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ADB



Asian Development Bank Business Opportunities Seminar

Doing Business with ADB

23 September 2024 – United Kingdom

BUSINESS
OPPORTUNITIES



ADB Procurement Policy - Core Principles



Economy



Efficiency



Fairness



Transparency



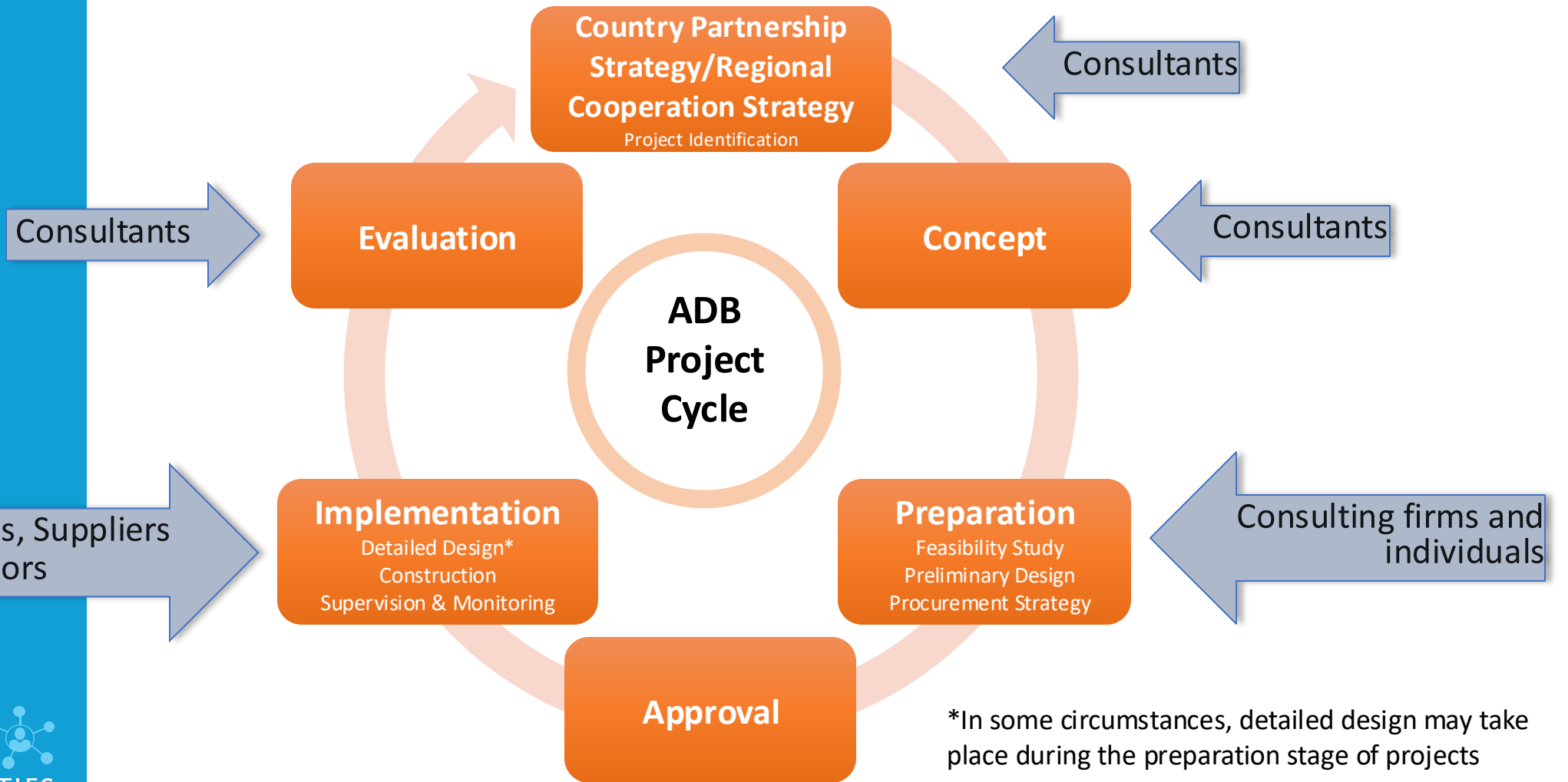
Quality



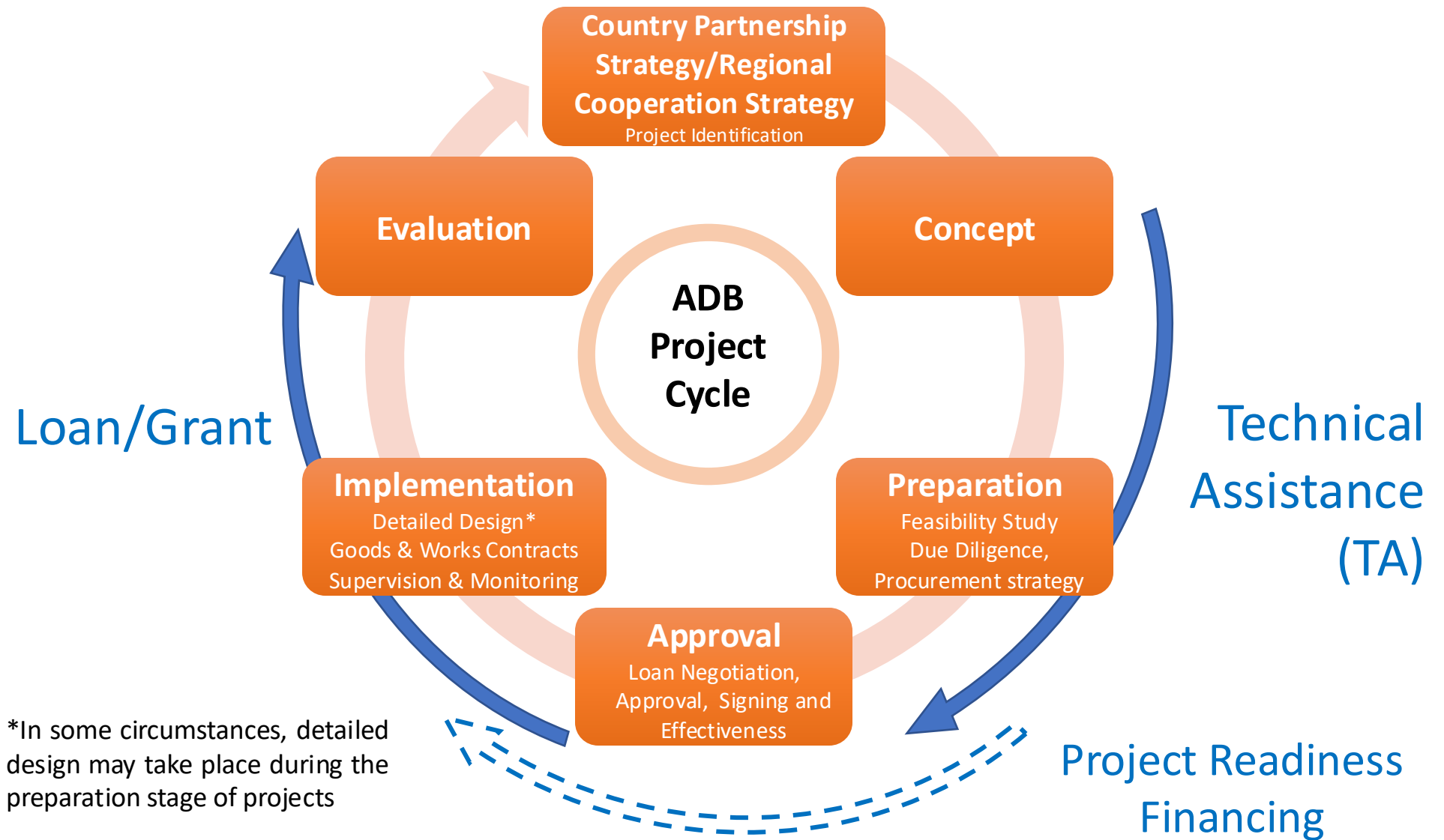
Value for money



When is the Private Sector engaged?



Financing Modalities and the Project Cycle



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

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

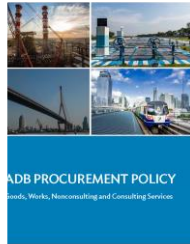
Knowledge &
Support
Technical
Assistance
(KSTA)

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

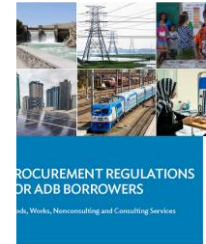
* Sector, thematic, and economic work; search for potential transactions and inputs for project concept paper preparation; flagship knowledge and innovative solutions; and high-level technologies

