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**EUROPEAN
CONTRACTORS,
SUPPLIERS, AND
CONSULTANTS
ROAD SHOWS**

16-17 SEPT
Frankfurt, Germany

19-20 SEPT
Zurich, Switzerland

23-24 SEPT
Madrid, Spain



Recalibrating How ADB Procures



TAKHMINA
MUKHAMEDOVA

Takhmina Mukhamedova has dedicated her career to managing energy sector projects and programs in Central and West Asia, with a focus on the public sector.

Currently serving as a Senior Energy Specialist at the Asian Development Bank, she oversees energy projects in West Asia, contributing significantly to the region's sustainable development.



GLEN HARRIS

Glen Harris has spent a majority of his career based in the Middle East directing mega (USD Billion+) projects and programs for both the public and private sectors. More recently he was the project director for Northrop Grumman's military satellite project in Australia.

He currently works with the Asian Development Bank where he is responsible for the procurement of contractors and consultants for all sovereign energy projects.



NANA
GURGENIDZE

Nana Gurgenedze is an experienced lawyer and an expert negotiator with an academic degree of Master of Science in Energy Management. Her career path includes managerial positions for various private corporations as well as the public entities, including Millennium Challenge Corporation (Account for Georgia funded by US State Department).

Currently, she works as Energy Specialist at Asian Development Bank working on development agenda of East, Central and West Asia Region, supporting low carbon transformation of energy sectors of the Developing Member Countries in this region.



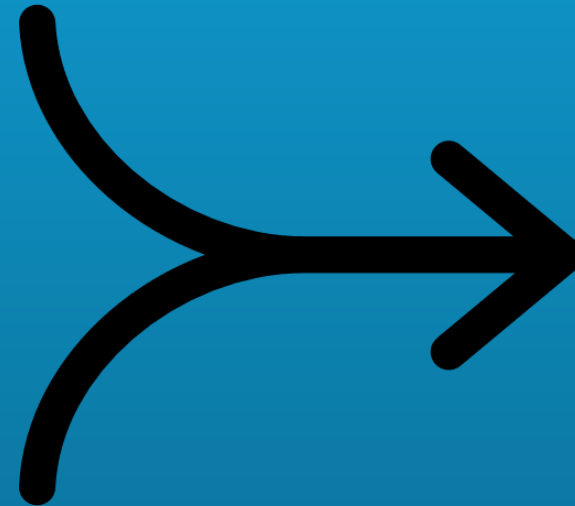
RODERICK
ARTUZ

Derek is an Associate Procurement Officer with over nine years of experience at the Asian Development Bank (ADB). Throughout his tenure, he has played a key role in streamlining ADB's procurement processes, overseeing consultant recruitment, and managing contracts effectively.

PURPOSE

➤ Explain our challenges

- Decreasing participation of European firms
- Ensuring quality infrastructure
- Incorporating sustainability & innovation



Listen to entities that deliver ADB's vision

APAIN CURRENT SNAPSHOT (2022-23)

	Works Contracts	Goods Contracts	Consultancy Contracts (Firms)	Consultancy Contracts (Individuals)
Number of Contracts	2	2	17	38
Total Number of ADB Contract	2672	2206	9316	

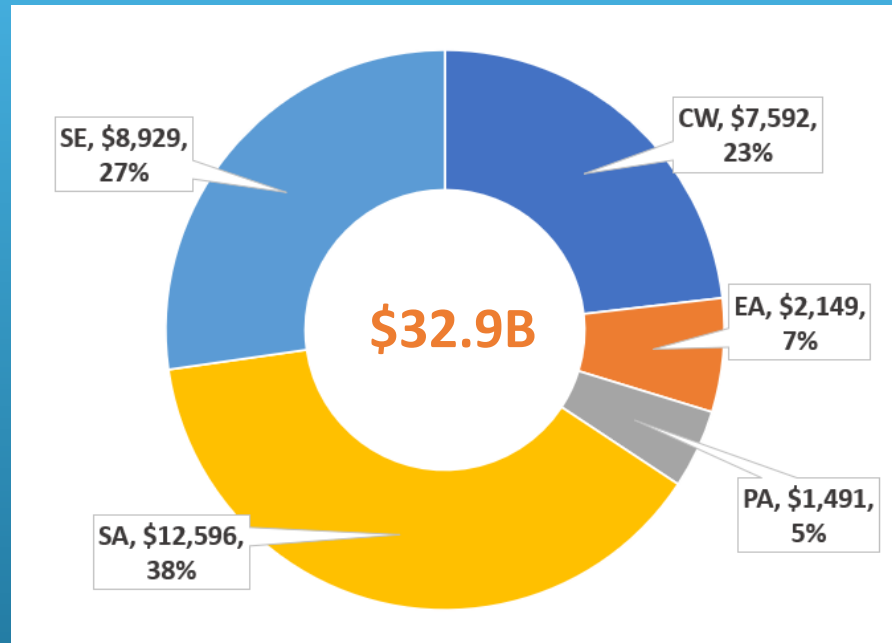
EUROPE CURRENT SNAPSHOT (2022-23)

	Works Contracts	Goods Contracts	Consultancy Contracts (Firms)	Consultancy Contracts (Individuals)
Number of Contracts	29	39	151	562
Total Number of ADB Contract	2672	2206	9316	

