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**12TH ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2024**

9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA

# Procurement of Goods and Works

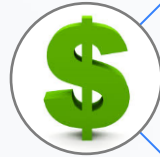
Keiko Koiso

PPFD

9 OCTOBER 2024



# ADB Core Procurement Principles



**Economy**



**Efficiency**



**Fairness**



**Transparency**



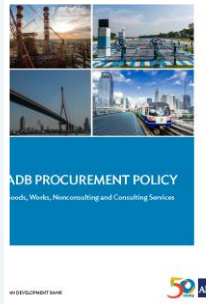
**Quality**



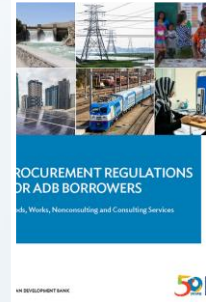
**Value for money**



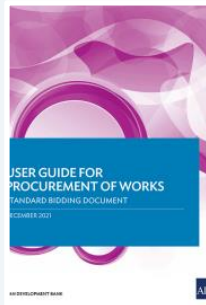
# Procurement Framework



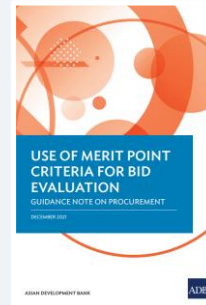
**ADB Procurement Policy**



**Procurement Regulations  
for ADB Borrowers**



**Standard Bidding  
Documents and User  
Guides**



**Guidance Notes**

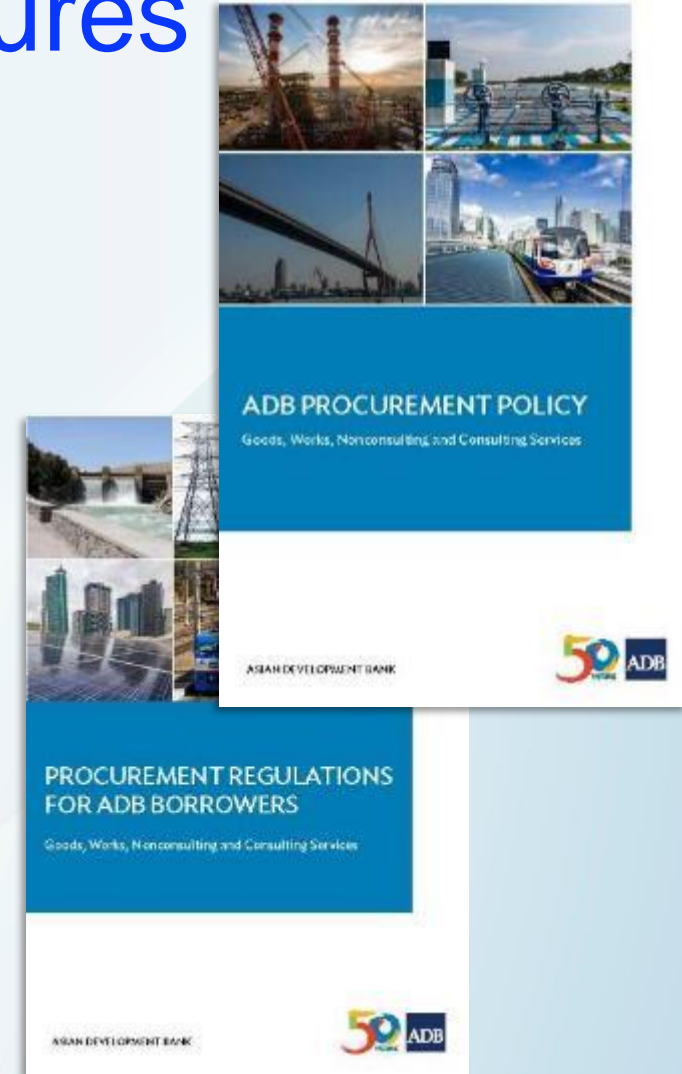


**Procurement Staff  
Instructions**



# 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





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# Delivering Value for Money Outcomes

- ❖ Requiring completion of detailed procurement strategies
- ❖ Increasing market outreach with feedback loops
- ❖ Promoting usage of quality-based evaluation techniques
- ❖ Mainstreaming Sustainable Procurement principles
- ❖ Mandating use of contract management plans



