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ADB

Introduction to ADB, India Operations and Access to ADB Business Opportunities

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Sr Procurement Officer, INRM, ADB.

Kolkata -27 September 2024

BUSINESS OPPORTUNITIES

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ADB

ADB Operations

BUSINESS OPPORTUNITIES

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ADB

A brief about ADB

- Founded in 1966, HQ in Philippines
- 68 members
- 49 regional & 19 non-regional
- 41 borrowing members

To support its clients, ADB works with:

- Private sector
- NGOs and CSOs
- Foundations
- Academia & think tanks
- Donors & international organizations



Main instruments: loans/grants, technical assistance, equity and guarantees

Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing

Largest borrowers: India, Philippines, Uzbekistan, PR China, Bangladesh


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ADB

ADB Sovereign Portfolio By Percentage (2023)

Portfolio by Region (\$ billion)



Region	Percentage	Value (\$ billion)
South Asia	35%	\$35.4 billion
Central and West Asia	22%	\$22.7 billion
Southeast Asia	26%	\$26.8 billion
East Asia	14%	\$14.4 billion
Pacific	3%	\$2.8 billion

Sector

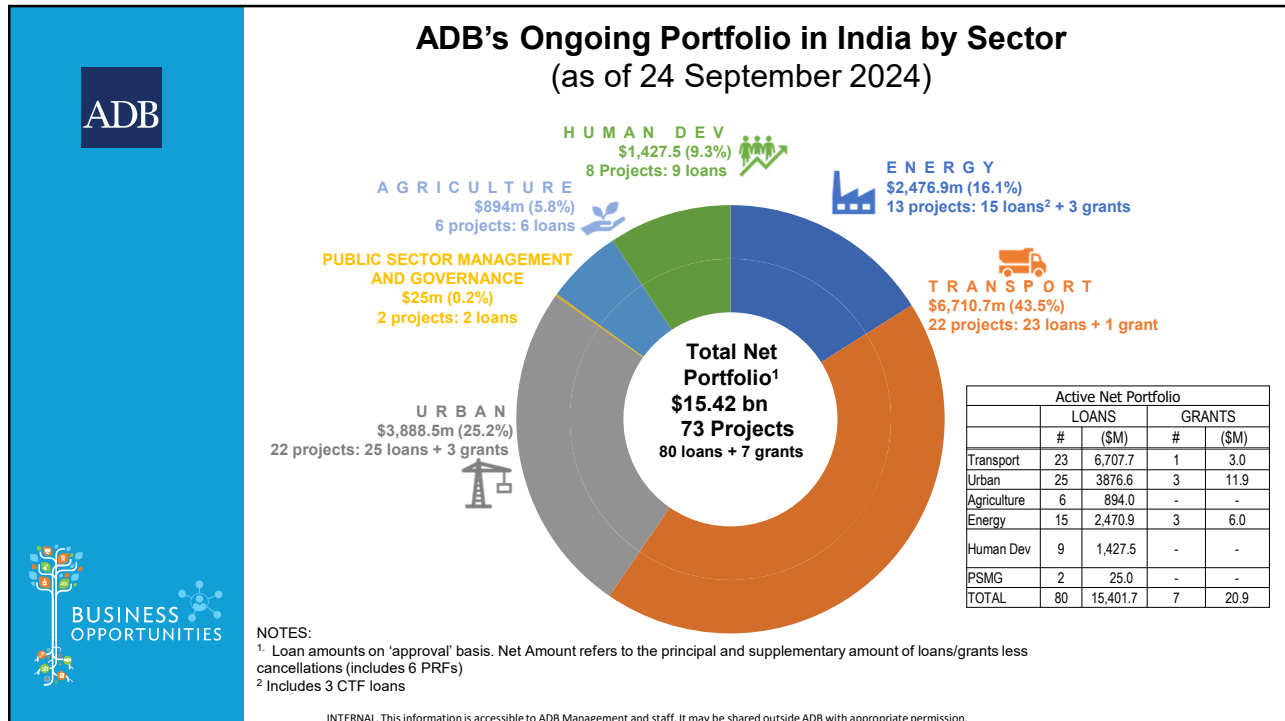
2018	2023	Change
\$28.9B	\$30.2B	↑
TRANSPORT		
\$20.6B	\$17.1B	↓
ENERGY		
\$9.0B	\$14.6B	↑
AGRICULTURE		
\$11.0B	\$13.8B	↑
WATER & URBAN		
\$1.4B	\$7.0B	↑
HEALTH		
\$5.5B	\$6.8B	↑
EDUCATION		
\$5.4B	\$5.8B	↑
OTHERS		