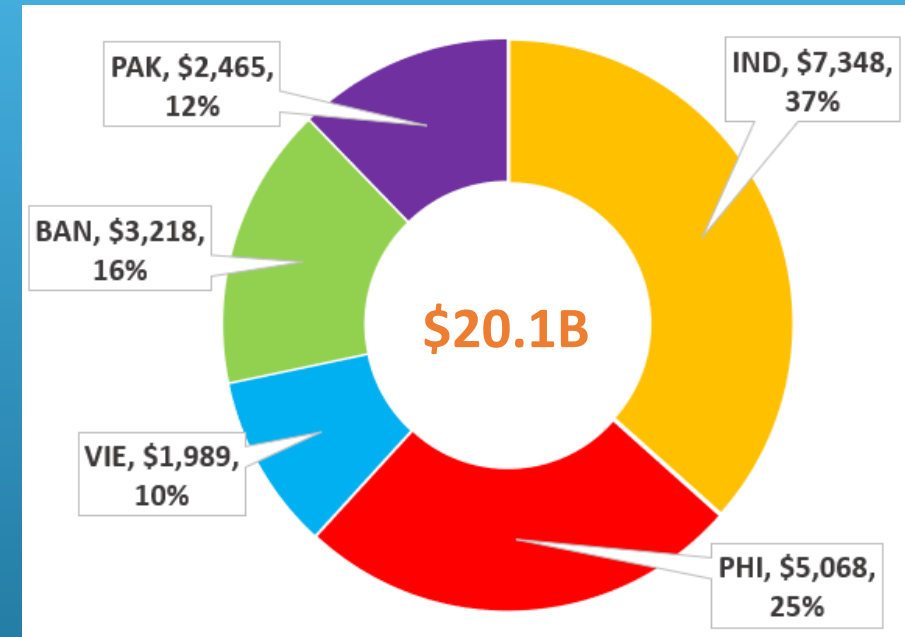
TRANSPORT SECTOR FUNDING

(as of September 2023)

By Region (\$ million)



Top 5 Countries (\$ million)

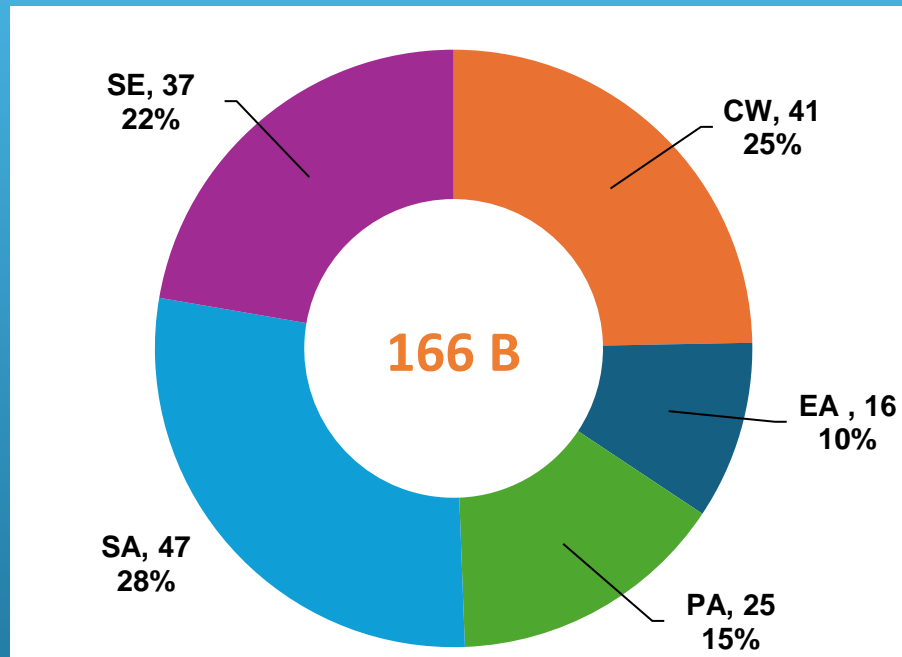


CW = Central and West Asia, EA = East Asia, PA = Pacific, SA = South Asia, SE = Southeast Asia

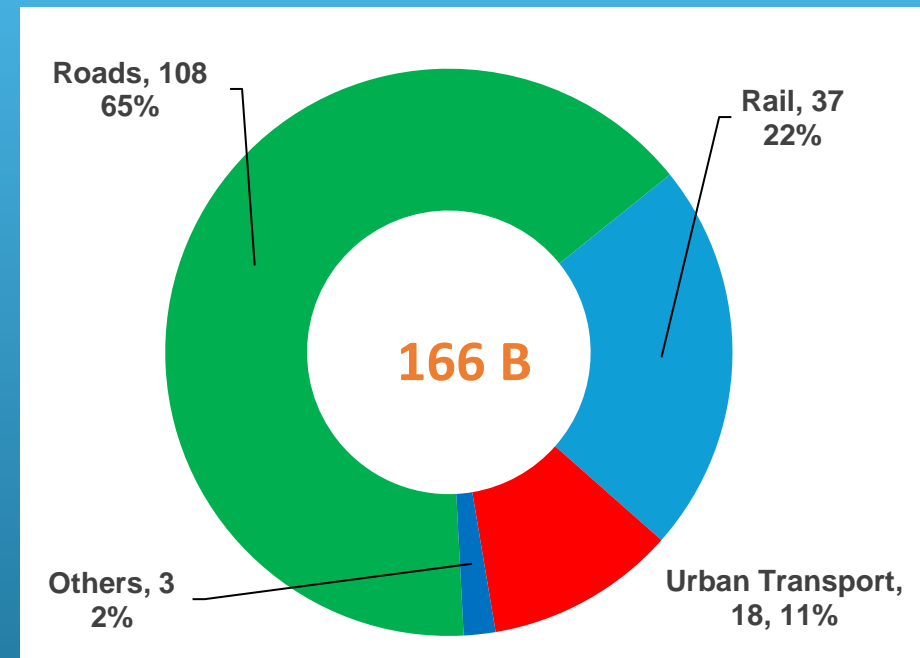
BAN = Bangladesh, IND = India, PAK = Pakistan, PHI = the Philippines, VIE = Viet Nam

TRANSPORT SECTOR NUMBER of PROJECTS (as of September 2023)