# When is the Private Sector engaged?





# 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

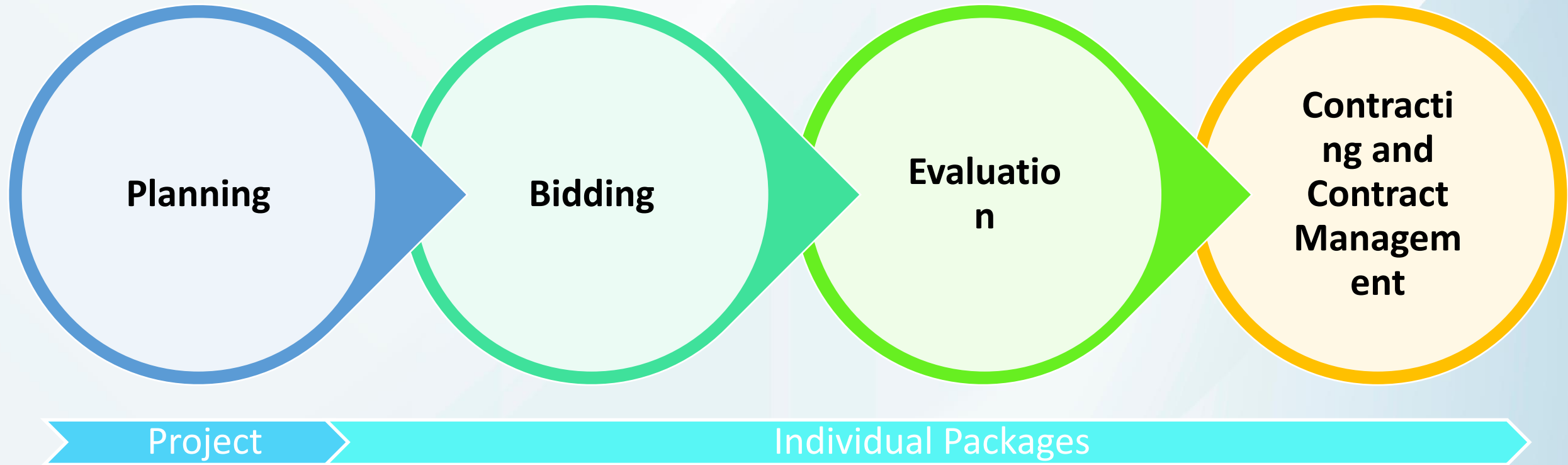
Mostly procurement of Consulting Services

