



WATER AND URBAN DEVELOPMENT SECTOR

Doing Business with ADB and ADB Procurement Systems

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Department, PFP2, ADB

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Overview

- **ADB Operations**
- **ADB Procurement Framework**
- **Doing Business with ADB**
- **Sustainable Public Procurement and use of Merit Point Criteria**



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SEMINAR SERIES 2024
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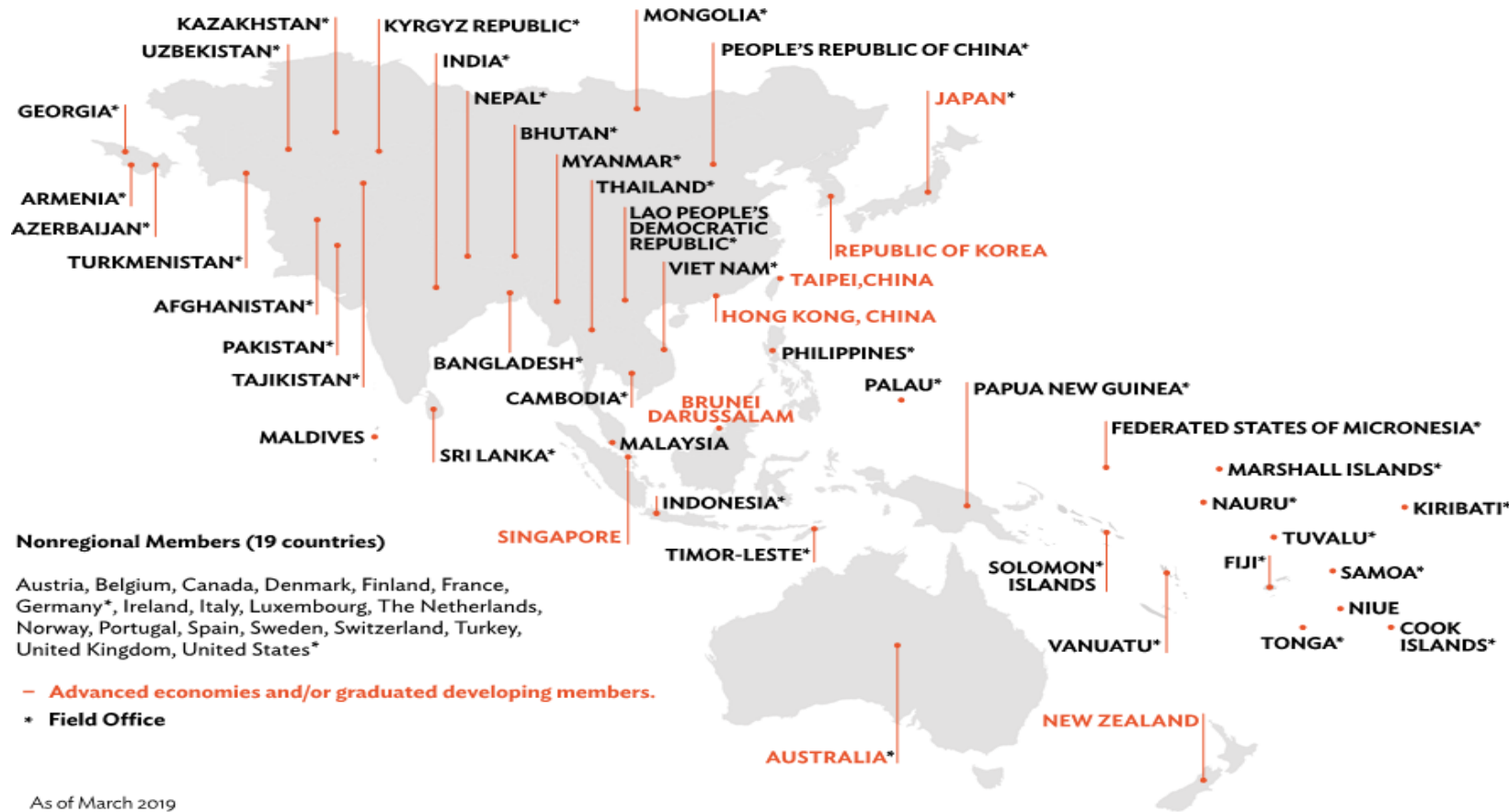
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ADB Operations

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- Founded in 1966
- 69 members
- 49 regional and 20 non-regional
- 41 borrowing members