By Region



By Subsector



CW = Central and West Asia, EA = East Asia, PA = Pacific, SA = South Asia, SE = Southeast Asia

2024-2026 Transport Opportunities Snapshot – Works / Equipment

Region	Number of Projects	Total Value
Central West	12	1,400,000,000
South Asia	15	3,000,000,000
East Asia	4	180,000,000
Pacific	12	1,400,000,000

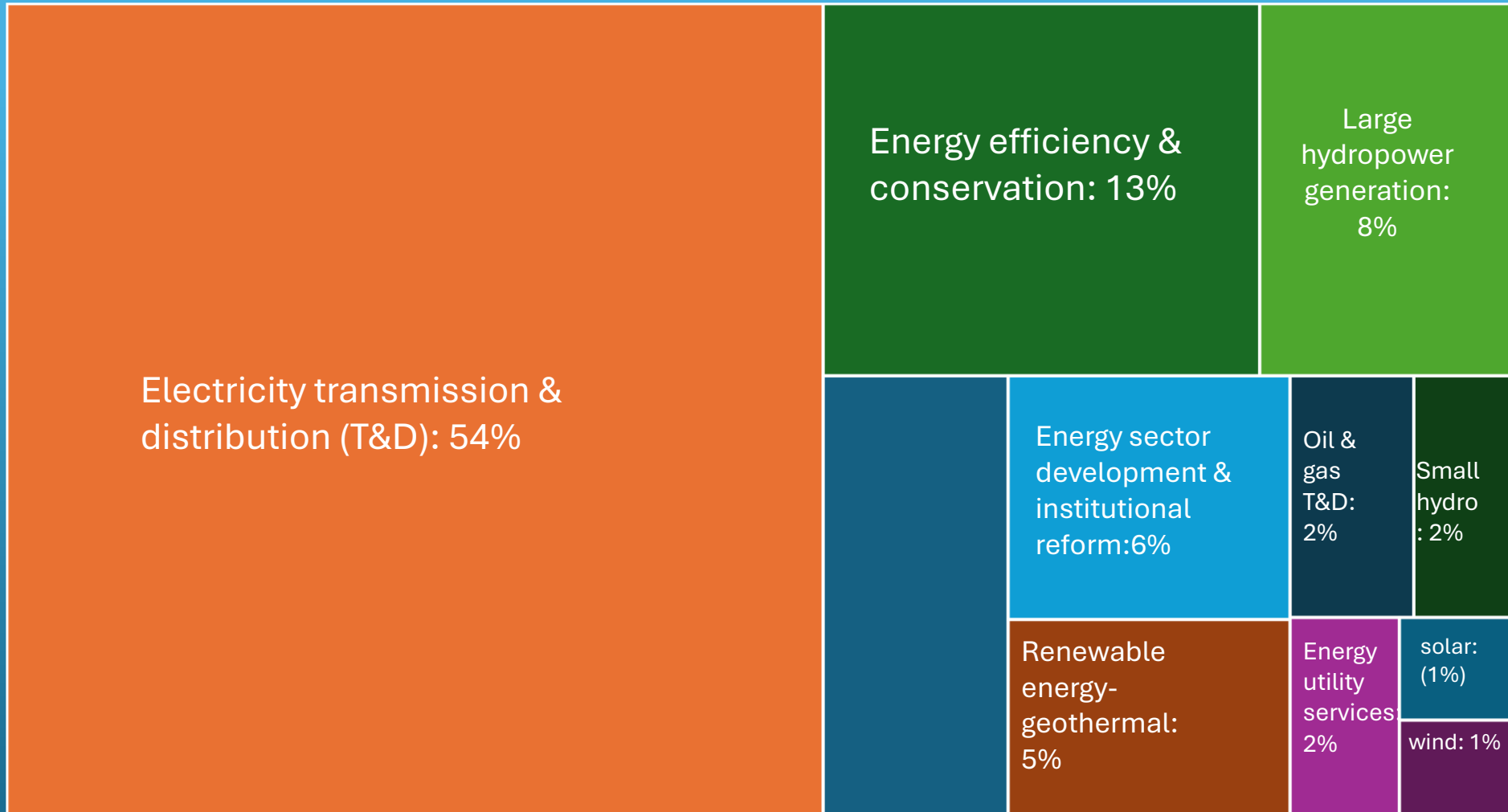
2024-2026 Transport Opportunities Snapshot – Consultancy

Region	Number of Projects	Total Value
Central West	14	10,000,000
South Asia	16	39,000,000
East Asia	6	5,000,000
Pacific	5	7,000,000