ADB Business Opportunities Seminar

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



Sustainable public procurement

achieved through

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

informed by prioritization and
market analysis

ENVIRONMENTAL



SOCIAL



ECONOMIC

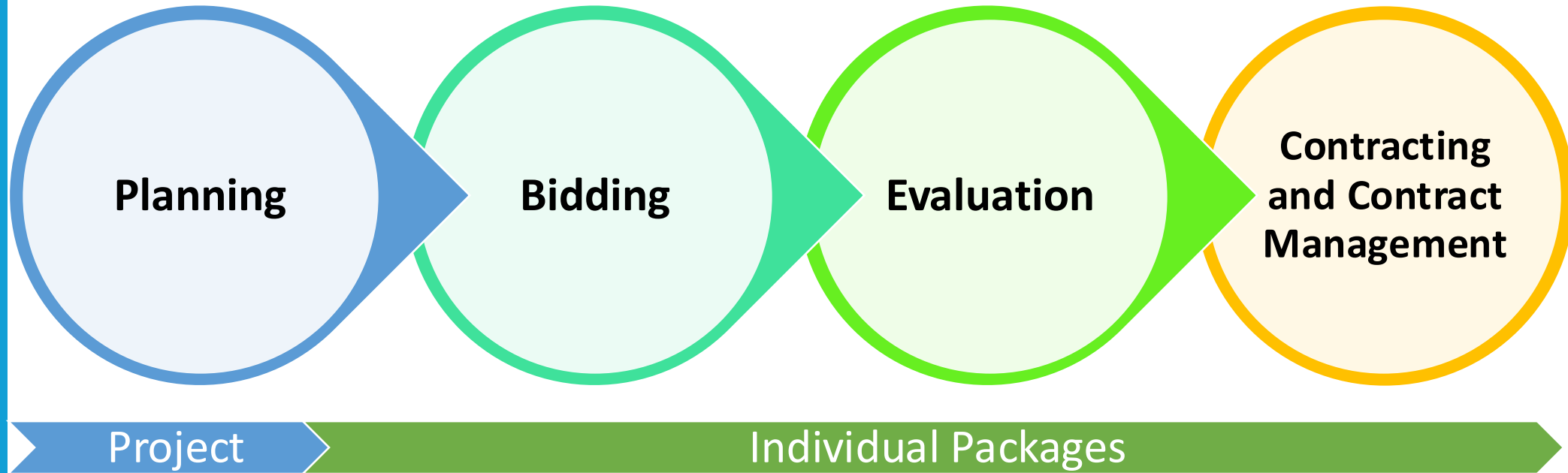


INSTITUTIONAL

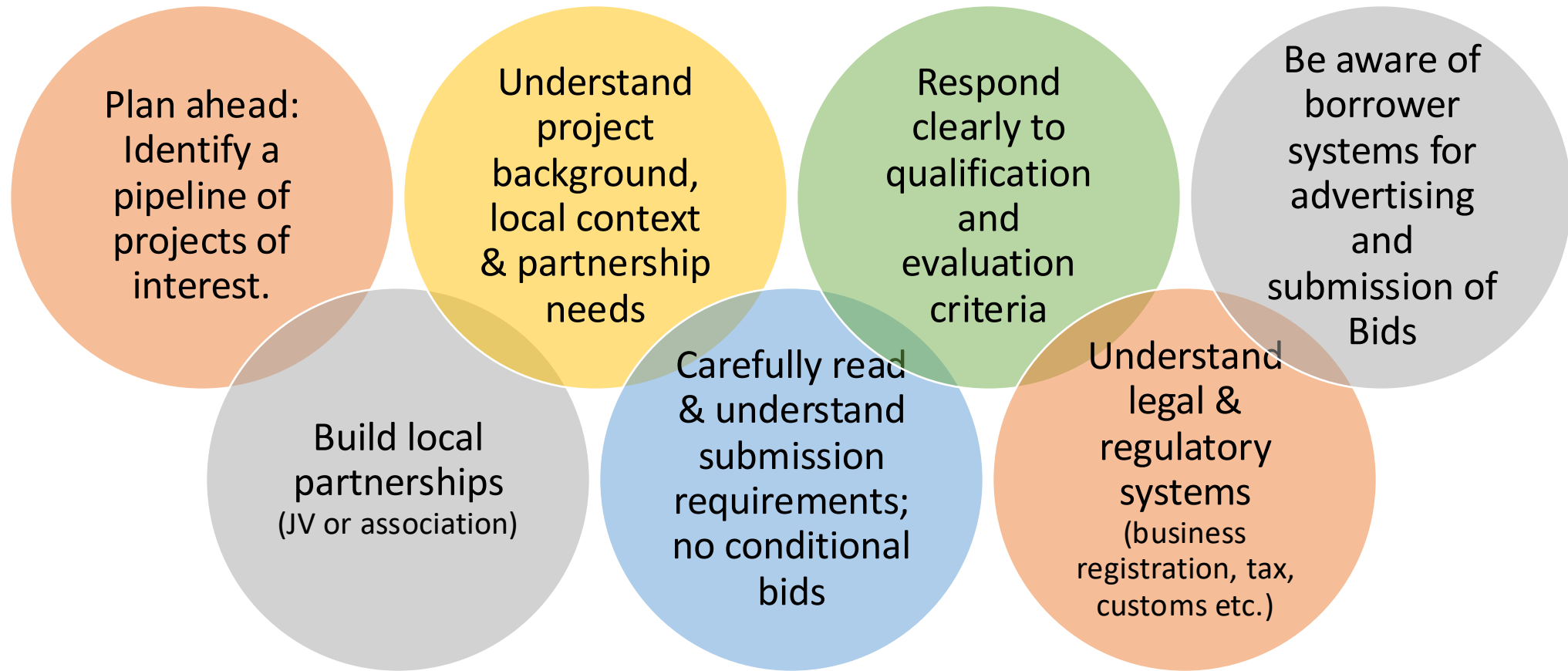


Do good both through what is built
and through how it is built

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)