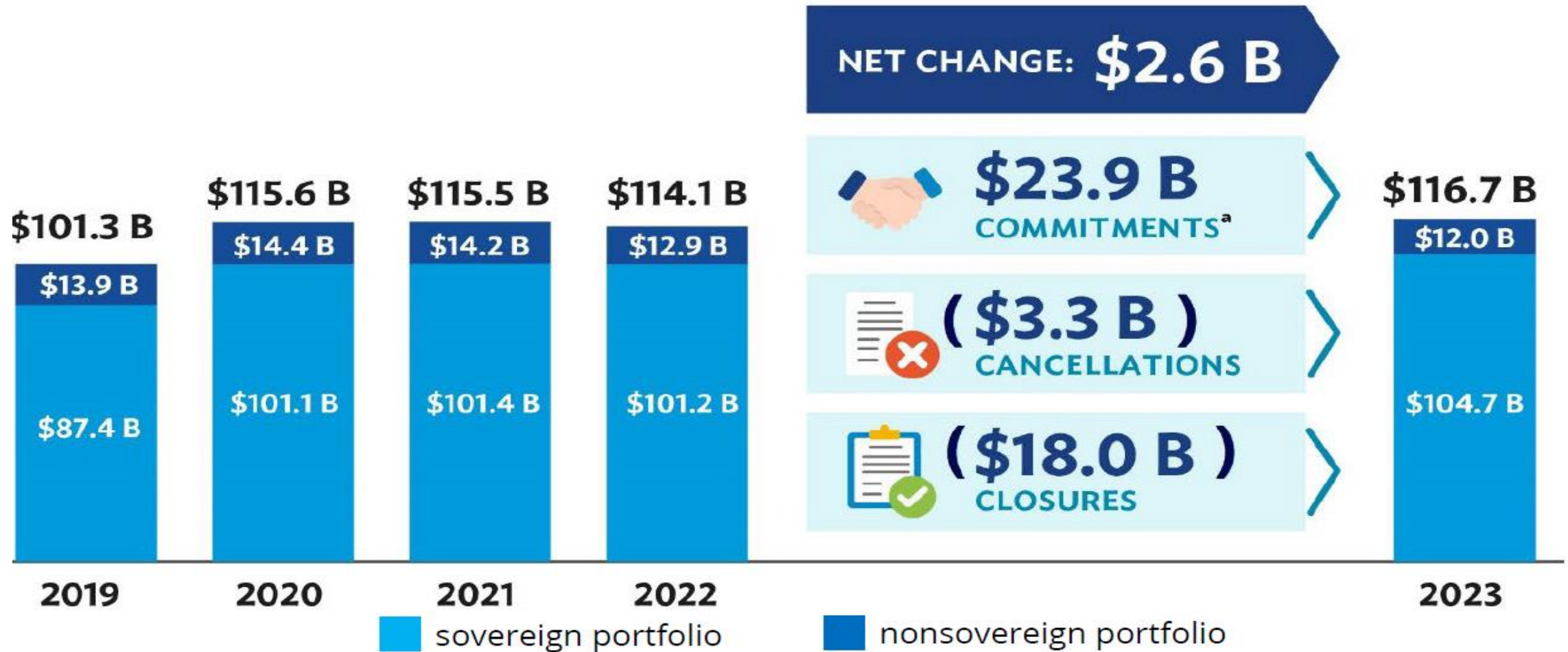


Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees

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

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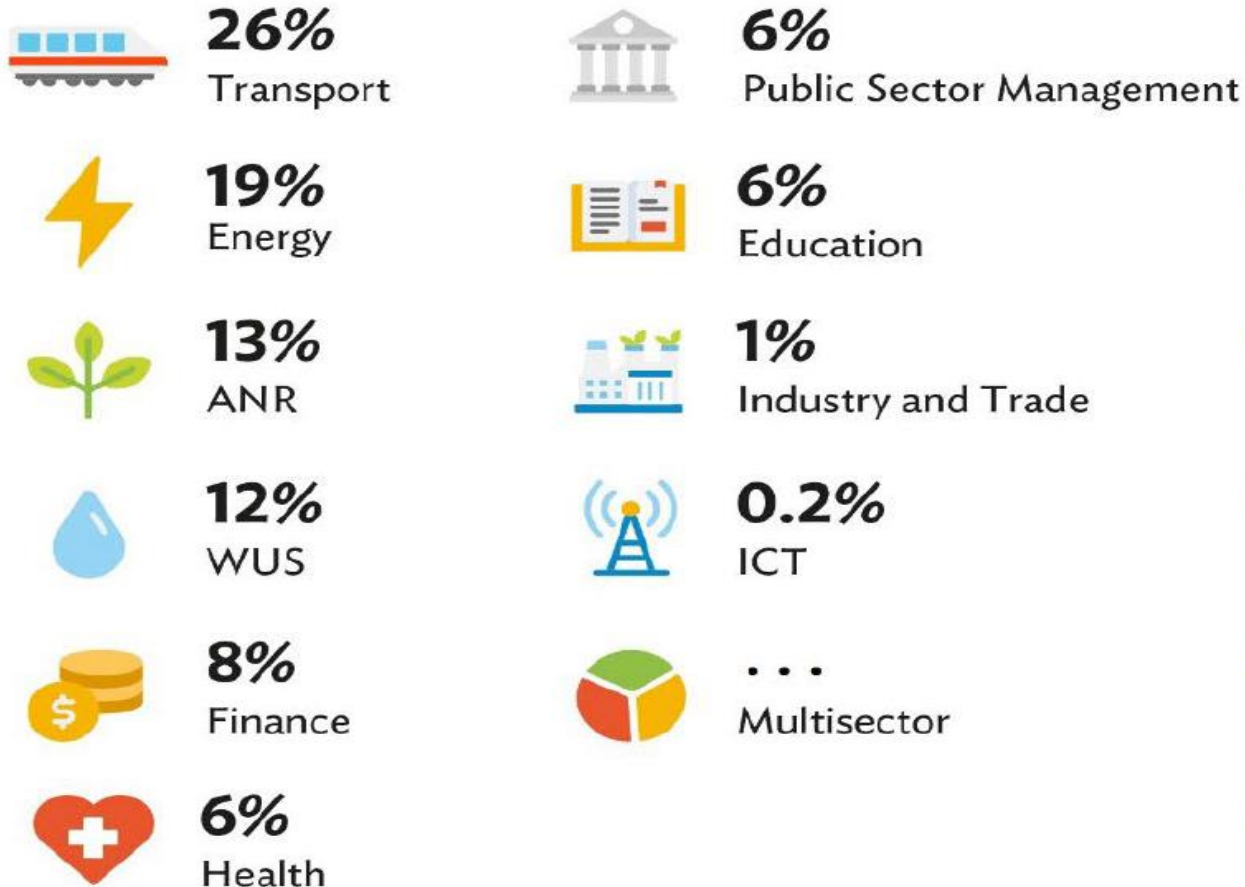
Sovereign and Nonsovereign Operations in Billion



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Distribution by Sector and Member Countries

BY SECTOR

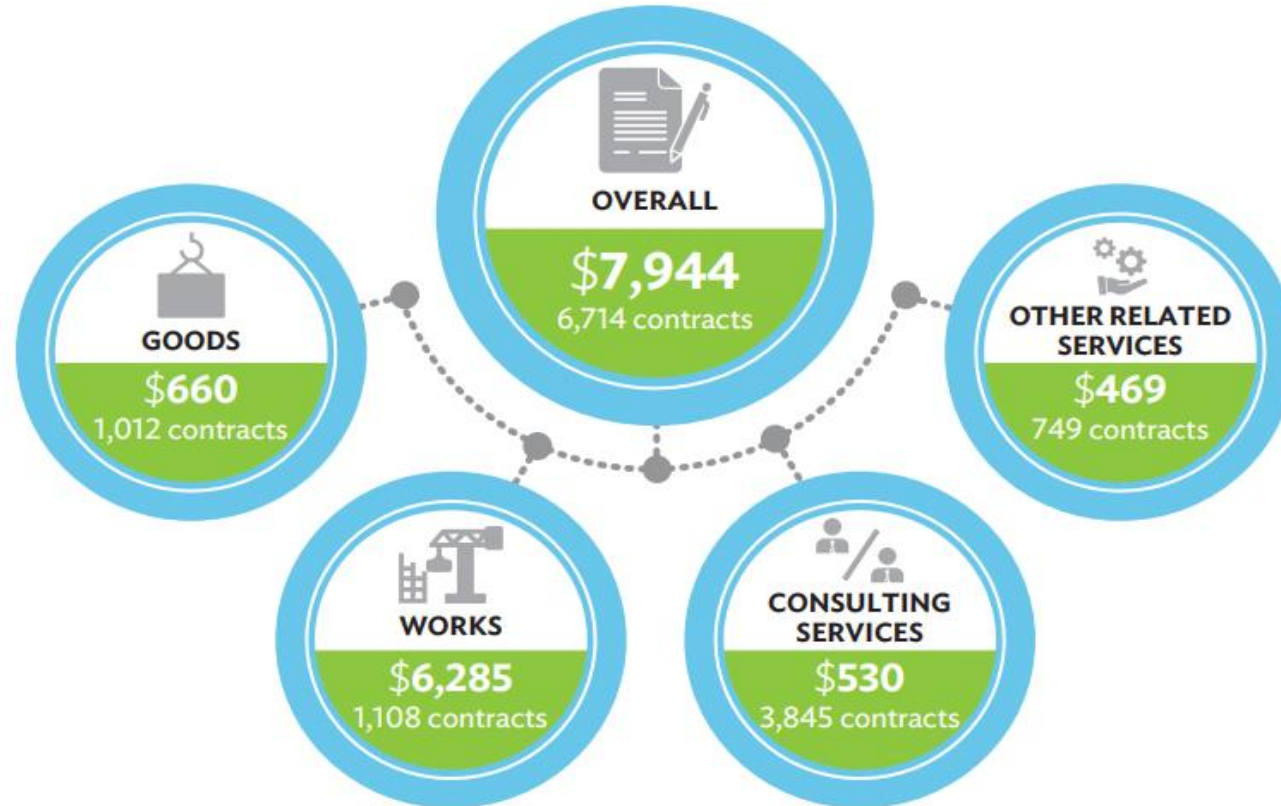


BY DEVELOPING MEMBER COUNTRY



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Sovereign Lending Procurement - 2023



- Out of 3,845 contract, 3,352 contracts (\$149 m) were for individuals
- 493 contracts for firms - \$ 388 million
- ADB Administered- \$ 231 million, \$ 116 m for 272 firm contracts and \$ 115 m for 2,787 contracts - individuals

Source: Asian Development Bank.



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



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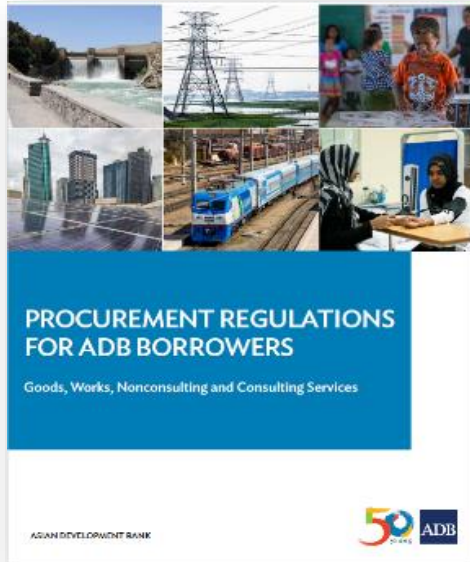
ADB Procurement Framework

“The ADB Charter”

ADB shall take the necessary measures to ensure that the proceeds of any loan made, guaranteed or participated in by ADB are used only for the purposes for which the loan was granted and with due attention to considerations of economy and efficiency.

