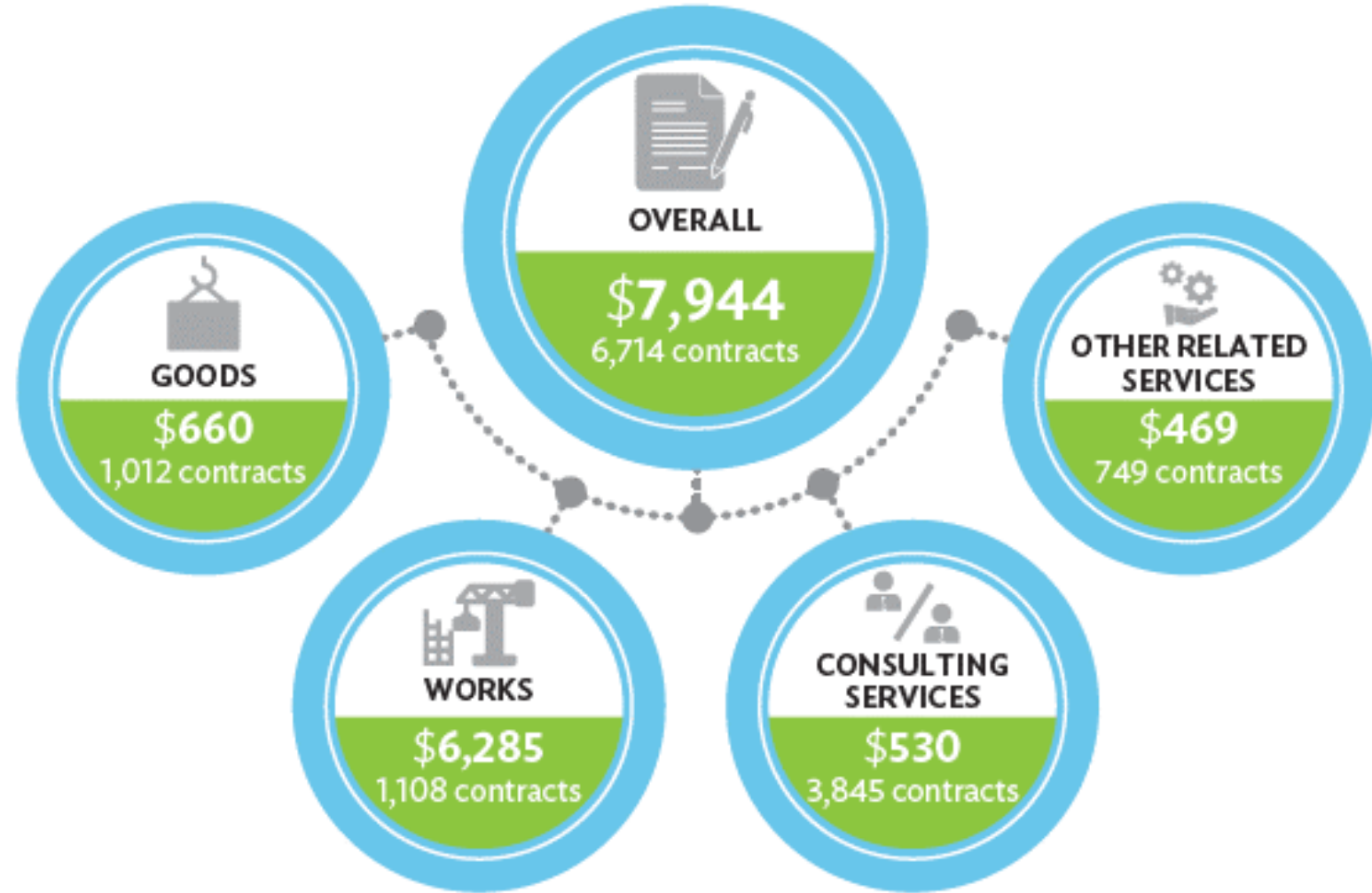
Sector	2018	2023	Trend
TRANSPORT	\$28.9B	\$30.2B	↑
ENERGY	\$20.6B	\$17.1B	↓
AGRICULTURE	\$9.0B	\$14.6B	↑
WATER & URBAN	\$11.0B	\$13.8B	↑
HEALTH	\$1.4B	\$7.0B	↑
EDUCATION	\$5.5B	\$6.8B	↑
OTHERS	\$5.4B	\$5.8B	↑

