

The ADB logo consists of the letters 'ADB' in a white, serif font, centered within a dark blue square.The IFW logo features the letters 'IFW' in a white, sans-serif font, with 'INTERNATIONAL FINANCIAL WEEK' and its Chinese equivalent '國際金融周' in smaller text below it, all contained within a purple square.

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

ADB Business Opportunities

- **14 January 2025**
Grand Hyatt Hong Kong
1 Harbour Road, Hong Kong, China
9:00 AM to 12:30 PM

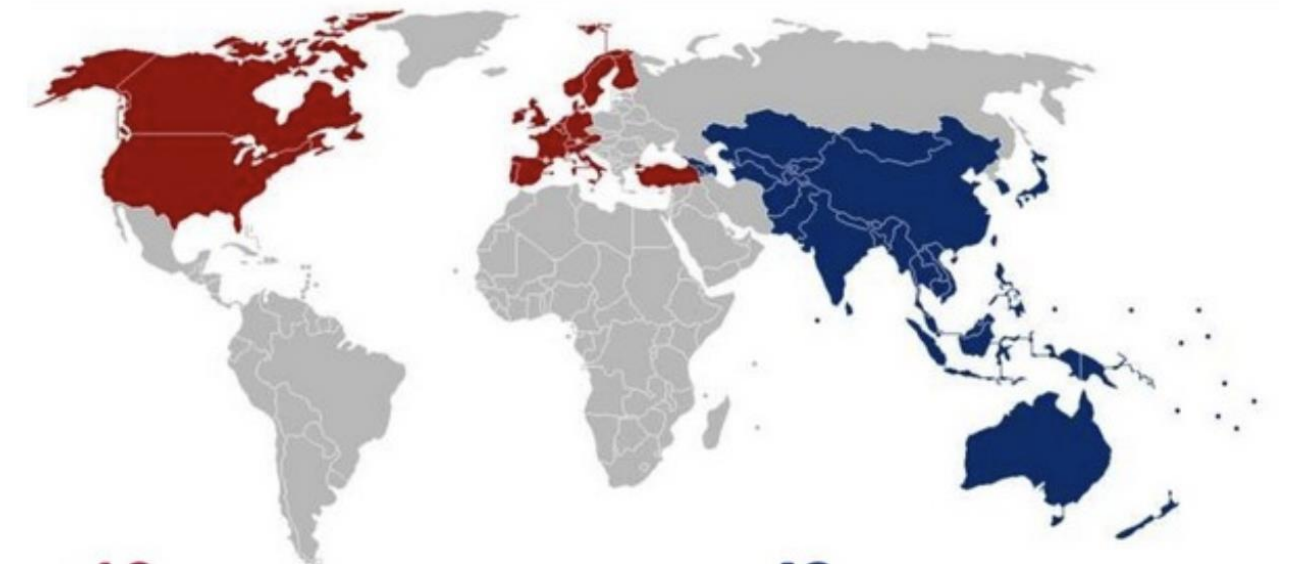




ADB procurement How to bid for ADB- funded projects

Galiya Ismakova
Procurement Director
Asian Development Bank

-
- The Asian Development Bank (ADB) was established in 1966.
 - ADB aims to promote social and economic development in Asia.
 - It provides financial and technical assistance to member countries.
 - ADB focuses on poverty reduction and sustainable development.
 - The bank has 69 member countries and is headquartered in Manila.





How ADB finances projects?



Public sector (sovereign) financing

Financial products for developing member country governments and public sector entities



Private sector (nonsovereign) financing

Direct financial assistance to private sector projects



ADB funds and resources

ADB funds activities in various sectors through loans and grants, financed from ordinary capital resources as well as special and trust funds.



Cofinancing partnerships

To create greater synergies, ADB partners with others to finance development projects in the region.

With multilaterals, bilaterals, and private institutions

With commercial financial institutions

How do we support our Developing Members?



Financing: providing loans, technical assistance, grants, and equity investments while also mobilizing funds from other sources



Knowledge: Focusing on practical value that fits local conditions, identifying lessons, and replicating good practices