(Chapter III, Article 14, Operating Principle xi)

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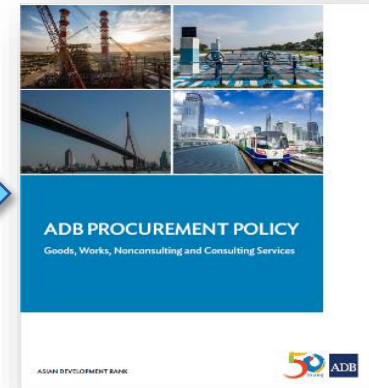
Procurement Policy

Procurement Regulations

Staff Instructions

Standard Bidding Documents, RFP and User's Guide

Guidance Notes



Procurement Staff Instructions

Institutional Document | April 2024

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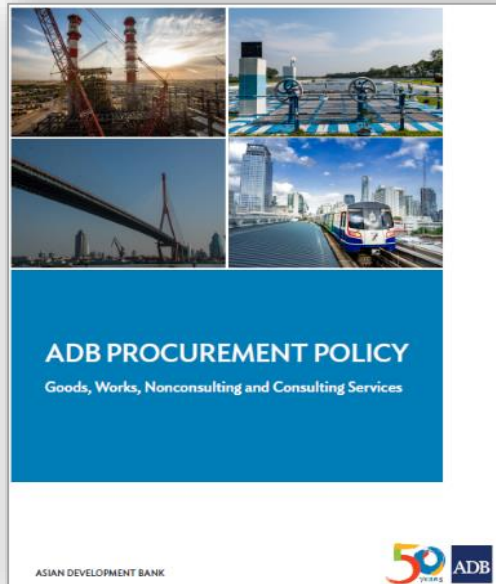


These staff instructions guide the principles-based application of the 2017 ADB Procurement Policy and Procurement Regulations for ADB Borrowers.

These staff instructions are applicable to loan and technical assistance projects with concept papers approved on or after 1 July 2017.

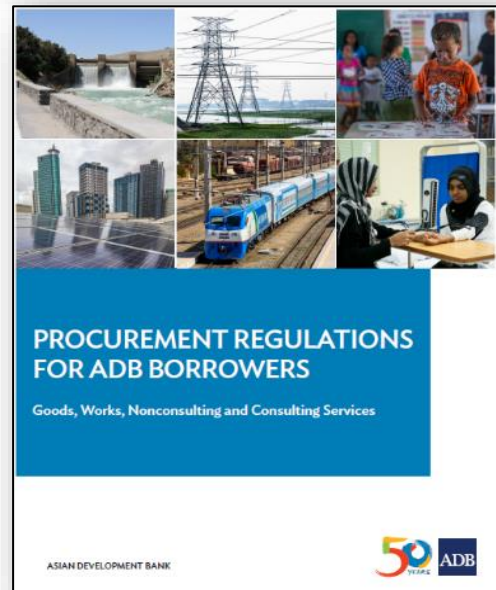


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ADB Procurement Policy

- Approved by ADB Board of Directors, representing member countries of ADB
- Core procurement principles
- Required for project financed by ADB



Procurement Regulations for ADB Borrowers

- Approved by the ADB President
- Applicable for all projects financed in whole or in part
- Details of policies, procedures including ADB's fiduciary oversight through prior or post review process
- International best practices

Fitness for Purpose

“One size does not fit all”

Fitness for purpose requires procurement arrangements to appropriately reflect the strategic needs and circumstances of the situation. In case a standardized approach cannot effectively and efficiently meet project outcomes and development objectives, including in capacity-constrained environments, a customized approach may be adopted, entailing transaction-specific methods and documentation.

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ADB Coe Procurement Principles

Principle	Outcomes
	Fairness Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	Economy Using price, quality, and any nonprice attributes to deliver viable projects.
	Efficiency Ensures procurement processes are proportional to value and risks.
	Transparency Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	Quality Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	Value for Money Obtain optimal benefits through effective, efficient, and economic use of resources.

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Relationships, Roles, and Responsibilities in Procurement

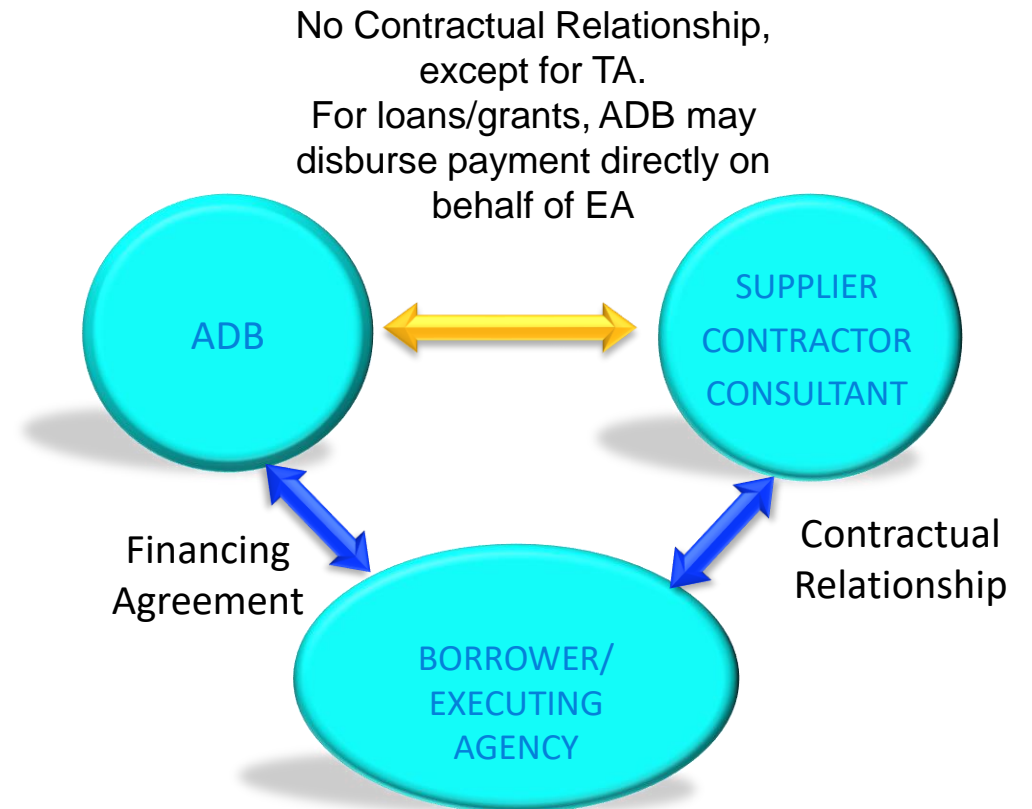
The Borrower (Executing Agency) is responsible for procurement of goods, works and services

ADB (*under TAs*) or Borrower select and recruit Consultants

ADB reviews the procurement activities of EAs to ensure that proceeds of its financing are used in accordance with the bank's rules. This is done on either a prior review or post-review basis

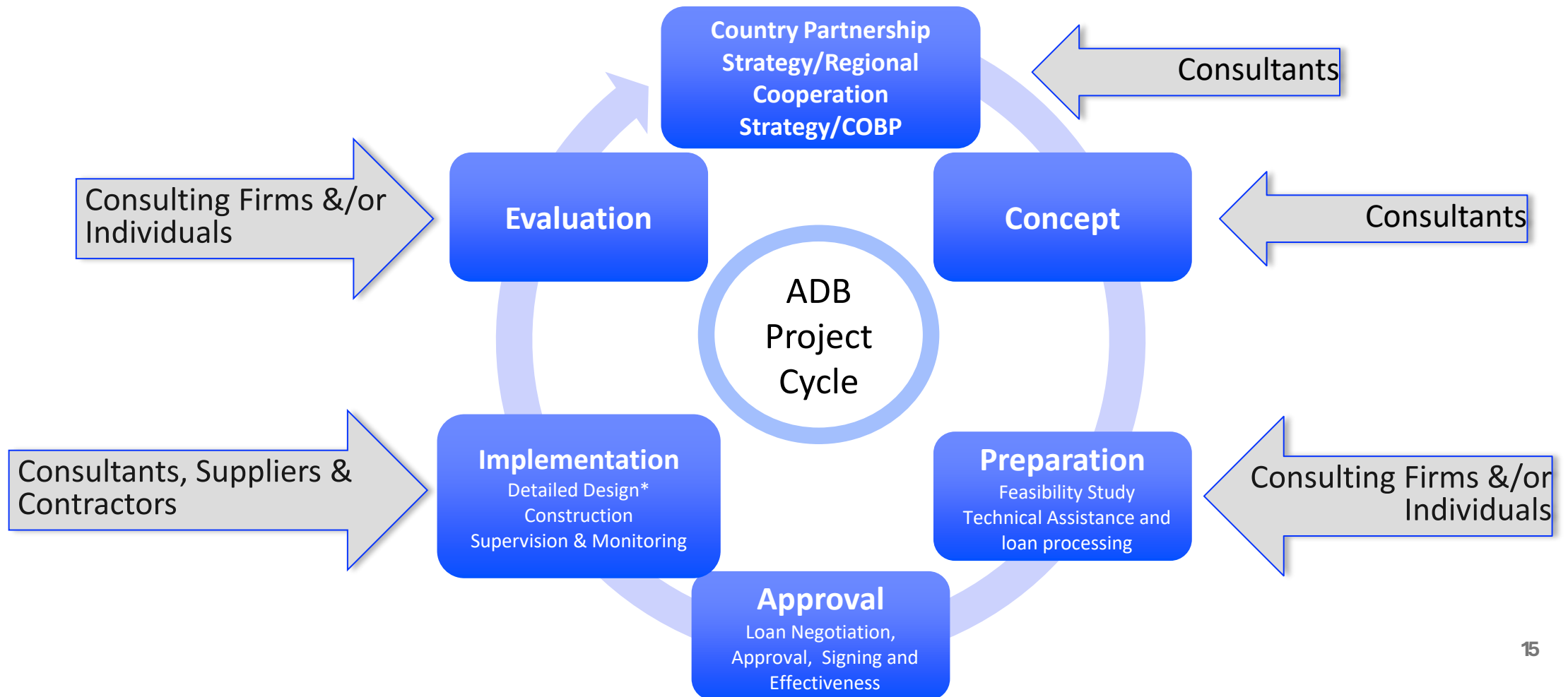
***Two primary “streams” of procurement:**

