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ADB

Asian Development Bank

Virtual ADB Business Opportunities Seminar on the
Pacific Region:
13 December 2024, Japan

Keiko Koiso

Senior Procurement Specialist
Procurement, Portfolio and Financial
Management Department (PPFD)

BUSINESS
OPPORTUNITIES 

Overview

- ❑ **ADB operations, portfolio, and procurement amount**
- ❑ **Procurement framework**
- ❑ **Finding ADB business opportunities information**



ADB Sovereign Portfolio By Percentage (2023)



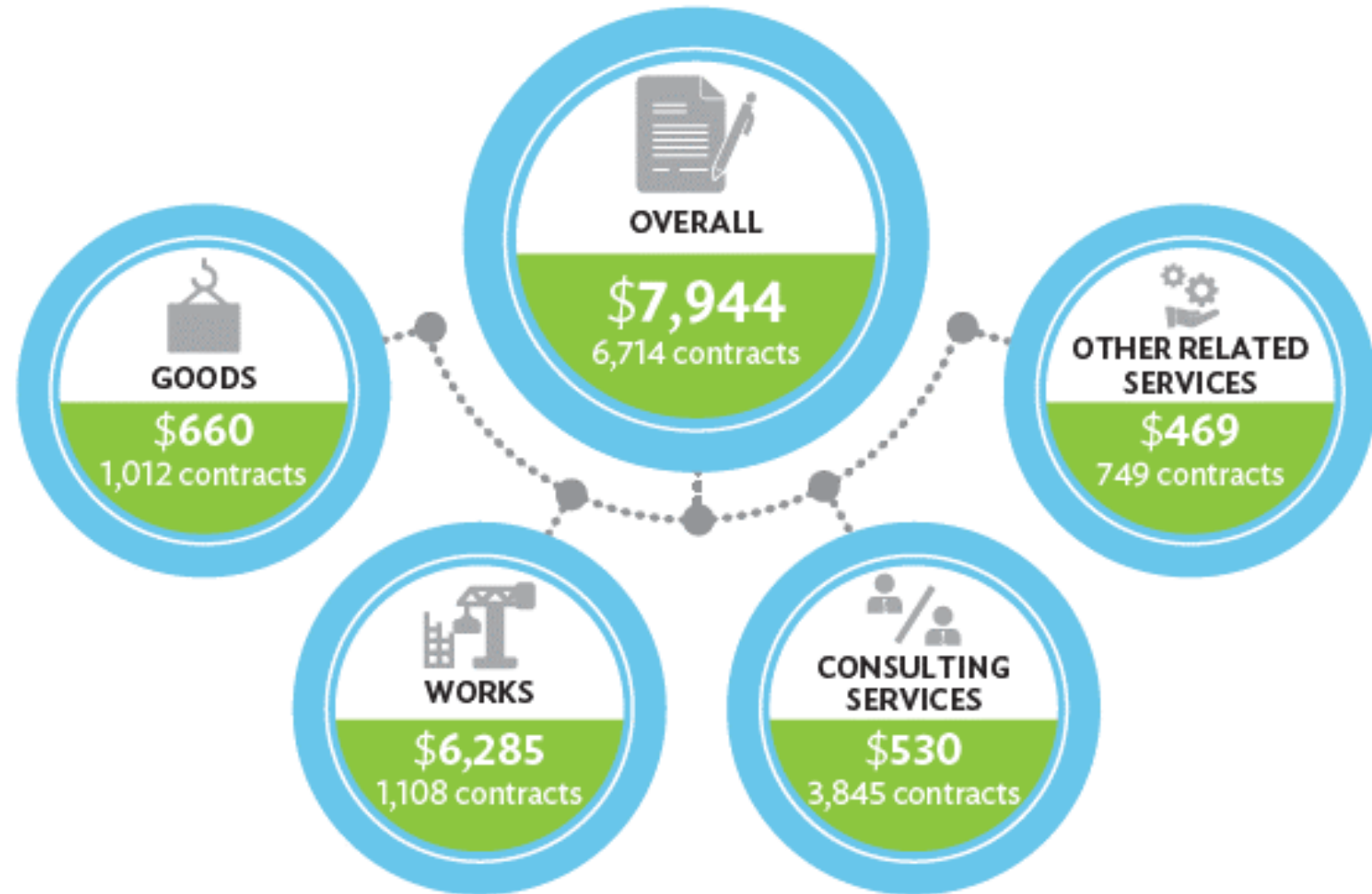
Sector	2018	2023	Trend
TRANSPORT	\$28.9B	\$30.2B	↑
ENERGY	\$20.6B	\$17.1B	↓
AGRICULTURE	\$9.0B	\$14.6B	↑
WATER & URBAN	\$11.0B	\$13.8B	↑
HEALTH	\$1.4B	\$7.0B	↑
EDUCATION	\$5.5B	\$6.8B	↑
OTHERS	\$5.4B	\$5.8B	↑