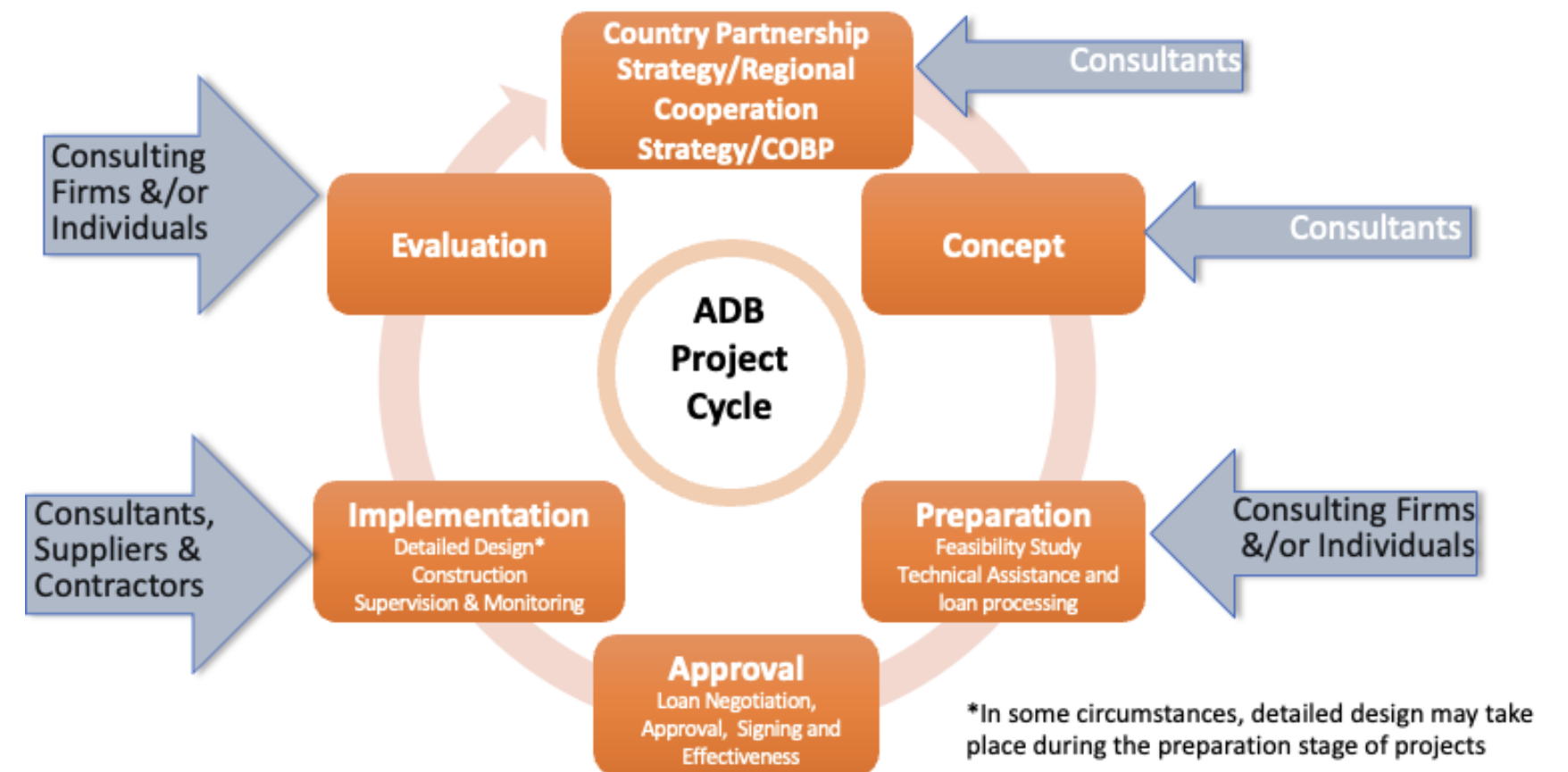


Partnerships: Promoting dialogue and collaboration among diverse partners and stakeholders

ADB Project Cycle

- www.adb.org/news/videos/adbs-project-cycle
- The various stages from country programming to project completion and evaluation are known collectively as ADB's project cycle. Documents produced in the course of a project are disclosed throughout the project cycle according to the disclosure requirements specified under the [Access to Information Policy](#).

When is Private Sector engaged in ADB Projects?





Country Partnership Strategies

<https://www.adb.org/documents/series/country-partnership-strategies>

Publications and Documents

Explore our data-rich research, policy analysis, toolkits, guidelines, and other resources on economics and key development topics. Our operational documents are also available in this section.

- Main
- Latest ▾
- Key Publications
- Economic Research
- ADB Operations
- Learning Materials
- Climate Change
- Library Partners
- More ▾

Home > Publications > Country Partnership Strategies

Country Partnership Strategies

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level.



COUNTRY PLANNING DOCUMENTS | 08 JUN 2023

Kyrgyz Republic: Country Partnership Strategy (2023-2027)

This Country Partnership Strategy (CPS) for Kyrgyz Republic defines ADB's strategic approach in the country for 2023-2027.

Search for publication or document 🔍

Browse by Topic >

Browse by Region/Country >

Browse by Type >



Why pursue ADB-Financed Contracts?



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



Availability of funds



International best practice procurement procedures



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

ADB Business Op

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

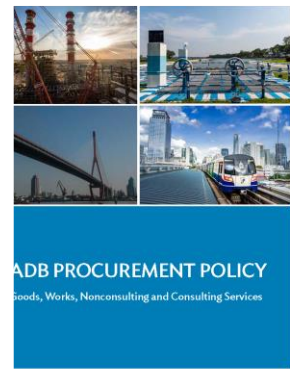
Consulting Services

ADB undertakes procurement

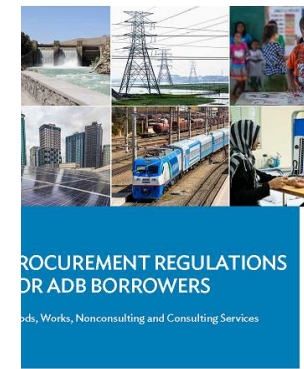
Contracts signed by ADB



Procurement Framework



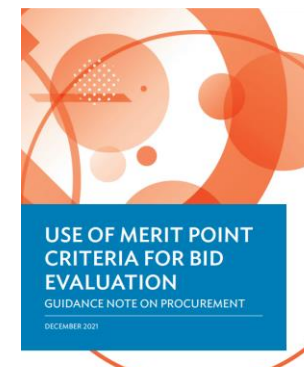
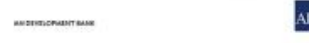
ADB Procurement Policy