Transport Emerging Opportunities

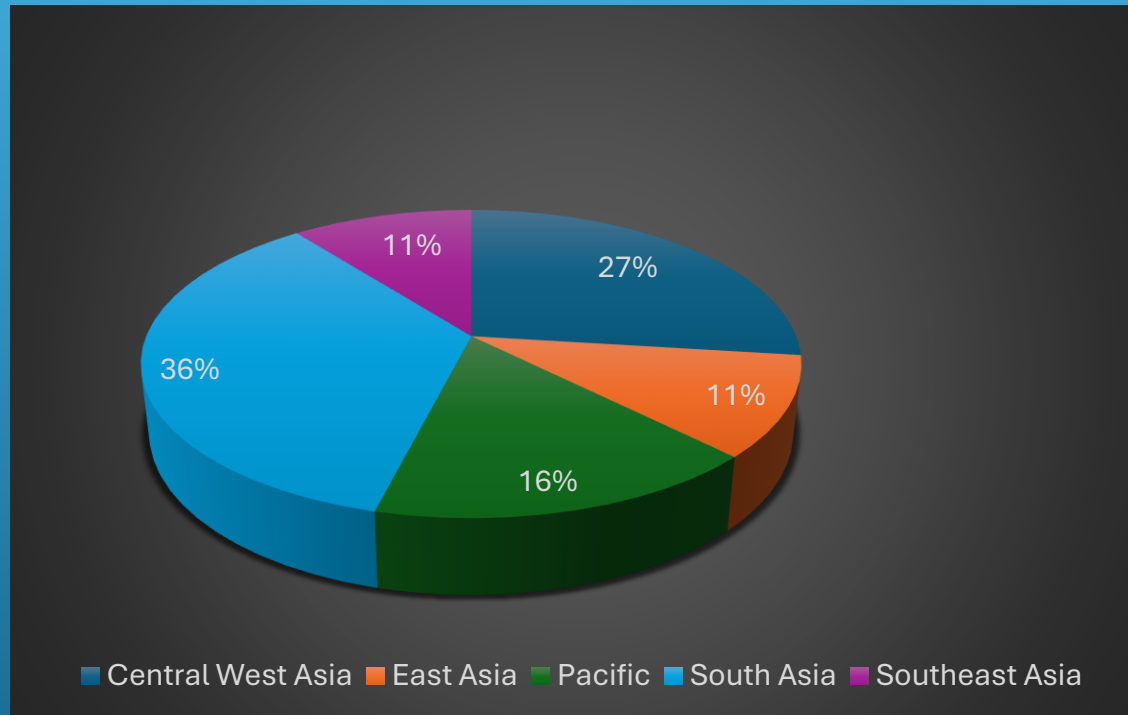
- Managed transport ecosystems: Physical and digital integration of modes (e.g. green and digital logistics for international gateways)
- Decarbonized transport systems: Electrification, shift to low-carbon and energy-efficient modes, and e-mobility
- Asset sustainability: Private sector financing for operations and maintenance, logistics center, and transit-oriented development

Energy Sector Subsector

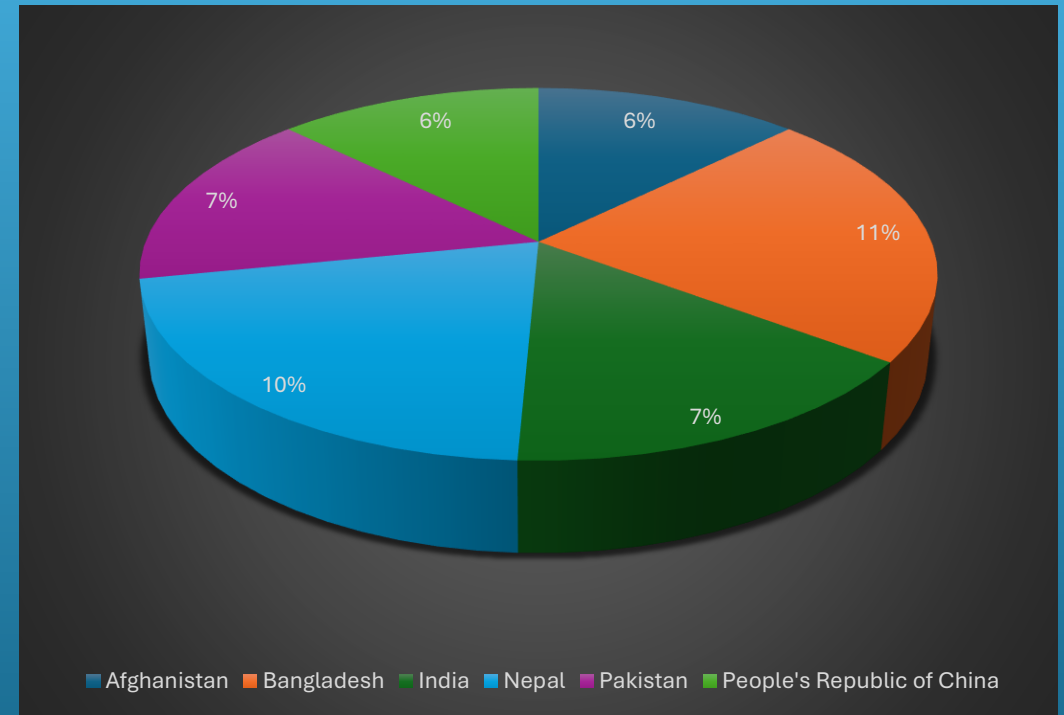


ENERGY SECTOR FUNDING (as of 2023)

By Region (# of Projects)



Top 5 Countries (# of Projects)



2024-2026 Energy Opportunities Snapshot – Works / Equipment

Region	Number of Projects	Total Value
Central West	30	680,000,000
South Asia	18	7,030,000,000
East Asia	13	100,000,000
Pacific		

