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# Asian Development Bank

ADB Business Opportunities Seminar:  
7 November 2024, Turin, Italy

**Keiko Koiso**

Senior Procurement Specialist  
Procurement, Portfolio and Financial  
Management Department

BUSINESS   
OPPORTUNITIES

# Overview

- **Activities, departments, regions, project cycle, procurement**
  - ADB operations
  - ADB procurement framework
- **Consulting Services**
- **Procurement of Goods**
- **Finding ADB business opportunities**
- **Responding to the Consulting Opportunities**
- **Questions and Answer Session**



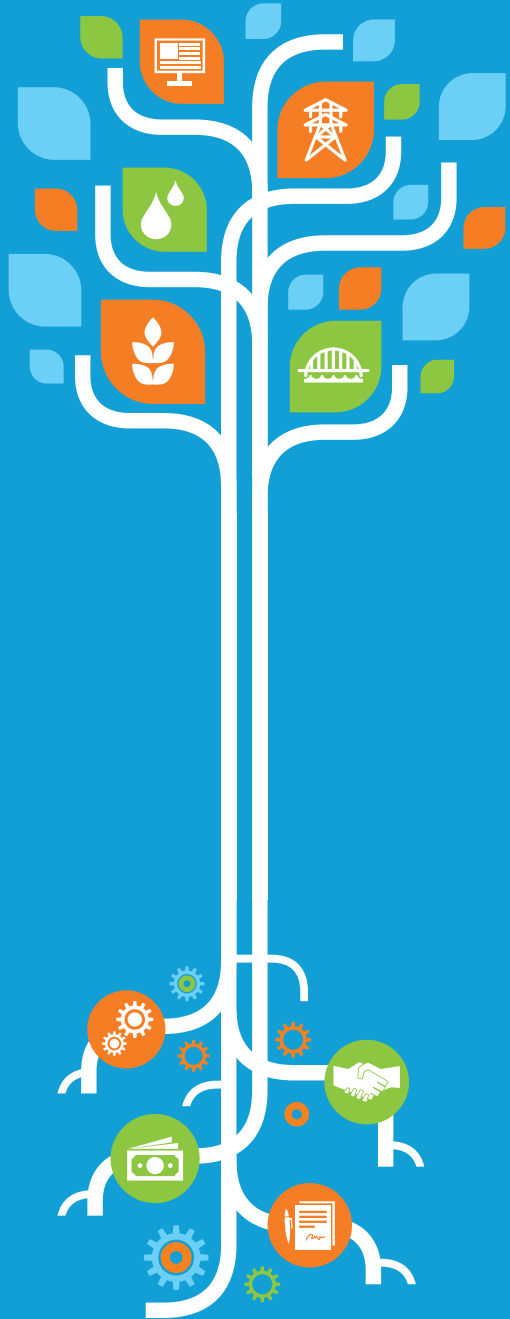
# Post Event Survey

QR code:



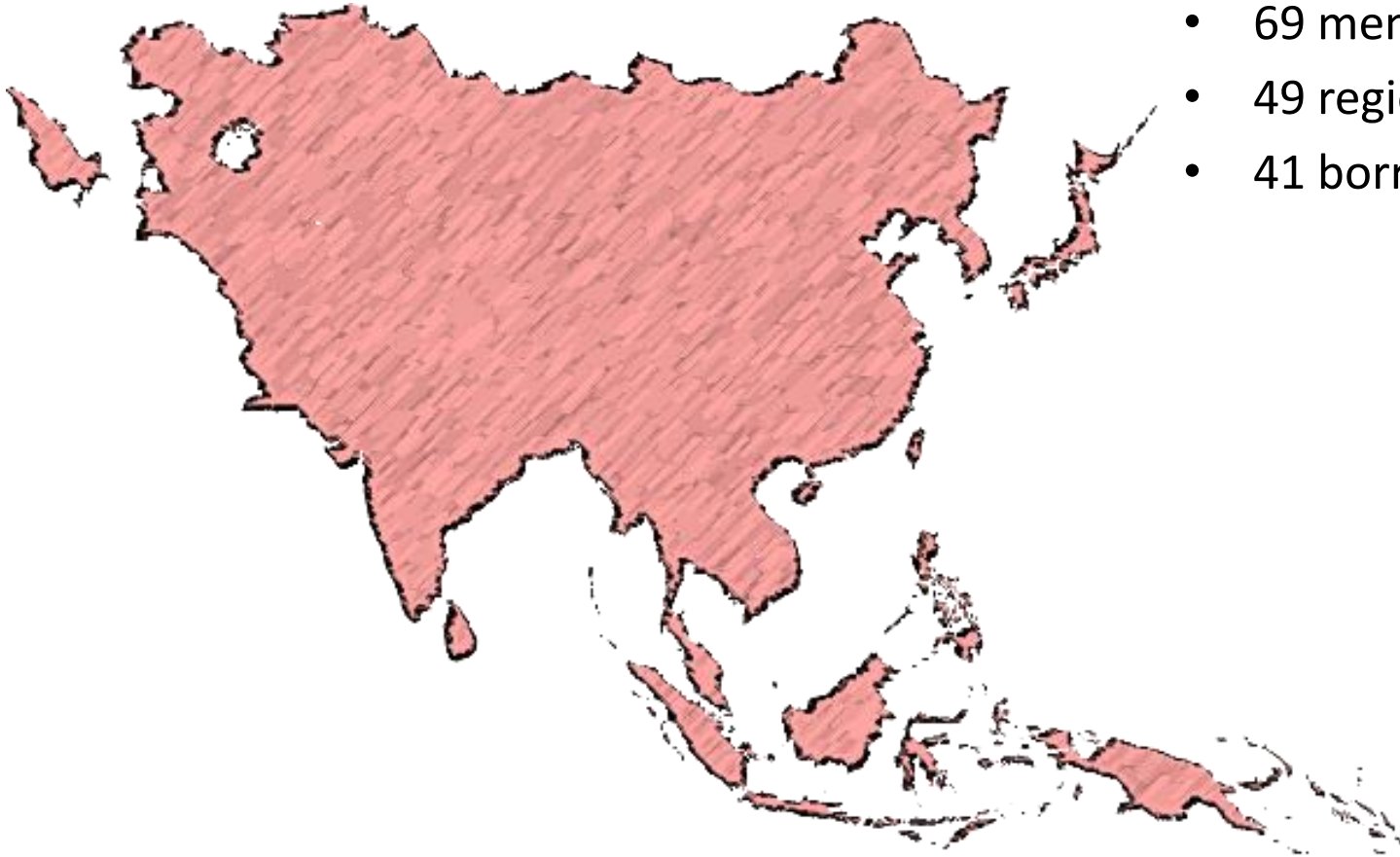
- **Survey link:**
- <https://nam.dcv.ms/CroMhMWm61>

Available until 15th November 2024,  
11:59 p.m. Manila time



# ADB Operations

# A brief about ADB



- Founded in 1966, HQ in Philippines
- 69 members
- 49 regional & 20 non-regional
- 41 borrowing members

## To support its clients, ADB works with:

- Private sector
- NGOs and CSOs
- Foundations
- Academia & think tanks
- Donors & international organizations

**Main instruments: loans/grants, technical assistance, equity and guarantees**

**Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing**

# ADB Regions

Central and West Asia	East Asia	South Asia	Southeast Asia	Pacific
Afghanistan	People's Republic of China	Bangladesh	Cambodia	Cook Islands
Armenia	Mongolia	Bhutan	Indonesia	Fiji Islands
Azerbaijan		India	Lao People's Democratic Republic	Kiribati
Georgia		Maldives	Malaysia	Marshall Islands
Kazakhstan		Nepal	Myanmar	Federated States of Micronesia
Kyrgyz Republic		Sri Lanka	Philippines	Nauru
Pakistan			Thailand	Niue
Tajikistan			Timor-Leste	Palau
Turkmenistan			Viet Nam	Papua New Guinea
Uzbekistan				Samoa
				Solomon Islands
				Tonga
				Tuvalu
				Vanuatu

<https://www.adb.org/countries/main>



# Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>



# ADB Sovereign Portfolio By Percentage (2023)



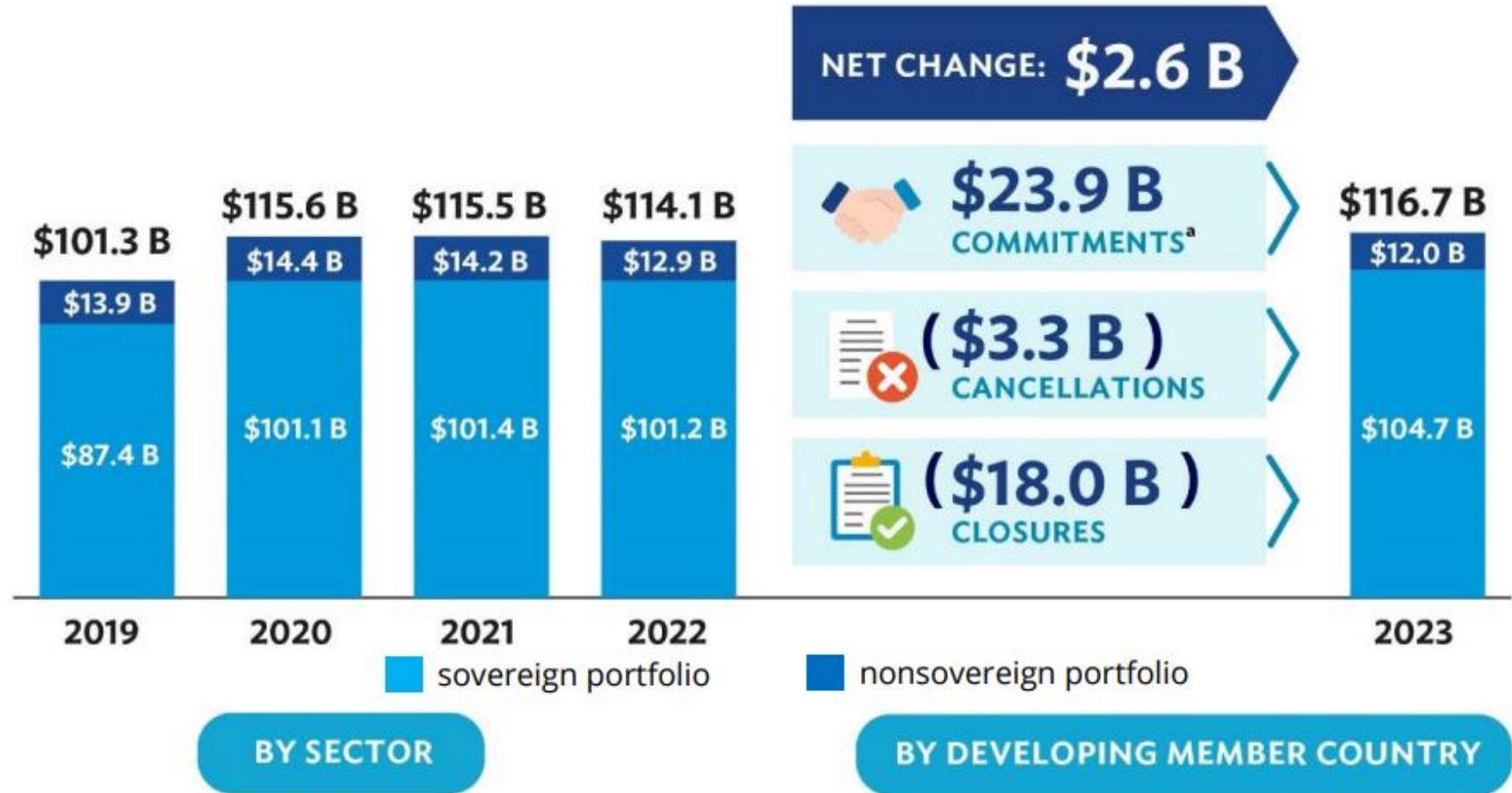
Sector		2018	2023	
TRANSPORT		\$28.9B	\$30.2B	↑
ENERGY		\$20.6B	\$17.1B	↓
AGRICULTURE		\$9.0B	\$14.6B	↑
WATER & URBAN		\$11.0B	\$13.8B	↑
HEALTH		\$1.4B	\$7.0B	↑
EDUCATION		\$5.5B	\$6.8B	↑
OTHERS		\$5.4B	\$5.8B	↑

ADB = Asian Development Bank.  
Source: Asian Development Bank data.

<https://www.adb.org/documents/2023-annual-portfolio-performance-report>  
ADB Business Opportunities Seminar