Procurement Regulations for ADB Borrowers



Standard Bidding Documents and User Guides



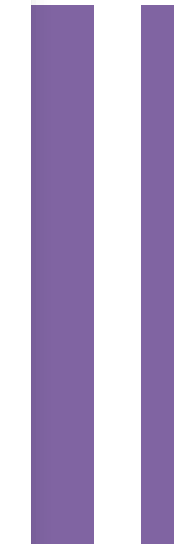
Guidance Notes



Procurement Staff Instructions



Principle		Outcomes
	Fairness	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	Economy	Using price, quality, and any nonprice attributes to deliver viable projects.
	Efficiency	Ensures procurement processes are proportional to value and risks.
	Transparency	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	Quality	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	Value for Money	Obtain optimal benefits through effective, efficient, and economic use of resources.



ADB Core Procurement Principles

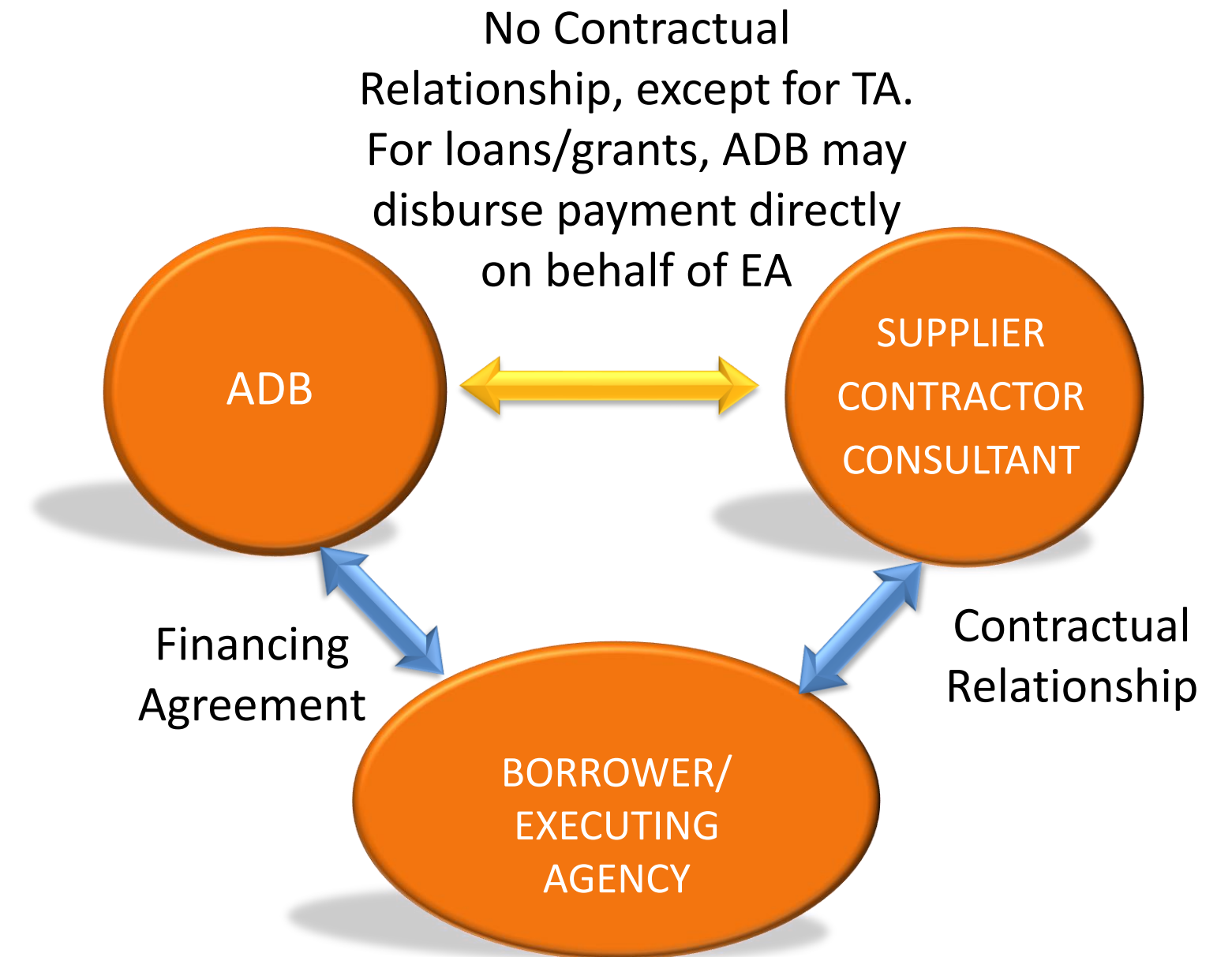


Relationships, Roles, and Responsibilities in Procurement

The **Borrower** (Executing Agency) is responsible for procurement of goods, works and services