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

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

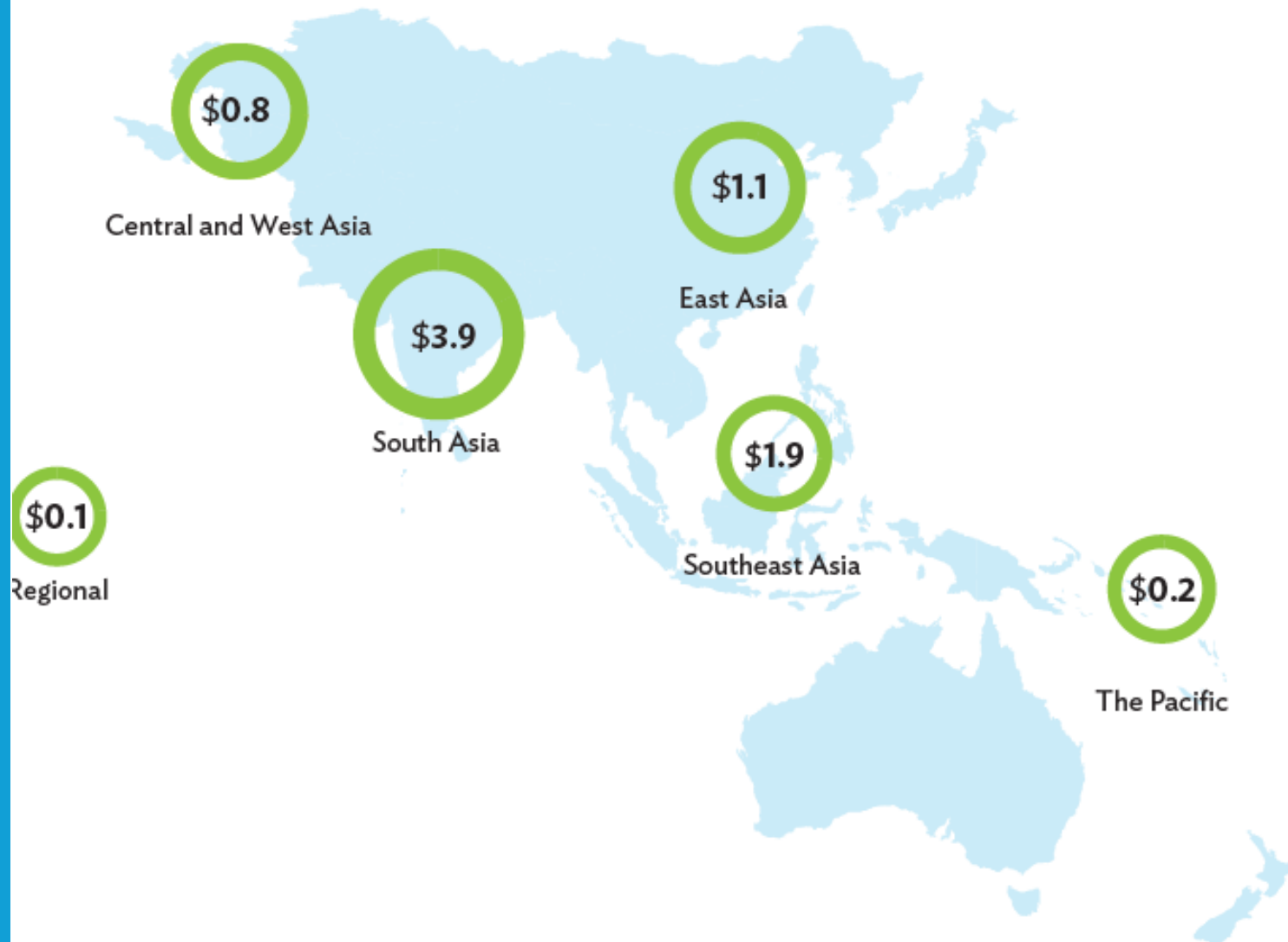


Procurement in 2023 (US\$ million)



Source: Asian Development Bank, PPFID.

Total Procurement by Region, 2023 (USD billion)

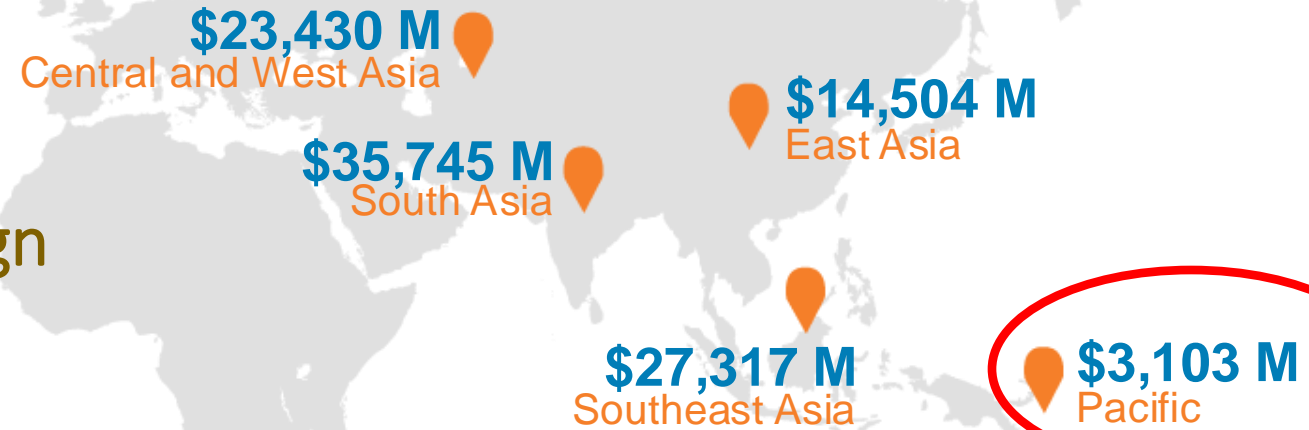


Note: This map depicts total procurement in 2023 across five geographic regions and shows procurement for regional projects with no specific member economy.