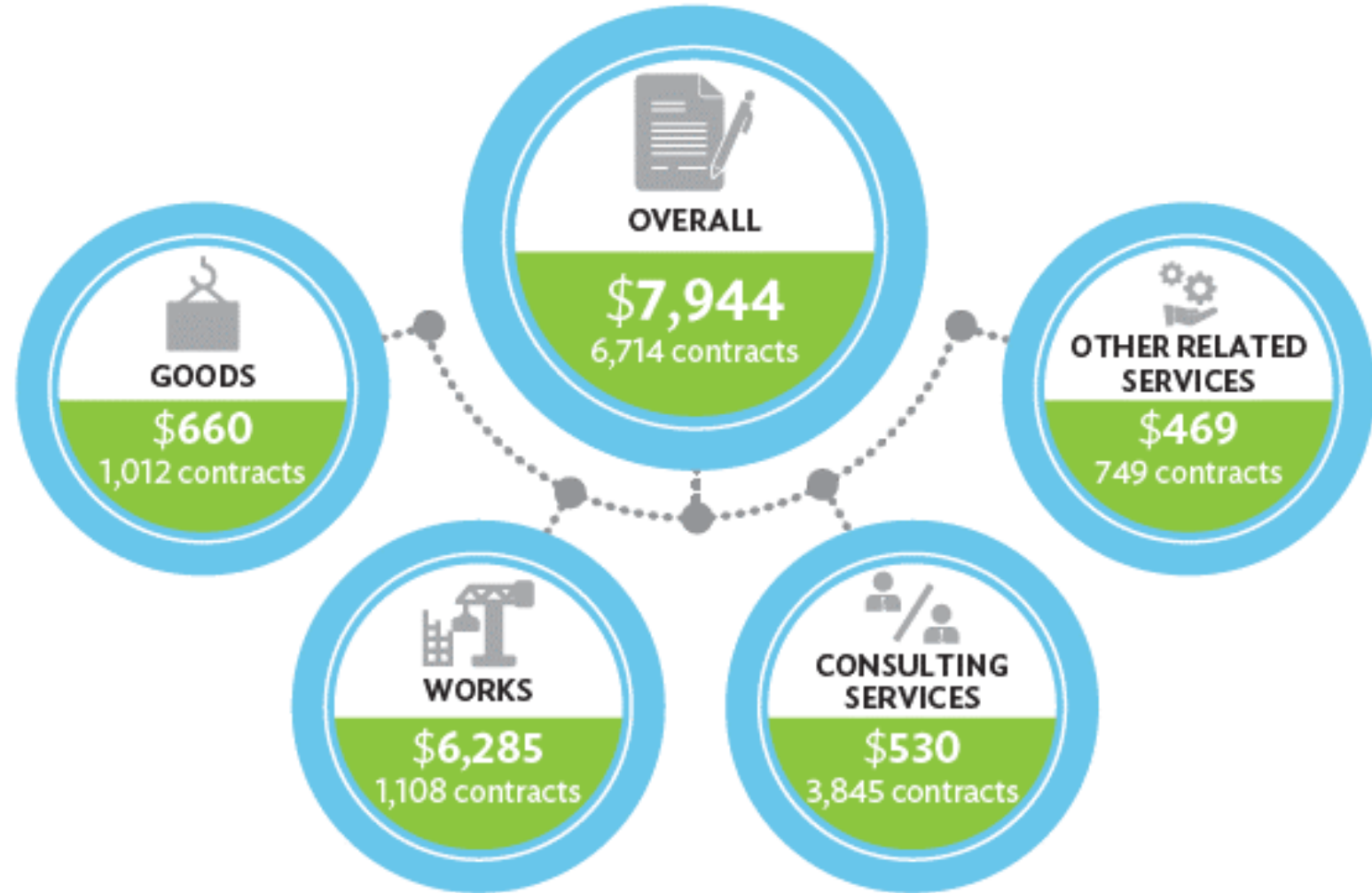






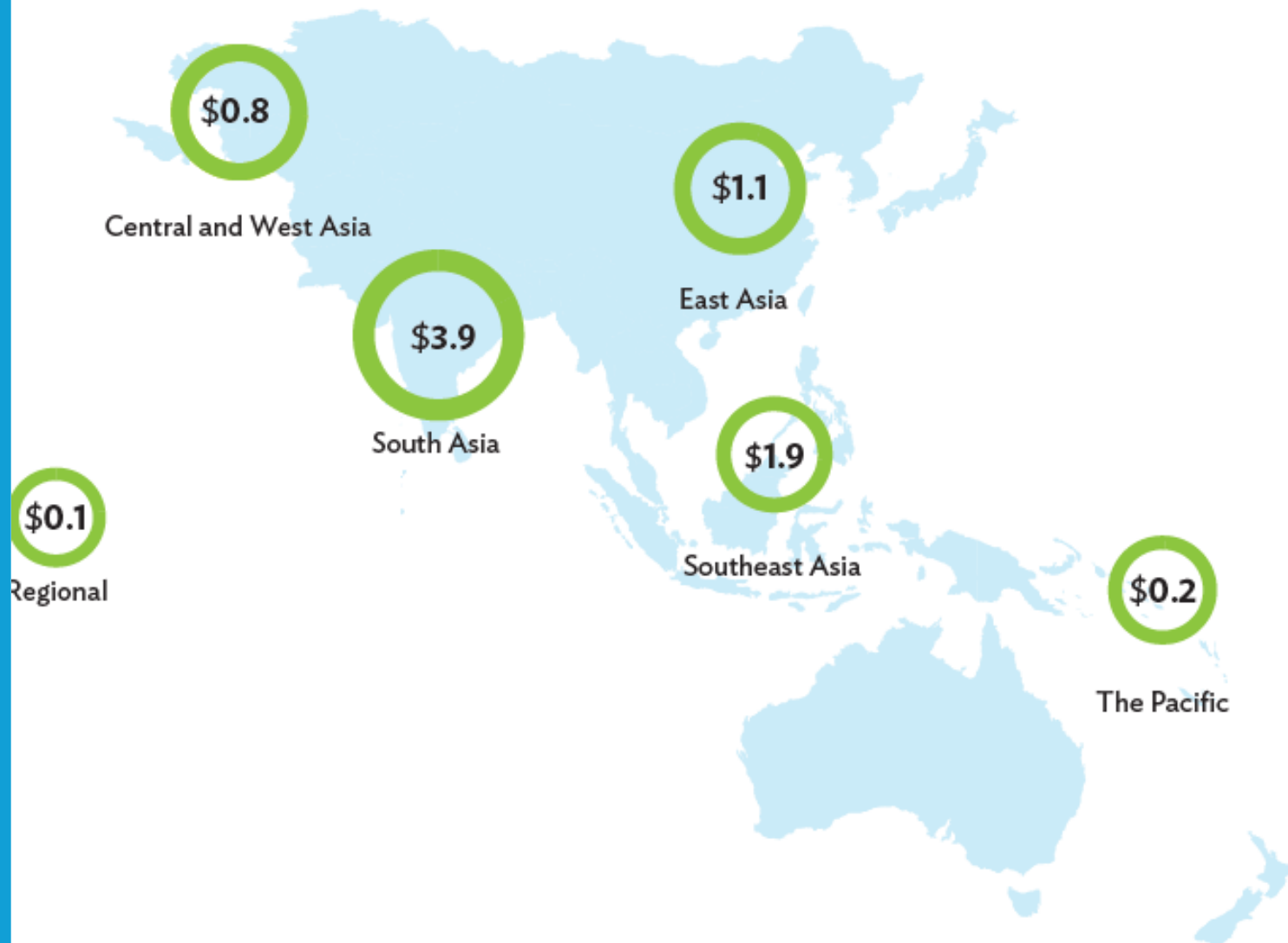
<https://www.adb.org/documents/series/annual-report-portfolio-performance>

# Procurement in 2023 (US\$ million)



Source: Asian Development Bank, PPFID.

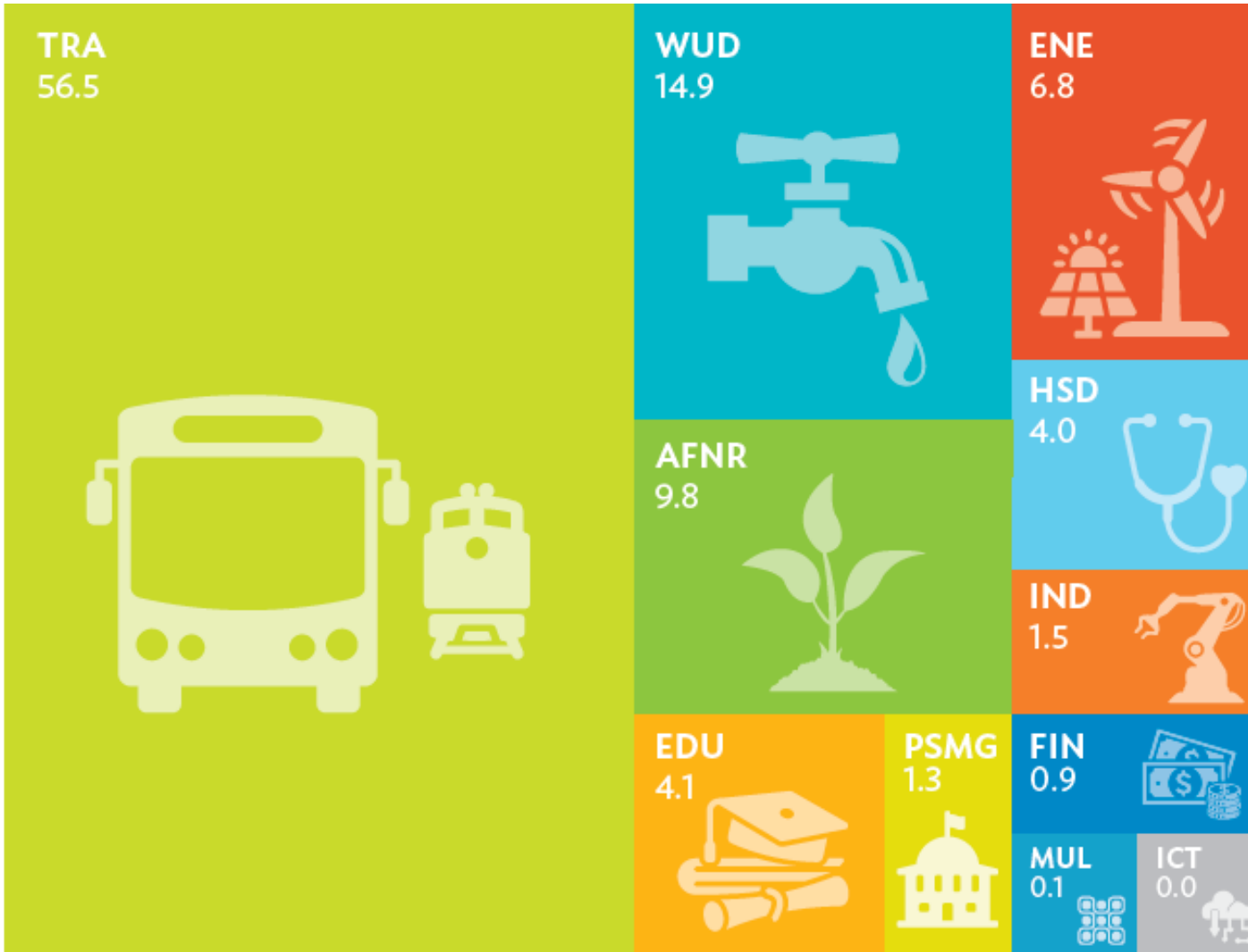
# Total Procurement by Region, 2023 (USD billion)



Note: This map depicts total procurement in 2023 across five geographic regions and shows procurement for regional projects with no specific member economy.

Source: Asian Development Bank, PPF

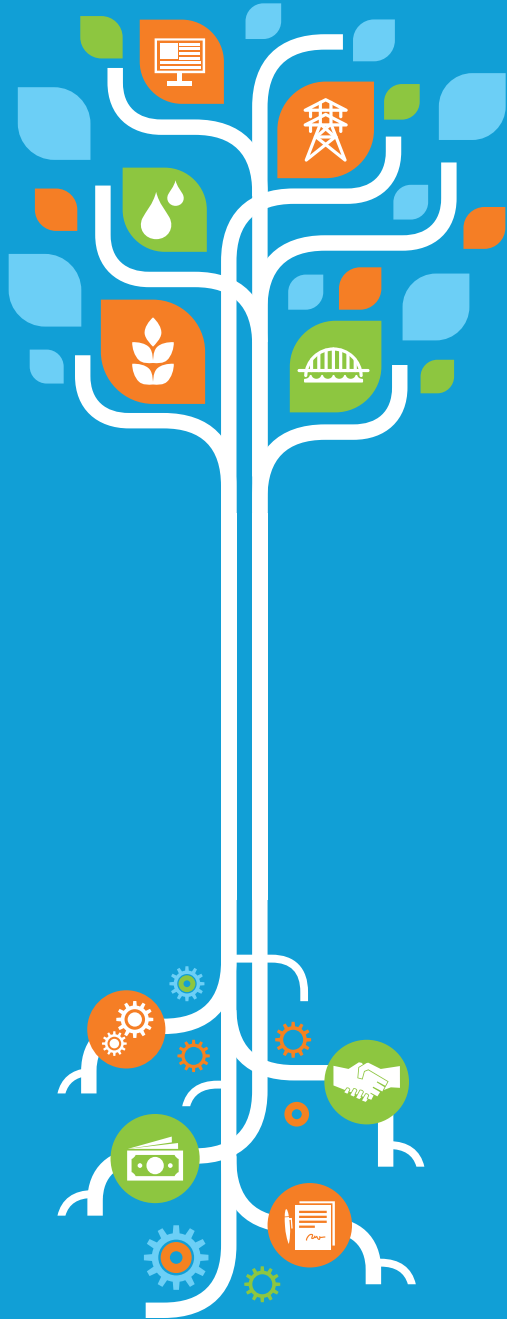




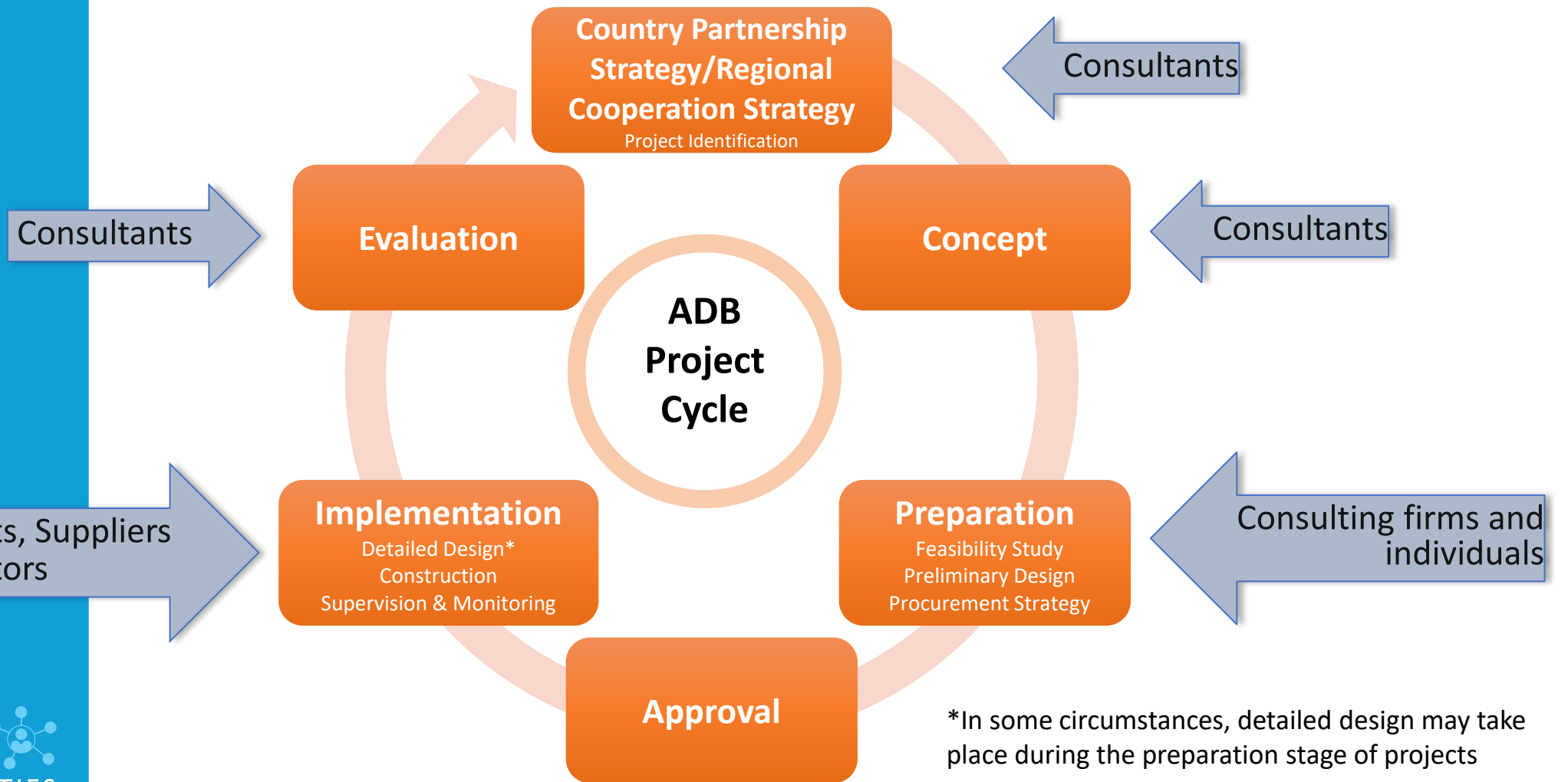
## Procurement by Sector, 2023 (% of total Procurement)

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.