2024-2026 Energy Opportunities Snapshot – Consultancy

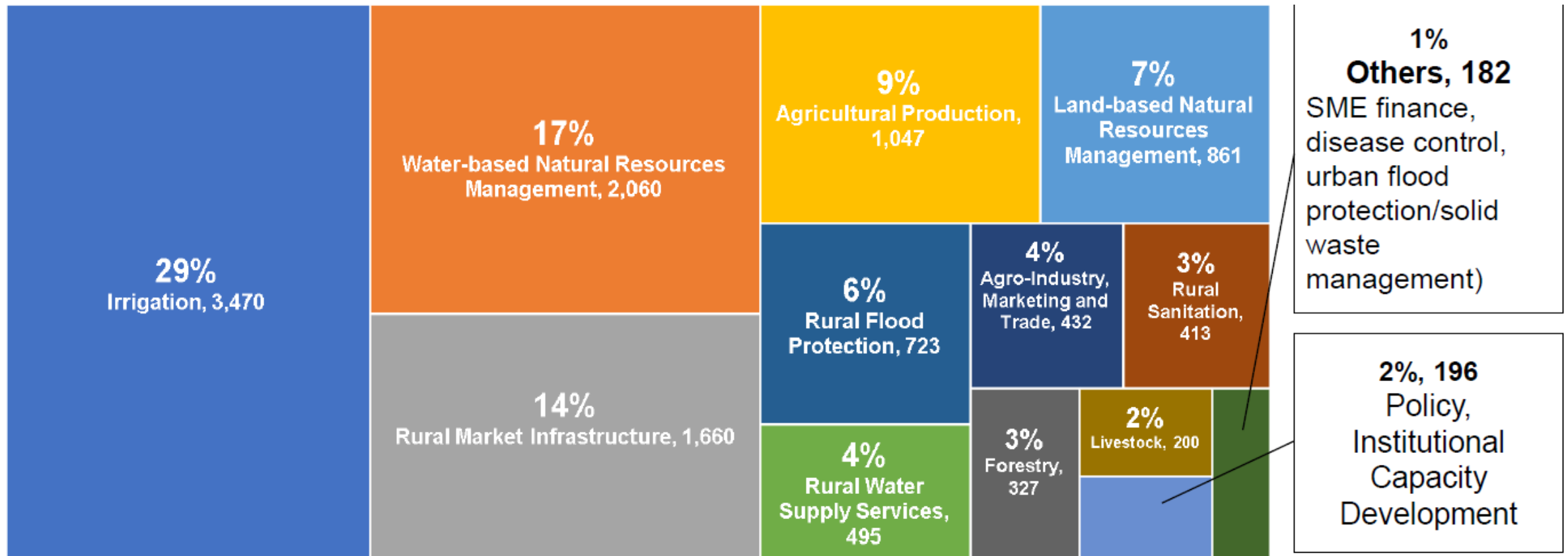
Region	Number of Projects	Total Value
Central West	8	41,000,000
South Asia	18	39,000,000
East Asia	2	8,000,000
Pacific		

Energy Emerging Opportunities

- ❖ Offshore wind (incl. port)
- ❖ Solar PV
- ❖ Geothermal
- ❖ TND/Grid strengthening
- ❖ Battery energy storage system
- ❖ Smart metering
- ❖ Access to energy solutions
- ❖ Regional inter-connectivity
- ❖ Electricity market development
- ❖ Vehicle to grid solutions

