

*The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.*



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

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

# Recruitment of Consulting and Non-Consulting Services

**Steven Gillard**

Principal Procurement Specialist (Head of the Consulting Services Unit)  
Procurement, Portfolio and Financial Management Department

# Why Pursue ADB-financed Consultant Contracts?



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



Availability of funds is assured

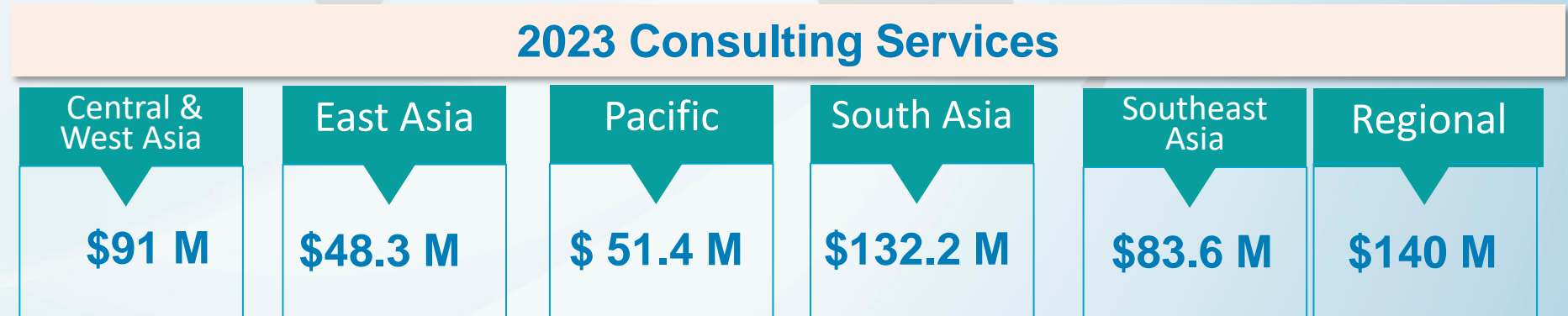
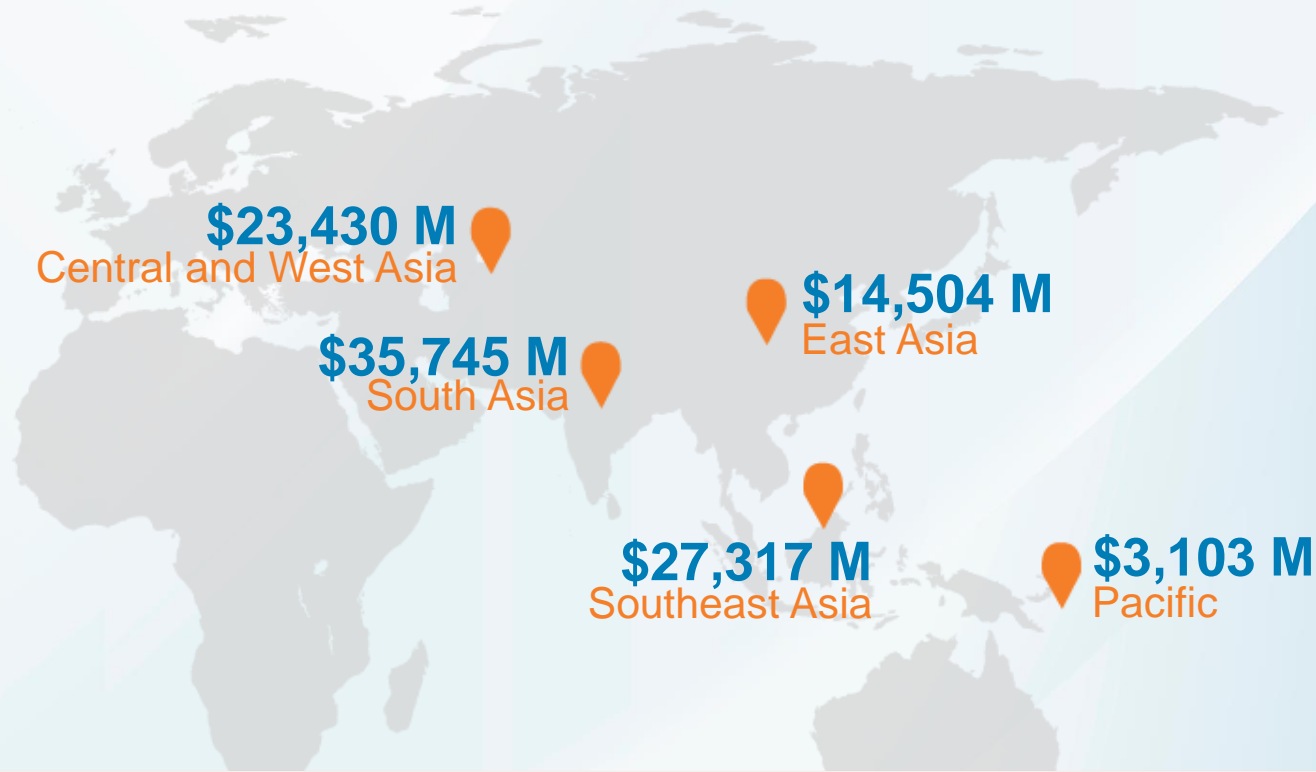