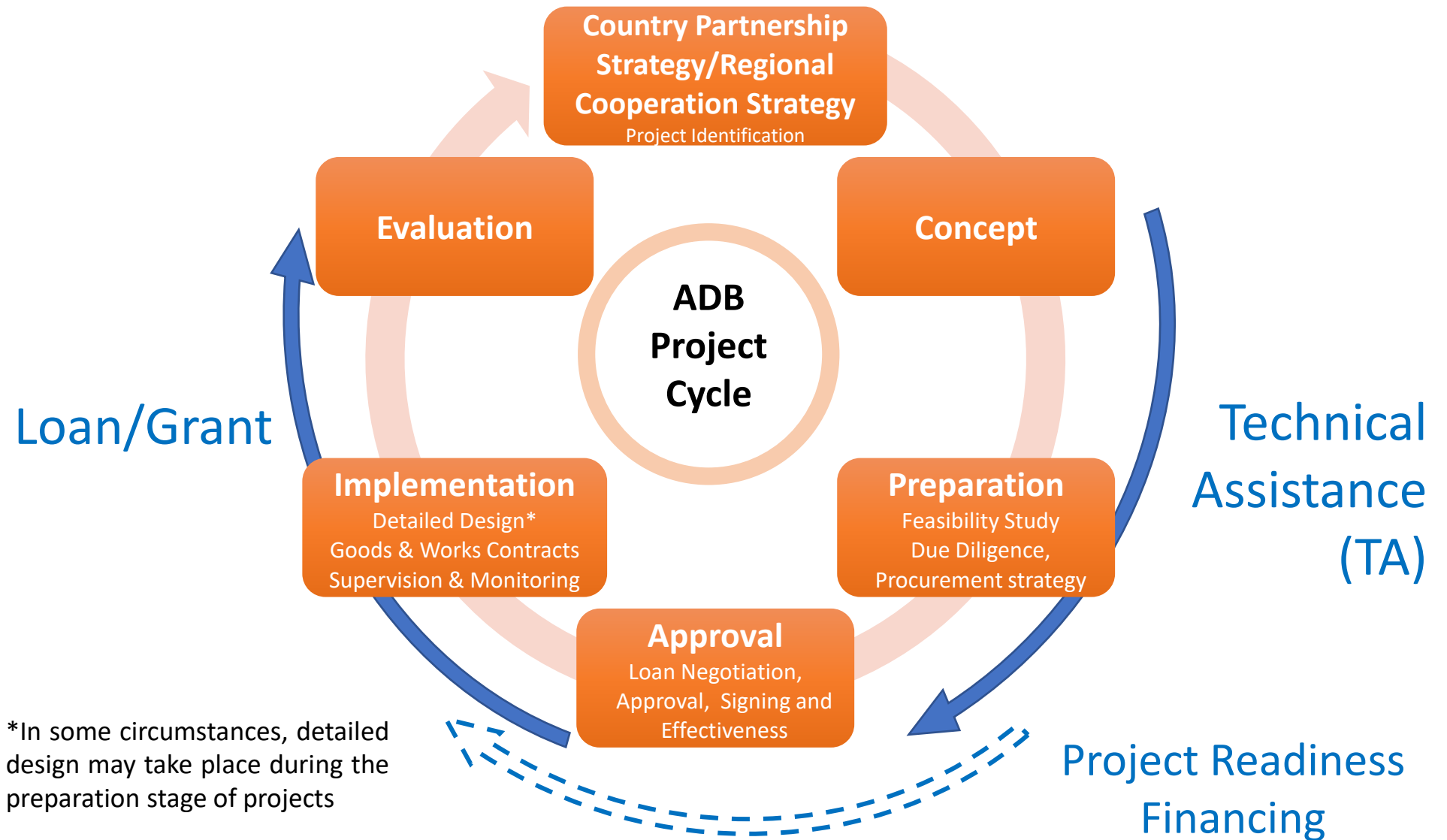
# ADB Procurement Framework



# When is the Private Sector engaged?



# Financing Modalities and the Project Cycle



# ADB Procurement Policy - Core Principles



**Economy**



**Efficiency**



**Fairness**



**Transparency**



**Quality**

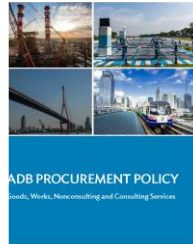


**Value for money**

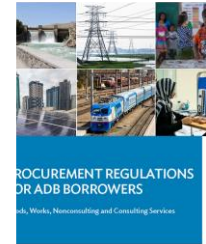




# Procurement Framework



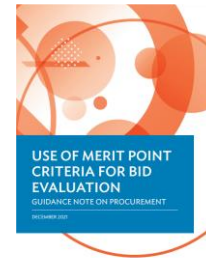
## ADB Procurement Policy



## Procurement Regulations for ADB Borrowers



## Standard Bidding Documents and User Guides



## Guidance Notes

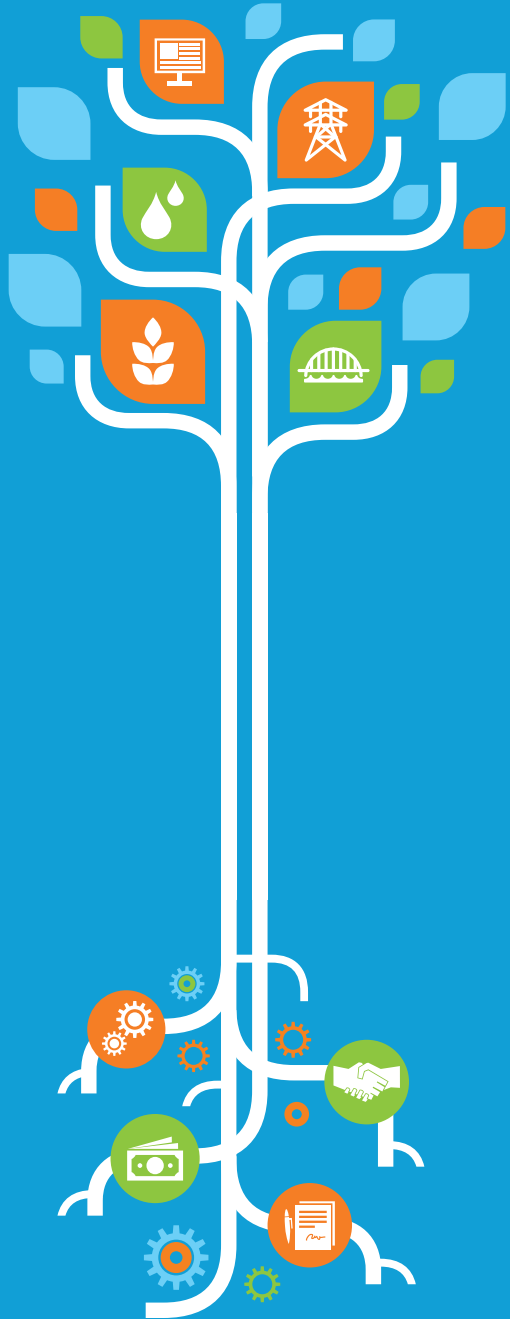


## Procurement Staff Instructions

# ADB uses 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





# Consulting Services

# Why Pursue ADB-financed Consultant Contracts?



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



Availability of funds is assured

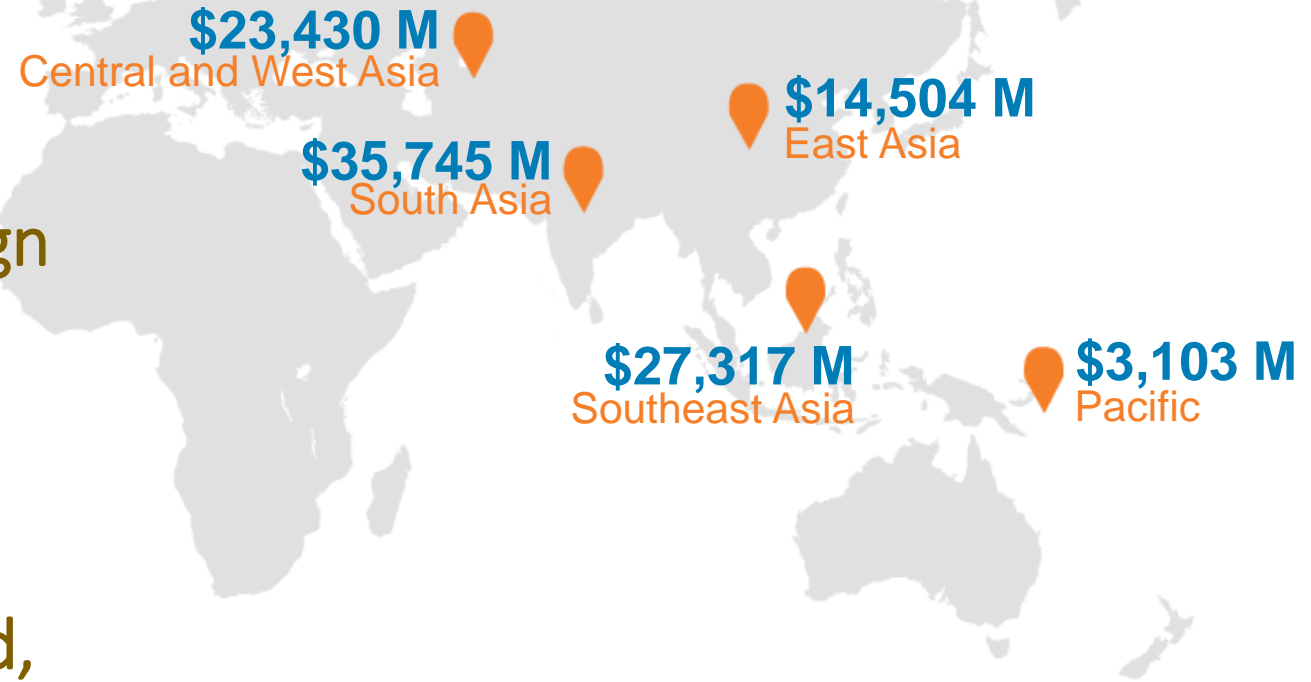


Internationally accepted procurement procedures

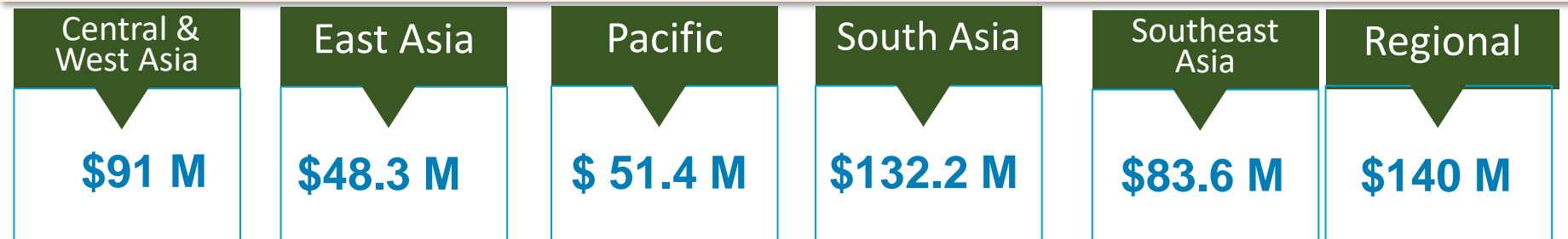


Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

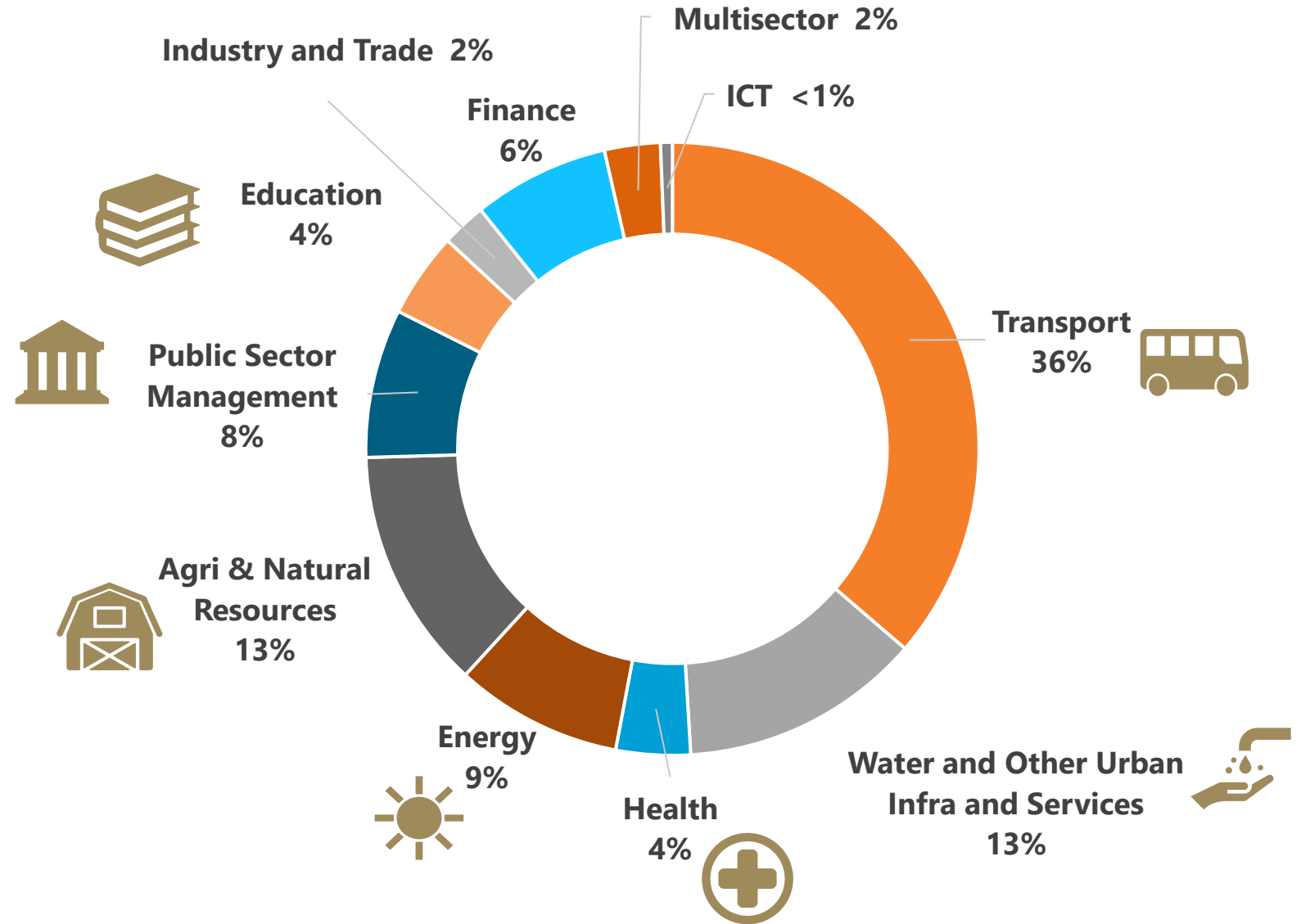
Active Sovereign  
Portfolio by  
Region  
vs  
Consulting  
Services Spend,  
2023