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

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



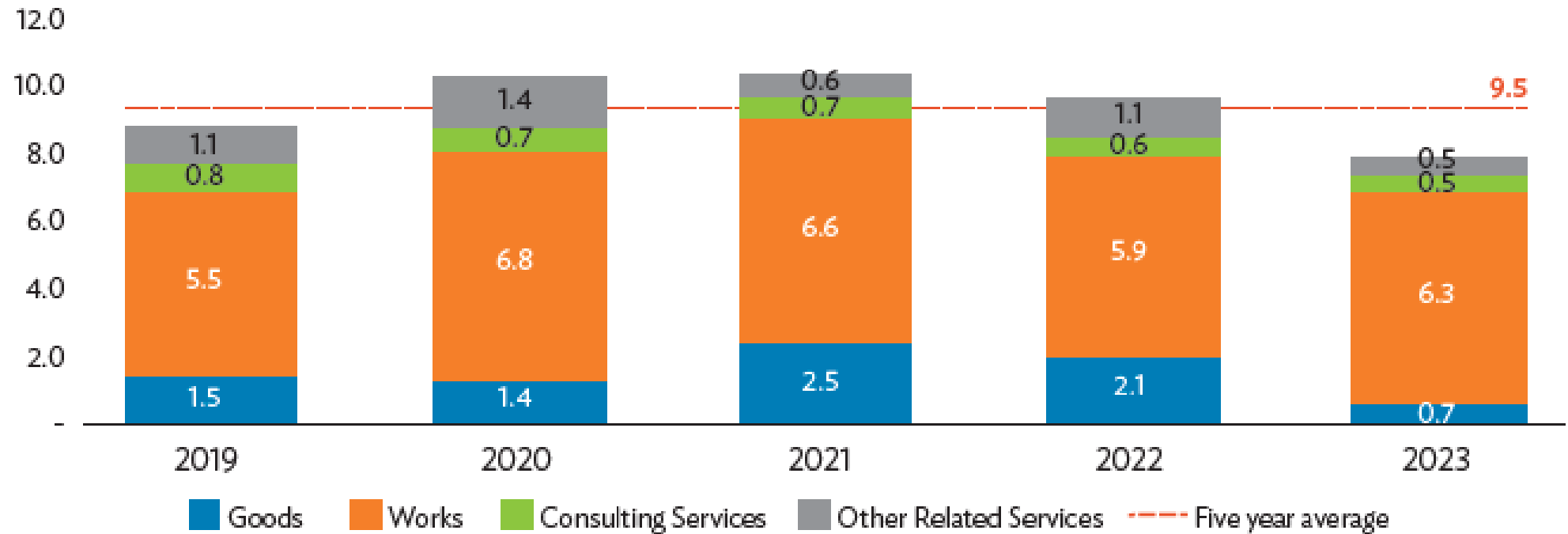
# Procurement in 2023 (US\$ million)



Source: Asian Development Bank, PPFID.