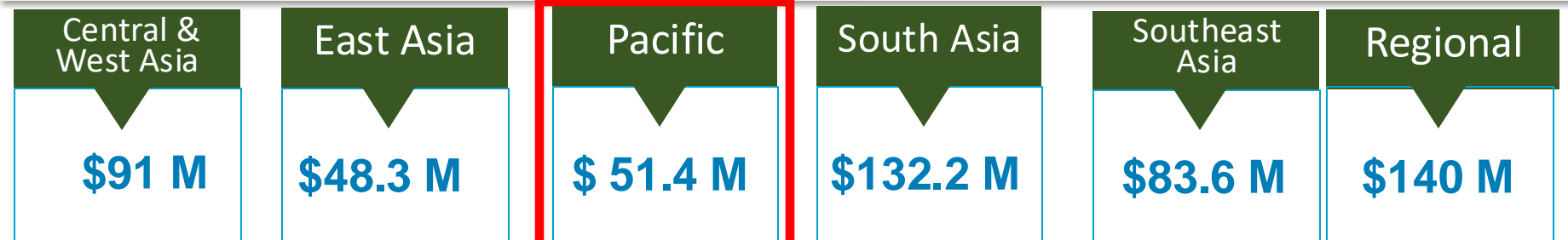
Source: Asian Development Bank, PPF

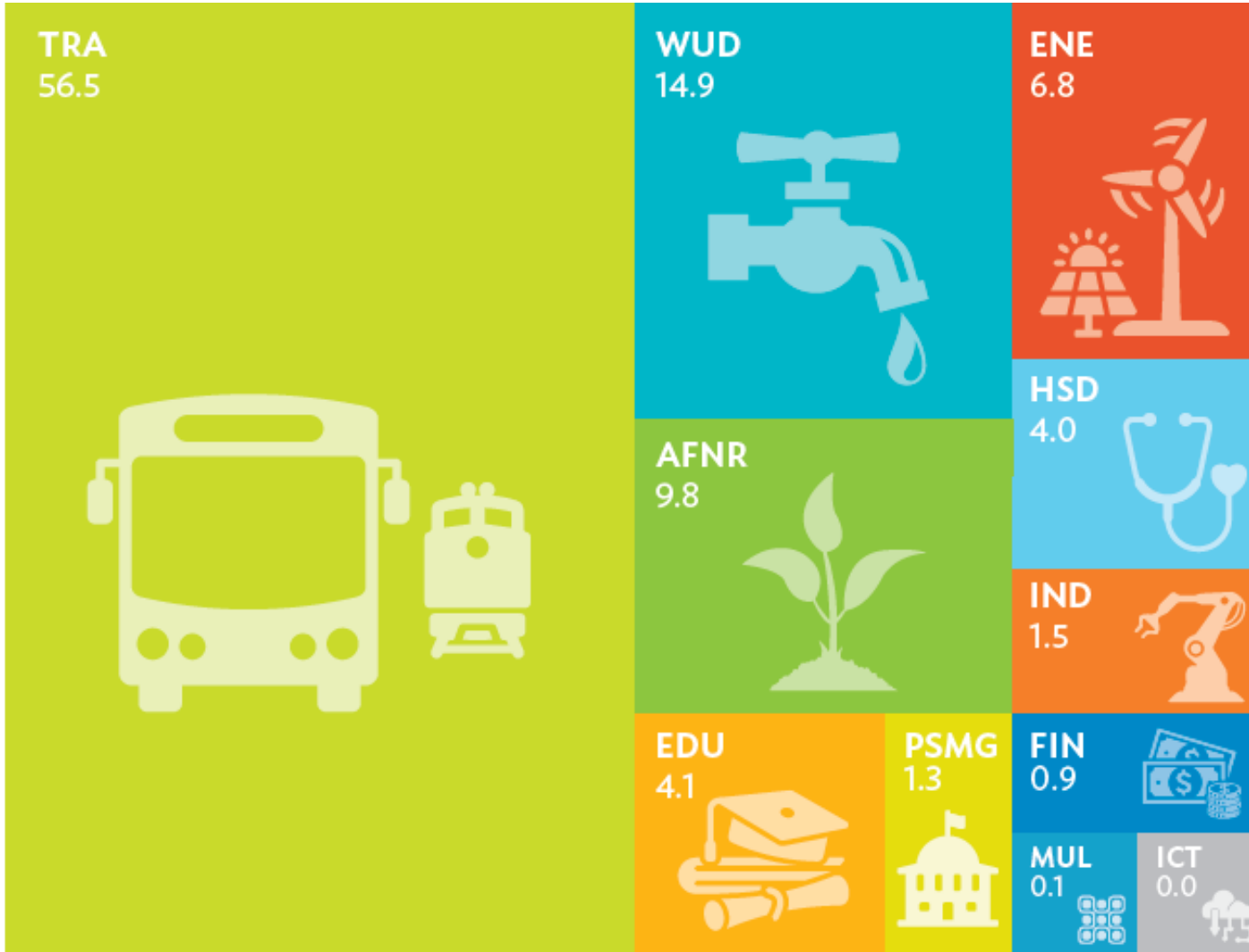


Active Sovereign
Portfolio by
Region
vs
Consulting
Services Spend,
2023



2023 Consulting Services



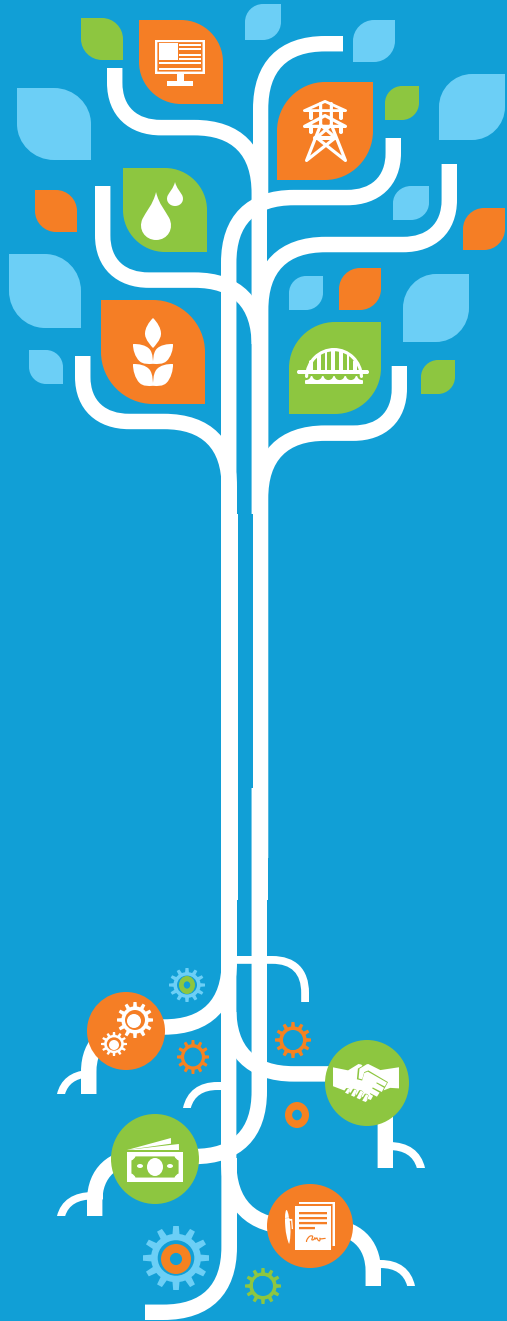


Procurement by Sector, 2023 (% of total Procurement)