ADB (under TAs) or **Borrower** select and recruit Consultants

ADB reviews the procurement activities of EAs to ensure that proceeds of its financing are used in accordance with the bank's rules. This is done on either a prior review or post-review basis



***Two primary “streams” of procurement:**

- 1) ADB Technical Assistance (ADB = buyer)
- 2) ADB-financed projects (borrower = buyer)





How Contracts are procured for goods and works

ADB Standard Bidding Documents

- Goods
- Small Works
- Large Works
- Plant - Design, Supply and Installation
- Design-Build-Operate
- IT Products and Services
- Pre-qualification
- Request for Quotation

Selection Methods

- 1 Stage 1 Envelope
- 1 Stage 2 Envelope
- 2 Stage bidding

Evaluation Methods

- Most Economical Bid
- Life Cycle Costing
- Merit Point Scoring

Open competitive bidding is ADB's default approach for procurement



ADB uses Internationally Recognized Procedures

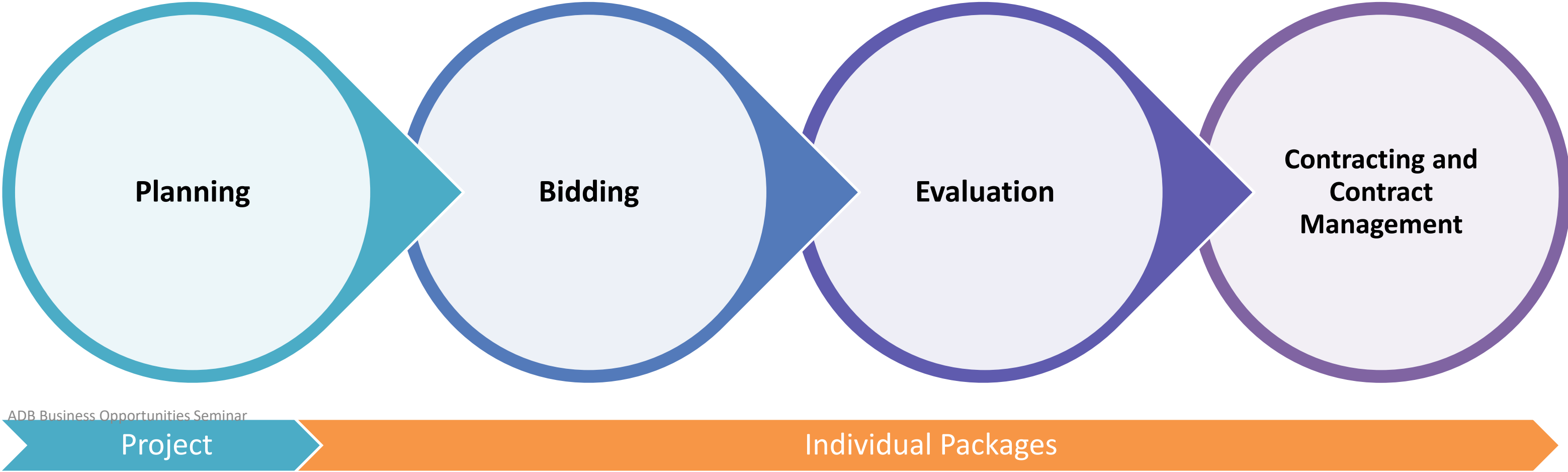
- Open Competitive Bidding
- Advertisement of Opportunities
- Public Bid Opening
- Robust Bid Evaluations Procedures
- Process Oversight by ADB
- Publication of Results
- Debriefing and Complaints Mechanism
- Robust Fraud and Corruption Procedures

ADB Business Opportunities Seminar





Procurement Process



ADB Business Opportunities Seminar

Project

Individual Packages

Tips when considering ADB-financed projects/assignments

- **Understand** the country, project, and client requirements
- Collect relevant business intelligence – **network!**
- Engage and partnership with firms likely to be shortlisted
- Position yourself to your competitive advantage
- **Study the bidding documents** and understand the procurement method and evaluation criteria
- Focus on **performance and reputation** for successful work
- Express interest
- Prepare a responsive and ¹⁶ **strong technical proposal**
- Seek clarifications in writing
- Be ready for possible bid **extensions** or amendments