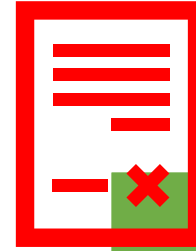
ASK QUESTIONS

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	East Asia	South Asia	Southeast Asia	Pacific
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)



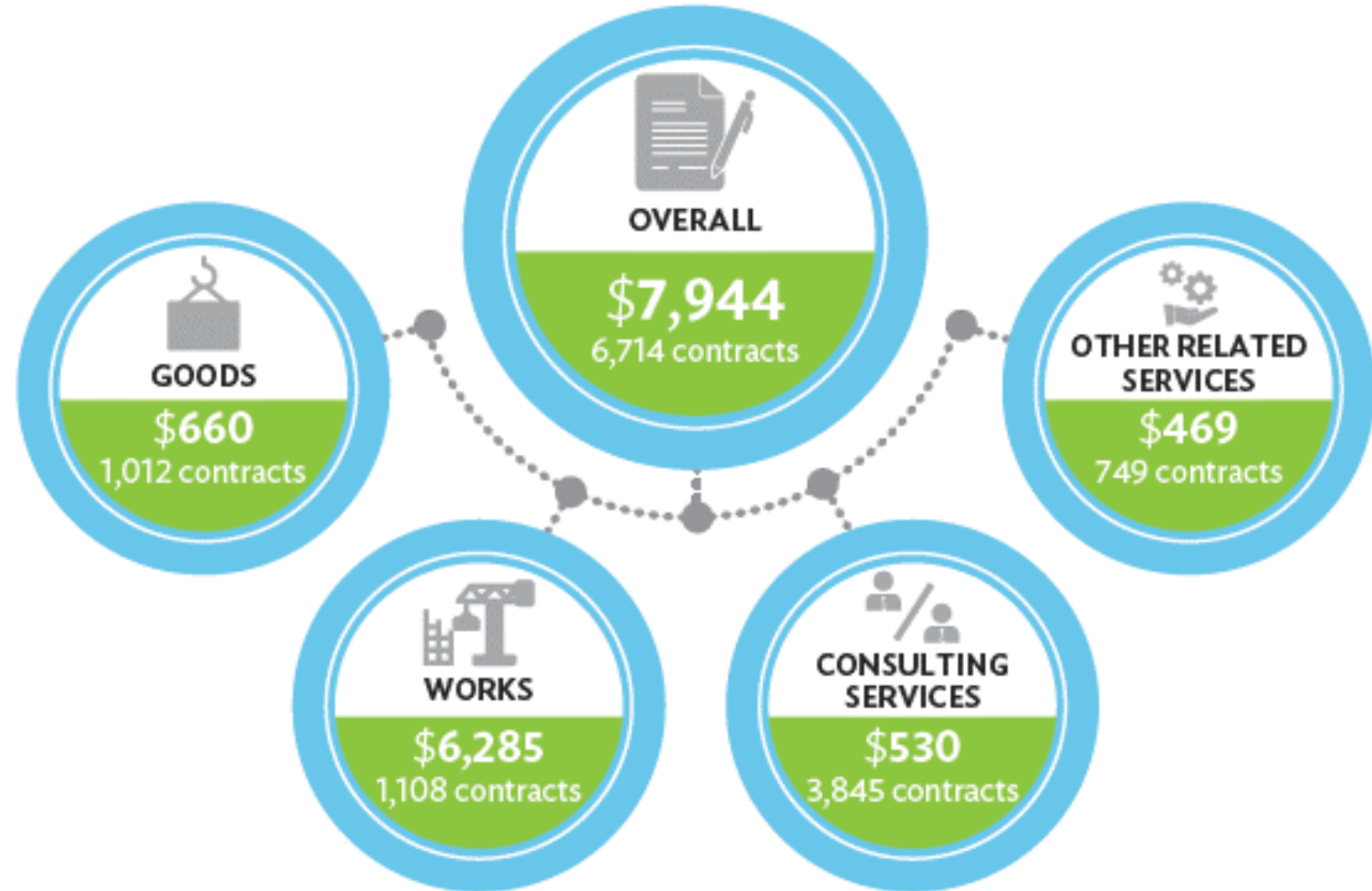
Sector	2018	2023	Trend
TRANSPORT	\$28.9B	\$30.2B	↑
ENERGY	\$20.6B	\$17.1B	↓
AGRICULTURE	\$9.0B	\$14.6B	↑
WATER & URBAN	\$11.0B	\$13.8B	↑
HEALTH	\$1.4B	\$7.0B	↑
EDUCATION	\$5.5B	\$6.8B	↑
OTHERS	\$5.4B	\$5.8B	↑

