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# Business Opportunities Seminar

Ulaanbaatar, Mongolia

19 November 2024

## Procurement of Goods, Works, and Services

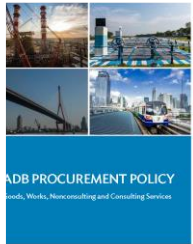
**Battsengel Jamsranjav Jadambaa**

Senior Procurement Officer

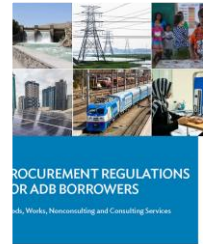
Procurement, Portfolio, and Financial Management Department

Asian Development Bank

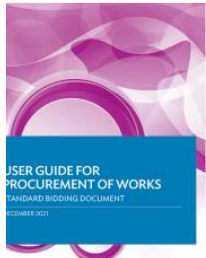
# Procurement Framework



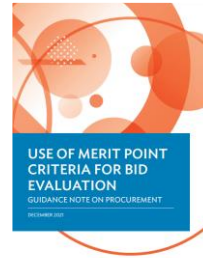
**ADB Procurement Policy**



**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**

# Delivering Value for Money Outcomes



Requiring completion of detailed procurement strategies



Increasing market outreach with feedback loops



Promoting usage of quality-based evaluation techniques

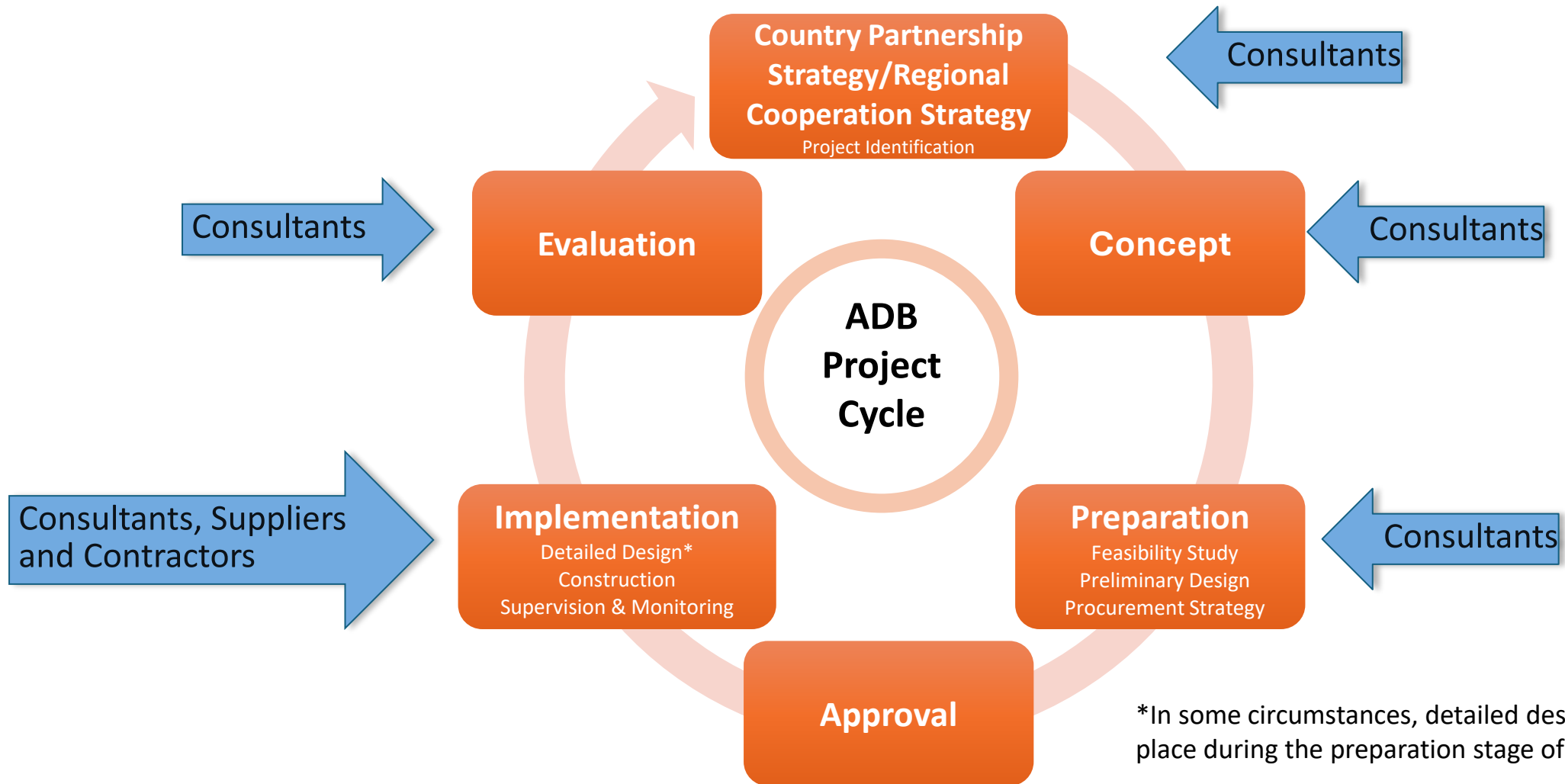


Mainstreaming Sustainable Procurement principles



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

# Eligibility

## General Requirements:

- Goods, Works, Non-Consulting and Consulting Services: Suppliers, Contractors and Consultants must be from eligible (ADB member) countries, unless otherwise agreed by ADB Board of Directors (depending on sources of fund).
- Conditions for participation shall be limited to bidders' capability to fulfill the contract.

## Exceptions:

- Bidders may be excluded in compliance with a UN Security Council decision.
- Bidders in Conflict-of-Interest situations are not eligible.
- Consulting Services: Experts employed by eligible consulting firm can be from any country.
- Must not be Bidders sanctioned or suspended by ADB or other MDBs due to having involved in Fraud & Corruption are not eligible. See the list at <https://lnadbg4.adb.org/oga0009p.nsf>
- Government entities and staff in the Borrower's country must meet certain conditions to participate.