- 1) ADB Technical Assistance (ADB = buyer)
- 2) ADB-financed projects (borrower = buyer)



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When is the Private Sector engaged?



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Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



Staff Consultants

ADB Internal Admin budget

Recruitment may be national or international

- International consultant may be for any ADB member country
- A firm is considered national if it is legally incorporated in that DMC
- An individual is national if a citizen of the DMC or, if a national from another member country, he/she legally resides and works in that DMC.

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Technical Assistance Consulting

- ADB is the Client.
- Direct payment by ADB
- Contracts governed by UK law
- Provision of Privileges and Immunities (expert on mission).
- Tax Exemption in project country*
- Complaints to ADB

VS

Loan/Grant Consulting

- Borrower is the Client
- ADB in oversight role
- Client pays (ADB may do on behalf)
- Law of borrower's country generally applies
- Contracts subject to tax
- Complaints to borrower, may copy ADB

* If the country where the work is being undertaken has reserved the right to tax their own nationals, any local sub-consultants or individual experts may be subject to tax.

Types of Opportunities in ADB-Financed Projects

- **Supply of goods**
 - Machinery, equipment, computers, furniture
- **Civil works**
 - Roads, railways, bridges, irrigation canals, schools, power plants, pump stations, water treatment plants, heating plants, airports, etc.
- **Consulting services**
 - Project Management Consultant (PMC), Design & Site Supervision Consultant (DSC), Master Planning, Project preparation, Advisory, Knowledge Products, Financial Management
- **Non-consulting services**
 - Surveys, training, translation, event management

Goods, Works and Non-consulting Procurement

ADB Standard Bidding Documents

- Goods
- Small Works
- Large Works
- Plant - Design, Supply and Installation
- Design-Build-Operate
- IT Products and Services
- Pre-qualification
- Request for Quotation

Procurement Methods

- 1 Stage 1 Envelope
- 1 Stage 2 Envelope
- 2 Stage bidding

Evaluation Methods

- Most Economical Bid
- Life Cycle Costing
- Merit Point Scoring

Open competitive bidding is ADB's default approach for procurement

Recruiting Consulting Firms - Methods





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WATER AND URBAN DEVELOPMENT SECTOR

Doing Business with ADB

Why Pursue ADB-Financed Contracts?



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



Availability of funds is assured

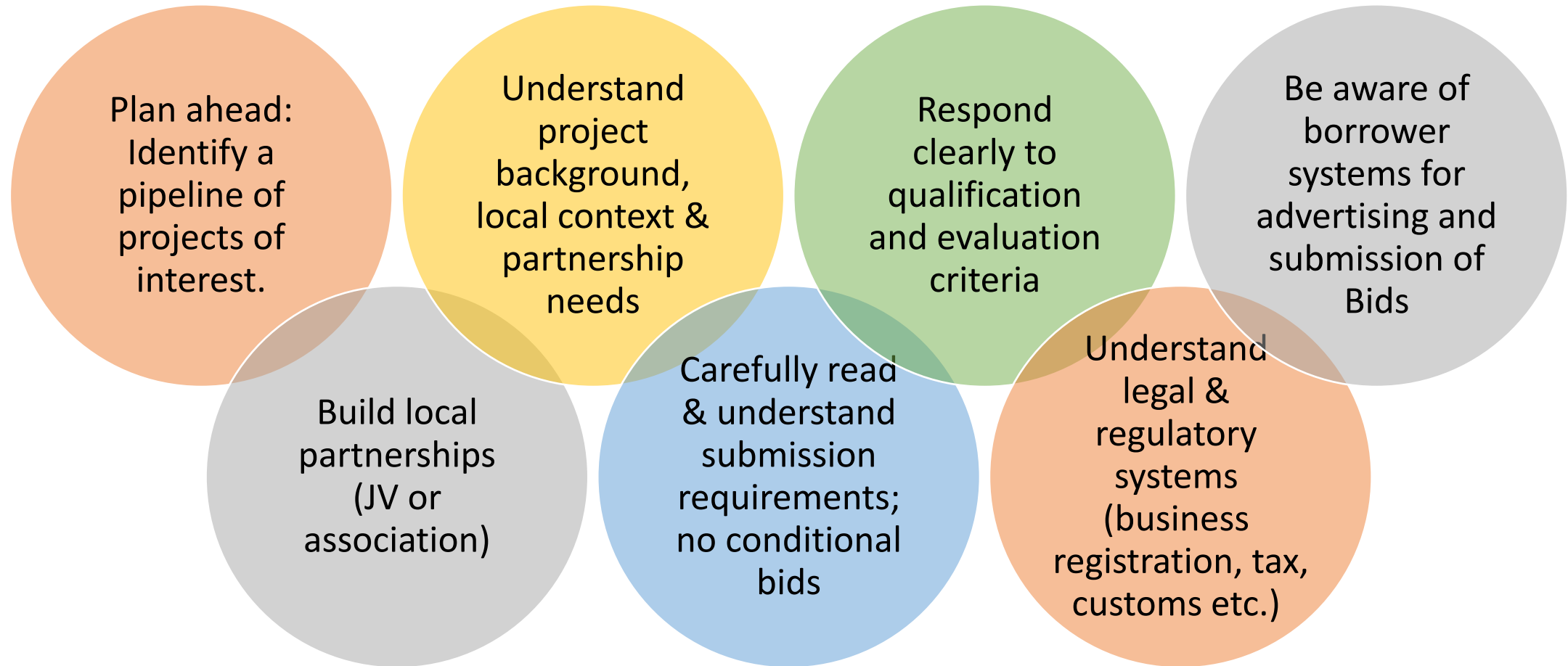


Internationally accepted procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB supports and review process

Tips when considering ADB-financed projects/assignments



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

Debriefing and Complaints

Debriefing:

- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

How to report fraud:

- www.adb.org/site/integrity/how-to-report-fraud

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Finding Business Opportunities

Long-term Planning

Country

- Country Partnership Strategy (CPS)
- Country Operations Business Plan (COBP)

• Sectors

- Projects/Tenders
- Procurement Plans

Short-term Planning

Specific Procurement Notices

- Invitation for Prequalification
- Invitation for Bids
- Hop-On Opportunities
 - Prequalified Applicants/Consultants
 - Contracts Awarded

Country Operations Business Plans



ADB discontinued country operations business plans (COBPs) in July 2021. For proposed projects, please go to the Projects and Tenders page at </projects>.