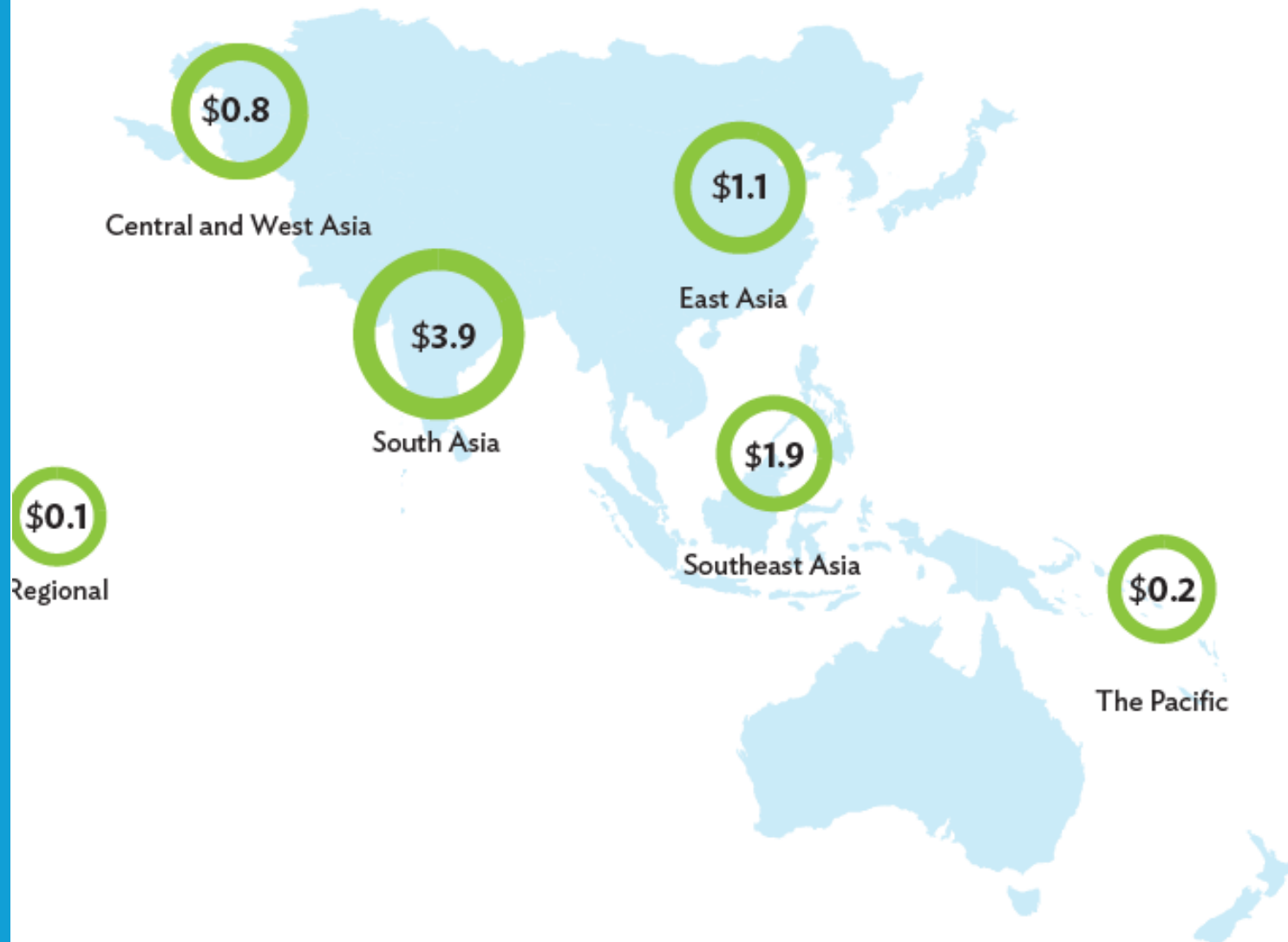
# Annual Procurement Statistics - 2019-2023 (\$bn)



Source: Asian Development Bank, PPFID.