Internationally accepted procurement procedures

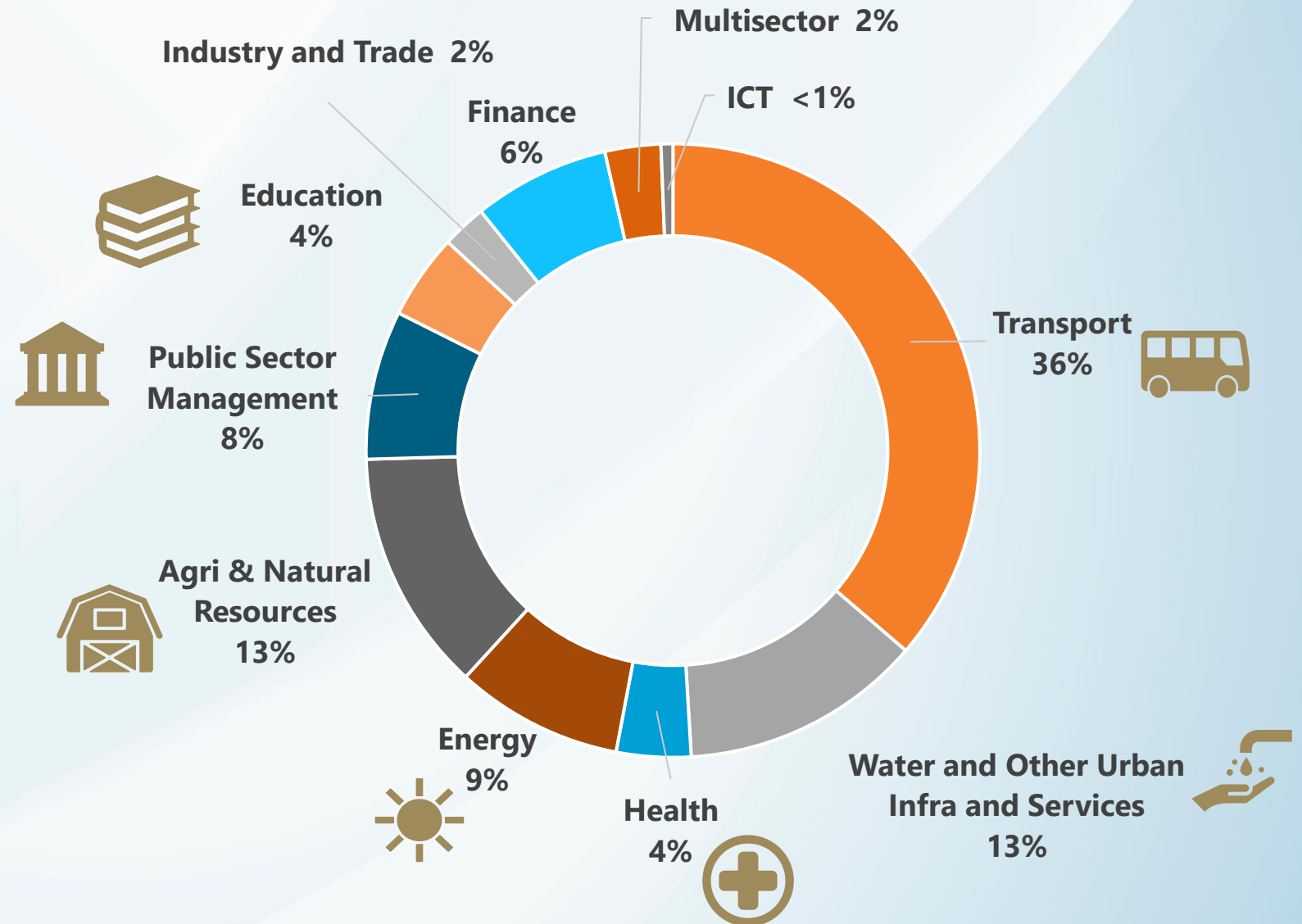


Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

# Active Sovereign Portfolio by Region vs Consulting Services Spend, 2023

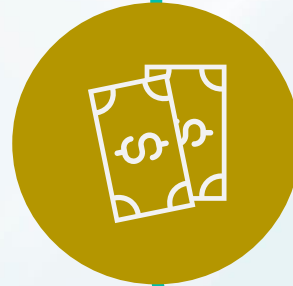


# Operational Procurement by sector, Consultancy, 2023



# Main Differences

## Loan/ Grant



Selected by	EA (ADB reviews)
Contracted by	EA
Rules	Policy/Regulations/ Staff Instructions
Systems	Mainly Offline – SRFP
Complaints	EA

## Technical Assistance/ Staff Consultancy



Selected by	ADB
Contracted by	ADB
Rules	Policy/Staff Instructions
Systems	CMS
Complaints	ADB

## Types of Consultant



### Firms

Private Sector

CSO/NGO

Universities

International Organizations



### Individuals

Private Individual

Individual through firm

Resource Person



# Eligibility

Generally, a consultant must be from ADB member (incorporation/ citizenship/ right to work).

- Can be certain exceptions, depending on funding source which can expand or restrict eligibility.
- Experts employed by eligible consulting firm under a consulting firm contract will be considered eligible, regardless of their nationality
- Refer to CSRN/ RFP

Specific rules apply for

- Conflict of interest
- Government Organizations and Civil Servants, including State-Owned Universities
- Consultants currently engaged by ADB or the EA
- former ADB staff and ADB spouse

Must not be

- subject to an ADB debarment or temporary suspension (ADB's Anticorruption Policy/ Integrity Principles and Guidelines)
- suspended by ADB for poor performance