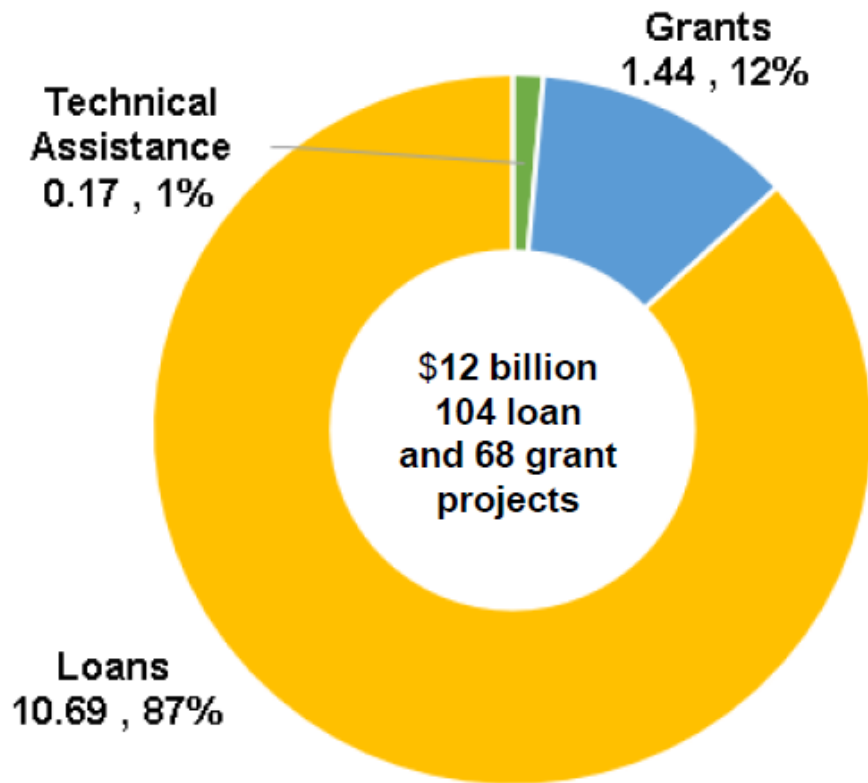


Agriculture, Food, Nature & Rural Development

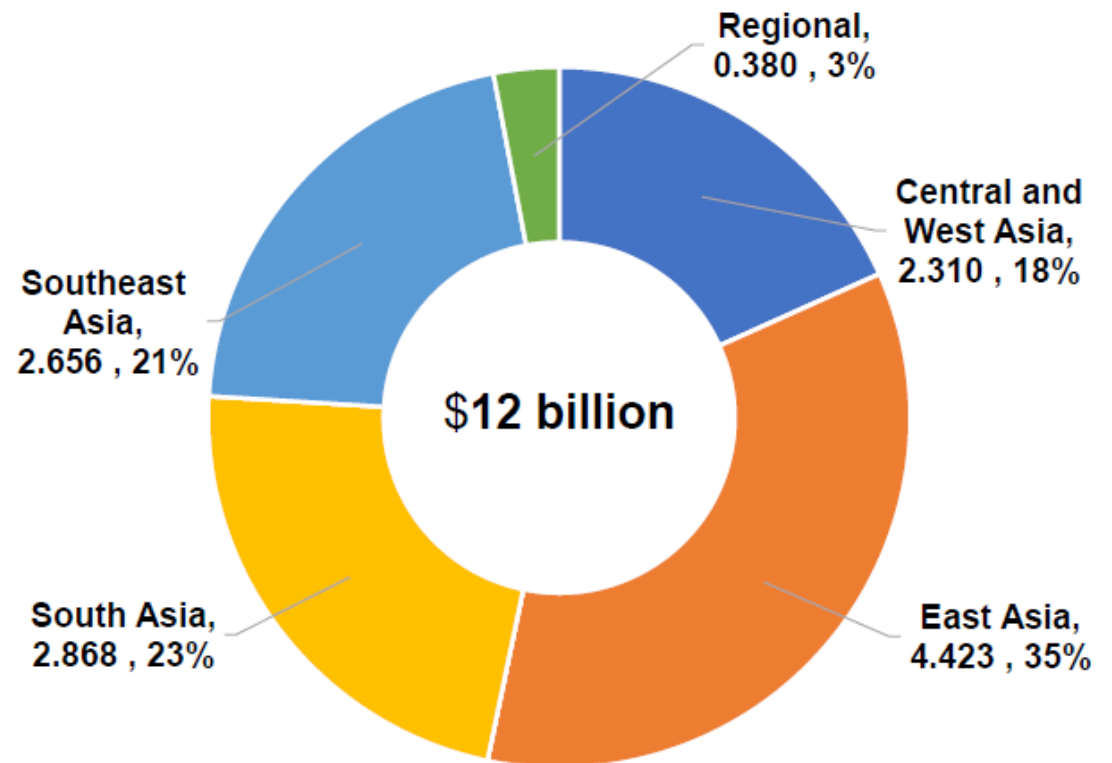


Agriculture, Food, Nature & Rural Development

By Type



By Region



2024-2026 AFNR Opportunities

Snapshot – Works / Equipment

Region	Number of Projects	Total Value
Central West	14	730,000,000
South Asia	13	1,700,000,000
East Asia		
Pacific		

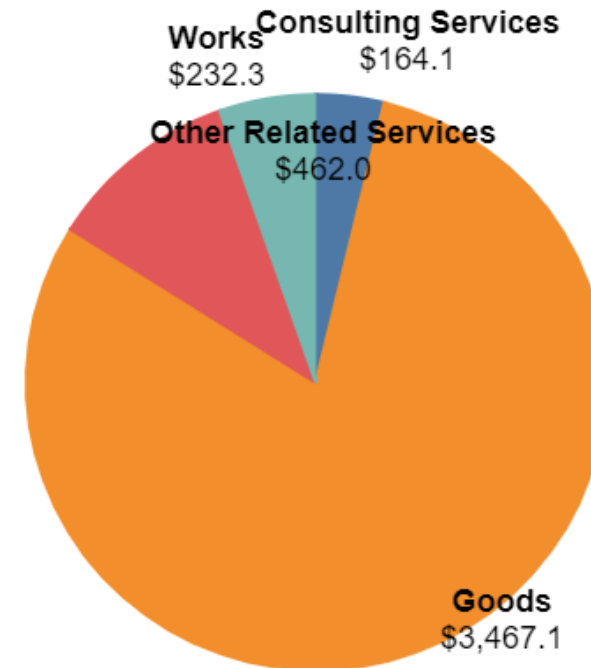
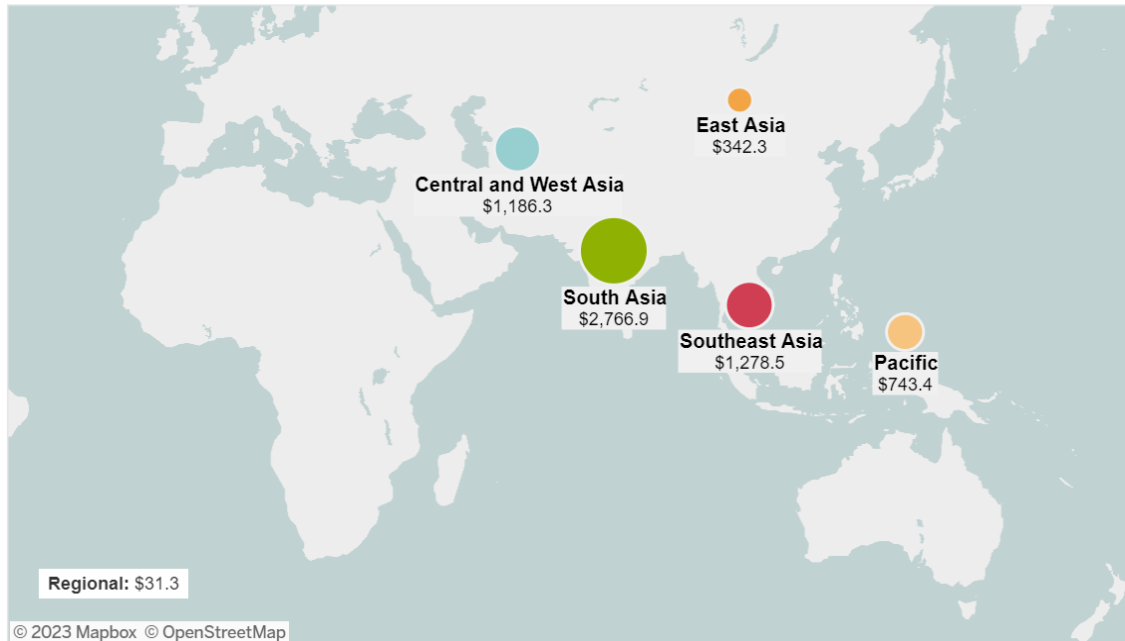
2024-2026 AFNR Opportunities

Snapshot – Consultancy

Region	Number of Projects	Total Value
Central West	10	14,000,000
South Asia	3	2,500,000
East Asia		
Pacific		