# Total Procurement by Region, 2023 (USD billion)

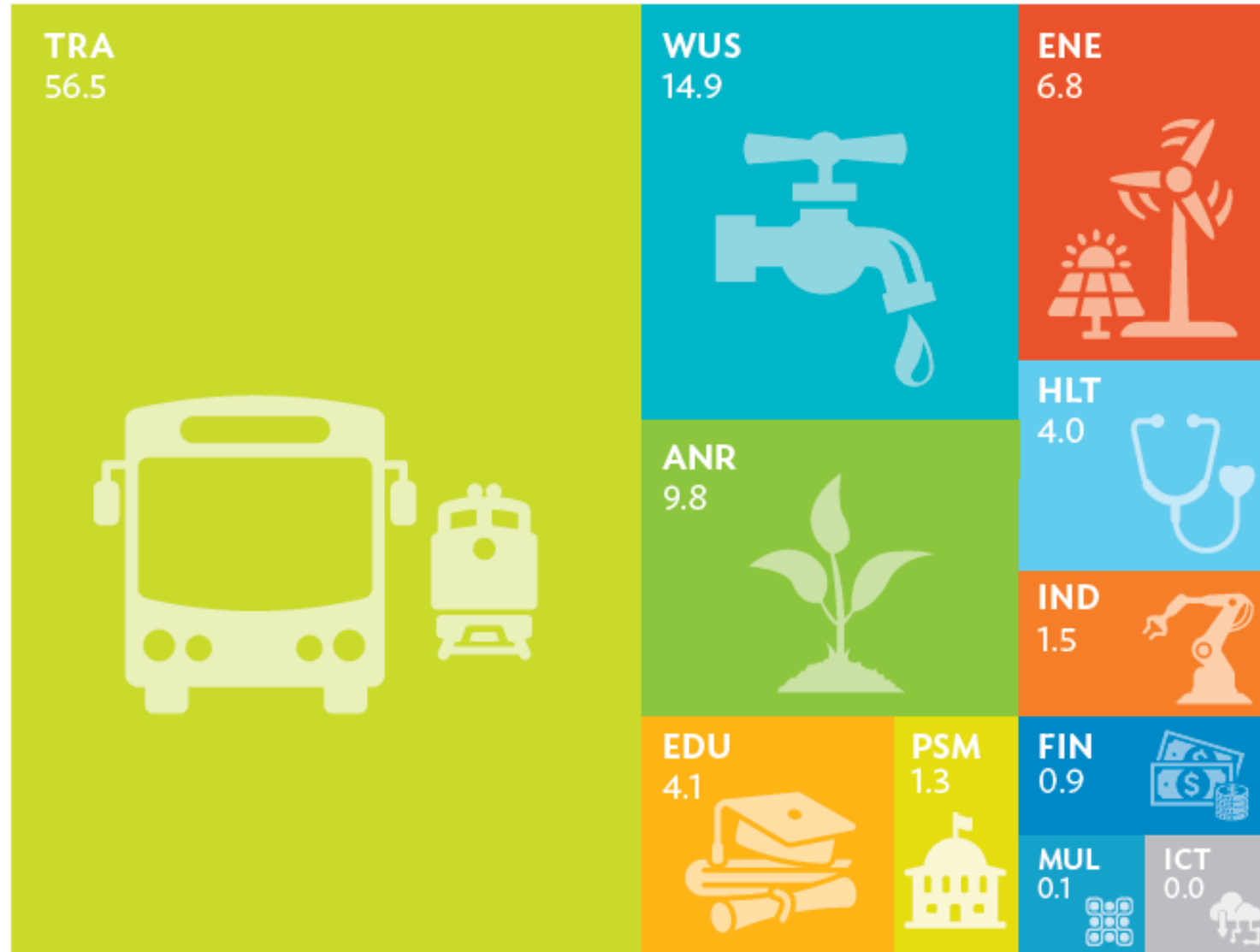


Note: This map depicts total procurement in 2023 across five geographic regions and shows procurement for regional projects with no specific member economy.