2023 Consulting Services



# Operational Procurement by sector, Consultancy, 2023

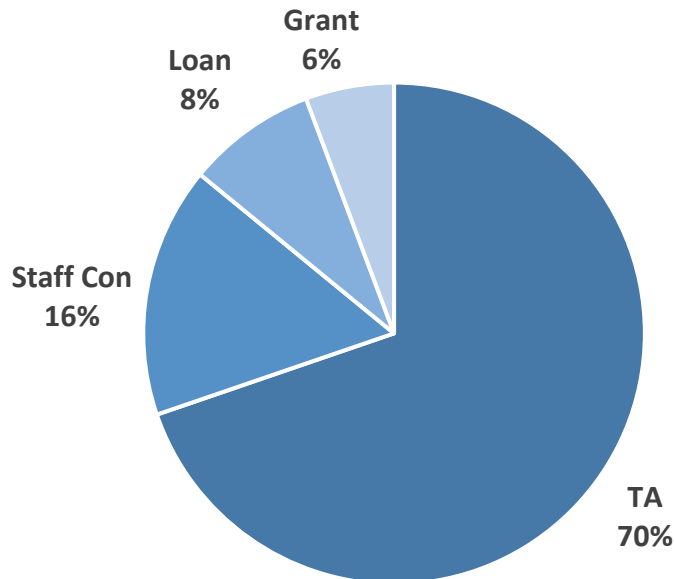


2023  
 Consultant  
 Recruitment, by  
 consultant type,  
 fund source –  
 pie chart by  
 value



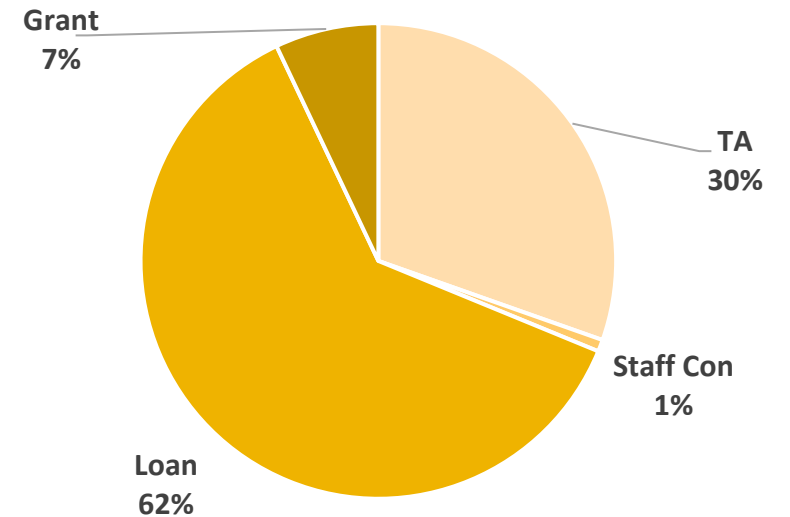
Individuals 

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>



# Sovereign Lending - 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



# Consulting Services - Technical Assistance (TA)



## Transactional Technical Assistance (TRTA)

- Directly linked to projects/project cycle (e.g. feasibility studies, due diligence, capacity development etc.)
- Utilized by ADB operations departments

## Knowledge & Support Technical Assistance (KSTA)

- Delinked from projects/project cycle
- Used for capacity development, policy advice, R&D\*
- Utilized by all ADB departments

\* Sector, thematic, and economic work; search for potential transactions and inputs for project concept paper preparation; flagship knowledge and innovative solutions; and high-level technologies

# Types of Consultant



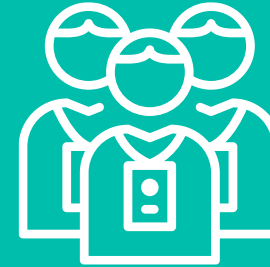
## Firms

Private Sector

CSO/NGO

Universities

International Organizations



## Individuals

Private Individual

Individual through firm

Resource Person

Recruitment may be national or international

- International may be for any ADB member country (global if eligibility restriction waived)
- 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.

# Procurement Methods to Recruit Firms



# 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

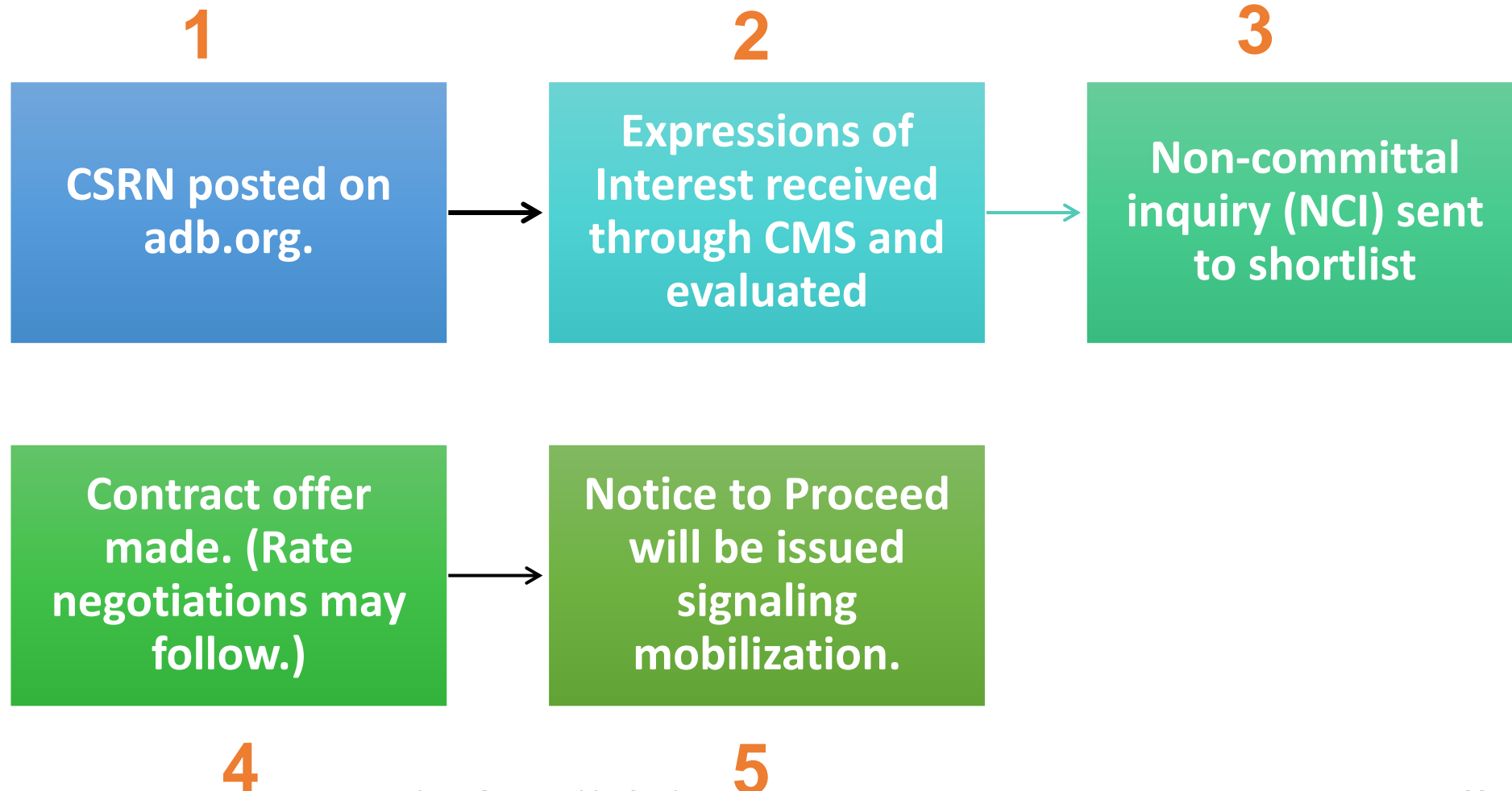
- subject to an ADB debarment or temporary suspension (ADB's Anticorruption Policy/ Integrity Principles and Guidelines)
- suspended by ADB for poor performance



# Summary of ADB Recruitment Process – for Firms



# Individual Consultants ADB administered



ADB

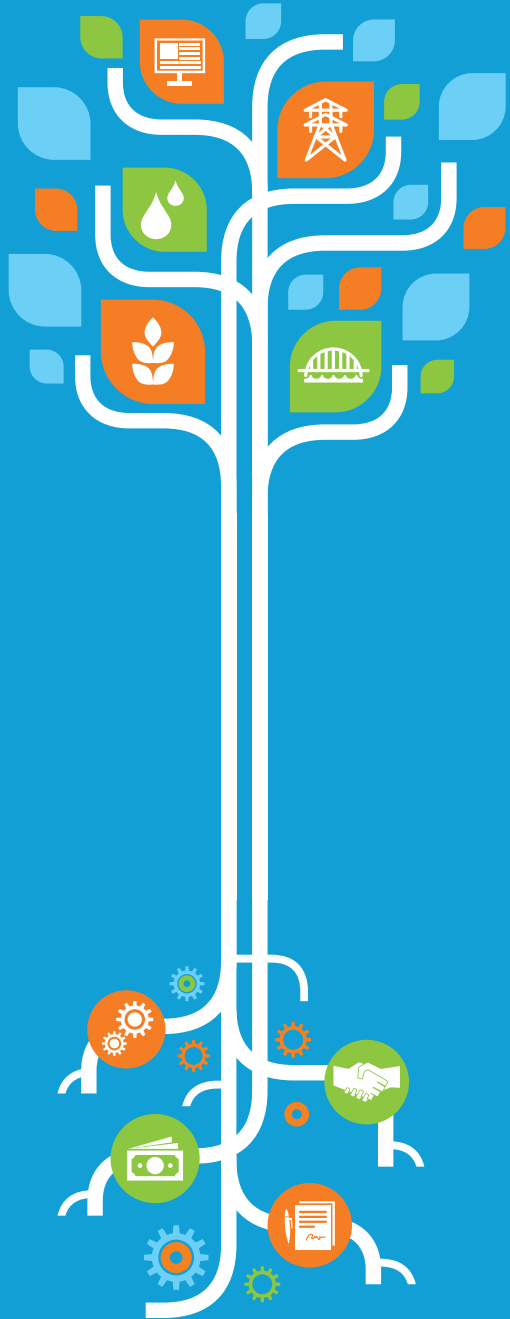
# ADB Consultant Management System (cms.adb.org)

The screenshot shows the homepage of the ADB Consultant Management System. The browser address bar displays `selfservice.adb.org/OA_HTML/adb/adbpos/jsp/ADBCMHomepage.jsp`. The header features the ADB logo and the text "ASIAN DEVELOPMENT BANK" on the left, and 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. CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank." Below this, there are two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Register here." is provided for users without accounts. At the bottom, it says "Claiming for a TA Contract? Visit **TA Claims Partner**".



[https://selfservice.adb.org/OA\\_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp](https://selfservice.adb.org/OA_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp)