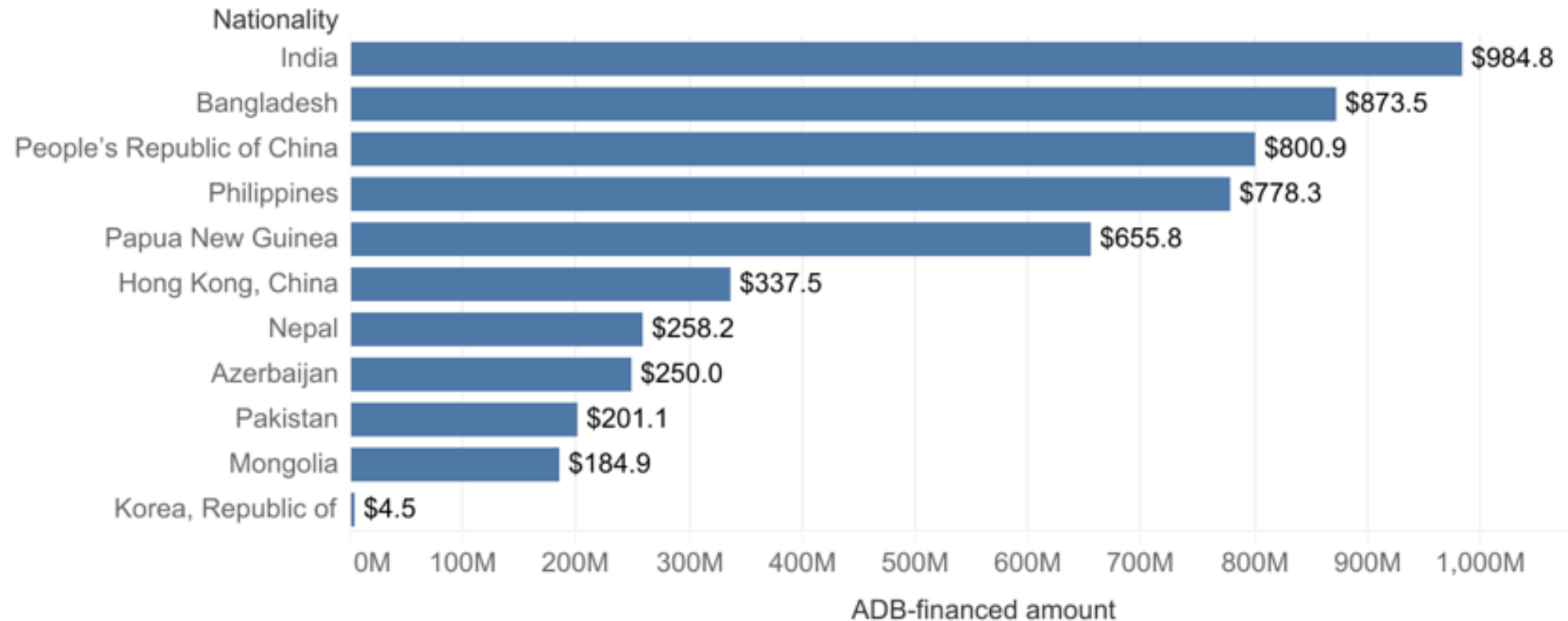
Health (2018-22)

Operational Procurement by Region, US\$ million



Suppliers / Contractors per Country Awarded Contracts

Operational Procurement by Nationality of Contractor, US\$ million



2024 HEALTH Opportunities Snapshot

Region	Country	Project Name	Amount (\$M)
South Asia	BAN	Support for Health Care Improvement Program	500
	BAN	Strengthening manufacturing and regulatory upgradation for vaccines, diagnostics, and therapeutics	300
	IND	Maharashtra Tertiary Care and Medical Education Project	500
	IND	Supporting Health Systems Development Program (PM-ABHIM) (Subprogram 1)	170
South East Asia	INO	Boosting Productivity and Human Capital Program - Subprogram 2	50
	INO	Supporting Essential Health Actions and Transformation (SEHAT) RBL	350
	LAO	Improving the Quality of Health Care	45
	LAO	Greater Mekong Subregion Border Areas Health Project	20
	MYA	Providing Essential Services for Myanmar People Project (Output 1)	15
	PHI	Build Universal Health Care (BUILD UHC, Subprogram 2)	500
	THA	Thailand Medical Excellence Centers	255

2024 HEALTH Opportunities Snapshot

Region	Country	Project Name	Amount (\$M)
Central west	ARM	Health System Transformation Project	35.0
	GEO	Health System Enhancement Program	50.0
	TKM	Improving Nursing Quality and Capacity project	75.0
	UZB	Integrated Perinatal Project	100.0
East Asia	MON	Developing Elderly Care Services and System	3.0
	REG	Resilient and Integrated Border Services for Safe and Fast Trade (15% of \$32M ADB Financing)	4.8
Pacific	KIR	Kiribati Health Infrastructure Project	25.0
	PNG	Additional Financing to Health Services Sector Development Project	42.0
	TON	Integrated Aged Care in Tonga	3.0

Health Emerging Opportunities

Climate change
and health

Health workforce

Pandemic
preparedness &
response

Digital health

Non-
communicable
diseases including
mental health

Health financing
systems
(especially digital
innovations)

Vaccine
manufacturing
and vaccine
market analytics

Regulation of
diagnostics,
therapeutics,
vaccines

Medical education



2023-25 Water Opportunities Snapshot

DMC	Project Title	Amount (\$ million)
KAZ	Urban Infrastructure Modernization Program – Wastewater Treatment Project	65.0
UZB	Climate Smart Water Management Improvement Project	125.0
KGZ	Issyk-Kul Environmental Management and Sustainable Tourism Development Project	56.0
KGZ	Naryn Rural Water Supply and Sanitation Development Program - Additional financing	30.0
PRC	Chongqing Nature-Based, Green, Low-Carbon, and High-Quality Urban Development Project	200.0
MON	Infrastructure Development for Green and Resilient New Satellite City in Khushig Valley	100.0
	Total	576.0