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How to find Information on our Website

The screenshot shows the ADB website interface. At the top, the browser address bar displays 'https://www.adb.org'. The navigation menu includes 'News and Events', 'ADB Institute', 'Contact', and 'English'. The main navigation bar features 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', and 'WORK WITH US', with the latter being highlighted and circled in purple. A search bar is located to the right of the navigation bar. On the left side, there is a yellow box with text: 'With employees from more than 60 countries, ADB is a place of real diversity. Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.' The main content area is divided into three columns. The first column is titled 'CAREERS AND SCHOLARSHIPS' and lists 'What We Look For', 'Career Opportunities', and 'Young Professionals Program'. The second column is titled 'INFORMATION ON WORKING WITH ADB FOR...' and lists 'Consultants', 'Contractors and Suppliers', 'Governments', and 'Executing and Implementing Agencies'. The third column is titled 'FOR INVESTORS' and lists 'Investor Relations | 日本語', 'ADB Green Bonds', and 'ADB Water Bonds'. Below this, there is a section for 'PROCUREMENT AND OUTREACH' with links for 'Operational Procurement', 'Institutional Procurement', 'Business Opportunities Outreach', and 'Projects & Tenders', with the latter being circled in red.

ADB ASIAN DEVELOPMENT BANK

News and Events ADB Institute Contact English

WHO WE ARE WHAT WE DO WHERE WE WORK **WORK WITH US** Search

With employees from more than 60 countries, ADB is a place of real diversity.

Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

CAREERS AND SCHOLARSHIPS

What We Look For Career Opportunities Young Professionals Program

INFORMATION ON WORKING WITH ADB FOR...

Consultants Contractors and Suppliers Governments Executing and Implementing Agencies

Development Institutions Private Sector Partners Civil Society/Non-government Organizations

FOR INVESTORS

Investor Relations | 日本語 ADB Green Bonds ADB Water Bonds

PROCUREMENT AND OUTREACH

Operational Procurement Institutional Procurement Business Opportunities Outreach **Projects & Tenders**

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Projects & Tenders site www.adb.org/projects

Projects & Tenders

Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy >

Sectors (1) [CLEAR] v

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communication

Theme >

Type (1) [CLEAR] v

- Nonsovereign
- Sovereign

Fund >

Status >

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 981 RSS Sort by v

Agriculture, natu... X Sovereign X

Resilient Amu Darya River Basin Sector Development Program	Status: Proposed	Approval Year: 2025
58028-001; Uzbekistan; Agriculture, natural resources and rural development		
GMS Cross-Border Livestock Health and Value Chains Improvement Project	Status: Proposed	Approval Year: 2025
53240-001; Myanmar; Agriculture, natural resources and rural development		
Climate Adaptation through Irrigation Modernization Project	Status: Proposed	Approval Year: 2025
52327-001; Viet Nam; Agriculture, natural resources and rural development		
Digital Agriculture Management for Improved Food Security Project	Status: Proposed	Approval Year: 2025
57307-001; Tajikistan; Agriculture, natural resources and rural development		
Naulong Integrated Water Resources Development Project	Status: Proposed	Approval Year: 2025
51131-001; Pakistan; Agriculture, natural resources and rural development		
Sindh Coastal Resilience Sector Project	Status: Proposed	Approval Year: 2025
54097-001; Pakistan; Agriculture, natural resources and rural development		

Projects & Tenders

Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy >

Sectors (1) [CLEAR] v

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communication

Type (1) [CLEAR] v

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification
- Other Notice
- Request for Information

Group v

- Consulting Services
- Goods, Works, and Nonconsulting Services

Status >

Year >

Apply

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 42 RSS Sort by v

Agriculture, natu... X Advance Notice X

56218-NEP: Irrigation Modernization Enhancement Project	Status: Active	Deadline: Not available
56218-001; Nepal; Agriculture, natural resources and rural development; Posting date: 18 Jun 2024		
Notice Type: Advance Notice		
54111-TAJ: Resilient Livelihoods and Empowerment of Rural Women Project	Status: Active	Deadline: Not available
54111-008; Tajikistan; Agriculture, natural resources and rural development; Posting date: 08 May 2024		
Notice Type: Advance Notice		
57213-IND: Sustainable, Inclusive, and Climate Resilient Tourism Development at Tehri Lake Area	Status: Active	Deadline: Not available
57213-001; India; Agriculture, natural resources and rural development; Posting date: 08 Mar 2024		
Notice Type: Advance Notice		
55252-IND: Maharashtra Sustainable Climate Resilient Coastal Protection and Management Project	Status: Active	Deadline: Not available
55252-001; India; Agriculture, natural resources and rural development; Posting date: 17 Jan 2024		
Notice Type: Advance Notice		
53110-UZB: Horticulture Intensification and Productivity Enhancement Project	Status: Active	Deadline: Not available
53110-003; Uzbekistan; Agriculture, natural resources and rural development; Posting date: 07 Dec 2023		
Notice Type: Advance Notice		
55220-CAM: Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Program	Status: Active	Deadline: Not available
55220-001; Cambodia; Agriculture, natural resources and rural development; Posting date: 27 Nov 2023		
Notice Type: Advance Notice		

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The screenshot shows the top section of the ADB Business Center website. At the top left is the ADB logo and the text 'ASIAN DEVELOPMENT BANK'. To the right are navigation links: 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', and 'WORK WITH US' (which is highlighted in orange). Below this is a large banner with a smiling woman and the text 'ADB Business Center' and 'All you need to work with us—in one place.' Underneath the banner is a dark navigation bar with links: 'Guides and Documents', 'Business Opportunities Outreach' (with a dropdown arrow), 'Procurement Statistics Dashboard (ProcDash)', and 'More' (with a dropdown arrow). At the bottom left of the banner area is a breadcrumb trail: 'Home > Work with Us > Business Center > Working with ADB'.

- ❖ How-Tos
- ❖ Policies & Regulations
- ❖ Procedures & Guidance
- ❖ Documents & Forms

Working with ADB

www.adb.org/business

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? →

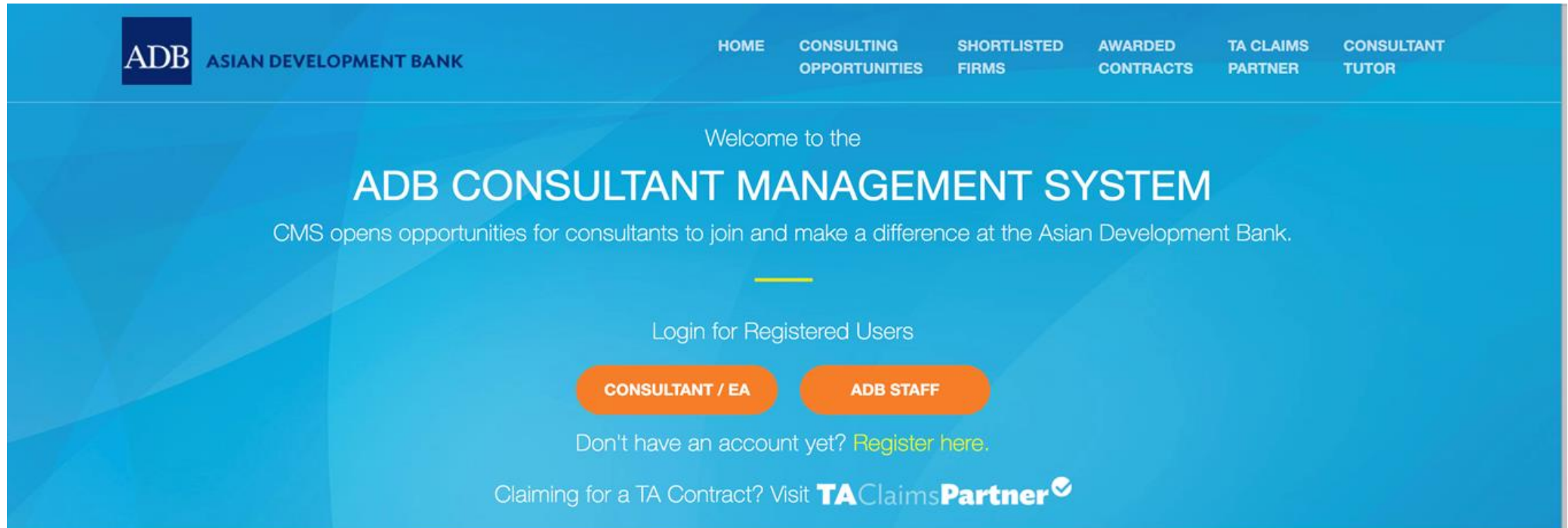
How can we improve our chances of securing an ADB-funded contract? →

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? →

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ADB Consultant Management System



The screenshot shows the homepage of the ADB Consultant Management System. At the top left is the ADB logo and the text "ASIAN DEVELOPMENT BANK". To the right is a navigation menu with links: HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, TA CLAIMS PARTNER, and CONSULTANT TUTOR. The main content area has a blue background with the text "Welcome to the ADB CONSULTANT MANAGEMENT SYSTEM" and "CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank." Below this are two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Register here." is provided for new users. At the bottom, there is a link to "TA Claims Partner" with a checkmark icon.