# Goods & Works Procurement:

- Planning
- Bidding
- Evaluation
- Contract award  
and contract  
management





# Consultants' Recruitment

**1**

Detailed TOR and budget

**2**

Advertisement

**3**

Shortlisting

**4**

Request for Proposals



Evaluation

**5**

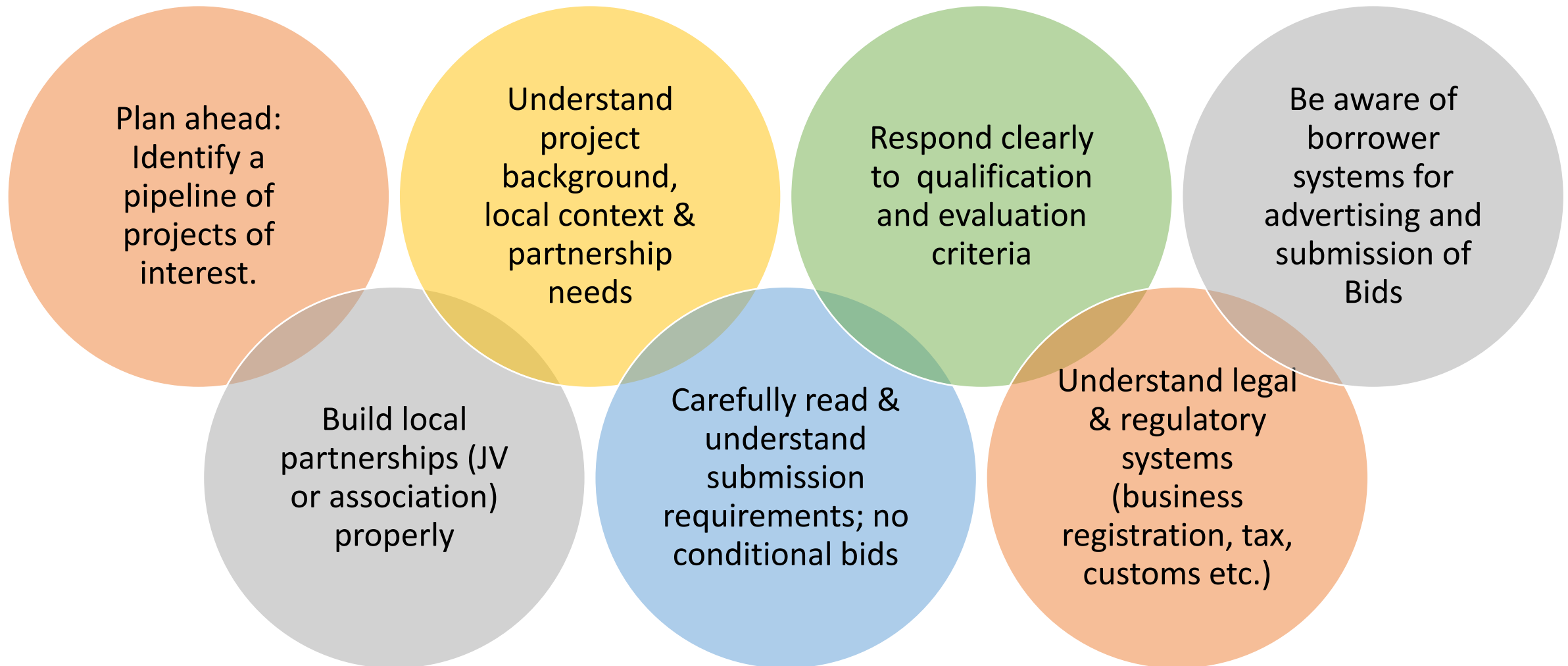
Negotiations

**6**

Contracting and Management

**7**

# Advice When Approaching Opportunities



# Common Mistakes

Bids not signed, or unclear authorization to sign

JV arrangements, structures (associate with ineligible bidders and individuals)

No compliant Bid Security

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

Submit conditional bids

Fail to disclose Conflict of Interest

Involve in prohibited practices (integrity violations or fraud and corruption)

Submit ungrounded or frivolous complaints

# Top 5 Contractors/Suppliers from Mongolia, Goods and Works, 2019-2023 (Source: ADB)

Contractor/Supplier	Sector	Contract Amount, \$ million
HBK International Holding LLC	IND, TRA	23.58
Arj Capital LLC	TRA	22.48
IT Zone LLC	EDU, FIN, HLT, PSM, WUS	13.34
VAMED Engineering	HLT	12.90
Moncon Construction LLC	IND, WUS	11.62
Others		1,018.64
Total		1,102.56

Note: EDU = education, FIN = finance, HLT = health, IND = industry and trade, PSM = public sector management, TRA = transport, WUS = water and other urban infrastructure and services.

# Top 5 Consultants from Mongolia, Consulting Services, 2019-2023 (Source: ADB)

Consultant	Sector	Contract Amount, \$ million
Monconsult LLC	ANR, HLT	2.81
IT Zone LLC	HLT, PSM	2.01
International Medical Center LLC	HLT	1.79
Interactive LLC	IND, PSM	1.25
MSL LLC	EDU, HLT	1.06
Individual Consultants		16.51
Others		23.26
Total		48.70

Note: ANR = agriculture, natural resources, and rural development, EDU = education, HLT = health, IND = industry and trade, PSM = public sector management.

# How to Find Information on our Website

The screenshot shows the ADB website's navigation menu. The 'WORK WITH US' menu item is circled in purple. Below it, the 'Projects & Tenders' link is highlighted with a red box. The page also features a search bar and a language selector set to 'English'.

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

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

# 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 and Regulations
- Procedures and Guidance
- Documents and Forms

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



# Thank you!

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