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

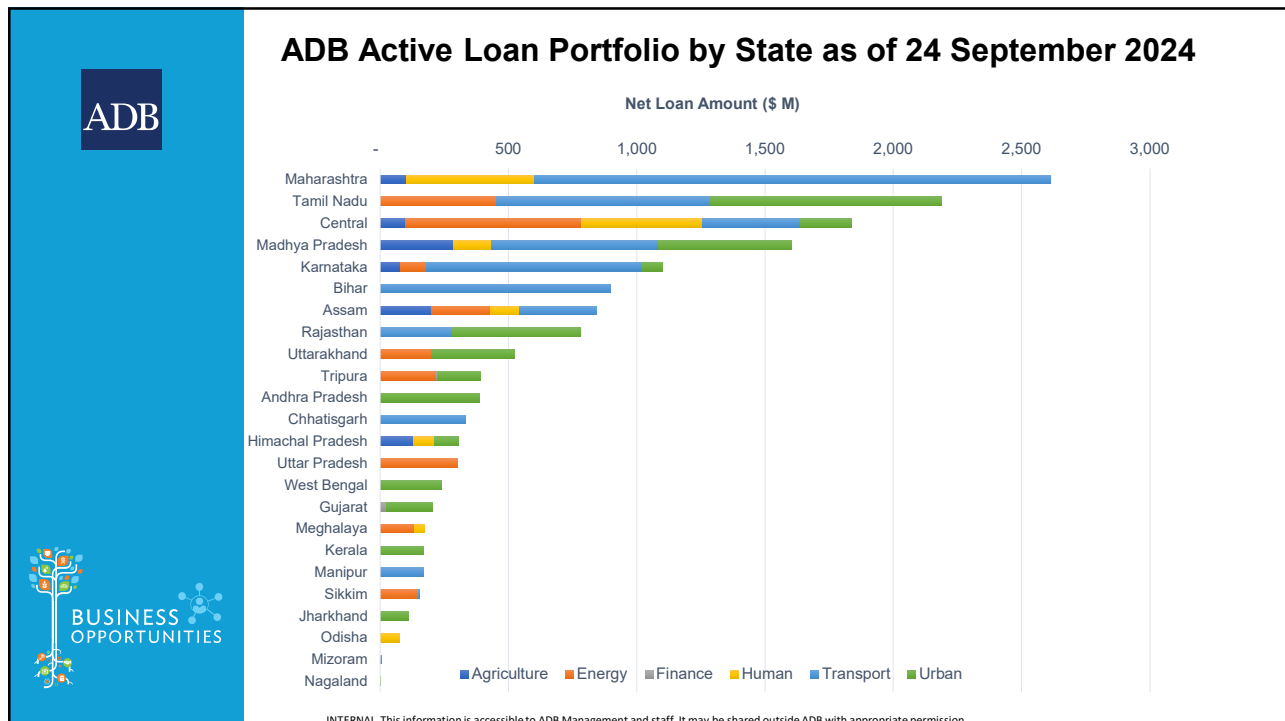
<https://www.adb.org/documents/2023-annual-portfolio-performance-report>

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ADB

ADB Business Opportunities

BUSINESS OPPORTUNITIES

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Why pursue ADB funded contracts?

- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight



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ADB

Types of business opportunities

- Supply of goods
 - Machinery, equipment, computers, furniture
- Civil works
 - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
 - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Consulting services
 - Project preparation & implementation, site supervision, detailed design, knowledge products, policy/advisory, staff consultants
- Nonconsulting services
 - Surveys, training, translation, event management

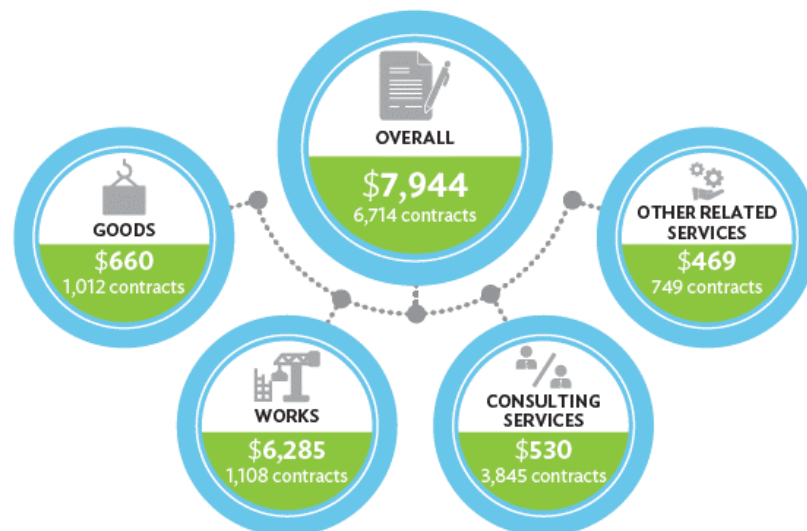


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ADB

Overall Procurement in 2023

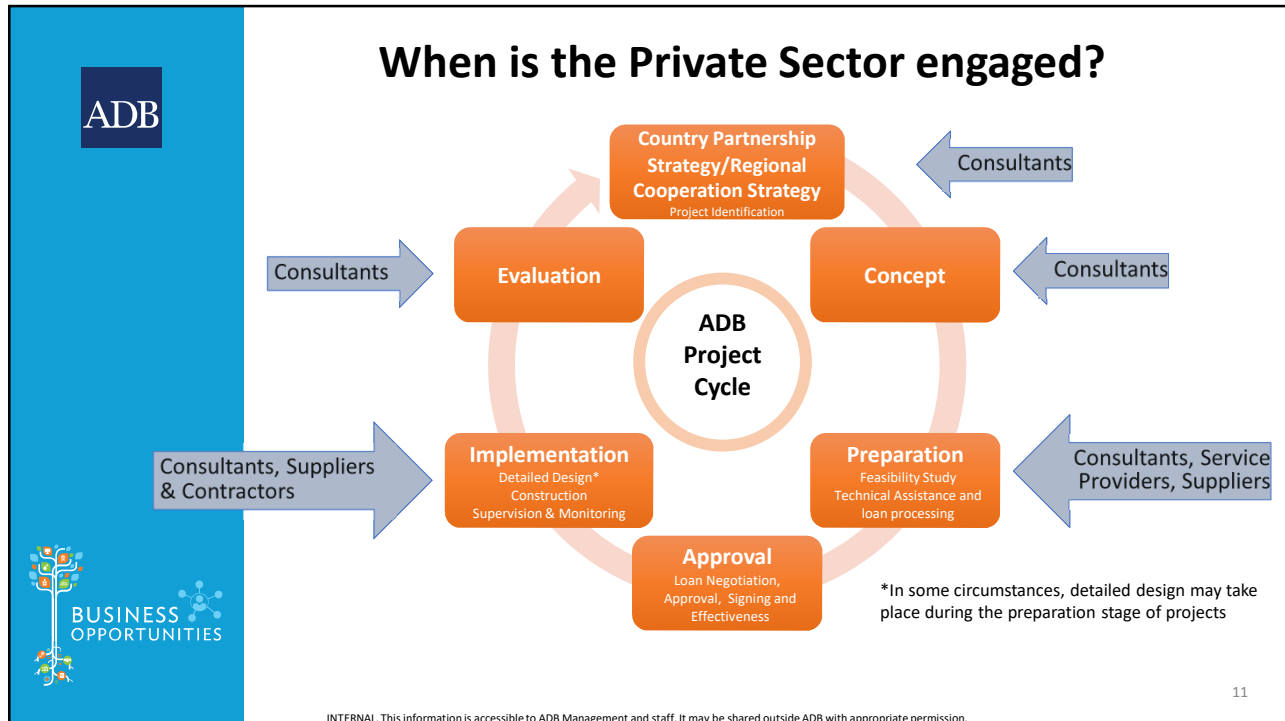


Source: Asian Development Bank, PPFID.