ADB ASIAN DEVELOPMENT BANK

HOME CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS TA CLAIMS PARTNER CONSULTANT TUTOR

Welcome to the

ADB CONSULTANT MANAGEMENT SYSTEM

CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.

Login for Registered Users

[CONSULTANT / EA](#) [ADB STAFF](#)

Don't have an account yet? [Register here.](#)

Claiming for a TA Contract? Visit [TA Claims Partner](#) ✓



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ADB Consultant Management System



HOME CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS TA CLAIMS PARTNER 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.



SUBSCRIBER SERVICES →

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Alerts

Links to content posted on ADB.org delivered to your inbox daily or weekly.

Daily Weekly Off

Events

On Off

News Releases and News from Country Offices

On Off

Procurement Notices (Goods and Works)

Note: Weekly notifications on consulting opportunities available for registered users of the [Consultant Management System \(CMS\)](#).

On Off

Project Information and Documents

On Off

Publications

On Off

Safeguard Documents

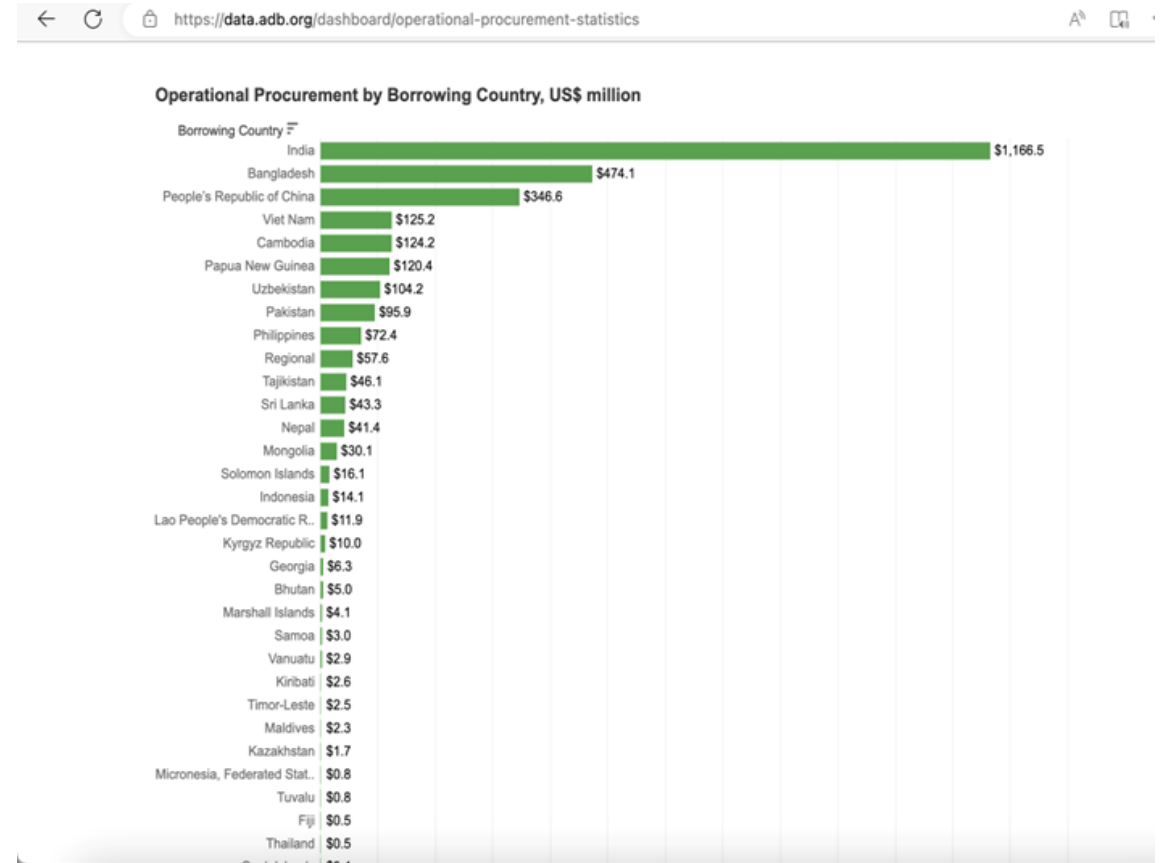
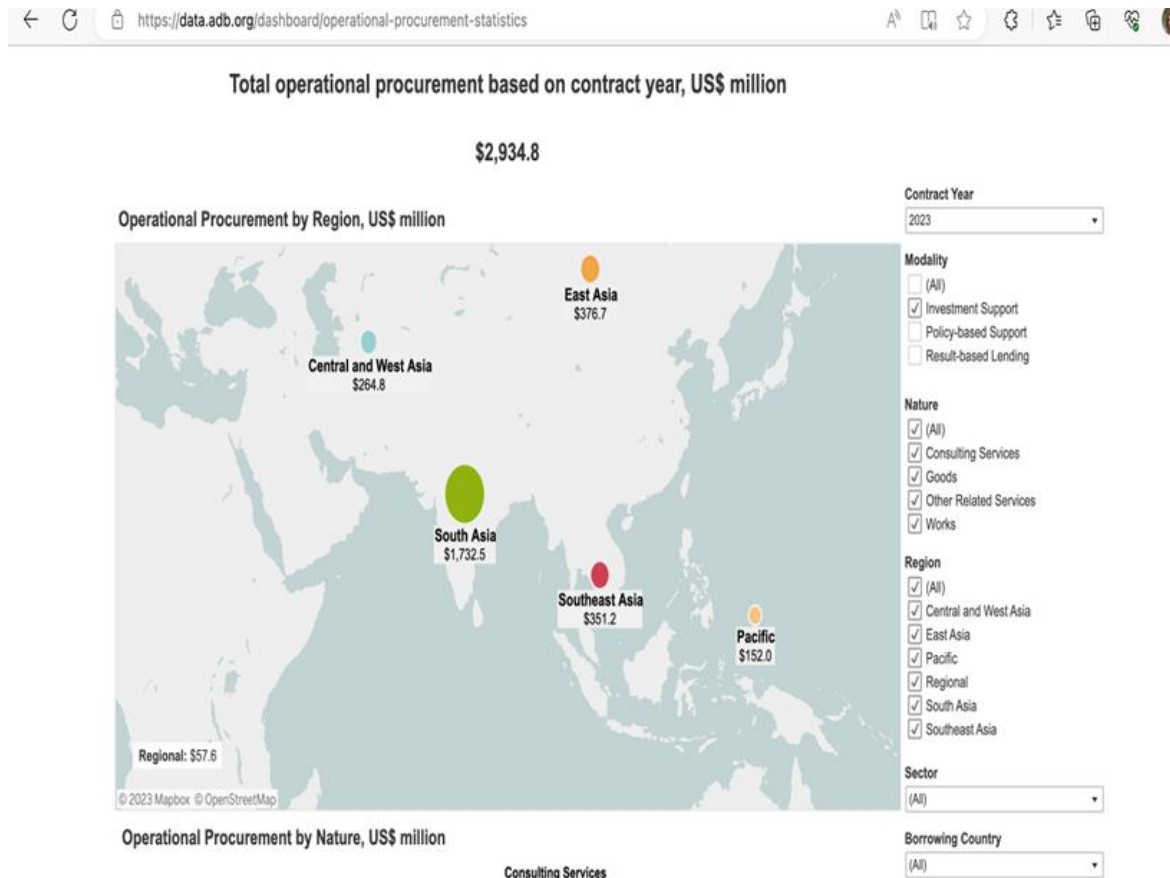
On Off

ADB's CMS System: <http://cms.adb.org>

Goods & Works Notices: <https://alerts.adb.org>

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Operational Procurement Statistics Dashboard (ProcDash)