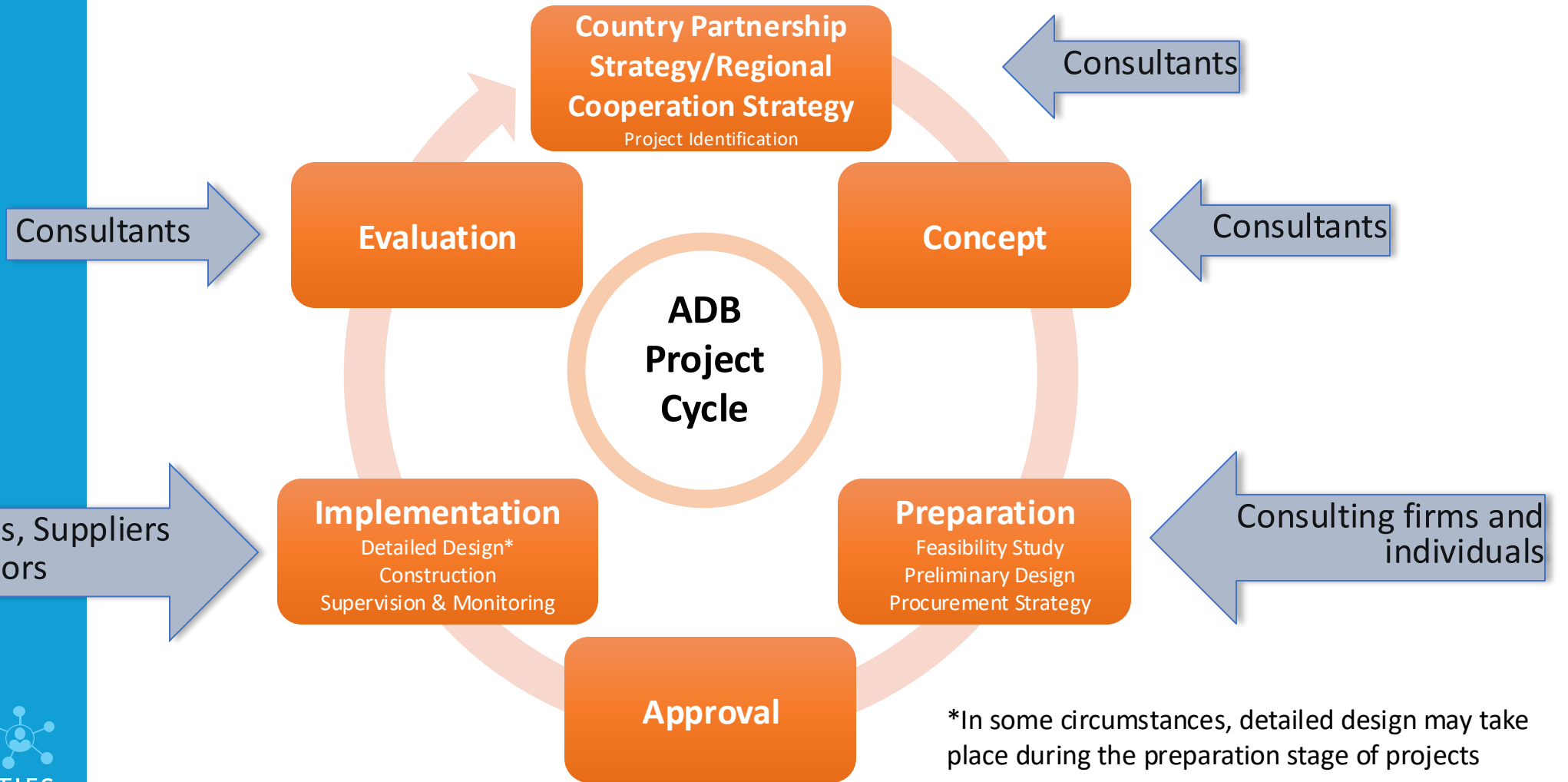
AFNR = Agriculture, Food, Nature, and Rural Development; EDU = Education; ENE = Energy; FIN = Finance; HSD = Human and Social Development; IND = Industry and Trade; ICT = Information and Communication Technology; MUL = Multisector; PSMG = Public Sector Management and Governance; TRA = Transport; WUD = 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?



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

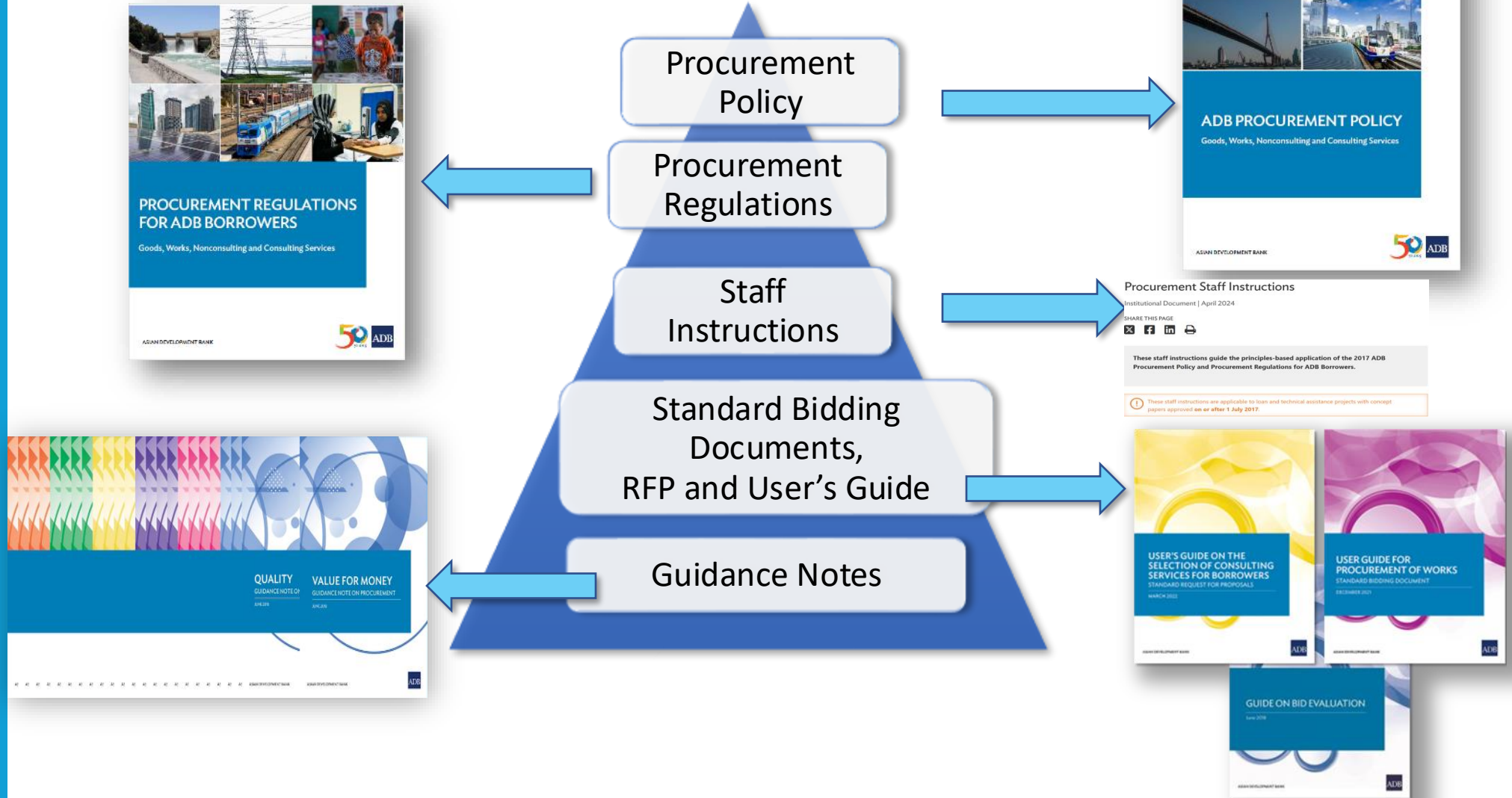
Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