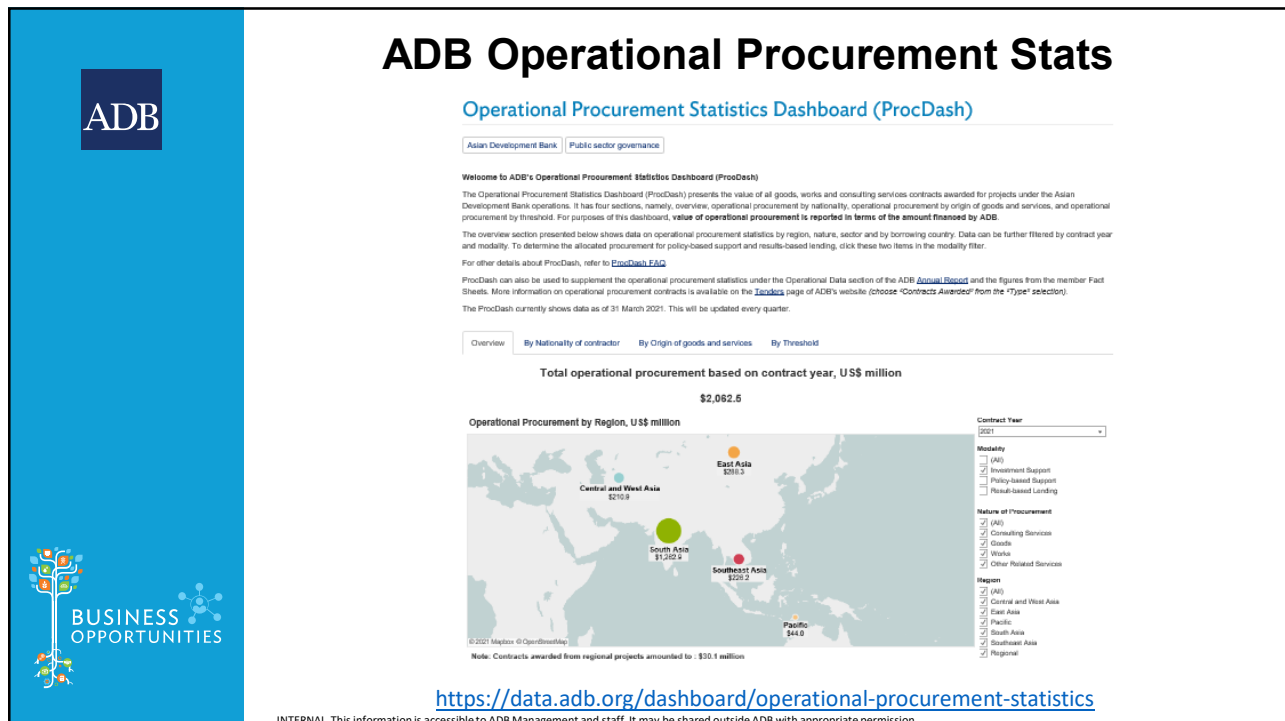
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Focus on India

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
Total		419.18

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.

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 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
Total		15,229.55

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

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Finding Information







Identifying opportunities for contracts with project executing agencies and ADB


- Country partnership strategies
- Country operations business plans
- 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 (ADB only)



