



# ADB Procurement

6 November

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# Why Pursue ADB-financed Contracts?



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



Availability of funds is assured

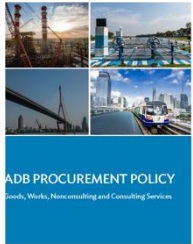


Internationally accepted procurement procedures

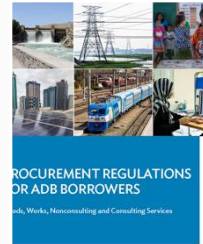


Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

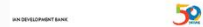
# Procurement Framework



## ADB Procurement Policy



## Procurement Regulations for ADB Borrowers



## Standard Bidding Documents and User Guides



## Guidance Notes



## Procurement Staff Instructions

# ADB Core Procurement Principles



**Economy**



**Efficiency**



**Fairness**



**Transparency**



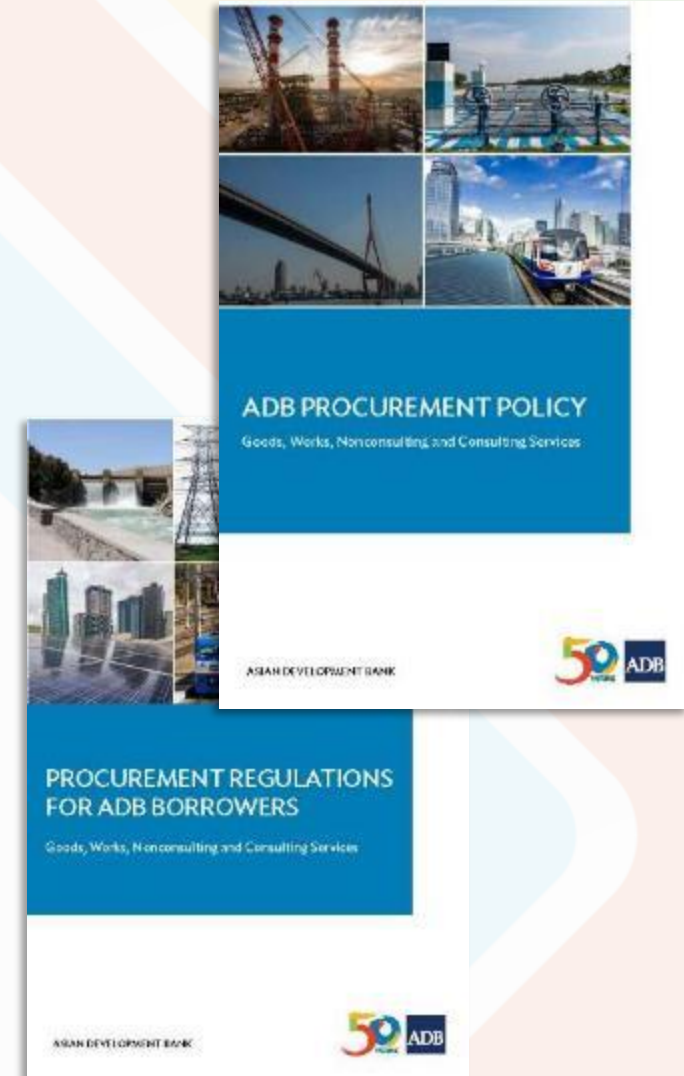
**Quality**



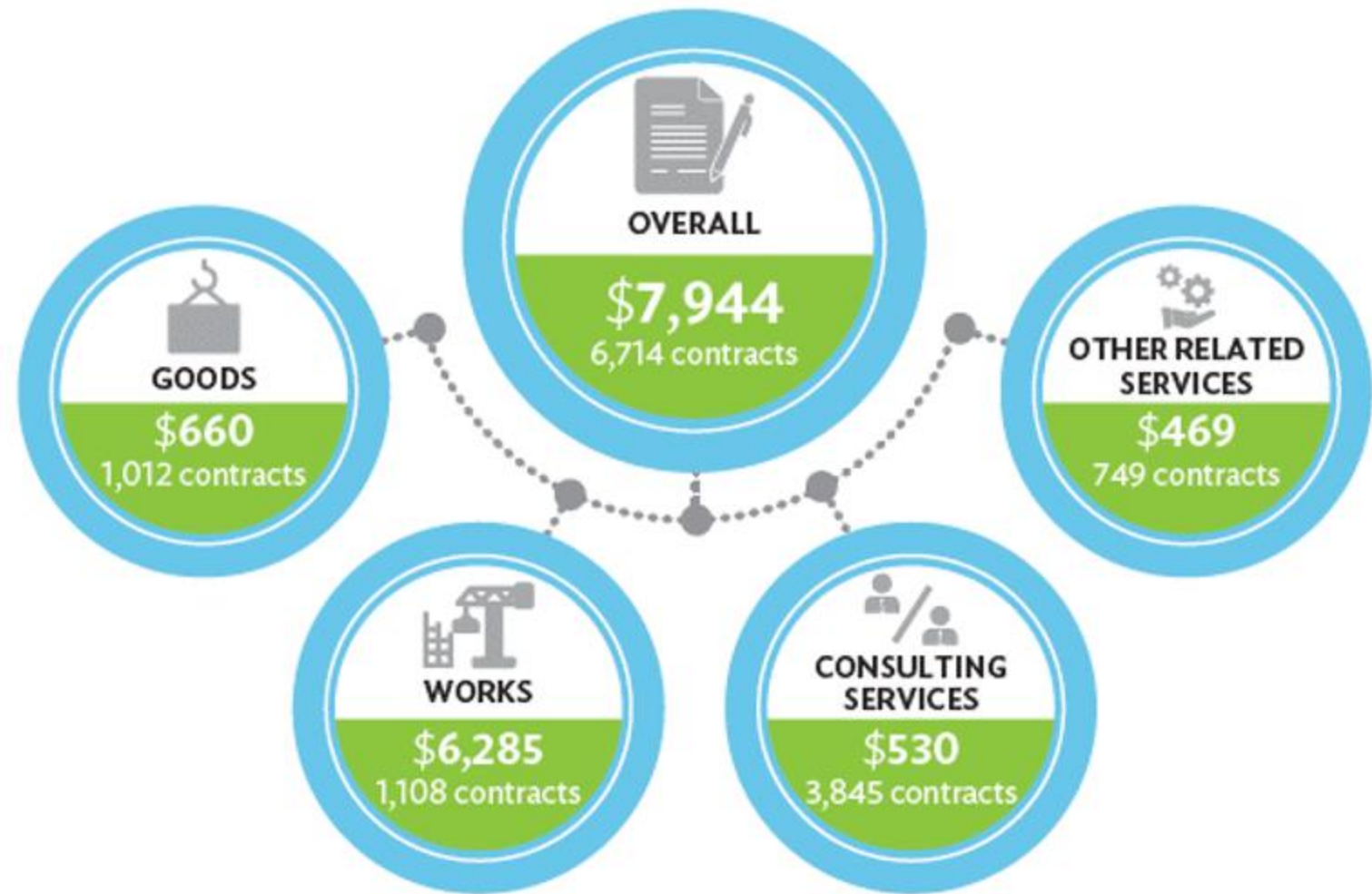
**Value for money**

## International Best Practice Procedures

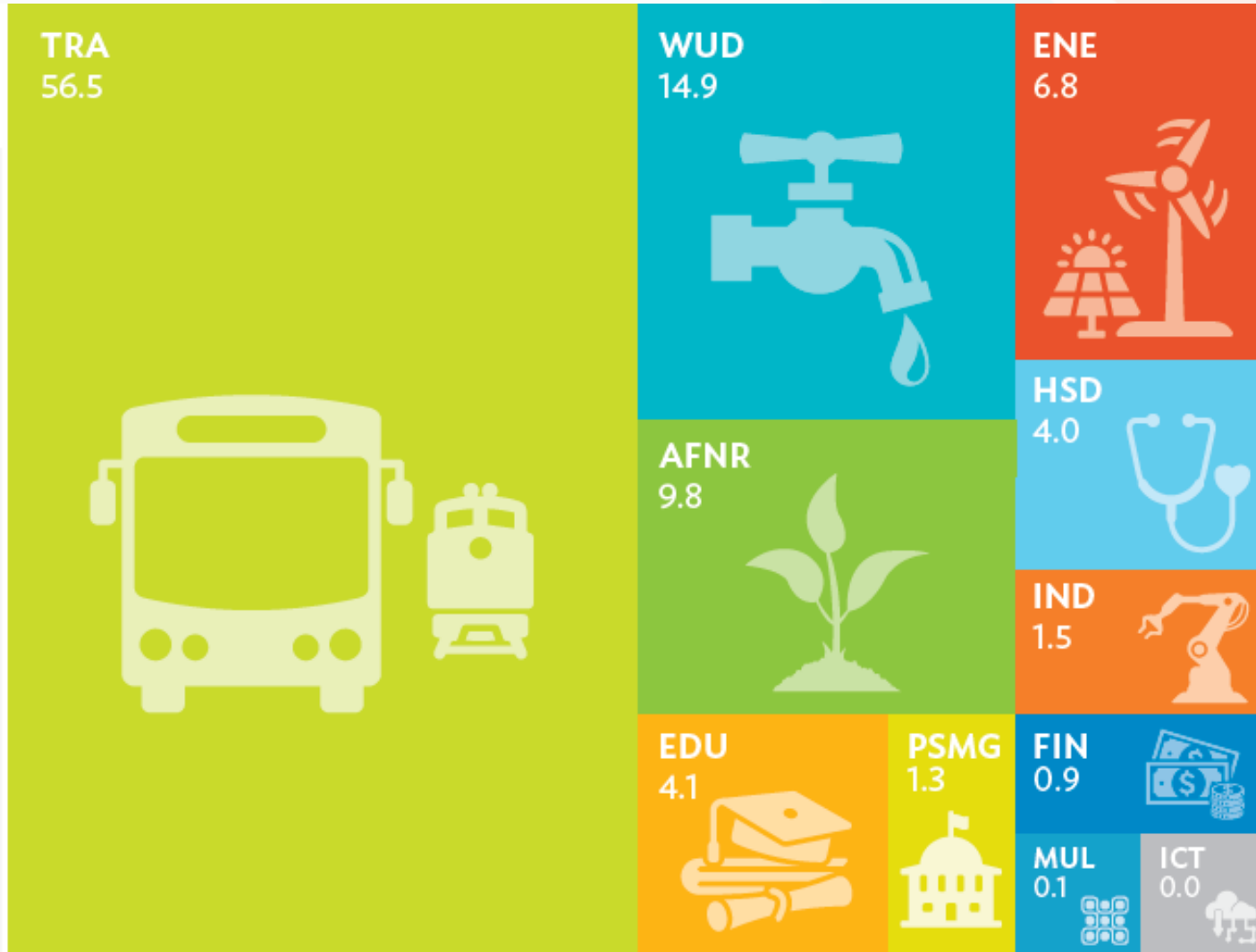
- ❖ Open Competitive Bidding
- ❖ Advertisement of Opportunities
- ❖ Public Bid Opening
- ❖ Robust Bid Evaluations Procedures
- ❖ Process Oversight by ADB
- ❖ Publication of Results
- ❖ Debriefing and Complaints Mechanism
- ❖ Robust Fraud and Corruption Procedures