ADB undertakes procurement

Contracts signed by ADB

Procurement Framework



ADB Procurement Policy - Core Principles



Economy



Efficiency



Fairness



Transparency



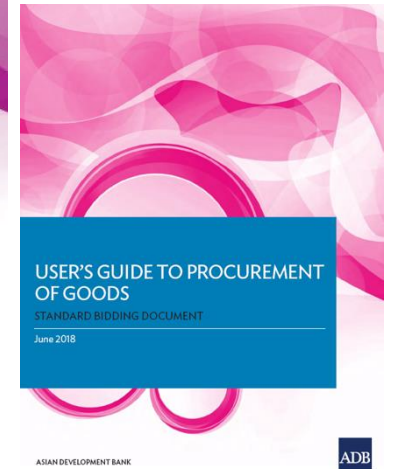
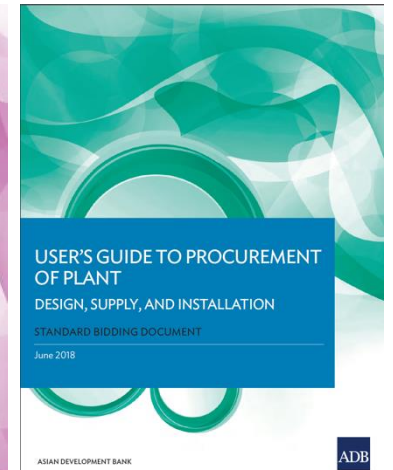
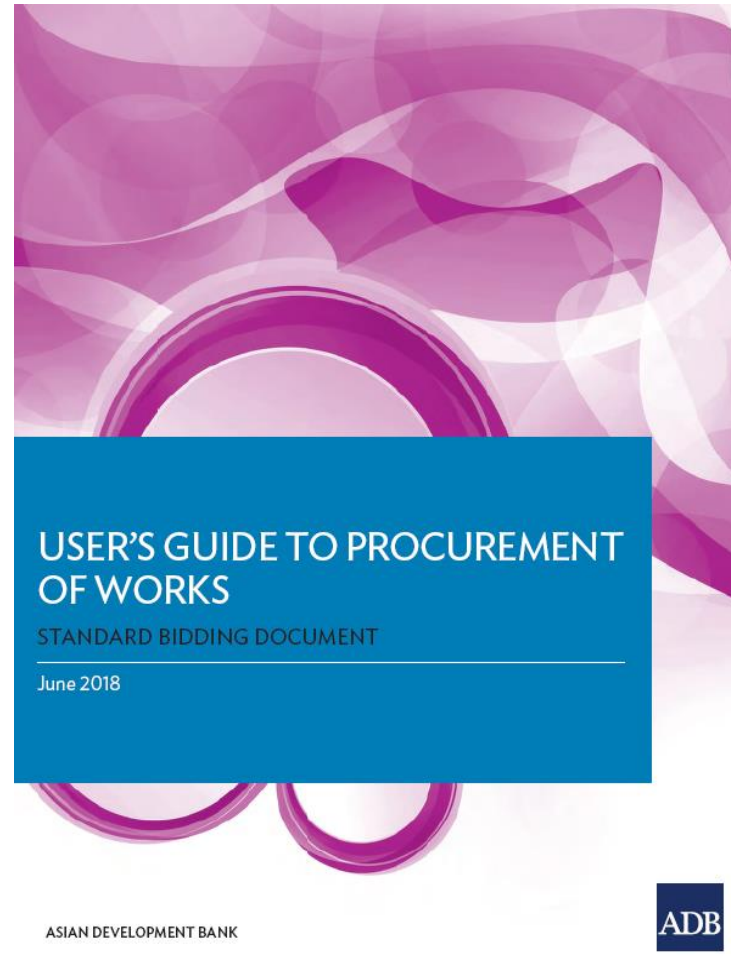
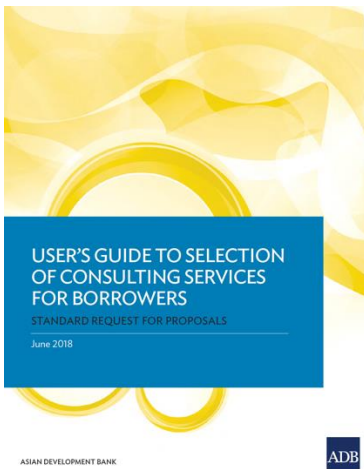
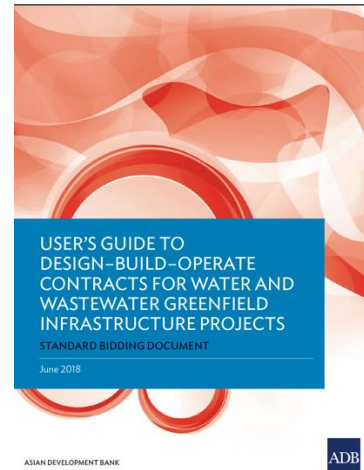
Quality



Value for money (VFM)