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



# India Fact Sheet (\$ million)

## India: Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2022	2,742.56	16.80
2023	2,739.39	19.59
Cumulative (as of 31 Dec 2023)	40,260.56	15.42

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2022	108.45	19.58
2023	67.15	12.66
Cumulative (as of 31 Dec 2023)	1,248.05	7.78

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2022	2,851.00	16.89
2023	2,806.54	19.34
Cumulative (as of 31 Dec 2023)	41,508.61	14.98

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

Consultant	Sector	Contract Amount (\$ million)
Pricewaterhousecoopers Pvt. Ltd. India	EDU, ENE, FIN, HLT, IND, MUL, PSM, TRA, WUS	27.23
WAPCOS Ltd.	ENE, TRA, WUS	23.55
VisionRI Connexion Services Pvt. Ltd.	ENE, TRA	18.45
Intercontinental Consultants and Technocrats Pvt. Ltd.	TRA, WUS	17.08
LEA Associates South Asia Pvt. Ltd.	TRA, WUS	12.20
Individual Consultants		83.07
Others		237.61
<b>Total</b>		<b>419.18</b>

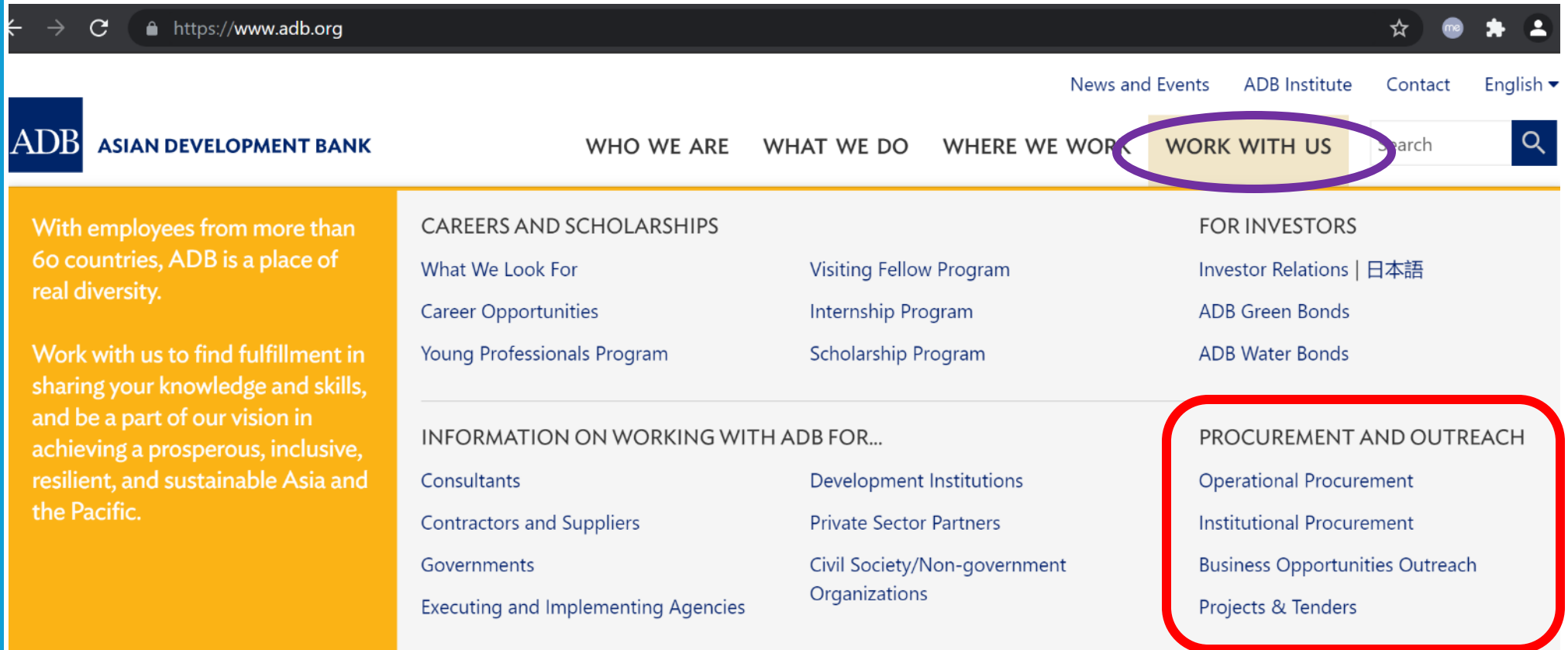
EDU = education, ENE = energy, FIN = finance, HLT = health, IND = industry and trade, MUL = Multisector, PSM = public sector management, TRA = transport, WUS = water and other urban infrastructure and services.