ASK QUESTIONS

How to find Information on our Website

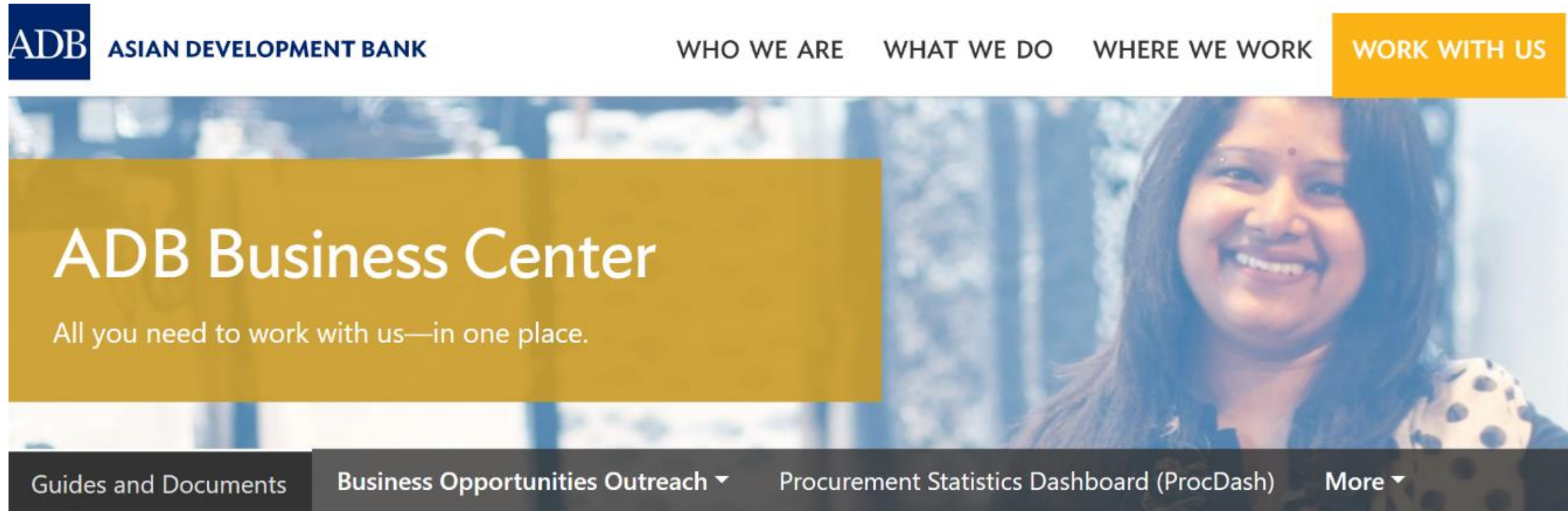
The screenshot shows the ADB website with the following elements:

- 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 (highlighted with a purple oval)
- Search bar: Search (with magnifying glass icon)
- 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."
 - Text: "ADB Business Opportunities Seminar"
- 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
- 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 (highlighted with a red rounded rectangle):
 - Operational Procurement
 - Institutional Procurement
 - Business Opportunities Outreach
 - Projects & Tenders

Business Center - www.adb.org/business

Procurement - www.adb.org/business/operational-procurement

Business Center - www.adb.org/business



ADB ASIAN DEVELOPMENT BANK

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

ADB Business Center

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

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

- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

Home > Work with Us > Business Center > Working with ADB

ADB Business Opportunities Seminar

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing agencies

Development institutions

Working with ADB

18 How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

Projects & Tenders - www.adb.org/projects

ADB ASIAN DEVELOPMENT BANK

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 12135 [RSS](#) [Sort by](#)

Earthquake Emergency Response Project 58550-001; Vanuatu; Public sector management	Status: Approved	Approval Date: 31 Dec 2024
Ankura Women and Children Hospitals Expansion Project 58128-001; India; Health	Status: Approved	Approval Date: 16 Dec 2024
Lakeshore Capital III, L.P. 58157-001; Regional, Cambodia, Lao People's Democratic Republic, Thailand, Viet Nam; Finance	Status: Approved	Approval Date: 13 Dec 2024

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ADB ASIAN DEVELOPMENT BANK


Procurement of goods, works, and consulting services







Search tenders

Results 1-20 of 41383 [RSS](#) [Sort by](#)

Loan 3943-NEP: SASEC Power Transmission and Distribution System Strengthening Project 50059-003; Nepal; Energy; Posting date: 06 Jan 2025	Notice Type: Invitation for Bids	Deadline: 24 Feb 2025
Project Implementation Consultant for Project Management and Technical Support in Ningxia Hui Autonomous Region 54027-002; China, People's Republic of; Agriculture, natural resources and rural development; Posting date: 11 Nov 2024	Status: Active	Deadline: 19 Feb 2025