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

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

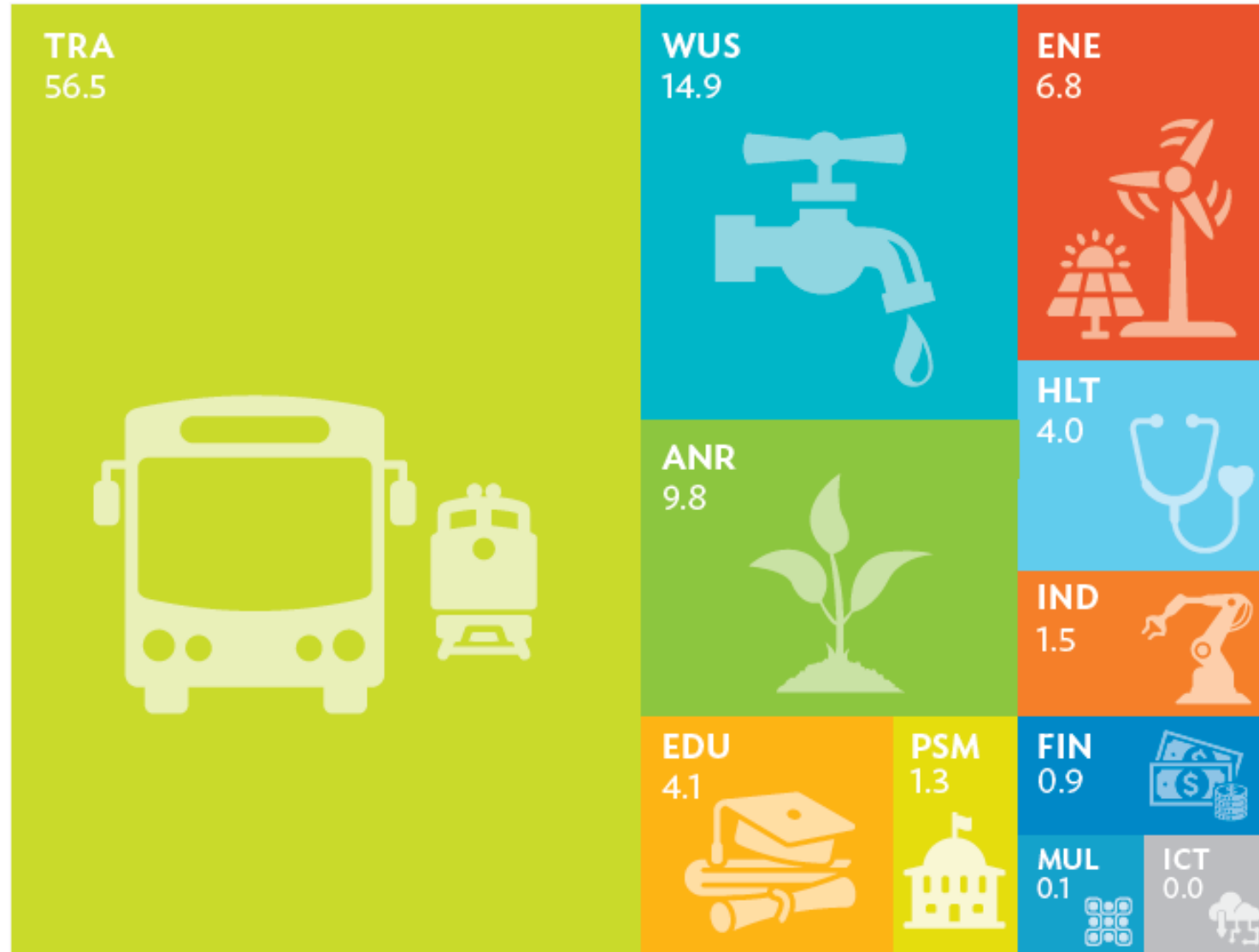


Procurement in 2023 (US\$ million)



Source: Asian Development Bank, PPFID.