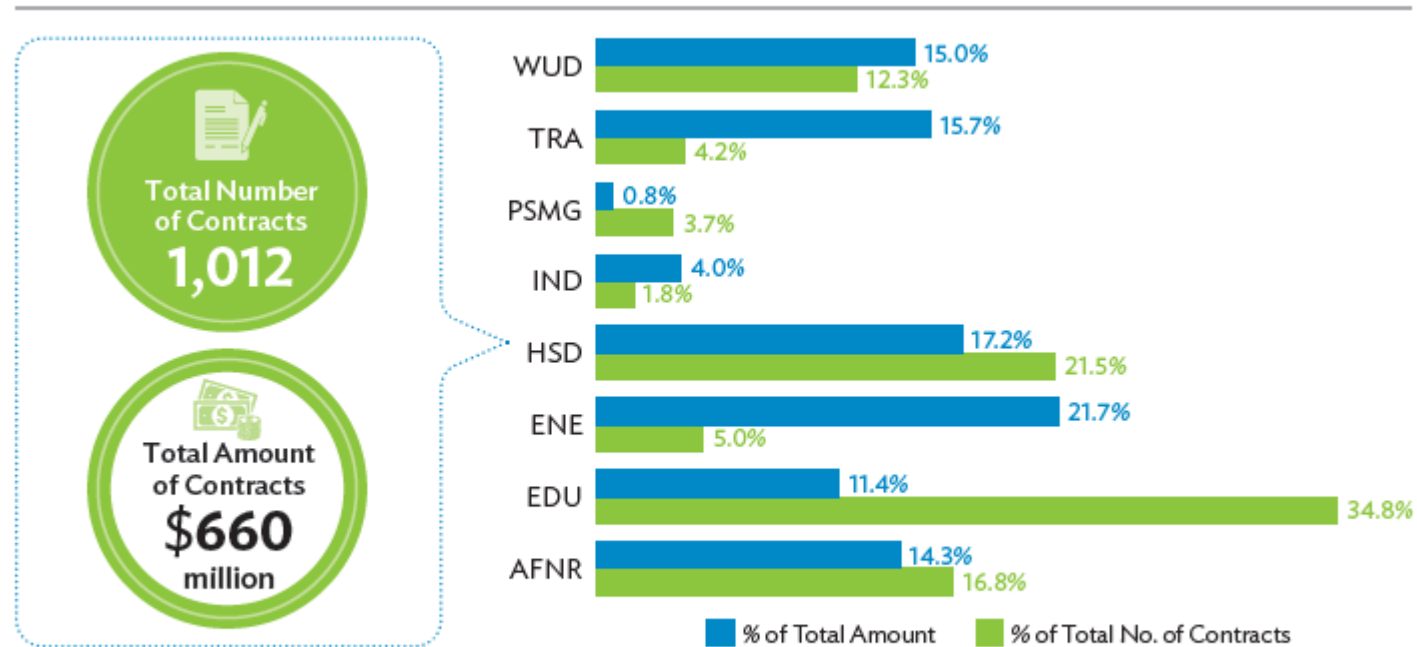


# Procurement of Goods



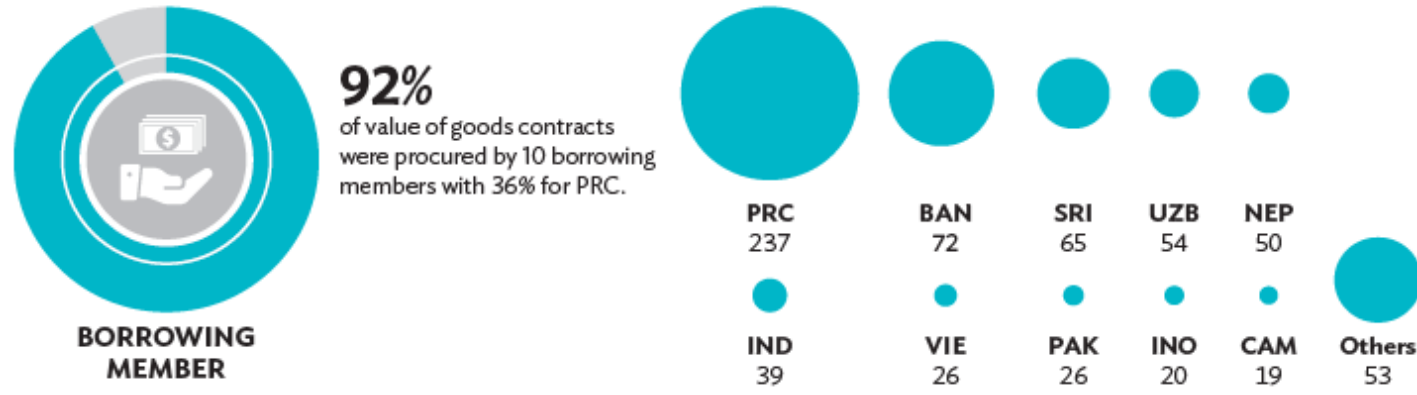
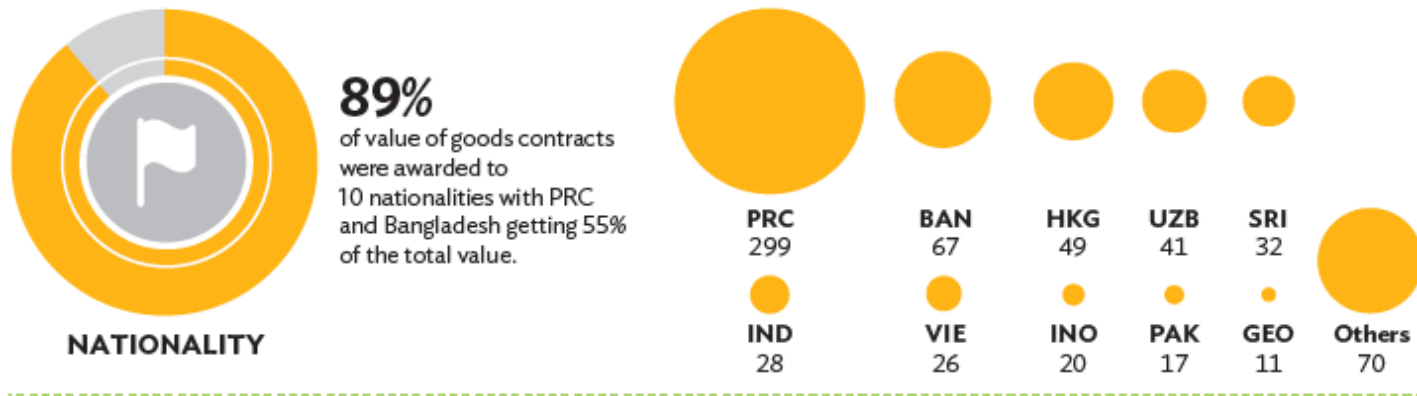
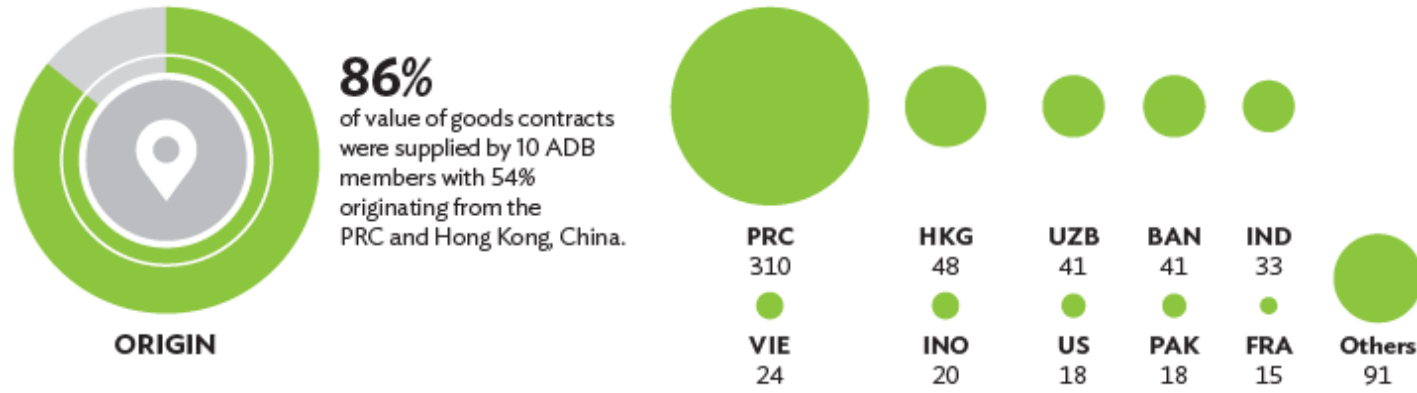
# Procurement of Goods- 2023 statistics

Figure 24: Procurement of Goods, 2023



AFNR = Agriculture, Food, Nature, and Rural Development; EDU = Education; ENE = Energy; HSD = Human and Social Development; IND = Industry and Trade; PSMG = Public Sector Management and Governance; TRA = Transport; WUD = Water and Urban Development.  
Source: Asian Development Bank.

Figure 25: Top 10 Economies for Goods Contracts in 2023 and Contract Thresholds (\$ million)



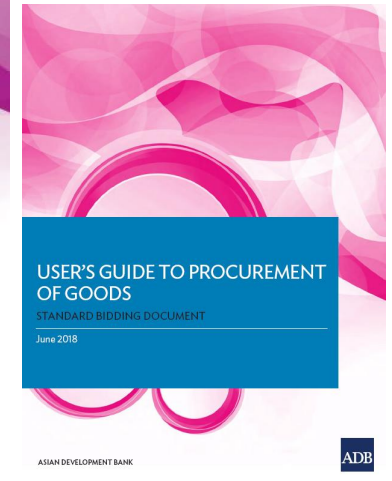
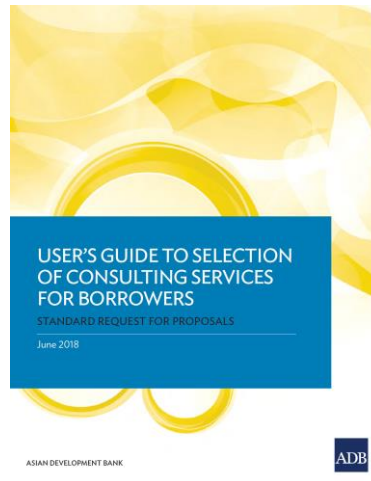
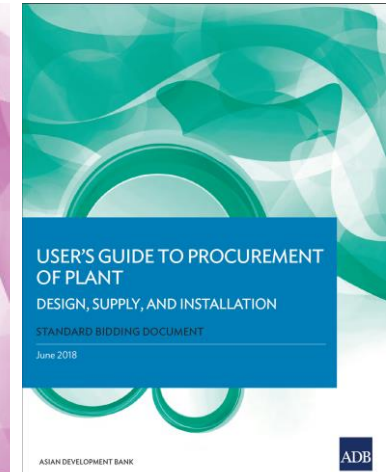
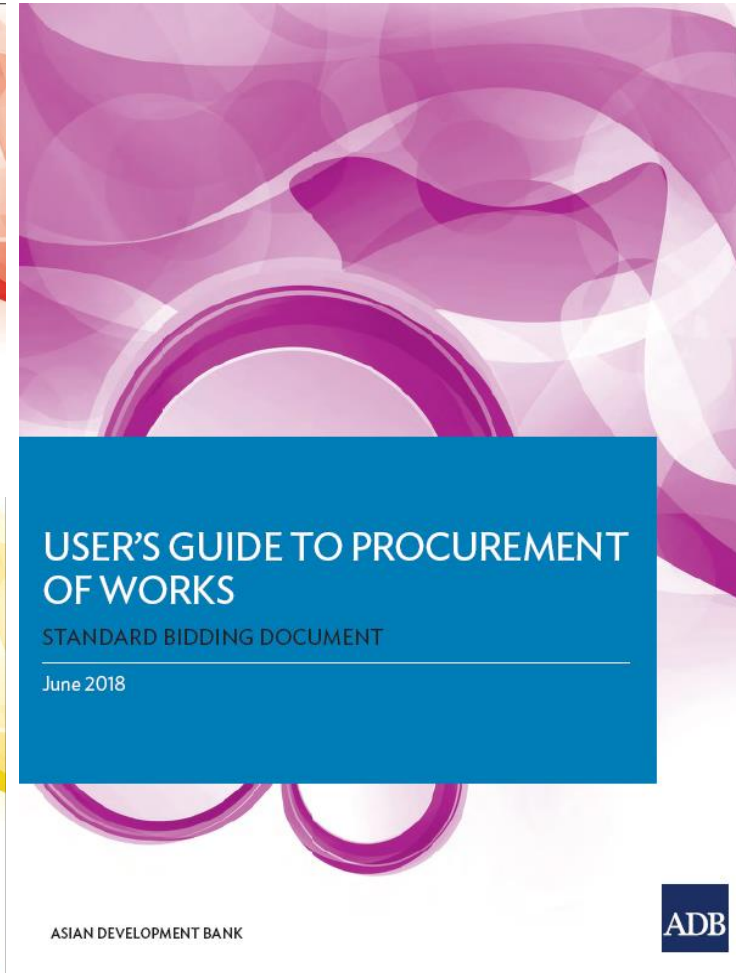
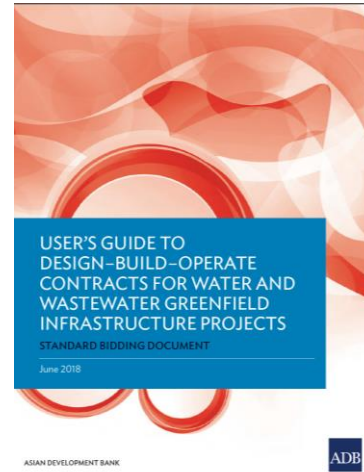
# How we procure

## Roles and Responsibilities

- The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services
- ADB also procures some services and goods itself to support its borrowers through technical assistance grants (TA) and staff consulting
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open competitive bidding is the preferred option
- Technical and financial bid elements

# Standard Bidding Documents

- Goods
- Works
- Consulting Services
- Non-consulting Services



# Procurement Methods – Goods & Works

*Open Competitive Bidding (OCB)*

Limited Competitive Bidding (LCB)

Request for Quotations (RFQ)

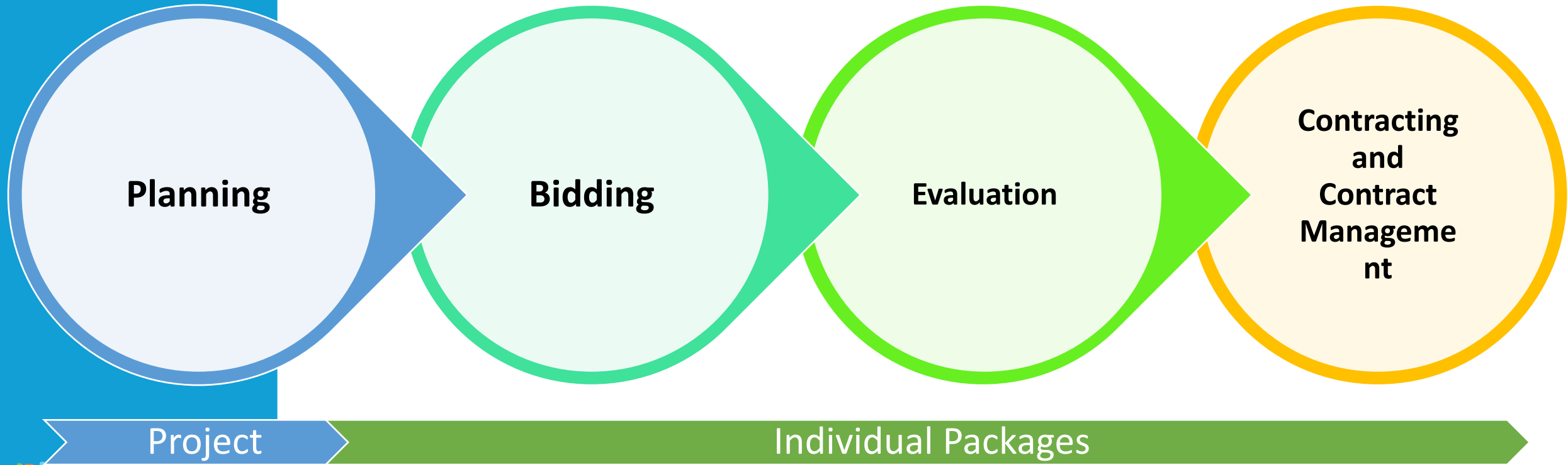
Direct Contracting (DC)