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

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

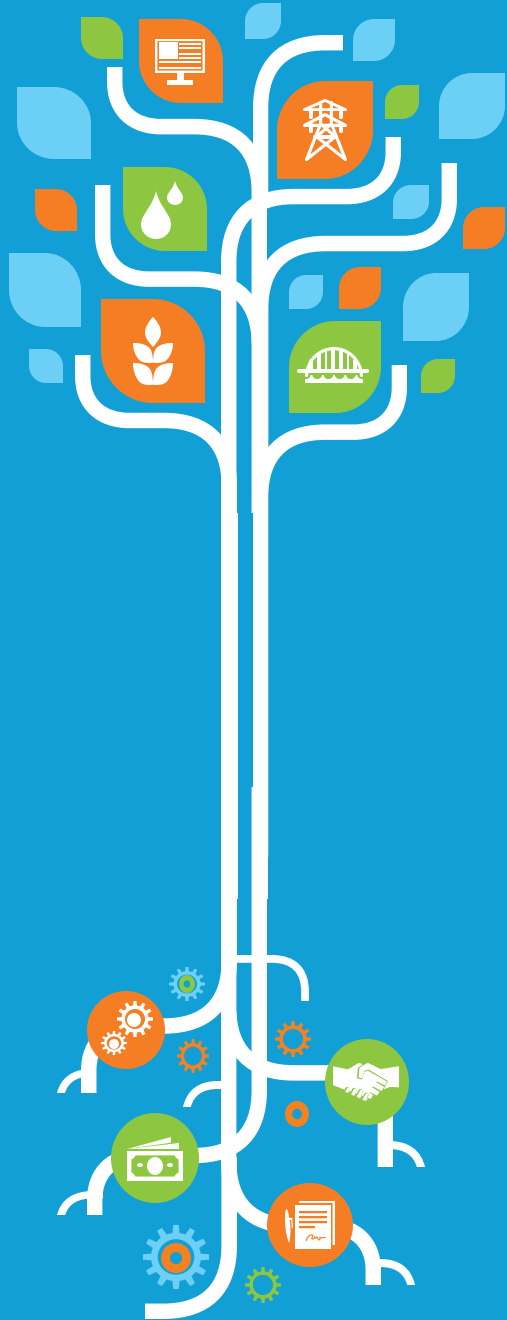
- International may be for any ADB member country (global if eligibility restriction waived)
- A firm is considered national if it is legally incorporated in that DMC
- An individual is national if a citizen of the DMC or, if a national from another member country, he/she legally resides and works in that DMC.

Procurement Methods to Recruit Consulting Firms



Mainstreaming merit point criteria (MPC)

- Use of MPC support evaluation of bids by considering both quality and cost. Price alone may not sufficiently represent VFM.
- It facilitate evaluation of bids/proposals by considering non-price attributes including quality, technical and substantiality aspects.
- Better equipped with managing relevant risks such as (environmental, social, supply chain, quality, etc. among others)
- Support in selection of contractors who can deliver the best by allowing them to propose innovation/creativity in project delivery.



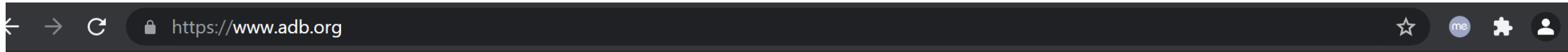
Finding Business Opportunities Information

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



News and Events ADB Institute Contact English ▾

WHO WE ARE WHAT WE DO WHERE WE WORK **WORK WITH US**

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
52212-001; 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. →

Projects & Tenders

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

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

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

Goods & Works – Specific Procurement Notices



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

Procurement of goods, works, and consulting services

Search tenders 🔍

Results 1-20 of 22

[RSS](#) [Sort by ▼](#)

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

45296: Davao Public Transport Modernization Project [OCB 22-002-7 Contract No. 05 and Contract No. 06] Status: Active Deadline: 12 Aug 2022

45296-006; Philippines; Transport; Posting date: 30 Mar 2022

Notice Type: Invitation for Bids

45296-006 PHI: Davao Public Transport Modernization Project (OCB 22-003-5) Status: Active Deadline: 08 Aug 2022

45296-006; Philippines; Transport; Posting date: 29 Mar 2022

Notice Type: Invitation for Bids

45296-PHI: Davao Public Transport Modernization Project [OCB 21-142-6] Status: Closed Deadline: 10 Feb 2022

45296-006; Philippines; Transport; Posting date: 19 Nov 2021

Notice Type: Invitation for Bids

ADB Loan No. 3631-PHI: Improving Growth Corridors in Mindanao Road Sector Project (IGCMRSP) [PR-01a] - Rebidding Status: Closed Deadline: 09 Nov 2021

41076-048; Philippines; Transport; Posting date: 14 Sep 2021

Notice Type: Invitation for Bids

Approval Number: 3631



Invitation for Bids

Date:	30 March 2022
Loan No. and Title:	45296: Davao Public Transport Modernization Project
Contract No. and Title:	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
Deadline for Submission of Bids:	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 (DOTr) ("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~~

Roster of Detailed Engineering Design and Construction Supervision Consultants for projects in the Pacific Islands

- Opportunities in the Pacific are estimated at USD 40-50 million each year (ADB and World Bank combined)
- ADB will create a roster of consulting firms that can work on ADB/WB projects, if requested by Pacific governments
- Contracts will be signed by Pacific governments
- ADB will issue an Expression of Interest requesting details on Consultant experience, staffing and maximum expert rates.
- Estimated EOI Advertisement – December 2024
- Key Sectors of interest:
 - Agriculture (incl nature, food and rural development),
 - Energy
 - Social (health, education, social development),
 - Transport (incl ICT and Industry and Trade) and
 - Water (incl. sanitation and urban development)
- ADB expects to place approx. 15 firms on the roster
- For more details, contact Kevin Moore (kmoore@adb.org)



Procurement of a roster of Consultants for Detailed Engineering Design and Construction Supervision Consulting services in the Pacific