Procurement by Sector, 2023 (% of total Procurement)

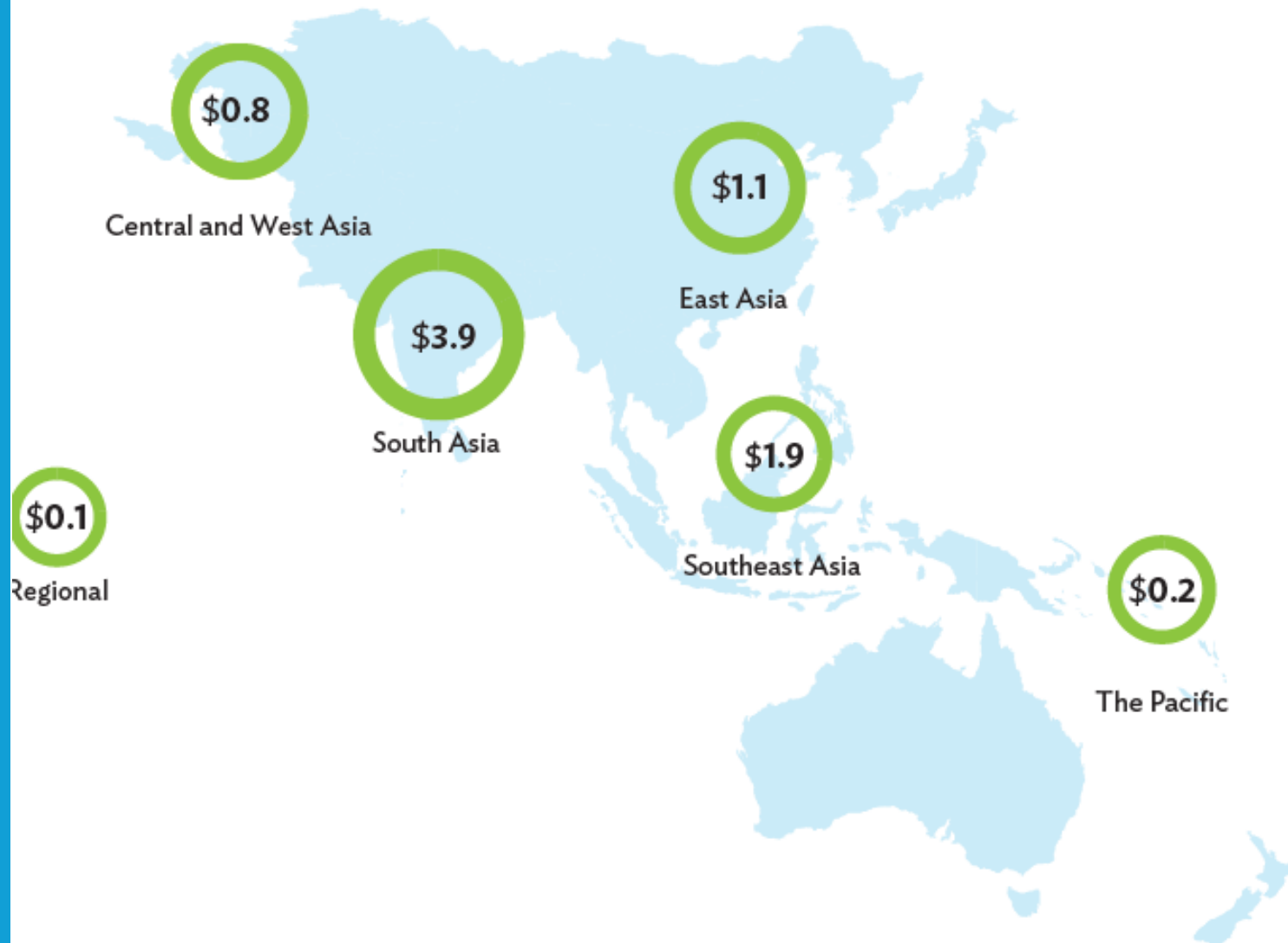


ANR = Agriculture, Natural Resources and Rural Development; EDU = Education; ENE = Energy; FIN = Finance; HLT = Health; IND = Industry and Trade; ICT = Information and Communication Technology; MUL = Multisector; PSM = Public Sector Management; TRA = Transport; WUS = Water and Other Urban Infrastructure and Services. 0.0 = less than 0.05.