<https://data.adb.org/dashboard/operational-procurement-statistics>



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WATER AND URBAN DEVELOPMENT SECTOR

Sustainable Public Procurement and use of Merit Point Criteria

Sustainable Public Procurement

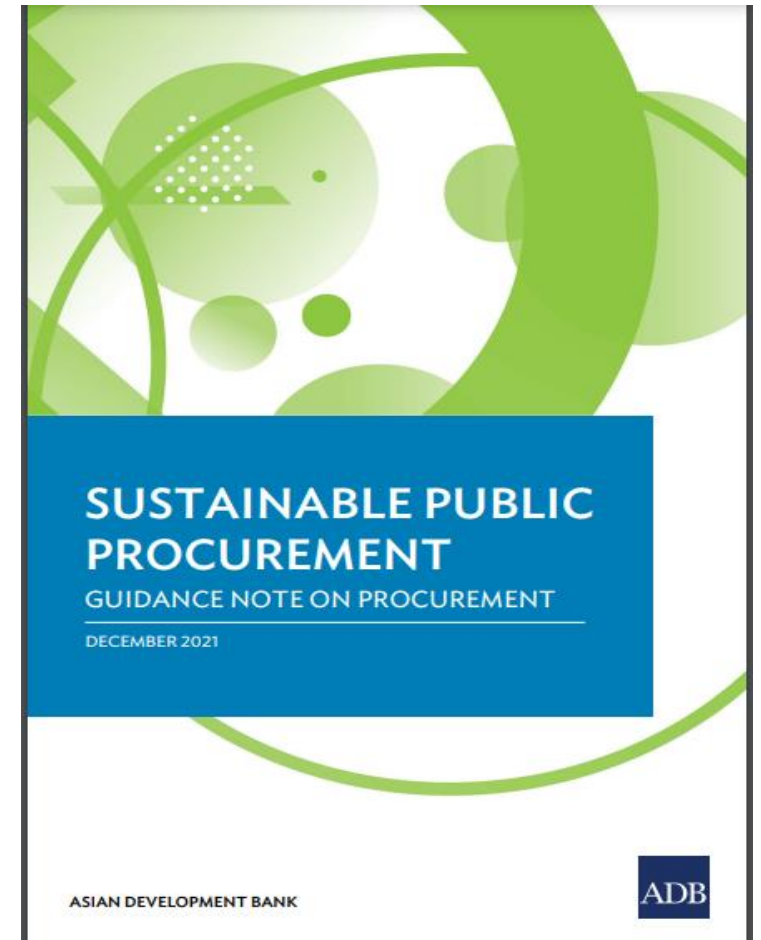
Conventional Procurement

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>



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Sustainable public procurement

achieved through

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

informed by prioritization and
market analysis

ENVIRONMENTAL



SOCIAL



ECONOMIC

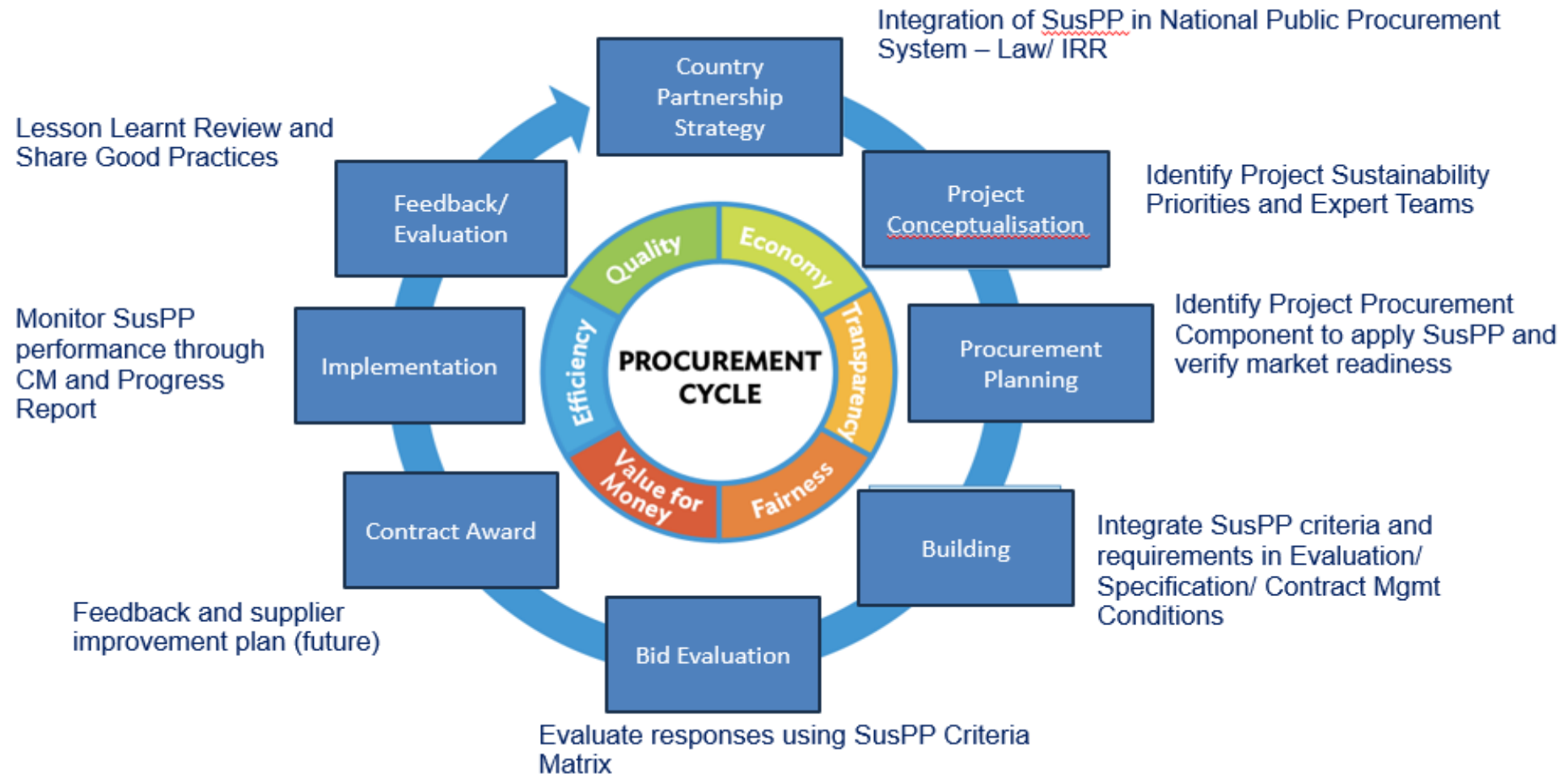


INSTITUTIONAL



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

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

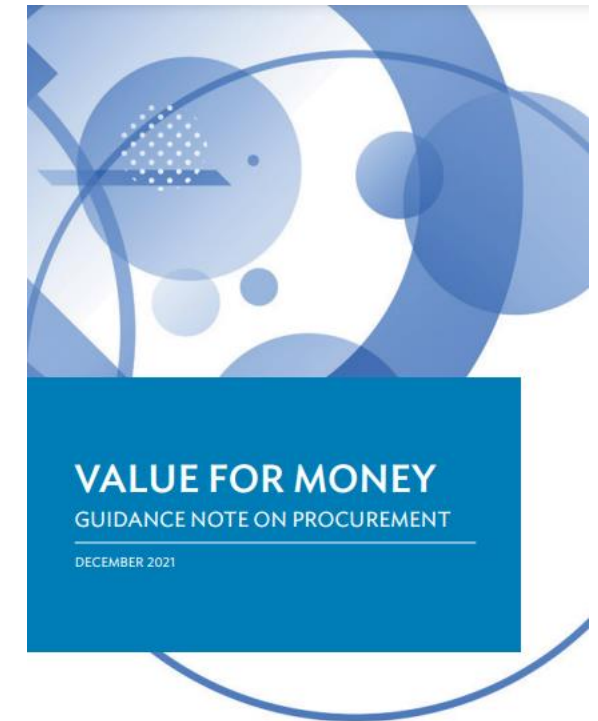
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Use of Merit Point Criteria in Bid Evaluation

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.