Goods and Works - Subscribe to receive alerts* - <https://alerts.adb.org>

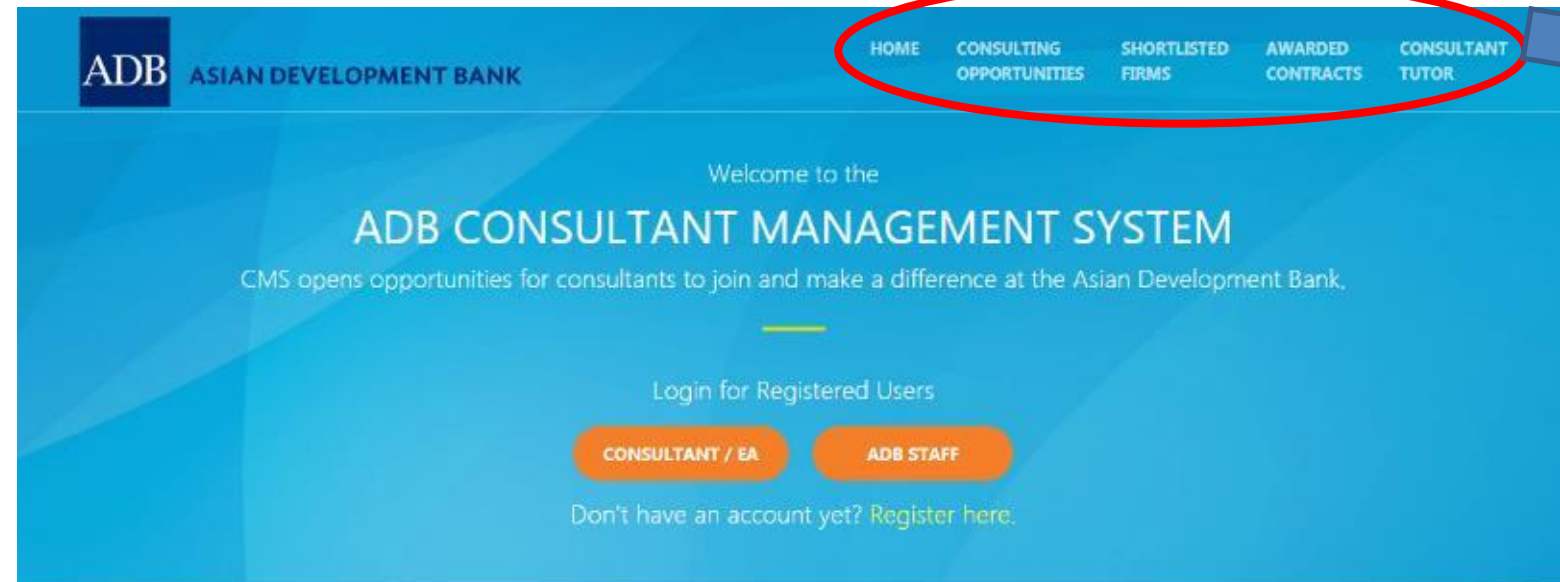
 **SUBSCRIBER SERVICES →**
Subscribe to ADB's Newsletters, Alerts and RSS feeds.

Follow ADB:      

Alerts Links to content posted on ADB.org delivered to your inbox daily or weekly.	<input checked="" type="radio"/> Daily <input type="radio"/> Weekly <input type="radio"/> Off
Articles and Videos	<input checked="" type="radio"/> On <input type="radio"/> Off
Asian Development Blog	<input checked="" type="radio"/> On <input type="radio"/> Off
Board Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Business Center Materials	<input checked="" type="radio"/> On <input type="radio"/> Off
Country Planning Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Economic Data and Research	<input checked="" type="radio"/> On <input type="radio"/> Off
Evaluation Reports	<input checked="" type="radio"/> On <input type="radio"/> Off
Events	<input checked="" type="radio"/> On <input type="radio"/> Off
News Releases and News from Country Offices	<input checked="" type="radio"/> On <input type="radio"/> Off
Procurement Notices (Goods and Works) Note: Weekly notifications on consulting opportunities available for registered users of the Consultant Management System (CMS) .	<input checked="" type="radio"/> On <input type="radio"/> Off
Project Information and Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Publications	<input checked="" type="radio"/> On <input type="radio"/> Off
Safeguard Documents	<input checked="" type="radio"/> On <input type="radio"/> Off
Vacancies	<input checked="" type="radio"/> On <input type="radio"/> Off

Does not include Consulting services Alerts which are received through <http://cms.adb.org>

Consulting – Finding Opportunities on <http://cms.adb.org>



CONSULTING OPPORTUNITIES SHORTLISTED FIRMS AWARDED CONTRACTS CONSULTANT TUTOR

- Consulting opportunities are visible through ADB's CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- Step-by-step guides available at <http://consultanttutor.adb.org>



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.

Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

This page provides detailed information on the consulting services required for ADB-financed or administered projects, including term specific advertisements of interest by ticking the appropriate checkboxes or by entering keywords to search by expertise.

Refine by [Clear All](#)

Consultant Type

- Firm (43)
- Individual (185)

Eligibility of Consultant Country

- Open to Member Countries Only (227)
- Non-Member Countries Allowed (1)

Engagement Period

- Less than 3 months (7)
- 3 months to 1 year (151)
- More than 1 year (70)

Search by Expertise

Project	Expertise	Consultant Type	Engagement Period (Months)
LOAN-4239 PRC: Yellow River Basin Green Farmland and High-Quality Agriculture Development Project - NX-PPMO-CS01 Project Implementation Consultant for Project Management and Technical Support in Ningxia Hui Autonomous Region (54027-002)	Project Management and Implementation Support	Firm	45
ADB/World Bank Roster of Detailed Engineering Design and Construction	Detailed Engineering Design and Construction	Firm	36

CMS –
searching
consulting
opportunities



Home > Projects > Yellow River Basin Green Farmland and...