ADB undertakes procurement

Contracts signed by ADB



# Procurement Process







# Advice when approaching 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

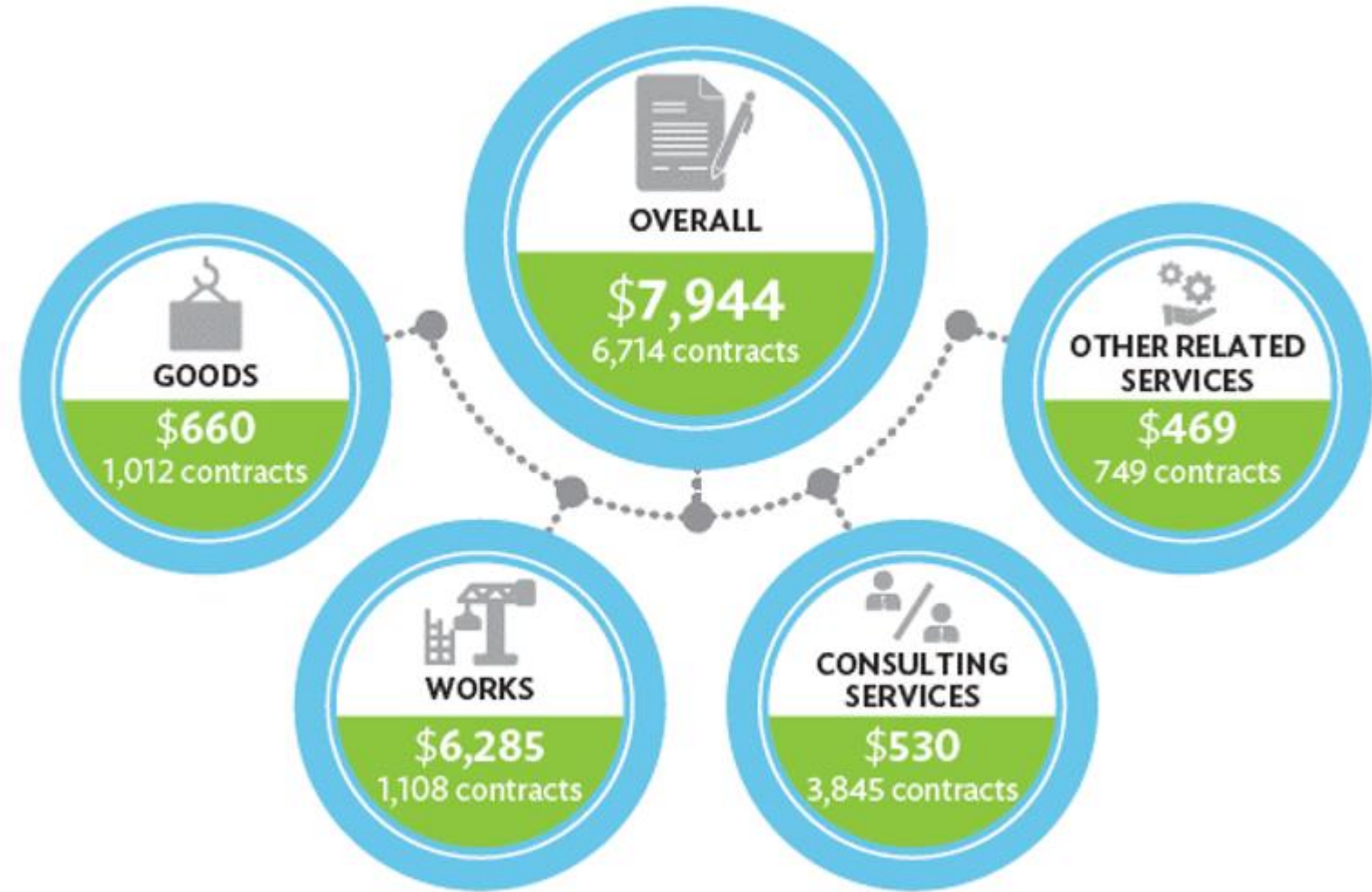


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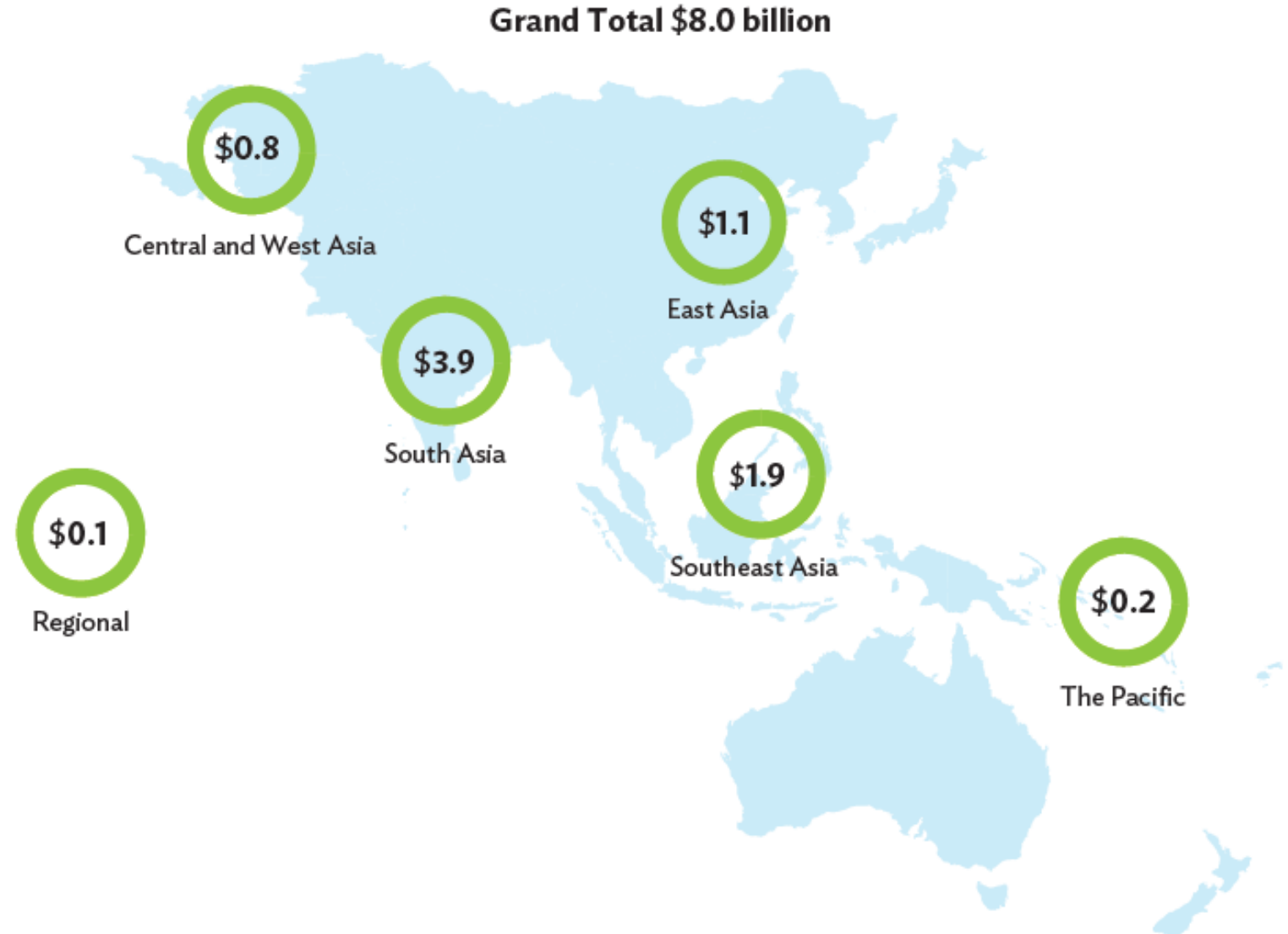
# Procurement in 2023 (US\$ million)