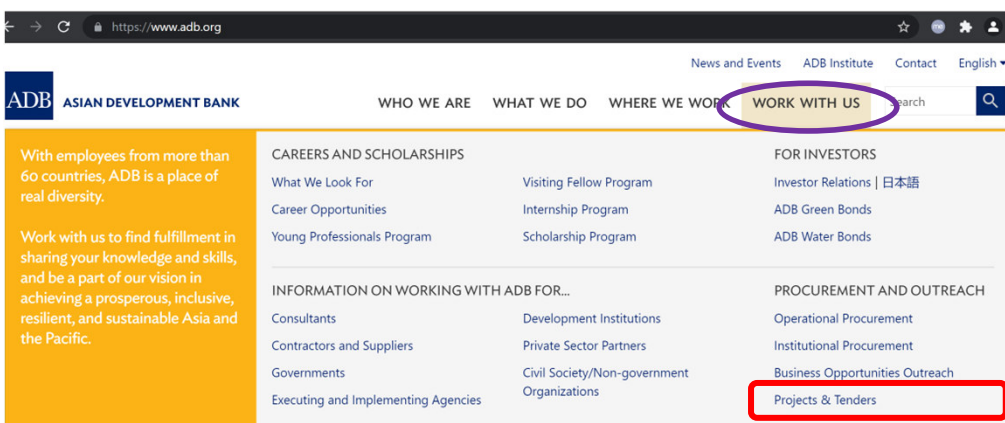


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How to find Information on our Website





The screenshot shows the ADB website navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'Projects & Tenders' link is highlighted with a red box. Other visible links include 'CAREERS AND SCHOLARSHIPS', 'FOR INVESTORS', 'INFORMATION ON WORKING WITH ADB FOR...', and 'PROCUREMENT AND OUTREACH'.



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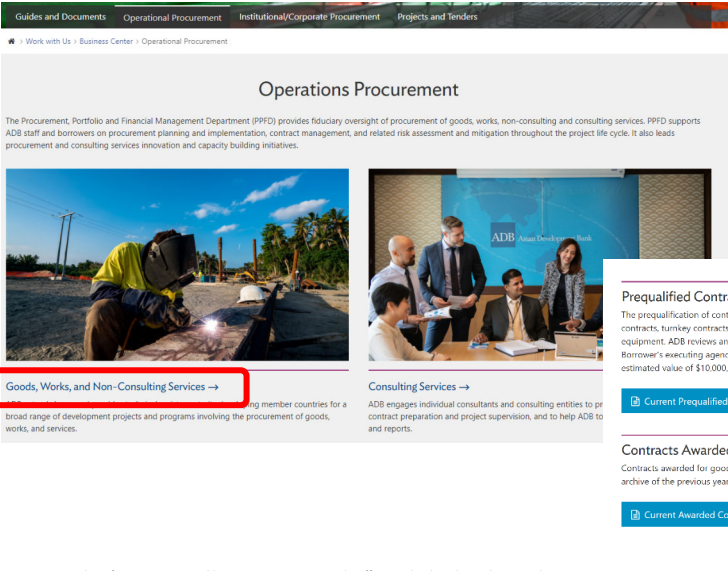
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Operational Procurement

Procurement Plans
Prequalified Contractors
Contracts Awarded
Bidding Procedures



The screenshot shows the ADB Operational Procurement website. The main heading is 'Operational Procurement'. Below it, there's a navigation bar with 'Guides and Documents', 'Operational Procurement', 'Institutional/Corporate Procurement', and 'Projects and Tenders'. The main content area is titled 'Operations Procurement' and includes a description of the Procurement, Portfolio and Financial Management Department (PPFD). There are two main sections: 'Goods, Works, and Non-Consulting Services' (highlighted with a red box) and 'Consulting Services'. To the right, there are sections for 'Prequalified Contractors' and 'Contracts Awarded', each with a 'Current' and 'Archive' button.

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





The screenshot shows the ADB Consultant Management System (CMS) website. The main heading is 'ADB CONSULTANT MANAGEMENT SYSTEM'. There are navigation buttons for 'CONSULTING OPPORTUNITIES', 'SHORTLISTED FIRMS', 'AWARDED CONTRACTS', and 'CONSULTANT TUTOR'. A red circle highlights the 'CONSULTING OPPORTUNITIES' button, with an arrow pointing to the right. Below the main heading, there are three sections: 'Search Consulting Opportunities', 'View Shortlisted Firms', and 'View Awarded Contracts'. Each section has a brief description and a 'View' button.

- 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>

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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 checkbox or by entering keywords to search by expertise.