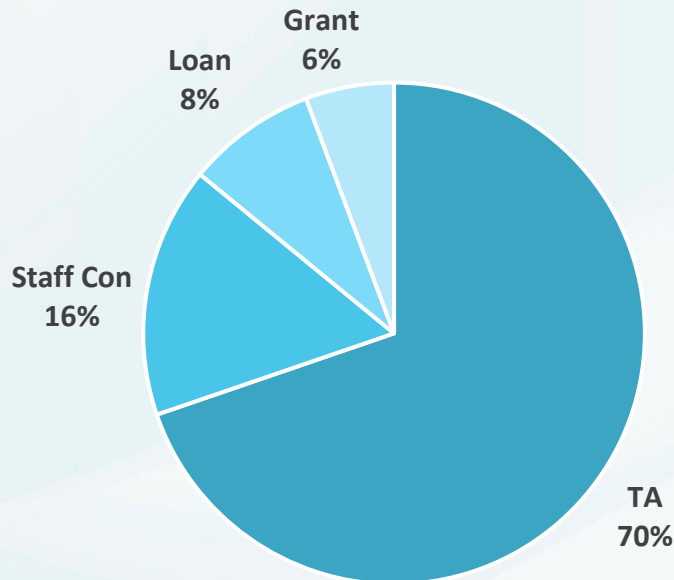


2023  
 Consultant  
 Recruitment, by  
 consultant type,  
 fund source –  
 pie chart by  
 value

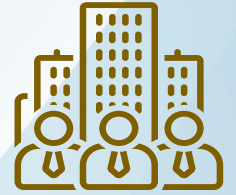
Individuals



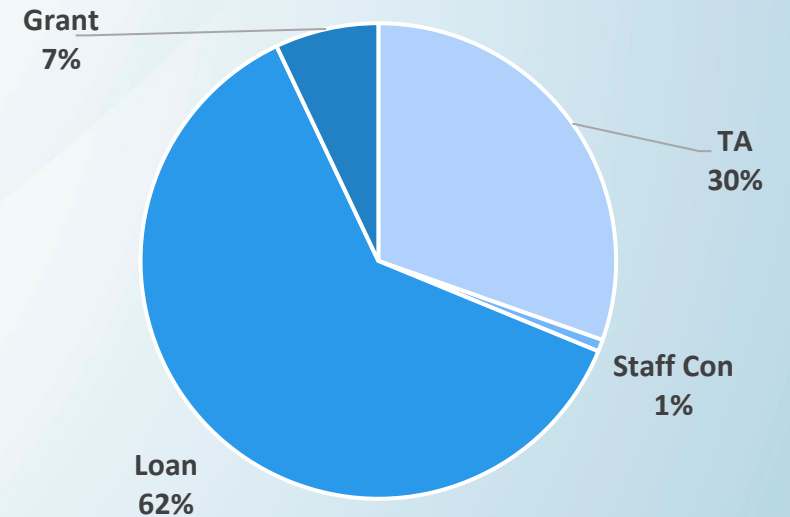
Type	Total Value (\$)	Count
Technical Assistance	126,262,471	2,805
Staff Consulting	29,287,206	919
Loan	15,140,184	363
Grant	10,337,847	224
<b>Total</b>	<b>181,027,708</b>	<b>4,311</b>



Consulting Firms



Type	Total Value (\$)	Count
Technical Assistance	120,732,392	284
Staff Consulting	3,199,017	24
Loan	245,246,774	170
Grant	27,977,241	44
<b>Total</b>	<b>397,155,423</b>	<b>522</b>