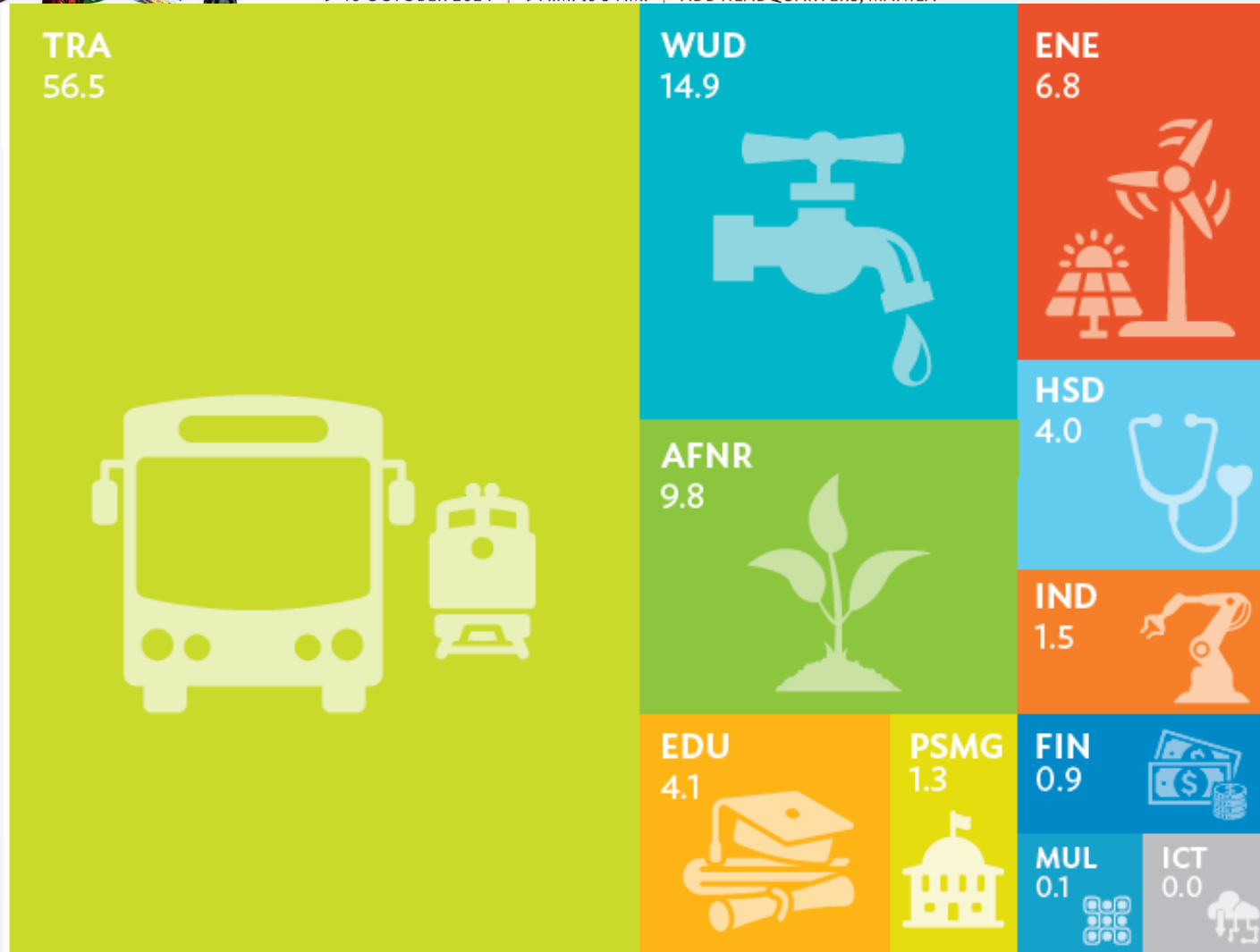
Source: Asian Development Bank, PPFID.