## Top 5 Contractors/Suppliers from India 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)
Larsen & Toubro Ltd.	ANR, ENE, TRA, WUS	1,343.29
Serum Institute of India Pvt. Ltd.	HLT	771.31
BEML Ltd.	TRA	624.25
NCC Ltd.	ENE, TRA, WUS	441.38
Kalpataru Power Transmission Ltd.	ENE	424.12
Others		11,625.20
<b>Total</b>		<b>15,229.55</b>

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

# 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](http://www.adb.org/business)

Procurement - [www.adb.org/business/operational-procurement](http://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](http://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

<b>Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project)</b> 49177-002; Timor-Leste; Energy	Status: <b>Approved</b>	Approval Date: 26 Oct 2021
<b>Development of the Pacific Energy Regulators Alliance</b> 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: <b>Active</b>	Approval Date: 25 Oct 2021
<b>Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience</b> 55079-002; Sri Lanka; Energy	Status: <b>Approved</b>	Approval Date: 14 Oct 2021
<b>Power Sector Reform Support Program</b> 54269-003; Uzbekistan; Energy	Status: <b>Approved</b>	Approval Date: 02 Oct 2021
<b>Research on Addressing Climate Change in Ningxia through the Use of Science and Technology</b> 55033-001; China, People's Republic of; Energy	Status: <b>Approved</b>	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

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



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

SUBSCRIBER SERVICES →
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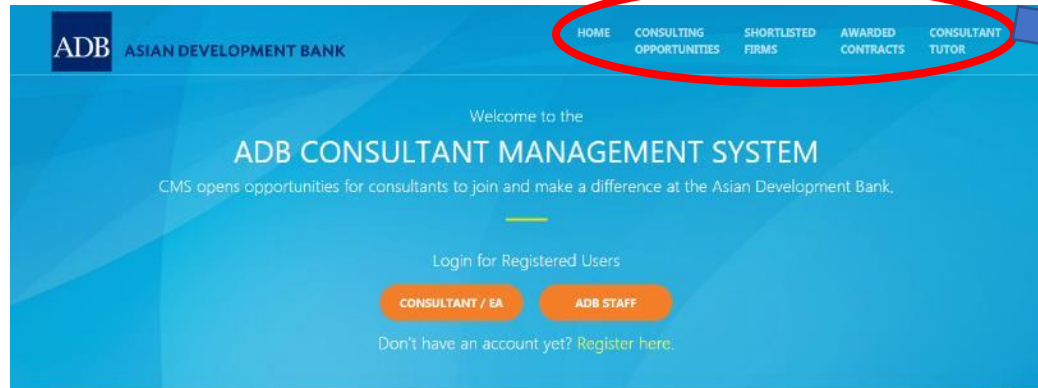
<p><b>Alerts</b> Links to content posted on ADB.org delivered to your inbox daily or weekly. <span style="float: right;"><input checked="" type="radio"/> Daily <input type="radio"/> Weekly <input type="radio"/> Off</span></p> <hr/> <p>Articles and Videos <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Asian Development Blog <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Board Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Business Center Materials <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Country Planning Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Economic Data and Research <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Evaluation Reports <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p>	<p><b>Events</b> <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>News Releases and News from Country Offices <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p><b>Procurement Notices (Goods and Works)</b> <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span>  <small>Note: Weekly notifications on consulting opportunities available for registered users of the <a href="#">Consultant Management System (CMS)</a>.</small></p> <hr/> <p>Project Information and Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Publications <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Safeguard Documents <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p> <hr/> <p>Vacancies <span style="float: right;"><input checked="" type="radio"/> On <input type="radio"/> Off</span></p>
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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.