China, People's Republic of : Yellow River Basin Green Farmland and High-Quality Agriculture Development Project

Sovereign Project | 54027-002

Status: Active

Overview Project Data Sheet Documents Stories Tenders

The Ministry of Agriculture and Rural Affairs (MARA) is seeking support from ADB to demonstrate how the agriculture sector in the Yellow River basin can be transformed into one which is based on: (i) stronger and more capable institutions that can support sustainable sector development; (ii)

Project Details
Project Officer Shen, Xin

Projects – Tenders

China, People's Republic of : Yellow River Basin Green Farmland and High-Quality Agriculture Development Project

Sovereign Project | 54027-002

Status: Active

[Overview](#) [Project Data Sheet](#) [Documents](#) [Stories](#) [Tenders](#)

Tenders

Tender Title	Type	Status	Posting Date	Deadline
Project Implementation Consultant for Project Management and Technical Support in Ningxia Hui Autonomous Region	Firm - Consulting	Active	11 Nov 2024	19 Feb 2025
Gansu Province Project implementation consultants for project management and technical support	Firm - Consulting	Closed	07 Nov 2024	09 Dec 2024

Contracts Awarded

Contract Title	Approval Number	Contract Date	Contractor Address	Executing Agency	Total Contract Amount (US\$)
SD-PPMO-CS01: Shandong Project Implementation Consultants for Project Management and Technical Support	Loan 4239	04 Nov 2024	Energy and Environmental Development Research Center Beijing	Ministry of Agriculture and Rural Affairs	615,124.07
NPMO-CS3: Project Management	Loan	16 Jul	Beijing	Ministry of	241,878.04

Projects – awarded contracts

LOAN-4239 PRC: Yellow River Basin Green Farmland and High-Quality Agriculture Development Project - NX-PPMO-CS01 Project Implementation Consultant for Project Management and Technical Support in Ningxia Hui Autonomous Region (54027-002)

Date Published: 11-Nov-2024 Deadline of Submitting EOI: 19-Feb-2025 11:59 PM Manila local time

[Back](#) [Express Interest](#)

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

[EXTENSION](#)

[Profile](#) [Terms of Reference](#) [Cost Estimate](#)

Selection Profile

Consultant Type	Firm	Source	International
Selection Method	Quality and Cost-Based Selection (QCBS)	Technical Proposal	Full Technical Proposal (FTP)
Selection Title	Yellow River Basin Green Farmland and High-Quality Agriculture Development Project		
Package Number	NX-PPMO-CS01	Package Name	Project Implementation Consultant for Project Management and Technical S Autonomous Region
Advance Action	<input type="radio"/> Yes <input checked="" type="radio"/> No	Approval Number	4239
Engagement Period	45 MONTH	Approval Date	27-Oct-2022
Consulting Services Budget	USD 404,169	Estimated Commencement Date	01-Jan-2025
Budget Type	<input checked="" type="radio"/> Estimated <input type="radio"/> Maximum		
Open to non-Member Countries	<input type="radio"/> Yes <input checked="" type="radio"/> No		

[Additional Information](#)

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

Consulting
services
recruitment
notice

River Basin Green Farmland and High-Quality Agriculture Development Project - NX-PPMO-CS01 Project Implementation Technical Support in Ningxia Hui Autonomous Region (54027-002)

24 Deadline of Submitting EOI: **19-Feb-2025 11:59 PM Manila local time**

[Back](#)

assignment, click the "Express Interest" button to get started.

[Reference](#) [Cost Estimate](#)

Project Management and Implementation Support

TOR Keywords **Project Management and**

of the Assignment

Ningxia Hui Autonomous Region will use ADB loan funds to select a consultant (company, institution) (hereafter referred to as the "Consultant") based on the ADB procurement policy (Quality and Cost-Based Selection method (QCBS), with a weight of 90:10 and a complete technical proposal. The contract type of the assignment is Time-Based Contract, providing project management and implementation support to the project management office (hereinafter referred to as the "PMO") during the implementation period.

The Consultant shall cooperate with the PMO to do a good job in project management, and the services are not limited to the following aspects:

1. Project performance management system established by NPMO.

2. Provide technical support during project implementation and maintain coordination and supervision of various sub-projects; Review the contractor's payment applications; Monitor construction progress and prepare progress reports.

3. Organizational structure. operating procedures. document management. design

Consulting
services
recruitment
notice
TOR

LOAN-4239 PRC: Yellow River Basin Green Farmland and High-Quality Agriculture Development Project - NX-PPMO-CS01 Project Implementation Consultant for Project Management and Technical Support in Ningxia Hui Autonomous Region (54027-002)

Date Published: 11-Nov-2024 Deadline of Submitting EOI: 19-Feb-2025 11:59 PM Manila local time

[Back](#) [Express Interest](#)

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

EXTENSION

[Profile](#) [Terms of Reference](#) [Cost Estimate](#)

Cost Estimate

Competitive Items	Amount in USD
Remuneration and Other Expenses	209,906
<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>	
Sub-total	209,906
Noncompetitive Items	Amount in USD
Provisional Sums	106,385
Contingency	20,158
Sub-total	126,543
TOTAL	336,449

[Back](#) [Express Interest](#)

Consulting
services
recruitment
notice
Budget
information

nt Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts TA Claims Partner C

rms

nation available for consultants who may wish to deal directly with a shortlisted Consultant. Consultants interested in partic or sub-consultant entity with a shortlisted consultant should not contact ADB but should get in touch with the consultant di icking the appropriate checkboxes. Only projects for which the deadlines for submitting proposals have not yet expired will

s to filter to specific shortlisted Consultants by entering search parameters and clicking Search.

or Proposals All Selections

[Clear All](#)