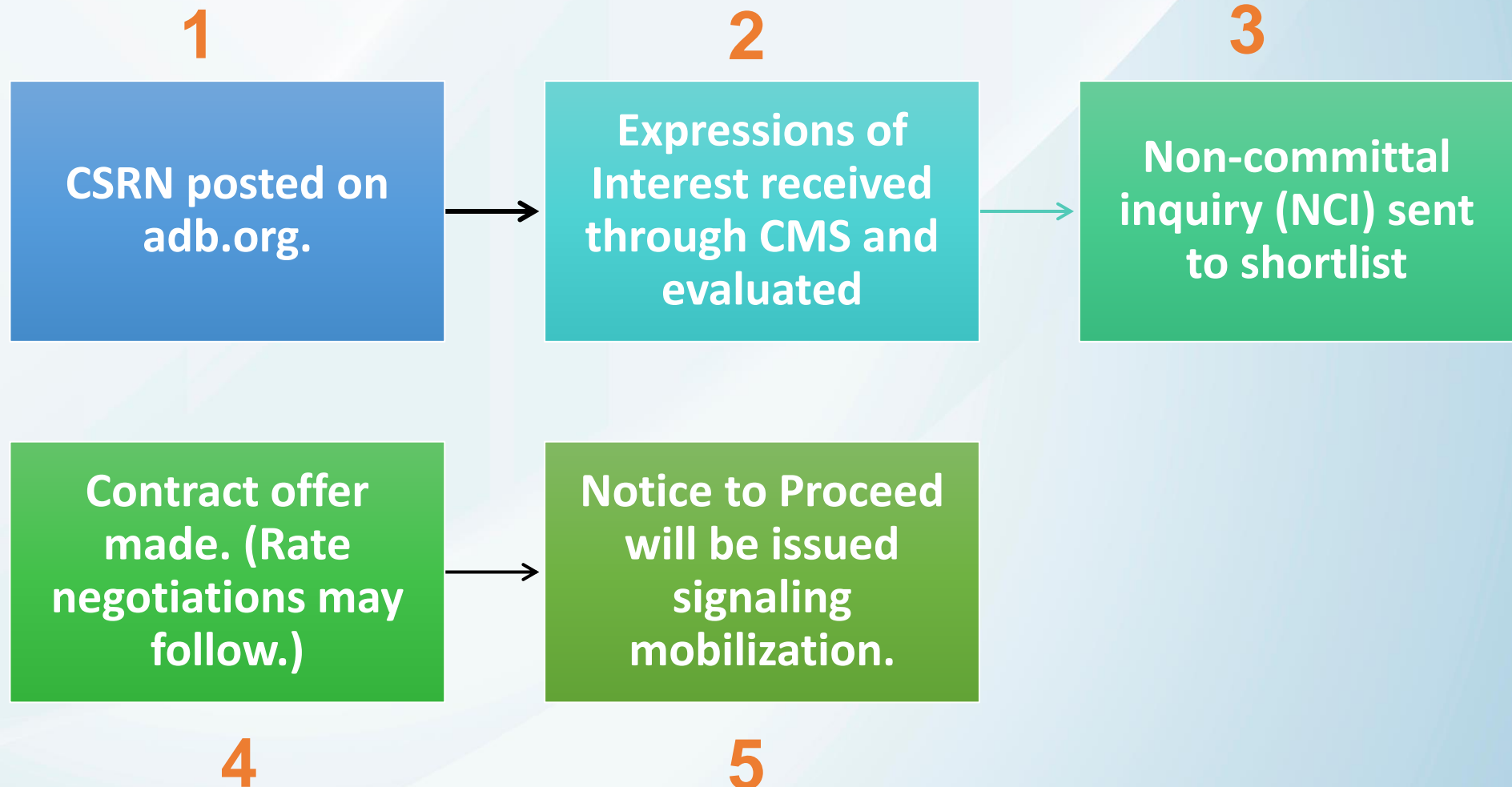


# Summary of ADB Recruitment Process – for Firms





Individual  
Consultants  
ADB  
administered





## Technical Assistance Non-Consulting Services

Only Applies to Technical Assistance Funded

“Non-consulting” services are

- Services where the physical aspects predominate (surveys, IT implementation)
- Routine services using standardized approaches (standard audits, translation, event management)

Individuals or Firms

National (if available locally) or international

# Technical Assistance Non-Consulting Services



## Request for quotation

Simple services - 3 bids – simple services



## Limited Competitive Bidding

Invitation for Bids (to limited number of firms)



## Open competitive bidding

Request for Proposals (seek to evaluate technical aspects)

Invitation for Bids (for standardized services)



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



# Thank You!

**Steven Gillard**

Principal Procurement Specialist (Head of the Consulting Services Unit)

Procurement, Portfolio and Financial Management Department

[sgillard@adb.org](mailto:sgillard@adb.org)