Ongoing tenders for the Pacific region

Country	Project No.	Grant/ Loan Approval No.	Contract No. and Title Bid No.	Estimated Contract Amount	Posting Date	Bid Submission/ Application Deadline	Link in ADB.org
KIR/TUV	49450-030/49450-032	Grant 49450-030 (KIR): South Tarawa Renewable Energy Project (Phase 2) Grants 0937/0938/0939/0940 (TUV): Increasing Access to Renewable Energy Project (Additional Financing) under PREIF (49450-032)	Contract N ^o 1: Design and build floating solar PV power plant, BESS, grid infrastructure upgrade and other items in Kiribati Contract N ^o 2: Design and build of floating solar PV power plant and other items in Tuvalu Contract N ^o 3: O&M Services for facilities provided under Contract N ^o 1 Contract N ^o 4: O&M Services for facilities provided under Contract N ^o 2		27-Sep-24	18-Dec-24	
PNG	52201-001	Loan 4276/4277-PNG: Civil Aviation Development Investment Project II	CADIP II-NSPL-CW7-003: Construction of Air Traffic Control Tower and related Works at Goroka Airport	4,843,000.00	23-Sep-24	05-Dec-24	
TON	49455-002	0651-TON: Integrated Urban Resilience Sector Project	IURSP-W-02: Tapuhia Wastewater Treatment Plant (WWTP) Upgrades – operation and maintenance	890,000.00	01-Oct-24	13-Dec-24	
KIR	49453-002	Grant 0652/0653/0876/0877-KIR: South Tarawa Water Supply Project	GDW-2/1: Construction of Water Supply Networks and Associated Works	23,000,000.00	15-Nov-24	07-Feb-25	https://www.adb.org/sites/default/files/tenders/kir0652-gdw-2-1-ibf.pdf
PNG	52201-001	Loan 4276/4277-PNG: Civil Aviation Development Investment Project II	Package CW5: Wewak airport upgrading (runway extension and terminal)	20,328,000.00	22-Nov-24	17-Jan-25	https://www.adb.org/sites/default/files/tenders/52201png-cadip2-cw5-rev-ibf-corrig.pdf
PNG	52201-001	Loan 4276/4277-PNG: Civil Aviation Development Investment Project II	CADIP II-NSPL-CW8-004: Construction of Port Moresby International (Jacksons) Airport Air Traffic Management Center and Air Traffic Control Tower	16,940,000.00	1-Nov-24	17-Jan-25	https://www.adb.org/sites/default/files/tenders/52201png-cw8-pmia-atc-nspl-ibf-1nov.pdf
PNG	52201-001	Loan 4276 / 4277 – Civil Aviation Development Investment Project II	CADIP II-20-2A1: Runway Extension, Asphalt Surfacing, New Terminal Building & Associated Works at Wewak Airport, East Sepik Province, Papua New Guinea	20,328,000.00	21-Nov-24	24-Jan-25	https://www.adb.org/sites/default/files/tenders/52201png-cadip2-cw5-rev-ibf.pdf
PNG	52201-001	Loan 4276 / 4277 – Civil Aviation Development Investment Project II	CADIP II-20-2A1: Runway Extension, Asphalt Surfacing, New Terminal Building & Associated Works at Wewak Airport, East Sepik Province, Papua New Guinea (Corrigendum)	20,328,000.00	28-Nov-24	24-Jan-25	https://www.adb.org/sites/default/files/tenders/52201png-cadip2-cw5-rev-ibf-corrig_1.pdf

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 users without accounts. At the bottom, it says "Claiming for a TA Contract? Visit **TA Claims Partner**".



https://selfservice.adb.org/OA_HTML/adb/xxers/isp/ShortlistedFirms.jsp



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

ADB

ADB Consultant Management System

Overview **FAQ**

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 with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
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.

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.

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](#)

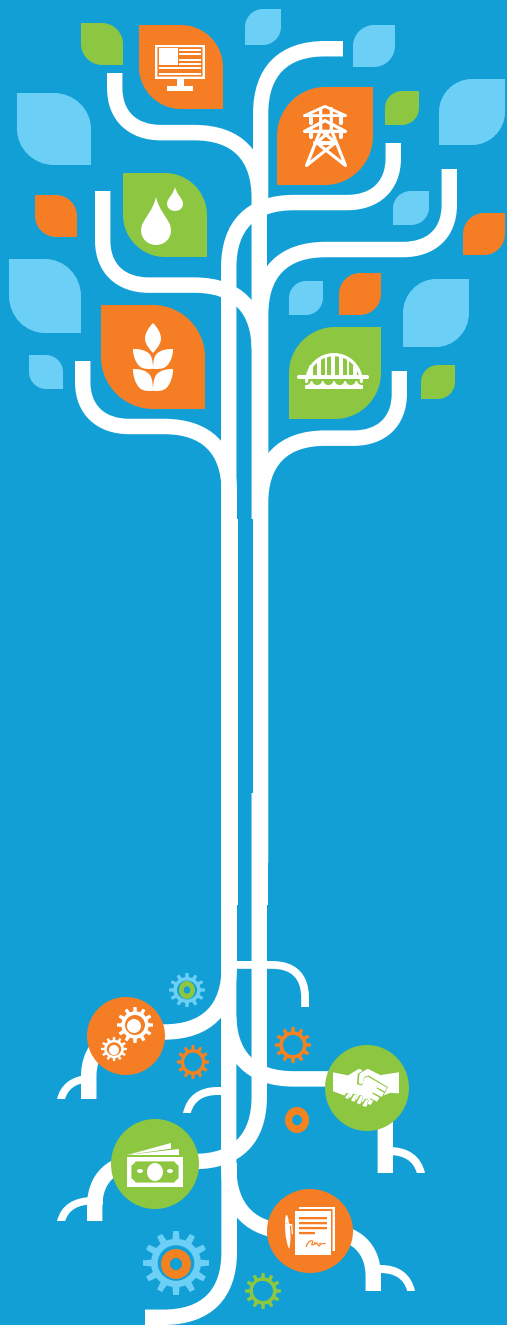
Pakistan (18)
 Palau (6)
 Papua New Guinea (5)
 Philippines (38)
 Samoa (4)
 Solomon Islands (5)
 Sri Lanka (3)
 Tajikistan (3)
 Thailand (5)
 Timor-Leste (2)

Sector

Search by Expertise [Go](#)

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	
TA 55064-005 REG: Water Organization Partnerships for Resilience - WOP4R Program Consultants	Water Supply and Sanitation	Firm	36	29-Jun-2022	10-Aug-2022 11:59 PM	
TA-6929 REG: Enhancing Disaster Risk Understanding and Resilience - Technical Assistance Coordinator (55357-001)	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	
LOAN-3944 PHI: Local Governance Reform Project - OP1/QCBS-002 Financial, Administrative, and Technical Support Firm (52173-002)	Finance and Administration	Firm	30	23-Jul-2022	06-Aug-2022 11:59 PM	
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)	capacity development	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
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)	Social Development, Gender and Land Acquisition and Resettlement Specialist	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
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)	project finance, economics	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
TA-9766 REG: Southeast Asia Public Management, Financial Sector, and Trade Policy Facility - LGDP-N34 National Legal Specialist LGDP-N34 (53071-001)	Legal	Individual	8	22-Jul-2022	04-Aug-2022 11:59 PM	
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)	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	
TA-6730 REG: Promoting Life Cycle Management of Fluorocarbons - PHI Fluorocarbons Expert (54386-001)	Fluorocarbons Expert	Individual	7.7	13-Jul-2022	02-Aug-2022 11:59 PM	