Framework Agreements

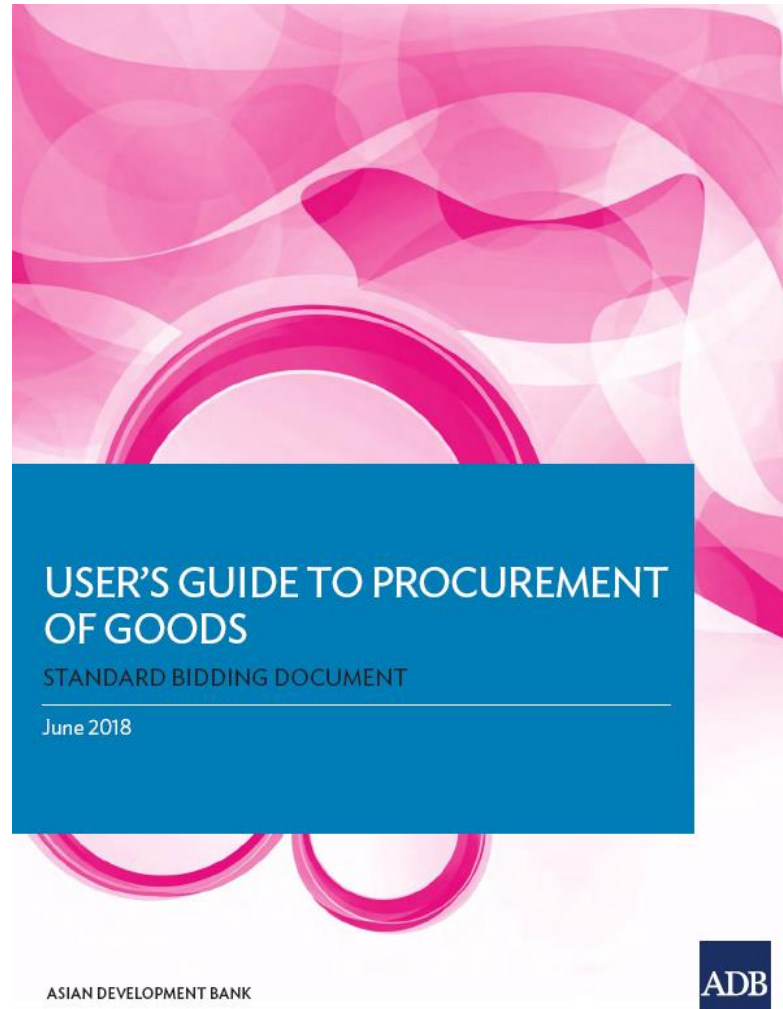
Electronic Reverse Auction

Borrower's Force Account

# Procurement Process



# Walkthrough Standard Bidding Documents for Goods



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

# 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

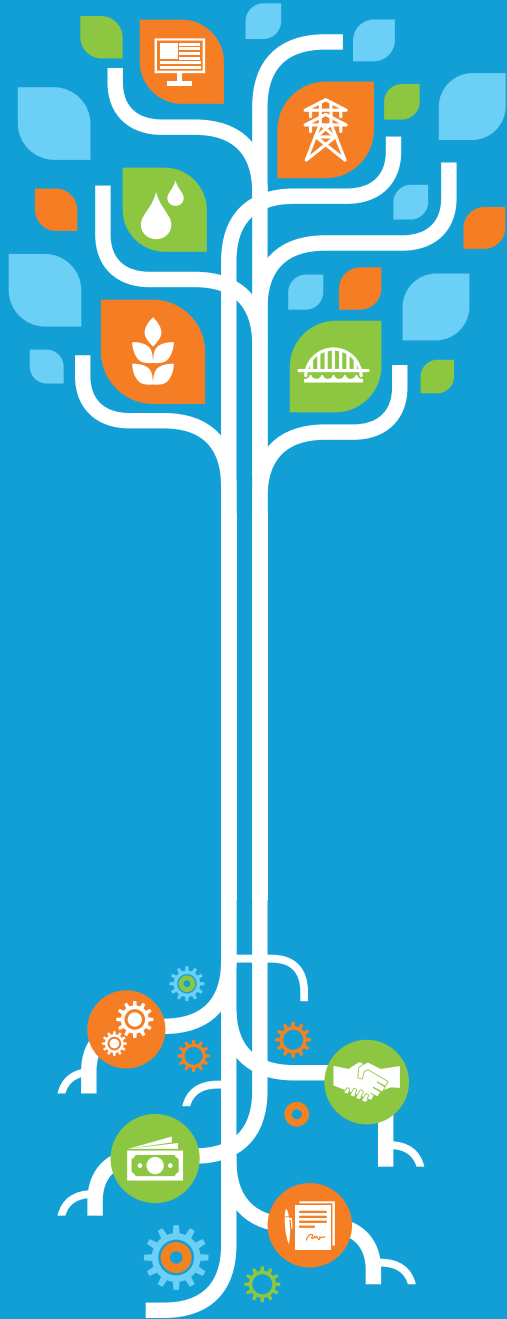
Failure to meet Qualification Criteria

Poor Supporting Documents

Incomplete Bids / Partial Bids

Inclusion of financial offer with technical offer where bid conditions require them to be separated

# ADB Business Opportunities



# ADB and Italy

- Italy joined ADB as a founding member in 1966 and have 1.803% of total shares
- Italy has provided \$2.57 billion in capital subscription
- Italy's membership enables Italian companies to do business with ADB
- Since 1966, 670 goods, works, and related services contracts worth \$1.51 billion and 397 consulting contracts worth \$248.09 million have been awarded to Italian companies.
- In 2023, 37 consulting contracts worth \$5.81 million have been awarded



<https://www.adb.org/publications/italy-fact-sheet>

# Top 5 Contractors/Suppliers from Italy

Goods, works and related services under ADB Loan and grant

## Top 5 Contractors/Suppliers (2019–2023)

	Name	Sectors	Contract Amount (\$ million)
1	Euromag International S.r.l.	WUS	2.47
2	Colmar Technik S.p.A.	TRA	2.22
3	De Lorenzo S.p.A.	EDU	1.01
4	Geostudi Astier S.r.l.	TRA	0.57
5	Barin S.r.l.	TRA	0.36
	<b>Others</b>		<b>48.86</b>
	<b>TOTAL</b>		<b>53.50</b>

# Top 5 Consultants from Italy

Consulting services under ADB Loan, grant and Technical Services

Top 5 Consultants (2019–2023)			
	Name	Sectors	Contract Amount (\$ million)
1	Bonifica S.p.A. –Renardet S.A. (JV)	TRA	15.25
2	CESI S.p.A	ENE	7.08
3	Società Italiana di Monitoraggio	ANR, HLT	6.09
4	Italferr S.p.A	TRA	3.47
5	ELC Electroniconsult S.p.A.	ENE	2.75
	Individual Consultants		7.23
	Others		11.17
	<b>TOTAL</b>		<b>53.03</b>

# ADB Operational Procurement Stats

## Operational Procurement Statistics Dashboard (ProcDash)

Asian Development Bank Public sector governance

### Welcome to ADB's Operational Procurement Statistics Dashboard (ProcDash)

The Operational Procurement Statistics Dashboard (ProcDash) presents the value of all goods, works and consulting services contracts awarded for projects under the Asian Development Bank operations. It has four sections, namely, overview, operational procurement by nationality, operational procurement by origin of goods and services, and operational procurement by threshold. For purposes of this dashboard, **value of operational procurement is reported in terms of the amount financed by ADB.**

The overview section presented below shows data on operational procurement statistics by region, nature, sector and by borrowing country. Data can be further filtered by contract year and modality. To determine the allocated procurement for policy-based support and results-based lending, click these two items in the modality filter.

For other details about ProcDash, refer to [ProcDash FAQ](#).

ProcDash can also be used to supplement the operational procurement statistics under the Operational Data section of the ADB [Annual Report](#) and the figures from the member Fact Sheets. More information on operational procurement contracts is available on the [Tenders](#) page of ADB's website (choose "Contracts Awarded" from the "Type" selection).

The ProcDash currently shows data as of 31 March 2021. This will be updated every quarter.

Overview By Nationality of contractor By Origin of goods and services By Threshold

### Total operational procurement based on contract year, US\$ million

\$2,062.5

### Operational Procurement by Region, US\$ million



© 2021 Mapbox © OpenStreetMap

Note: Contracts awarded from regional projects amounted to : \$30.1 million

Contract Year  
2021

Modality  
 (All)  
 Investment Support  
 Policy-based Support  
 Result-based Lending

Nature of Procurement  
 (All)  
 Consulting Services  
 Goods  
 Works  
 Other Related Services

Region  
 (All)  
 Central and West Asia  
 East Asia  
 Pacific  
 South Asia  
 Southeast Asia  
 Regional

# Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Procurement plans
- General and specific procurement notices
  - Advance notices
  - Invitation for prequalification
  - Invitation for bids
  - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
  - Prequalified contractors / consultants
  - Contracts awarded
- Institutional procurement notices (ADB only)

Operational  
Procurement

# 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 language dropdown 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**



# Goods & Works – Procurement Plans

adb.org/projects/documents/country/phi/doctype/Procurement%20Plans

Projects & Tenders | Projects | **Documents** | Tenders

Filter results [CLEAR ALL](#)

Country/Economy (1) [\[CLEAR\]](#)

- Pakistan
- Palau
- Papua New Guinea
- Philippines
- Samoa
- Singapore
- Solomon Islands
- Sri Lanka

Type (1) [\[CLEAR\]](#)

- and Implementation Arrangements
- Proactive Integrity Reviews (PIR)
- Procurement Plans
- Program Safeguard Systems Assessments
- Progress Reports
- Progress Reports on Tranche Releases

Language

- English

Procurement plans, reports, safeguards, etc.

Search documents

Results 1-20 of 32 [RSS](#) [Sort by](#)

Philippines X Procurement Plans X

**Promoting Digitalization for Green and Inclusive Growth in Asia: Procurement Plan** Document Date: 31 May 2022  
55257-001; Regional, China, People's Republic of, Indonesia, Korea, Republic of, Malaysia, Philippines, Singapore, Thailand, Viet Nam; Type: Procurement Plans

**Infrastructure Preparation and Innovation Facility: Procurement Plan** Document Date: 10 Mar 2022  
50288-001; Philippines; Type: Procurement Plans

**Health System Enhancement to Address and Limit COVID-19: Procurement Plan** Document Date: 04 Mar 2022  
54171-002; Philippines; Type: Procurement Plans

**South Commuter Railway Project: Procurement Plan** Document Date: 01 Mar 2022  
52220-001; Philippines; Type: Procurement Plans

**Second Health System Enhancement to Address and Limit COVID-19 under the Asia Pacific Vaccine Access Facility - Additional Financing: Procurement Plan** Document Date: 12 Nov 2021  
54171-004; Philippines; Type: Procurement Plans

**Emergency Assistance for Reconstruction and Recovery of Marawi: L3769 Procurement Plan** Document Date: 12 Oct 2021  
52313-001; Philippines; Type: Procurement Plans

**Key Documents**

- Reports and Recommendations of the President
- Procurement Plans
- Safeguard Policy Statement
- Access to Information Policy

**Request for Information**  
ADB documents and information that you have not been able to find on our website. →

# Procurement Plans...

65

## Appendix A - PROCUREMENT PLAN

### Basic Data

<b>Project Name:</b> South Commuter Railway Project (Facility)		
<b>Project Number:</b> 52220-001	<b>Approval Number:</b>	
<b>Country:</b> Philippines	<b>Executing Agency:</b> Department of Transportation	
<b>Project Procurement Classification:</b> A	<b>Implementing Agency:</b>	
<b>Project Procurement Risk:</b> High	N/A	
<b>Project Financing Amount:</b> US\$6,395,200,000	<b>Project Closing Date:</b> 31 December 2028	
<b>ADB Financing:</b> US\$4,300,000,000		
<b>Cofinancing (ADB Administered):</b>		
<b>Non-ADB Financing:</b> US\$1,670,000,000		
<b>Date of First Procurement Plan:</b> 1 March 2022	<b>Date of this Procurement Plan:</b> 1 March 2022	
<b>Procurement Plan Duration (in months):</b> 18	<b>Advance Contracting:</b>	<b>e-GP:</b>
	Yes	No

### A. Methods, Review and Procurement Plan

Except as the Asian Development Bank (ADB) may otherwise agree, the following methods shall apply to procurement of goods, works, and consulting services.

Procurement of Goods and Works		
Method		Comments
Open Competitive Bidding (OCB) for Goods		International advertisement
Open Competitive Bidding (OCB) for Works		International advertisement

Consulting Services		
Method		Comments
Quality- and Cost-Based Selection for Consulting Firm		

### B. Lists of Active Procurement Packages (Contracts)

The following table lists goods, works, and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.

Works							
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Procedure	Advertisement Date (quarter/year)	Comments
CP-S-02	Viaduct and elevated stations	415,000,000.00	Open Competitive Bidding (OCB)	Prior	1S1E	Q4 / 2020	Prequalification of Bidders: No Domestic Preference Applicable: No Advance Contracting: Yes Bidding
CP-S-03a	Viaduct and elevated stations	401,000,000.00	OCB	Prior	1S1E	Q1 / 2021	
CP-S-03b	Viaduct, Tunnel, underground and elevated station	714,000,000.00	OCB	Prior	1S1E	Q2 / 2021	
CP-S-03c	Viaduct and elevated stations	343,000,000.00	OCB	Prior	1S1E	Q1 / 2021	

# 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

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

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

# Goods & Works – Specific Procurement Notices



Projects & Tenders
Projects
Documents
Tenders

Procurement of goods, works, and consulting services

Results 1-20 of 22 [RSS](#) [Sort by](#) ▾

Philippines X
Transport X
Invitation for Bids X
Invitation for prequ... X

Title	Status	Deadline
<b>45296: Davao Public Transport Modernization Project [OCB 22-002-7 Contract No. 05 and Contract No. 06]</b> 45296-006; Philippines; Transport; Posting date: 30 Mar 2022 Notice Type: Invitation for Bids	Active	12 Aug 2022
<b>45296-006 PHI: Davao Public Transport Modernization Project (OCB 22-003-5)</b> 45296-006; Philippines; Transport; Posting date: 29 Mar 2022 Notice Type: Invitation for Bids	Active	08 Aug 2022
<b>45296-PHI: Davao Public Transport Modernization Project [OCB 21-142-6]</b> 45296-006; Philippines; Transport; Posting date: 19 Nov 2021 Notice Type: Invitation for Bids	Closed	10 Feb 2022
<b>ADB Loan No. 3631-PHI: Improving Growth Corridors in Mindanao Road Sector Project (IGCMRSP) [PR-01a] - Rebidding</b> 41076-048; Philippines; Transport; Posting date: 14 Sep 2021 Notice Type: Invitation for Bids Approval Number: 3631	Closed	09 Nov 2021

**Filter results** [CLEAR ALL](#)

**Country/Economy (1)** [\[CLEAR\]](#) ▾

- Nepal
- Pakistan
- Papua New Guinea
- Philippines
- Samoa
- Solomon Islands
- Sri Lanka
- Tajikistan

**Sector (1)** [\[CLEAR\]](#) ▾

- Health
- Public sector management
- Transport
- Water and other urban infrastructure and services

**Type (2)** [\[CLEAR\]](#) ▾

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

ADB

Invitation for Bids

<b>Date:</b>	30 March 2022
<b>Loan No. and Title:</b>	45296: Davao Public Transport Modernization Project
<b>Contract No. and Title:</b>	OCB 22-002-7 Supply of Buses for the Davao High Priority Bus System (HPBS) Project Contract No. 05 Bus Fleet - Diesel Vehicles Contract No. 06 Bus Fleet - Electric Vehicles
<b>Deadline for Submission of Bids:</b>	Extended to 12 August 2022   10:00AM (GMT + 8)

1. The Government of the Republic of the Philippines has applied for financing from the Asian Development Bank (ADB) toward the cost of the **Davao Public Transport Modernization Project**. Part of this financing will be used for payments under the Contracts named above. Bidding is open to qualified Bidders from eligible source countries of ADB.
2. The Department of Transportation (DOT) ("the Employer") through its Procuring Agent, Procurement Services - Department of Budget Management (PS-DBM), invites sealed bids from eligible Bidders for the supply of Goods and Services as broadly described above.  
Bidders may bid for a single contract only or for both contracts. In case the Bidder would wish to submit bids for more than one contract, such bids should be submitted independently and not combined into a single Bid.  
In accordance with ITB 14.4 and ITB 14.6, any discounts offered by Bidders submitting bids for multiple contracts and the methodology for the application of any discount shall be stated in the Letter of Bid included in its bids for each contract.  
The Employer shall evaluate and compare Bids on the basis of each contract separately or multiple contracts combined in order to arrive at the least-cost combinations for the Employer, by taking into account such discounts offered by Bidders for the award of multiple contracts.