DMC	Project Title	Amount (\$ million)
UZB	Climate-Resilient Water Services Project	270.0
PAK	Support for Housing Reconstruction in Sindh	250.0
GEO	Boosting Opportunities and Operations for Sustainable Transformation	60.0
PAK	Developing Resilient Environments & Advancing Municipal Services 2	200.0
PAK	Khyber Pakhtunkhwa Intermediate Cities Improvement Project (KPCIP) – Phase 2	200.0
PRC	Fujian Coastal Cities Climate Resilient and Biodiversity Protection Project	200.0
	Total	1,180.0

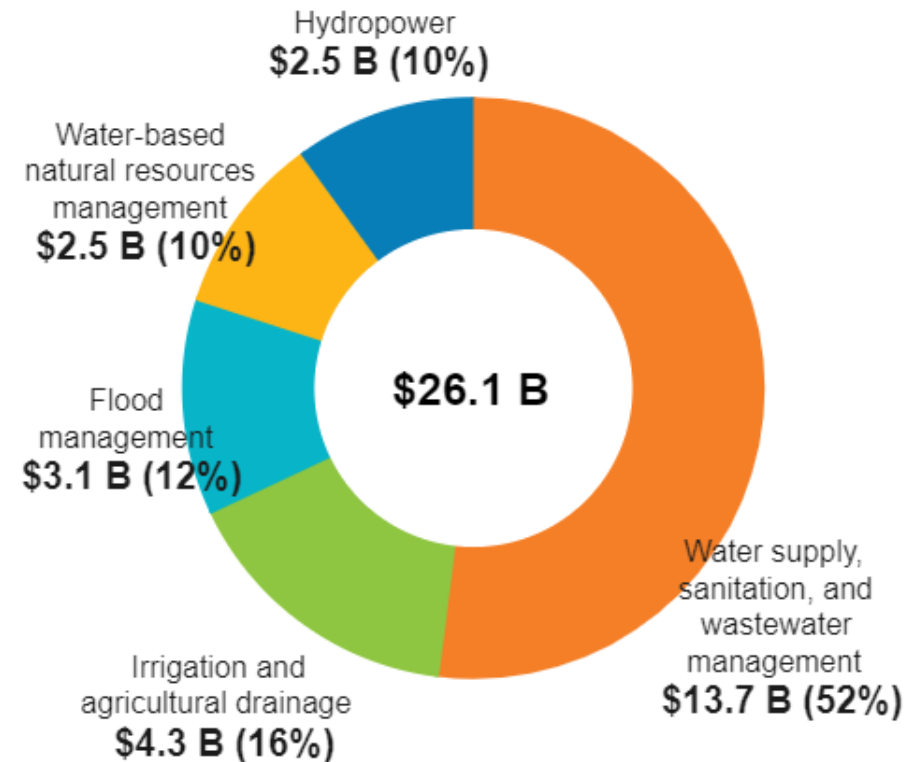
2023-25 Water Consultancy Opportunities Snapshot

SI	DMC	Project Title	Amount (\$ million)
A. 2023 – 7 TAs (6 CW + 1 EA)			
1	ARM	Preparing Yerevan Urban Development Investment Project II	0.7
2	PAK	Preparing Water and Urban Development Projects	2.0
3	PAK	Developing Resilient Environments and Advancing Municipal Services in Punjab Project	1.0
4	REG	GREEN - Growth, Resilience, Energy Efficiency and Nature-based - Solutions for Livable Cities	2.5
5	TAJ	Strengthening the Water Supply and Sanitation Governance and Institutions	1.0
6	ARM	Strengthening Environmental Resilience and Fostering Sustainable Economy for Lake Sevan	0.4
7	MON	Strengthening Soum Center Infrastructure Improvement and Green Development	1.5
Total			9.1

SI	DMC	Project Title	Amount (\$ million)
B. 2024 – 9 TAs (4 CW + 5 EA)			
1	ARM	Wastewater and Sludge Management Strategy Development for Armenia	0.5
2	ARM	Preparing Sevan Resilient Future Program	1.0
3	TAJ	Smart and Livable Cities Project	1.2
4	UZB	Climate Smart Water Management Improvement Project	0.8
5	MON	Supporting Ulaanbaatar Inclusive and Green Urban Development Project	0.7
6	PRC	Beijing Capacity Building for Climate Change Adaptation	0.3
7	PRC	Research on Green Development in Agricultural Waste Recycling Solutions	0.6
8	PRC	Research on Industrial Waste Recycling Policy System	0.3
9	PRC	Study on the System of Solid Waste Recycling in Jiangxi Province	0.4
Total			5.8

Water & Urban Development

Water Sector Financing by ADB, 2011-2021



Procurement with ADB “How Does it Work”



Sovereign Projects - 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

HISTORICALLY



FUTURE

- Simple pass / fail criteria
 - 2 similar projects in last 5 years
 - Experience in key activities
 - Compliance to schedule
- Lowest price technically compliant bidder wins

- Multiple numerically scored criteria
- Weightings of individual criteria
- Combination of technical & financial scores used to determine winner
- Technical / financial weighting determined at a project-by-project basis

Focus Groups Theme 1 – Market Interest



- Reasons for lower representation of bidders from Europe.
- Changes to make opportunities more appealing.

Focus Groups Theme 2 – Evaluation Methods



Bid securities
and other bid
conditions

Standard ADB
evaluation
criteria.

Attitudes on
LESRB.

Merit point
criteria.

Technical /
Financial
weightings

Multi-stage
tenders.

Focus Groups Theme 3 – Contract Terms



Value engineering opportunities within contracts



Price adjustment mechanism and relevance with current macro trends



Performance incentives



Standard forms of contract



Payments



Monitoring of Contract

Focus Groups Theme 4 – Sustainable Procurement



- How private sector can best respond to sustainable procurement objectives.
- Scalable climate solutions available within private sector.
- How technology can help resolve sustainability goals through procurement.