Source: Asian Development Bank, PPF



Total Procurement by Region, 2023 (USD billion)

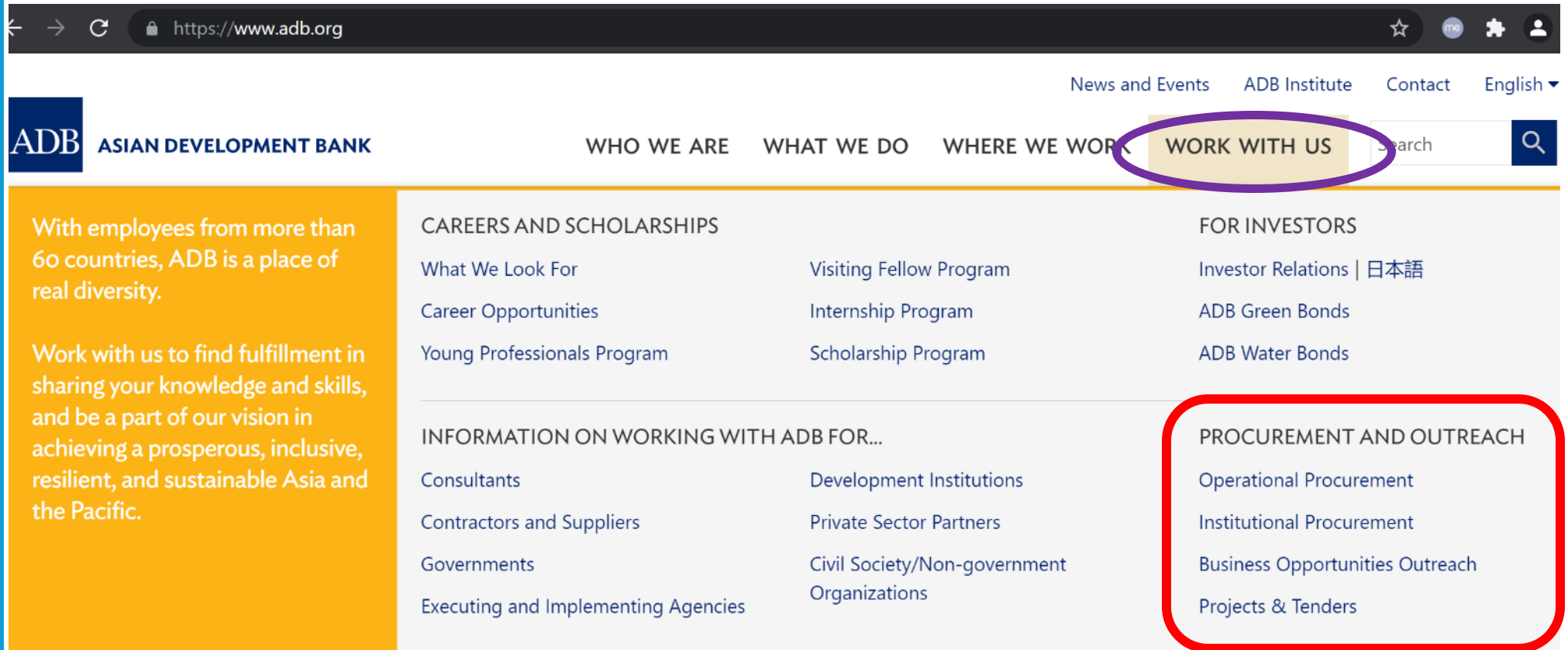


Note: This map depicts total procurement in 2023 across five geographic regions and shows procurement for regional projects with no specific member economy.

Source: Asian Development Bank, PPF



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>

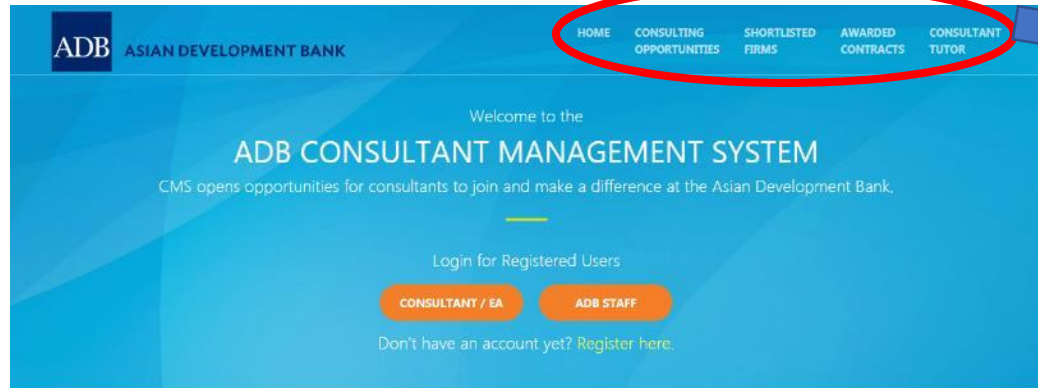
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<p>Alerts <small>Links to content posted on ADB.org delivered to your inbox daily or weekly.</small></p> <p style="text-align: right;">Daily Weekly Off</p> <hr/> <p>Articles and Videos On Off</p> <hr/> <p>Asian Development Blog On Off</p> <hr/> <p>Board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