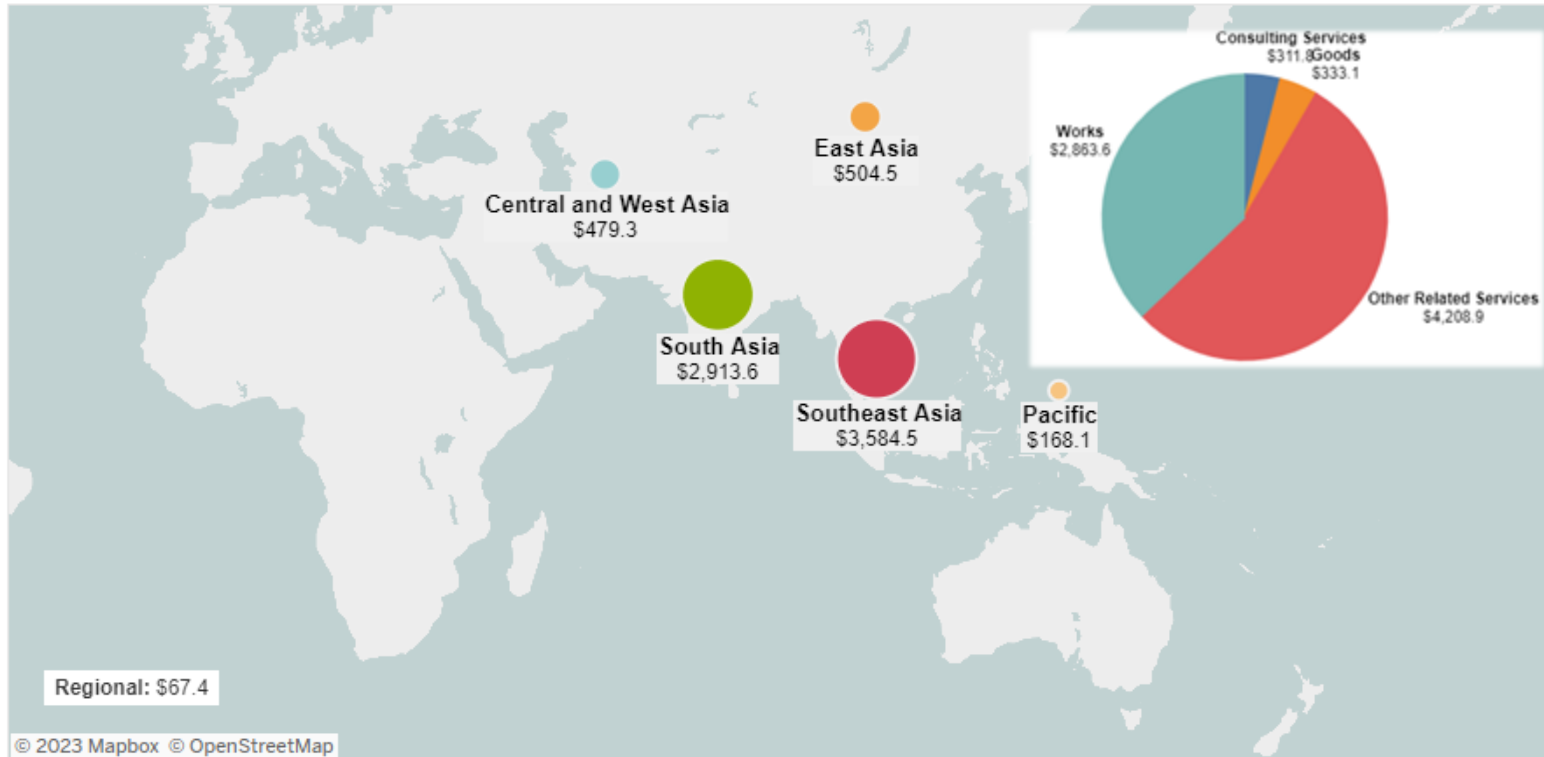
### View Awarded Contracts

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 12<sup>th</sup> 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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[sbessadi@adb.org](mailto:sbessadi@adb.org)