3. ~~Open competitive bidding (international advertisement) will be conducted in~~

# How to find Information on our Website

The screenshot shows the ADB website with the following elements:

- Browser address bar: <https://www.adb.org>
- Top navigation: News and Events, ADB Institute, Contact, English
- Logo: ADB ASIAN DEVELOPMENT BANK
- Main navigation: WHO WE ARE, WHAT WE DO, WHERE WE WORK, **WORK WITH US** (circled in purple), Search
- Left sidebar (orange background):
  - Text: "With employees from more than 60 countries, ADB is a place of real diversity."
  - Text: "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."
- Main content area:
  - 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
  - PROCUREMENT AND OUTREACH** (circled in red)
    - Operational Procurement** (circled in red)
    - Institutional Procurement
    - Business Opportunities Outreach
    - Projects & Tenders
  - 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

# Operational Procurement

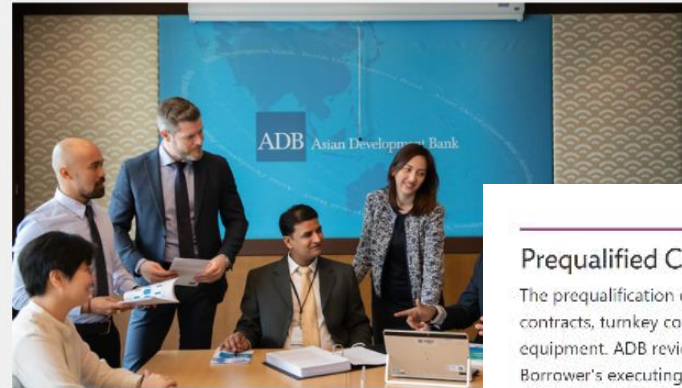
## Operations Procurement

The Procurement, Portfolio and Financial Management Department (PPFD) provides fiduciary oversight of procurement of goods, works, non-consulting and consulting services. PPFD supports ADB staff and borrowers on procurement planning and implementation, contract management, and related risk assessment and mitigation throughout the project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.



### Goods, Works, and Non-Consulting Services →

ADB provides procurement support to its borrowing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



### Consulting Services →

ADB engages individual consultants and consulting entities to provide contract preparation and project supervision, and to help ADB to and reports.

- Procurement Plans
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures

### Prequalified Contractors

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of \$10,000,000 and above.

[Current Prequalified Applicants](#)

[Archive](#)

### Contracts Awarded

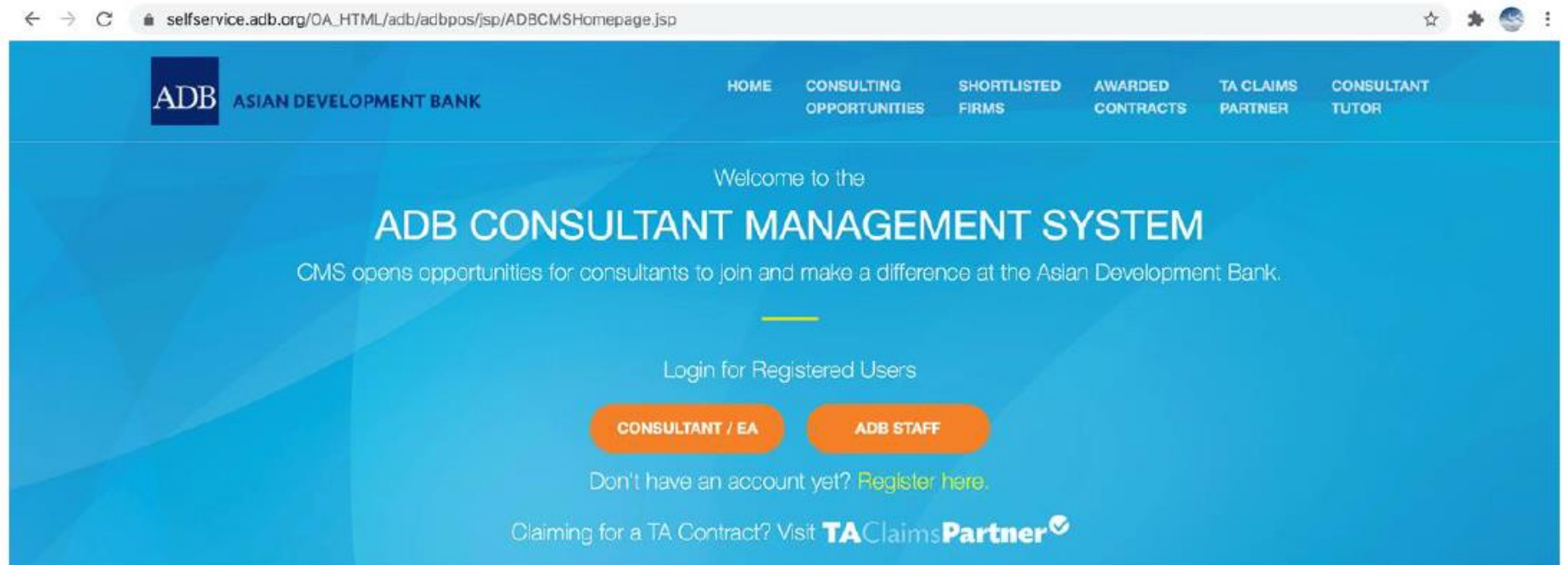
Contracts awarded for goods and civil works with contract value above US\$1.0 million. An archive of the previous year's contract awards is also provided.

[Current Awarded Contracts](#)

[Archive](#)

ADB

# ADB Consultant Management System (cms.adb.org)



The screenshot shows the homepage of the ADB Consultant Management System. The browser address bar displays `selfservice.adb.org/OA_HTML/adb/adbpos/jsp/ADBCMHomepage.jsp`. The header features the ADB logo and navigation 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. CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank." Below this, there are two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Register here." is provided for new users. At the bottom, it says "Claiming for a TA Contract? Visit **TA Claims Partner**".



[https://selfservice.adb.org/OA\\_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp](https://selfservice.adb.org/OA_HTML/adb/xxcrs/isp/ShortlistedFirms.jsp)



# Consultants to Register in CMS (cms.adb.org)

### Welcome to the Asian Development Bank's Consultant Management System

**Consultant Management System (CMS)** is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.



**Consultants** create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

[Click here to know who can register as consultants in CMS.](#)  
By using this service, you are accepting the [CMS Terms and Conditions](#).



**ADB Project Team Members** can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.



**Executing Agencies (EAs)** can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy [csrn@adb.org](mailto:csrn@adb.org) with the following details:

- |   |  |
|---|--|
| 1. Email address of the agency representative | 3. Name and address of the agency              |
| 2. Full name of the agency representative     | 4. Duration of the recruitment for the project |

### Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

[Click here to view the list of advertisements of consulting opportunities.](#)

### Login

Login using your registered username and password.

Username

Password

**Login**

[Login Assistance](#)

Note: ADB users can login using their Oracle username and password.

### Registration

New user? Register now!

**Register as Consulting Firm**

**Register as Individual Consultant**

### Need Help?

For inquiries regarding the system, please email [cmshelp@adb.org](mailto:cmshelp@adb.org).

### CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact [cmshelp@adb.org](mailto:cmshelp@adb.org).

CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from





# Consulting Opportunities - CSRN

## Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkbox or by entering keywords to search by expertise.

**Refine by** Clear All

COVID-19 Related Assignment

Yes (29)  
 No (136)

**Consultant Type**

Firm (31)  
 Individual (134)

**Eligibility of Consultant Country**

Open to Member Countries Only (165)  
 Non-Member Countries Allowed (0)

**Engagement Period**

Less than 3 months (9)  
 3 months to 1 year (109)  
 More than 1 year (47)

**Country**

Select All | Select None

- Pakistan (18)
- Palau (6)
- Papua New Guinea (5)
- Philippines (38)
- Samoa (4)
- Solomon Islands (5)
- Sri Lanka (3)
- Tajikistan (3)
- Thailand (5)
- Timor-Leste (2)

**Sector**

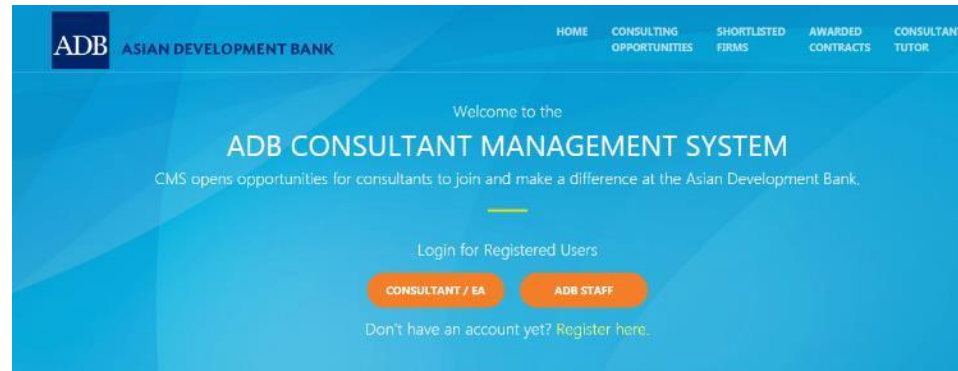
**Search by Expertise**  Go

Previous 1-25 Next 25

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
SC 119172 PHI: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	
<a href="#">TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants</a>	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 11:59 PM	
<a href="#">TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)</a>	Technical Assistance Coordinator	Individual	28	27-Jul-2022	09-Aug-2022 11:59 PM	
SC 108187 PHI: BPMSD Information Technology and Human Resources Consultant	Information Technology and Human Resources	Individual	12	14-Jul-2022	08-Aug-2022 11:59 PM	
<a href="#">LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS-002 Financial, Administrative, and Technical Support Firm (52173-002)</a>	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N31 National Capacity Development Specialist/Team Leader LGDP-N31 (53071-001)</a>	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N36 National Social Dev't, Gender and Land Acquisition Expert LGDP-N36 (53071-001)</a>	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N35 National Project Finance and Economics Specialist LGDP-N35 (53071-001)</a>	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)</a>	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N32 National Civil Engineer/Water Supply and Sanitation Expert LGDP-N32 (53071-001)</a>	engineering	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / institutions specialist	National climate resilient agriculture / institutions specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National legal specialist	National legal specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: Accelerating Climate-Resilient Agriculture in the Philippines - Climate Resilient Agriculture / Institutional Specialist	Climate Resilient Agriculture / Institutional Specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / governance specialist	National climate resilient agriculture / governance specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
<a href="#">TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)</a>	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	



# Register for alerts



### Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.



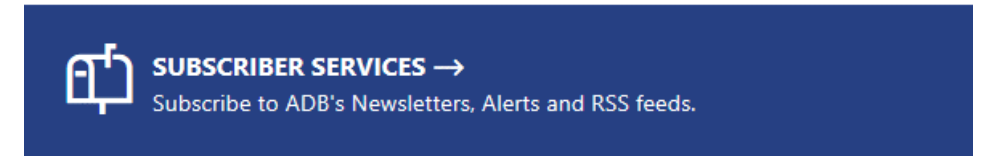
### View Shortlisted Firms

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.



### 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

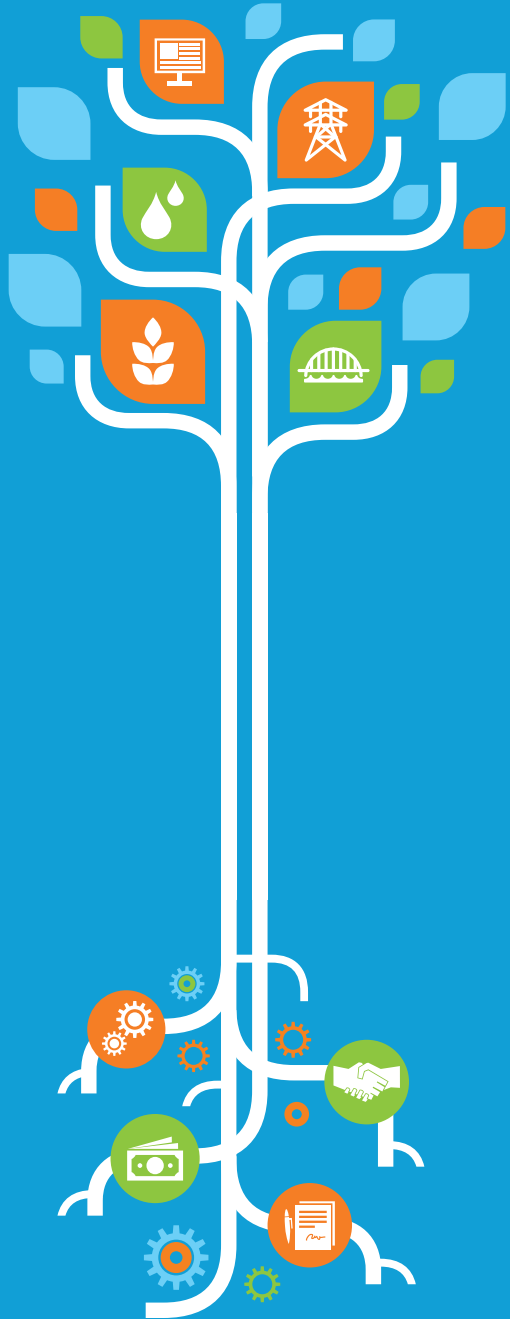
On  Off

### Safeguard Documents

On  Off

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

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



# Responding to Consulting opportunities

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** ✓

- <https://www.adb.org/documents/using-consultant-management-system-cms-quick-reference-guides-individuals-firms>



# Consulting Opportunities - CSRN

## Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

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

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkbox or by entering keywords to search by expertise.