For more: adb.org

To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:

<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/>

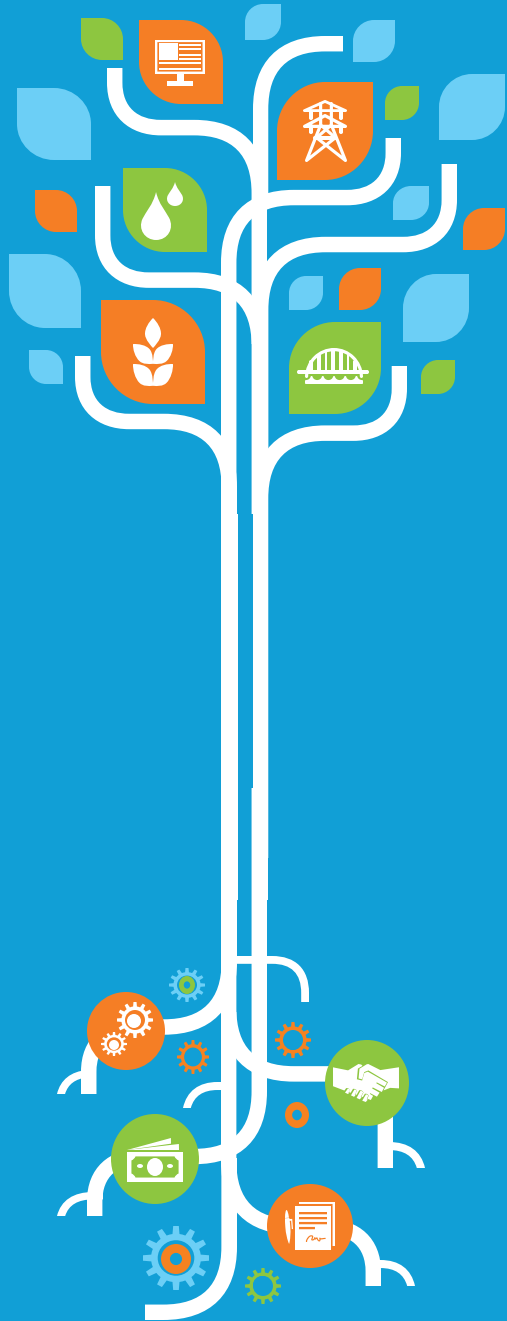
Presentations at ADB Business Opportunities Fair 2024

<https://events.development.asia/learning-events/12th-business-opportunities-fair-2024>

Thank you

Keiko Koiso
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Additional slides

ADB and Japan

- Japan joined ADB as a founding member in 1966 and have 15.571% of total shares
- Japan has provided \$22.23 billion in capital subscription
- Japan's membership enables Italian companies to do business with ADB
- Since 1966, 4,974 goods, works, and related services contracts worth \$3.6 billion and 905 consulting contracts worth \$713.58 million have been awarded to Japanese companies and individuals.
- In 2023, 1 goods, works, and related services contract and 31 consulting contracts worth \$30.93 million have been awarded



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

Top 5 Contractors/Suppliers from Japan

Goods, works and related services under ADB Loan and grant

Top 5 Contractors/Suppliers (2019–2023)

	Name	Sectors	Contract Amount (\$ million)
1	Exeno Yamamizu Corp.	TRA	24.05
2	JGC Corp.-NGK Insulators Ltd- MCS International LLC (JV)	ENE	7.31
3	TEC International Co. Ltd	TRA	5.49
4	Ogawa Seiki Co. Ltd	HLT	0.60
5	Artec Co. Ltd	EDU	0.25
	Others		0.47
	TOTAL		38.17

Top 5 Consultants from Japan

Consulting services under ADB Loan, grant and Technical Services

Top 5 Consultants (2019–2023)			
	Name	Sectors	Contract Amount (\$ million)
1	CTI Engineering International Co;. Ltd	PSM, TRA	43.55
2	Oriental Consultants Co. Ltd	PSM, TRA, WUS	36.13
3	Nippon Koei Co. Ltd	MUL. PSM, TRA, WUS	18.14
4	NJS Consultants Co. Ltd	WUS	8.02
5	Yachiyo Engineering Co. Ltd	ENE, TRA, WUS	6.41
	Individual Consultants		5.50
	Others		27.36
	TOTAL		145.10

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

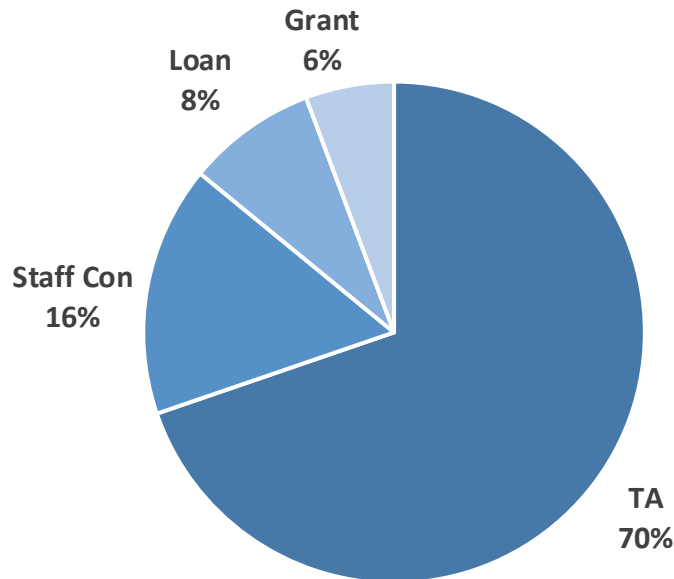
Region
 (All)
 Central and West Asia
 East Asia
 Pacific
 South Asia
 Southeast Asia
 Regional

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
Total	181,027,708	4,311



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
Total	397,155,423	522