Refine by Clear All

COVID-19 Related Assignment

Yes (29)

No (136)

Consultant Type

Firm (11)

Individual (134)

Eligibility of Consultant Country

Open to Member Countries Only (145)

Non-Member Countries Allowed (0)

Engagement Period

Less than 3 months (9)

3 months to 1 year (159)

More than 1 year (47)

Country

Select All / Select None

- Pakistan (18)
- Papua New Guinea (5)
- Philippines (38)
- Samoa (4)
- Solomon Islands (5)
- Sri Lanka (3)
- Tajikistan (3)
- Thailand (5)
- Timor-Leste (2)

Sector

Search by Expertise Go

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Month/Year/Time)	View CSRN
SC 119172 PHE: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	View CSRN
TA 53664-001 REC: Water Operation Partnerships for Resilience - WOPAR Program Consultants	Water Supply and Sanitation	Firm	36	29-Jun-2022	29-Aug-2022 11:59 PM	View CSRN
TA 6202 REC: Enhancing Disaster Risk Understanding and Resilience - SDPMS Program Coordinator (5325-001)	Technical Assistance Coordinator	Individual	28	27-Jul-2022	28-Aug-2022 11:59 PM	View CSRN
SC 108187 PHE: BPHSD Information Technology and Human Resources Consultant	Information Technology and Human Resources	Individual	12	14-Jul-2022	18-Aug-2022 11:59 PM	View CSRN
LOAN 3284 PHE: Local Governance Reform Project - OPI/OCBS: REC - Technical, Administrative, and Technical Support Firm (5312-001)	Finance and Administration	Firm	30	23-Jul-2022	26-Aug-2022 11:59 PM	View CSRN
TA 9766 REC: Southeast Asia Public Management, Financial Sector, and Trade Policy Expert - LGOP-NIS National Capacity Development Specialist/Team Leader - LGOP-NIS (5307-001)	coactivity development	Individual	8	22-Jul-2022	24-Aug-2022 11:59 PM	View CSRN

Previous 1-25 Next 25

TA 53664-001 REC: Water Operation Partnerships for Resilience - WOPAR Program Consultants

One Potential Bidder Registered: Qualification of Bidders (QCB) 18-Aug-2022 11:58 PM Details view time

Profile: Terms of Reference - Cost Estimate

Selection Profile

Consultant Firm	Quality and Cost-Based Selection (QCBS)	Source	International
Selection Method	Global Competitive Bidding for Business	Technical Proposal	Full Technical Proposal (FTP)
Package Number	WOPAR Program Consultants	Approval Number	
Advance Award	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Approval Date	15-Jul-2022
Engagement Period	36 Months	Estimated Start/End Date	15-Jul-2022
Consulting Services Budget	USD 45,000	Estimated Commencement Date	01-Sep-2022
Budget Unit	Estimated		
Open to Non-Member Countries	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		

Additional Information

Possibility of contract extension: In general, ADB consulting contracts may be extended to a reasonable degree when doing so is justified within ADB's core engagement practice, the extension is subject to operational needs, consultant performance, and continued availability of funds.

Specific considerations for this assignment, if any, are discussed here: **Need for contract extension may be discussed during implementation.**

Possibility of consideration for distribution assignment: Yes No Not known

Country of assignment: Philippines

COVID-19 Related Assignment: Yes No

Contact Information

Principal Officer: [Armando Bernaloff](#)
 Consulting Services Specialist: [Asian Development Bank](#)
 Email: arab@adb.org

CSRN Additional Information / Attachments

Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete
No results found.								

Agencies

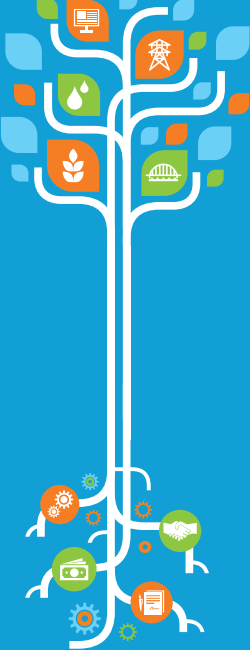
Agency	Country	Agency Role	Contact Person	View Details
Asian Development Bank	Regional	Executing Agency		View Details

Publishing History

Type	Publication Date	Published By	Duration of Advertisement	Deadline	View Remarks
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For more: [adb.org](https://www.adb.org)


To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:
<https://www.linkedin.com/groups/3796524/>

2) ADB Suppliers Network:
<https://www.linkedin.com/groups/3796532/>

Also follow "ADB Business Center":
<https://www.linkedin.com/showcase/adb-business-center/>





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