**Refine by** [Clear All](#)

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Yes (29)  
 No (136)

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Firm (31)  
 Individual (134)

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**Country**

[Select All](#) | [Select None](#)

- Pakistan (18)
- Palau (6)
- Papua New Guinea (5)
- Philippines (38)
- Samoa (4)
- Solomon Islands (5)
- Sri Lanka (3)
- Tajikistan (3)
- Thailand (5)
- Timor-Leste (2)

**Sector**

**Search by Expertise**  [Go](#)

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
SC 119172 PHI: Bespoke Climate Leadership Training	Bespoke Climate Leadership Training	Firm	26	15-Jul-2022	15-Aug-2022 11:59 PM	
<a href="#">TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants</a>	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 11:59 PM	
<a href="#">TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)</a>	Technical Assistance Coordinator	Individual	28	27-Jul-2022	09-Aug-2022 11:59 PM	
SC 108187 PHI: BPMSD Information Technology and Human Resources Consultant	Information Technology and Human Resources	Individual	12	14-Jul-2022	08-Aug-2022 11:59 PM	
<a href="#">LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS-002 Financial, Administrative, and Technical Support Firm (52173-002)</a>	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N31 National Capacity Development Specialist/Team Leader LGDP-N31 (53071-001)</a>	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N36 National Social Dev't, Gender and Land Acquisition Expert LGDP-N36 (53071-001)</a>	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N35 National Project Finance and Economics Specialist LGDP-N35 (53071-001)</a>	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)</a>	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
<a href="#">TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N32 National Civil Engineer/Water Supply and Sanitation Expert LGDP-N32 (53071-001)</a>	engineering	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / institutions specialist	National climate resilient agriculture / institutions specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National legal specialist	National legal specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: Accelerating Climate-Resilient Agriculture in the Philippines - Climate Resilient Agriculture / Institutional Specialist	Climate Resilient Agriculture / Institutional Specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
SC 119216 PHI: National climate resilient agriculture / governance specialist	National climate resilient agriculture / governance specialist	Individual	2	27-Jul-2022	02-Aug-2022 11:59 PM	
<a href="#">TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)</a>	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	



# CSRN Example

TA-9756 PAK: Preparing Sustainable Energy Projects - Distribution Consulting Firm (53058-001)  
 Date Published: 23-Aug-2023 Deadline of Submitting EOI: 20-Sep-2023 11:59 PM Manila local time

Express Interest

TIP If interested in this assignment, click the "Express Interest" button to get started.

Profile Terms of Reference Cost Estimate

## Selection Profile

Consultant Type **Firm**  
 Selection Method **Quality and Cost-Based Selection (QCBS)**  
 Selection Title [Preparing Sustainable Energy Projects - Distribution Consulting Firm](#)  
 Package Number \_\_\_\_\_ Package Name \_\_\_\_\_  
 Advance Action  Yes  No  
 Engagement Period **12 MONTH**  
 Consulting Services Budget **USD 1,000,000**  
 Budget Type  Estimated  Maximum  
 Open to non-Member Countries  Yes  No

Source **International**  
 Technical Proposal **Full Technical Proposal (FTP)**

Approval Number **9756**  
 Approval Date **28-Jun-2019**  
 Estimated Commencement Date **01-Nov-2023**

## Additional Information

Possibility of contract extension In general, ADB consulting contracts may be extended to a reasonable degree when doing so is justified within ADB's core procurement principles. Any extensions are subject to operational needs, consultant performance, and continued availability of funds.

Specific considerations for this assignment, if any, are discussed here: **Possible extensions depending on information and resources available.**

Possibility of consideration for downstream assignment  Yes  No  Not known  
 Country of assignment **Pakistan**

## Contact Information

Project Officer **Seung Duck Kim**  
 Designation **Senior Energy Specialist**  
**Asian Development Bank**  
 Email [seungduckkim@adb.org](mailto:seungduckkim@adb.org)

## CSRN Additional Information / Attachments

Title	Type	Description	Category	Last Updated By	Last Updated	Update	Delete
No results found.							

## Agencies

Primary	Agency	Country	Agency Role	Contact Person	View Details
<input checked="" type="checkbox"/>	Ministry of Finance	Pakistan	Executing Agency		
<input type="checkbox"/>	Ministry of Climate Change, Government of Pakistan	Pakistan	Executing Agency		
<input checked="" type="checkbox"/>	Ministry of Energy (Power Division)	Pakistan	Executing Agency		
<input type="checkbox"/>	Ministry of Water Resources	Pakistan	Executing Agency		
<input type="checkbox"/>	National Transmission & Despatch Company Limited	Pakistan	Executing Agency		
<input type="checkbox"/>	Water and Power Development Authority	Pakistan	Executing Agency		

## Publishing History

Type	Publication Date	Published By	Duration of Advertisement	Deadline	View Remarks
Original	23-Aug-2023	Molla Joy Abanilla	15 DAYS	06-Sep-2023	
Extension	23-Aug-2023	Molla Joy Abanilla	29 DAYS	20-Sep-2023	

Express Interest

TA-9756 PAK: Preparing Sustainable Energy Projects - Distribution Consulting Firm (53058-001)  
 Date Published: 23-Aug-2023 Deadline of Submitting EOI: 20-Sep-2023 11:59 PM Mania local time

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Profile | **Terms of Reference** | Cost Estimate

**Terms of Reference**

Primary Expertise **energy, distribution, financial management, procurement, social safeguard, information technology, environment**

TOR Keywords

**Objective and Purpose of the Assignment**

The power distribution sector in Pakistan faces challenges, including high losses resulting from technical issues, theft, and non-payment. These losses have a detrimental effect on the financial sustainability of distribution companies, leading to revenue shortfalls. Financial viability is further hindered by tariff concerns, inefficient billing and collection systems, and electricity theft. Improving governance and operational efficiency within distribution companies (DISCOs) is crucial to address inefficiencies. Enhancing transparency and accountability in operations will contribute to better overall performance.

The challenges in Pakistan's power distribution sector are closely tied to the issue of circular debt in the country. Circular debt arises from the accumulation of unpaid bills and inter-company receivables within the power sector, resulting in a financial crisis. This debt significantly affects the financial viability of distribution companies, impeding their ability to invest in infrastructure upgrades, maintenance, and service quality improvements. Revenue shortfalls resulting from circular debt hinder the companies' capacity to address issues such as transmission and distribution losses, electricity theft, and infrastructure enhancement. Delayed payments and non-payment of bills by consumers further impact operational efficiency, creating cash flow problems for distribution companies to fulfill their financial obligations.

Ensuring reliable and high-quality power supply is also challenged by inadequate infrastructure, including outdated distribution networks and substations. Upgrading and modernizing the infrastructure is crucial to improve service delivery. Integrating a larger share of renewable energy into the distribution sector poses technical and operational challenges, necessitating effective grid management, digitalization of networks, and implementation of appropriate storage solutions to balance intermittent renewable generation with grid demands.

Addressing these challenges requires a comprehensive approach that encompasses regulatory and policy reforms, infrastructure investments, effective governance, technological advancements, consumer awareness campaigns, and improved financial management within the power distribution sector. Implementing these measures will strengthen the sector and enhance the reliability, efficiency, and sustainability of electricity supply to consumers. To support these efforts, technical assistance (TA) will be provided to assist in the preparation of distribution network investment projects, offer policy advisory services, facilitate sector reforms, provide capacity building initiatives, and conduct relevant analytical work. This support aims to improve the performance and financial sustainability of the power distribution sector of Pakistan and key distribution companies.

The TA targets to support the modernization of distribution network including smart-metering/SCADA, low-voltage network improvement, substation modernization for at least one under-performing DISCO per each province of Pakistan or total four DISCOs to be selected. The detailed scope will be defined based on the consultation with the Ministry of Energy, Power Division (MoE-PD), Power Planning and Monitoring Company (PPMC), and DISCOs and Ministry of Economic Affairs (EAD) in consideration of the borrowing capacity of the government.

**Expertise or Positions Needed**

**International**

Team Leadership from International Experts

Expertise or Position	Minimum inputs in PM Primary Place of Assignment
1 Power Distribution Expert (Team Leader)	6 Islamabad, Pakistan
2 Power ICT Expert	3 Islamabad, Pakistan
3 Financial Management Expert	2 Islamabad, Pakistan
4 Energy Sector Expert (Reform)	2 Islamabad, Pakistan
5 Environmental Expert	3 Islamabad, Pakistan
6 Procurement Expert	3 Islamabad, Pakistan
7 Social Safeguard Expert (Resettlement)	3 Islamabad, Pakistan

**National**

Team Leadership from National Experts

Expertise or Position	Minimum inputs in PM Primary Place of Assignment
1 Power Distribution Expert	10 Home Office, Other
2 Power ICT Expert	8 Home Office, Other
3 Financial Management Expert	5 Home Office, Other
4 Environmental Expert	6 Home Office, Other
5 Procurement Expert	5 Home Office, Other
6 Social Safeguard Expert (Resettlement)	6 Home Office, Other

**TOR Attachments**

Title	Type	Description	Category	Last Updated By	Last Updated	Update	Delete
TOR	File	TOR	CSRN Terms of Reference	SYSADMIN	04-Sep-2023		

TA-9756 PAK: Preparing Sustainable Energy Projects - Distribution Consulting Firm (53058-001)  
Date Published: 23-Aug-2023 Deadline of Submitting EO: 20-Sep-2023 11:59 PM Manila local time

Express Interest

✔ TIP If interested in this assignment, click the "Express Interest" button to get started.

Profile Terms of Reference **Cost Estimate**

Cost Estimate

Competitive Items		Amount in USD
Remuneration and Other Expenses		904,150
<small>All activities and inputs in the TOR but not limited to remuneration, per diem, air travel, miscellaneous travel expenses, report preparation, production, and transmission, land transportation, communications, etc.</small>		
	<b>Sub-total</b>	<b>904,150</b>
Noncompetitive Items		Amount in USD
Provisional Sums		60,000
Contingency		38,000
	<b>Sub-total</b>	<b>98,000</b>
	<b>TOTAL</b>	<b>1,002,150</b>

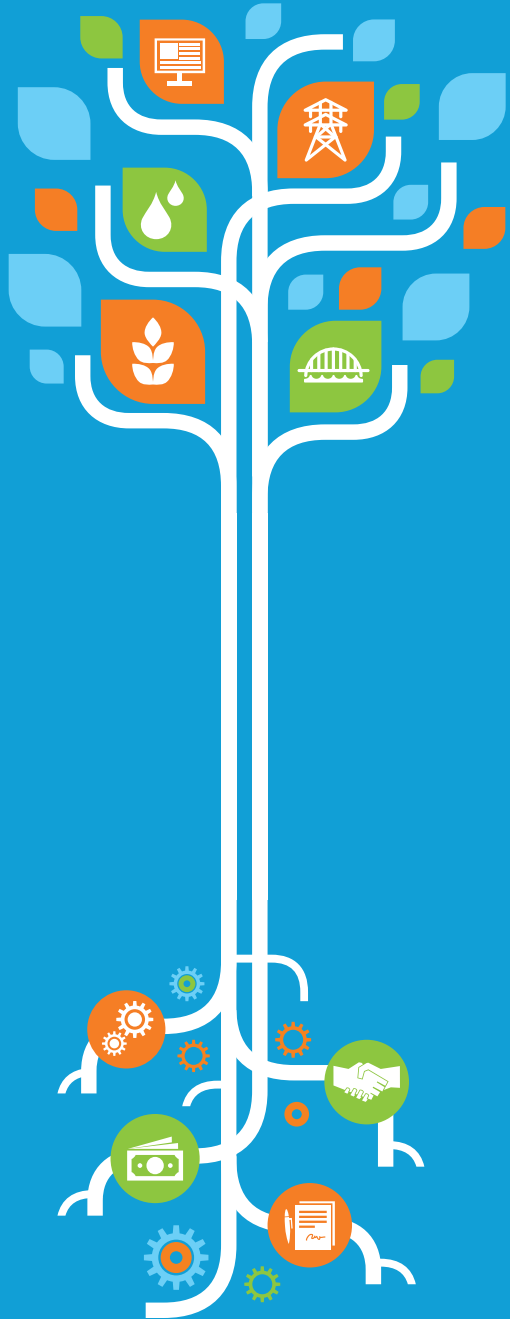
Express Interest



# Examples of Expression of Interest and Request for Proposal

- Expression of Interest form
  - <https://www.adb.org/sites/default/files/business-guide/650376/searching-opportunities-submitting-eoi-consulting-firm.pdf>
  - <https://www.adb.org/sites/default/files/business-guide/527796/eoi-firms-other-selection-methods.doc>
- Request for proposal
  - <https://www.adb.org/sites/default/files/business-guide/650376/responding-request-proposals.pdf>
  - Example of Technical Assistance project for selecting a consulting firm for project preparation

# Q & A



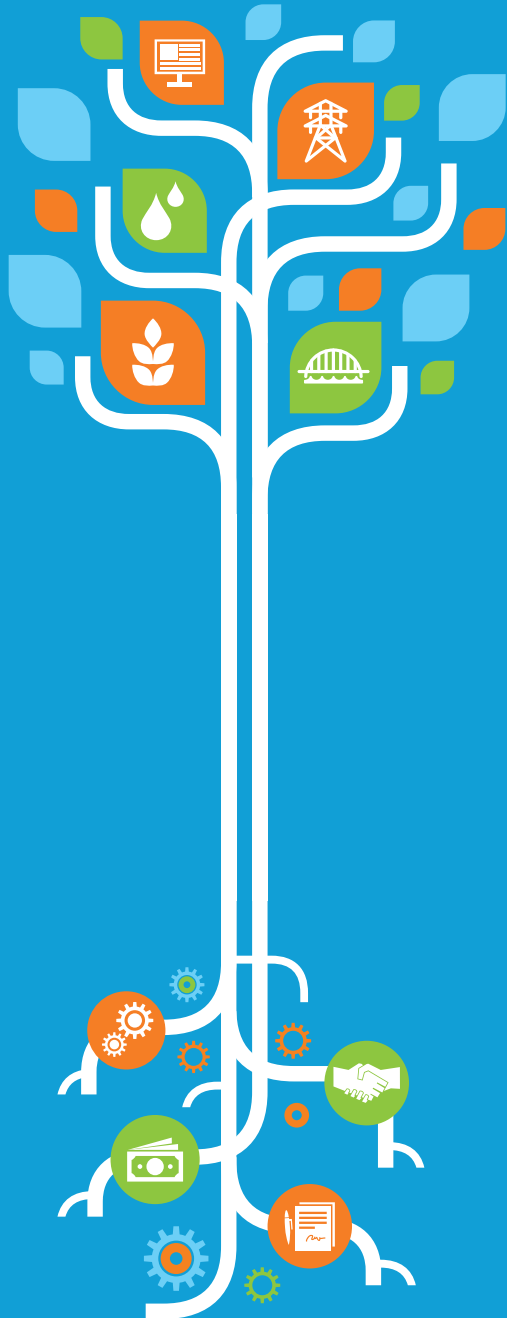
# Post Event Survey

QR code:



- **Survey link:**
- <https://nam.dcv.ms/CroMhMWm61>

Available until 15th November 2024,  
11:59 p.m. Manila time



For more: [adb.org](http://adb.org)

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<https://www.linkedin.com/groups/3796524/>

2) **ADB Suppliers Network:**

<https://www.linkedin.com/groups/3796532/>

Also follow “ADB Business Center”:

<https://www.linkedin.com/showcase/adb-business-center/>

# Grazie a tutti

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kkoiso@adb.org