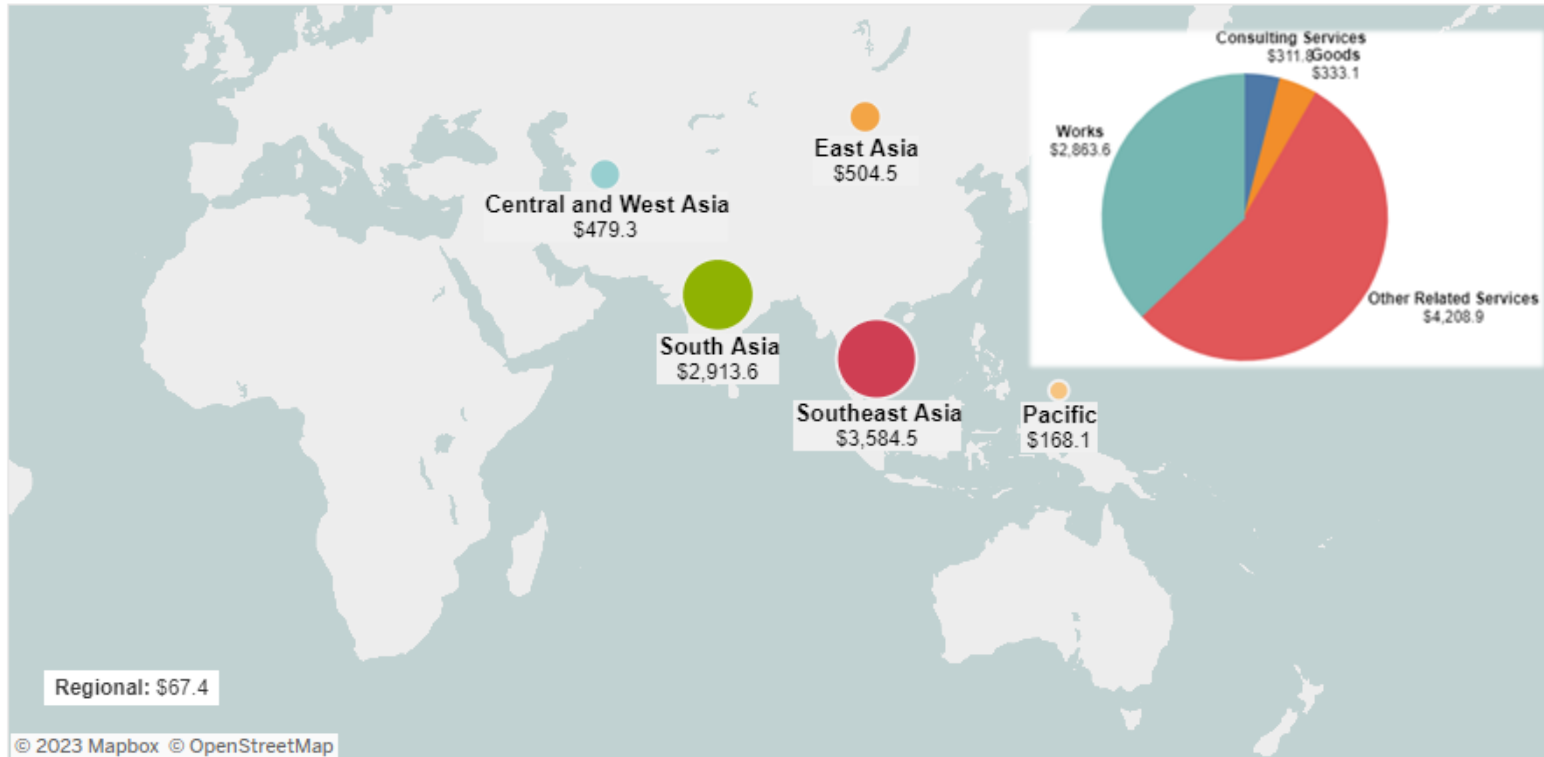
View Awarded Contracts

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



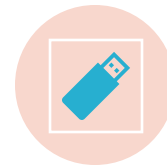
COVERAGE

past 5 years



INFORMATION

region, member, nationality, nature, origin, sector



ACCESS TO DATA

downloading options





**12TH ASIAN DEVELOPMENT BANK
BUSINESS OPPORTUNITIES FAIR 2024**
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



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.

It's 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.

[Click this Link](#) for more information.





THANK YOU!

Kevin Moore

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