# Total Procurement by Region, 2023 (USD billion)



Note: This map depicts total procurement in 2023 across five geographic subregions and shows procurement for regional projects with no specific member economy.  
Source: Asian Development Bank.



# Procurement by Sector, 2023 (% of total Procurement)

AFNR = Agriculture, Food, Nature, and Rural Development; EDU = Education; ENE = Energy; FIN = Finance; HSD = Human and Social Development; IND = Industry and Trade; ICT = Information and Communication Technology; MUL = Multisector; PSMG = Public Sector Management and Governance; TRA = Transport; WUD = Water and Urban Development. > 0.0 = less than 0.05.  
 Note: Numbers may not sum precisely due to rounding.  
 Source: Asian Development Bank.



# How to find Information on our Website

The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' option is highlighted with a purple oval. Below it, the 'Projects & Tenders' link is highlighted with a red rectangle. The page also features a yellow sidebar with text about diversity and fulfillment, and a search bar.

News and Events   ADB Institute   Contact   English ▾

**ADB** ASIAN DEVELOPMENT BANK

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

Visiting Fellow Program

Internship Program

Scholarship Program

FOR INVESTORS

- Investor Relations | 日本語
- ADB Green Bonds
- ADB Water Bonds

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

PROCUREMENT AND OUTREACH

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



# Projects & Tenders

[www.adb.org/projects](http://www.adb.org/projects)

Projects & Tenders

Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy >

Sectors (1) [CLEAR]

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

Theme >

Type (1) [CLEAR]

- Nonsovereign
- Sovereign

Fund >

Status >

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 981 RSS Sort by ▾

Agriculture, natu... X Sovereign X

Project Name	Status	Approval Year
Resilient Amu Darya River Basin Sector Development Program	Proposed	2025
GMS Cross-Border Livestock Health and Value Chains Improvement Project	Proposed	2025
Climate Adaptation through Irrigation Modernization Project	Proposed	2025
Digital Agriculture Management for Improved Food Security Project	Proposed	2025
Naulong Integrated Water Resources Development Project	Proposed	2025
Sindh Coastal Resilience Sector Project	Proposed	2025

Projects & Tenders

Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy >

Sectors (1) [CLEAR]

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

Type (1) [CLEAR]

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

Group

- Consulting Services
- Goods, Works, and Nonconsulting

Status >

Year >

Apply

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 42 RSS Sort by ▾

Agriculture, natu... X Advance Notice X

Project Name	Status	Deadline
56218-NEP: Irrigation Modernization Enhancement Project	Active	Not available
54111-TAJ: Resilient Livelihoods and Empowerment of Rural Women Project	Active	Not available
57213-IND: Sustainable, Inclusive, and Climate Resilient Tourism Development at Tehri Lake Area	Active	Not available
55252-IND: Maharashtra Sustainable Climate Resilient Coastal Protection and Management Project	Active	Not available
53110-UZB: Horticulture Intensification and Productivity Enhancement Project	Active	Not available
55220-CAM: Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Program	Active	Not available



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Home > 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

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





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# Thank you!

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