Consideration of qualitative related factors during the bid evaluation process to ensure cost and quality considerations are properly aligned to the development objectives of a particular project or procurement



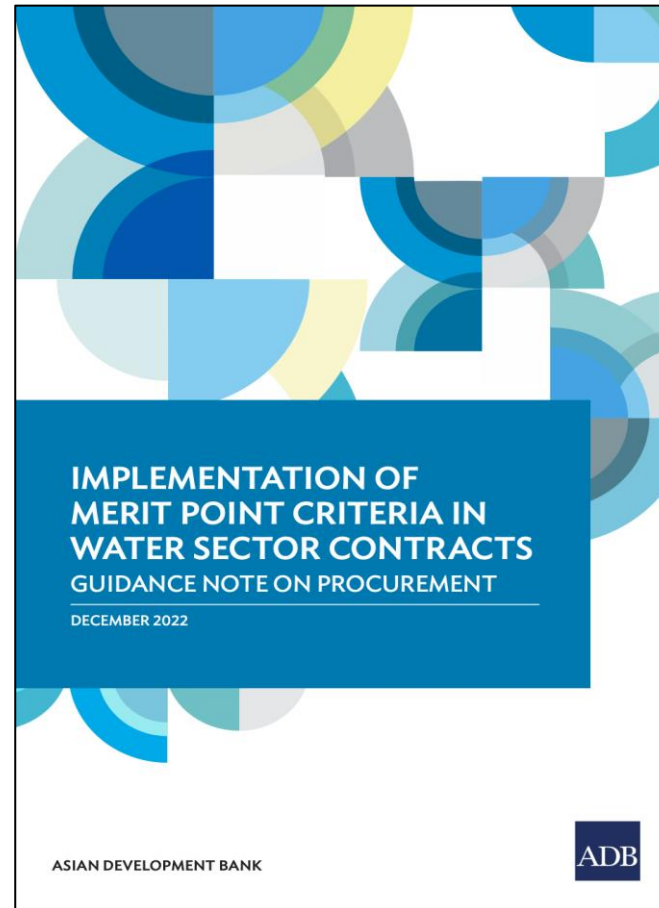
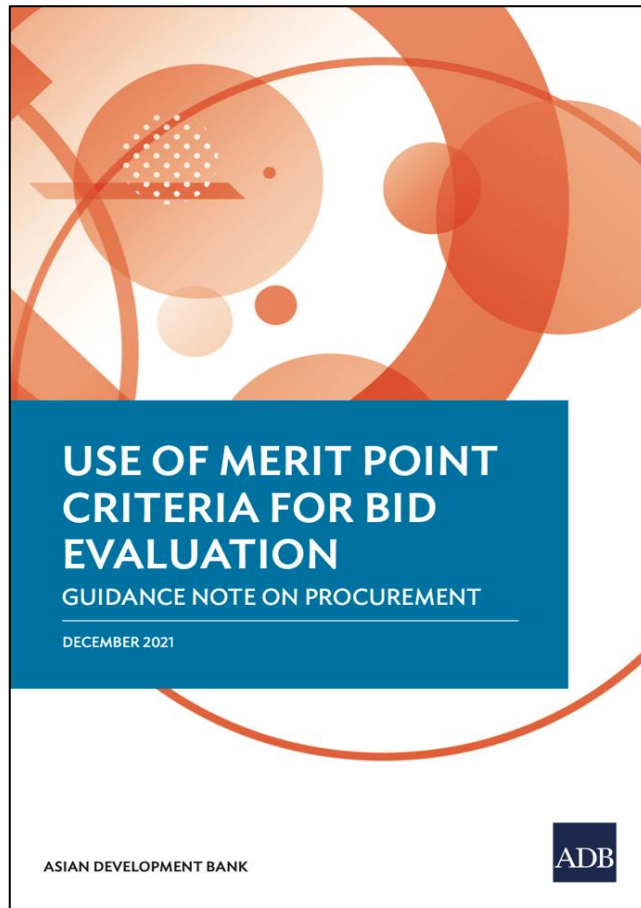
ASIAN DEVELOPMENT BANK



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- Historically, normally used in consultancy proposal evaluation and IT products
- ADB procurement for Works projects has been limited to incorporating a **specification of minimum requirements** into the bidding document and then **awarding the contract to the lowest evaluated substantially responsive bidder** that substantially meets those minimum requirements.
- While this approach is appropriate for some low-risk procurements of simple works, it is **less suitable for more complex works** where there may be trade-offs between quality and costs. Therefore, under the core procurement principle of value for money (VFM), the **2017 Procurement Policy allows flexibility for the use of MPC.**
- **The demand and appreciation of use of merit point criteria is increasing (from 9 contracts in 2022 increased to 24 contracts in 2023)**

ADB Guidance on Merit Point Criteria



USE OF MERIT POINT CRITERIA IN TRANSPORT SECTOR CONTRACTS

GUIDANCE NOTE ON PROCUREMENT

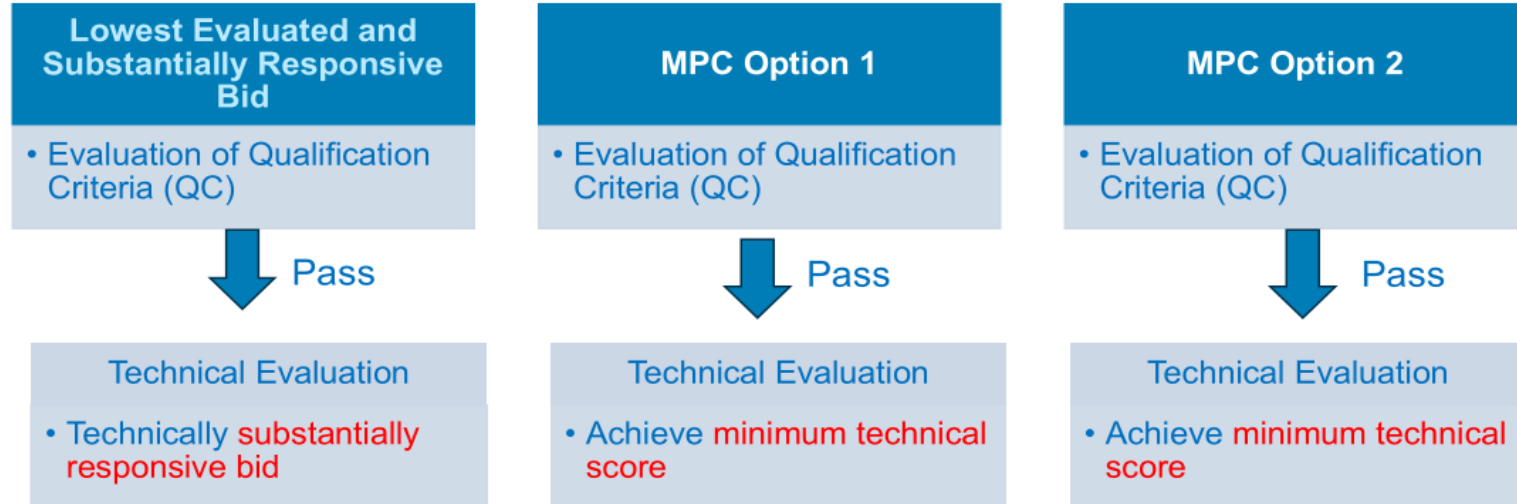
DRAFT

Under Development

August 2024

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Options for Implementing Merit Point Criteria



	Lowest Evaluated and Substantially Responsive Bid	MPC Option 1	MPC Option 2
1S1E	<ul style="list-style-type: none"> The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid 	<ul style="list-style-type: none"> The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid 	<ul style="list-style-type: none"> Total score will be calculated by combining the technical and price scores (using a formula)
1S2E	<ul style="list-style-type: none"> Open the bids passed QC and technically substantially responsive bid The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid 	<ul style="list-style-type: none"> Open the bids had minimum technical score. The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid 	<ul style="list-style-type: none"> Open the bids had minimum technical score. Total score will be calculated by combining the technical and price scores (using a formula)

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Useful Links

www.adb.org

<http://cms.adb.org/>

www.youtube.com/user/Asiandevelopmentbank

www.adb.org/news/videos/series/procurement

www.adb.org/business/main

<https://www.adb.org/documents/adb-procurement-policy>

<https://www.adb.org/business/how-to/where-can-i-find-adbs-standard-bidding-documents>

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

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WATER AND URBAN DEVELOPMENT SECTOR

Thank you!

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