# Procurement in 2023 (US\$ million)



Source: Asian Development Bank, PPFID.

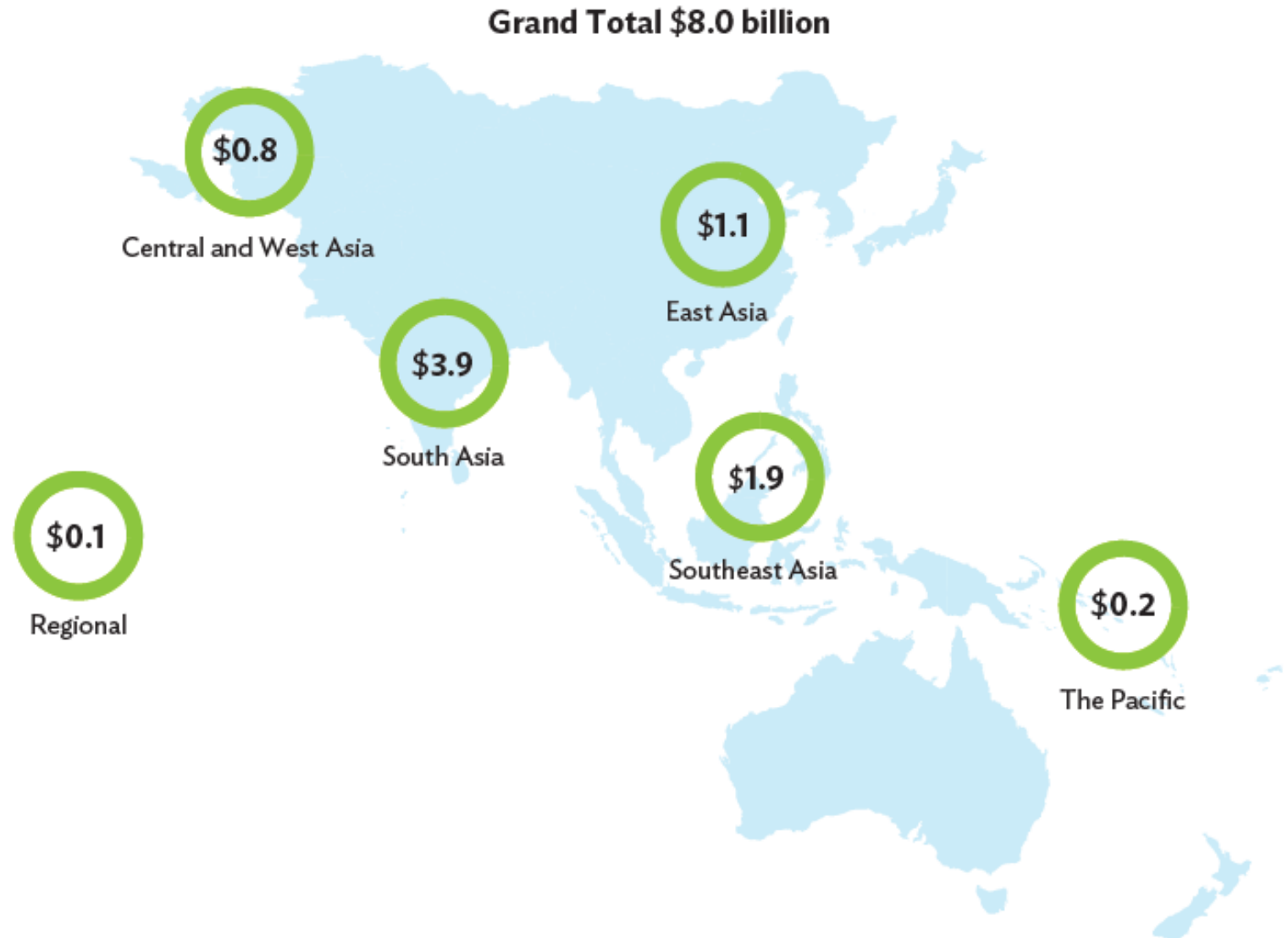


# Procurement by Sector, 2023 (% of total Procurement)

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.



# 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.



# 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

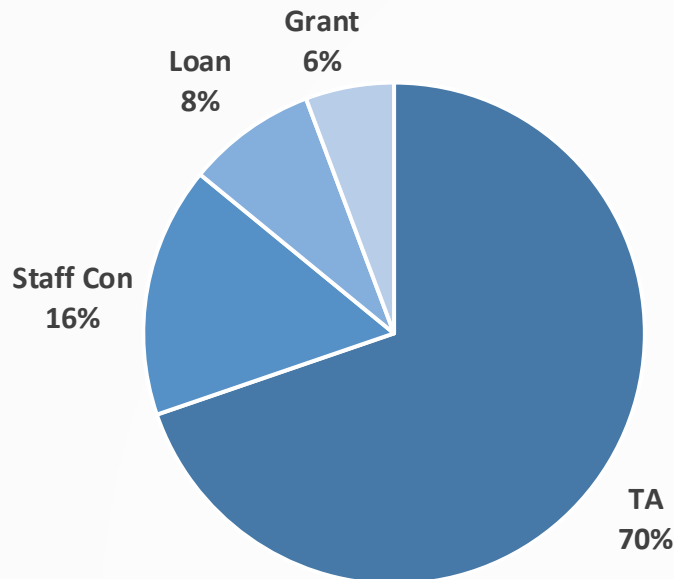
Contracts signed by ADB

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

Individuals



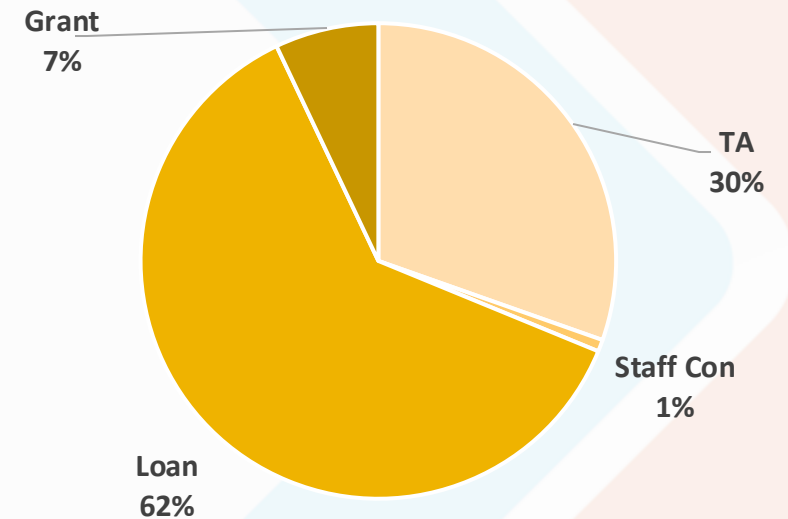
Type	Total Value (\$)	Count
Technical Assistance	126,262,471	2,805
Staff Consulting	29,287,206	919
Loan	15,140,184	363
Grant	10,337,847	224
<b>Total</b>	<b>181,027,708</b>	<b>4,311</b>



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>



## 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

# 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

# How to find Information on our Website

The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' option is circled in purple. Below it, the 'Projects & Tenders' link is circled in red. The page also features a search bar and a navigation bar with links for 'News and Events', 'ADB Institute', 'Contact', and '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

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

- 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

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



# ADB Business Center

All you need to work with us—in one place.

Guides and Documents Business Opportunities Outreach Procurement Statistics Dashboard (ProcDash) More

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)



# Thank you!

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