Country	Project	Sector	RFP Issuance Date	Deadline for Submission of Proposals (M local time)
Philippines	SC No. 123421: 2026 Comprehensive Review of ADB's Compensation and Benefits Policies	Uncategorized	08-Jan-2025	12-Feb-2025
Kiribati	GRANT No. 0917: Climate-Resilient Health Infrastructure and Systems Project - CS02 Project Management Firm (55180-001)	Health	17-Dec-2024	12-Feb-2025
Maldives	TA No. 10378: Enhancing Climate Resilience and Food Security Project - Marine and Coastal Modeling and Detailed Design Study (57002-001)	Agriculture, natural resources and rural development	07-Jan-2025	11-Feb-2025

s (1)

Shortlisted firms – disclosure of information

Click the **Advanced Search** to filter to specific consulting firm contracts by entering search parameters and clicking Search.

Basic Search
Advanced Search

Refine by [Clear All](#)

Contract Date

From

To

[Apply](#)

[Cancel](#)

Project Country

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

- Regional (134)
- Armenia (7)
- Azerbaijan (2)
- Bangladesh (4)
- Bhutan (1)
- Cambodia (3)
- China (20)
- Fiji (1)
- Georgia (4)
- India (28)
- Indonesia (6)

Sector

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

- Agriculture, natural resources and rural

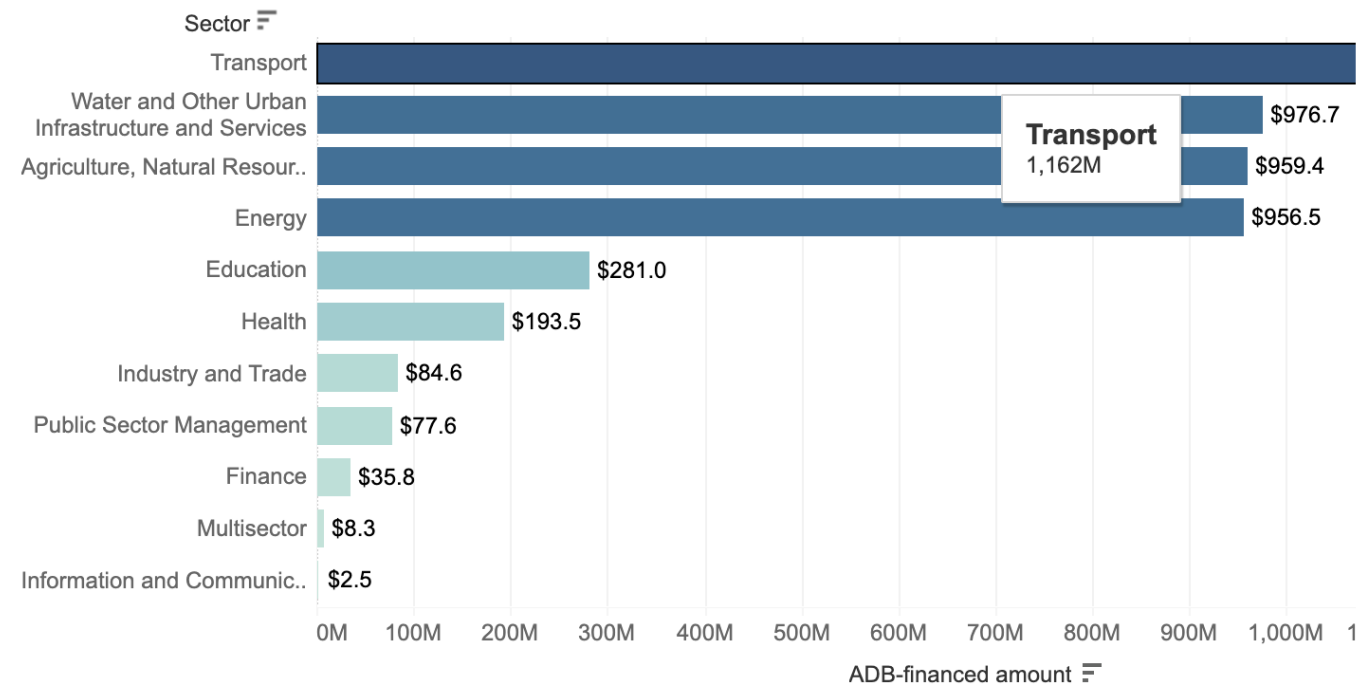
Previous 1-20 Next 20

Country	Project Name	Executing Agency	Consultant Name	Contract Date	Contract Amount (USD)	Sector	View Details
China	TA-9732 PRC: Preparing Urban and Social Development Projects - National Health Assessments and due diligence firm (53031-001)	Asian Development Bank, Shaanxi Provincial ADB's Project Management Office, Tianjin Municipal Bureau of Finance	NAREE International Limited (Hong Kong, China)	09-Jan-2025	217,600.00		
Regional	TA-10165 REG: Mainstreaming Impact Evaluation Methodologies, Approaches, and Capacities in Selected Developing Member Countries, Subproject 3 - Impact Evaluation Study (53343-004)	Asian Development Bank	PT DEFINIT (Indonesia)	02-Jan-2025	199,976.00		

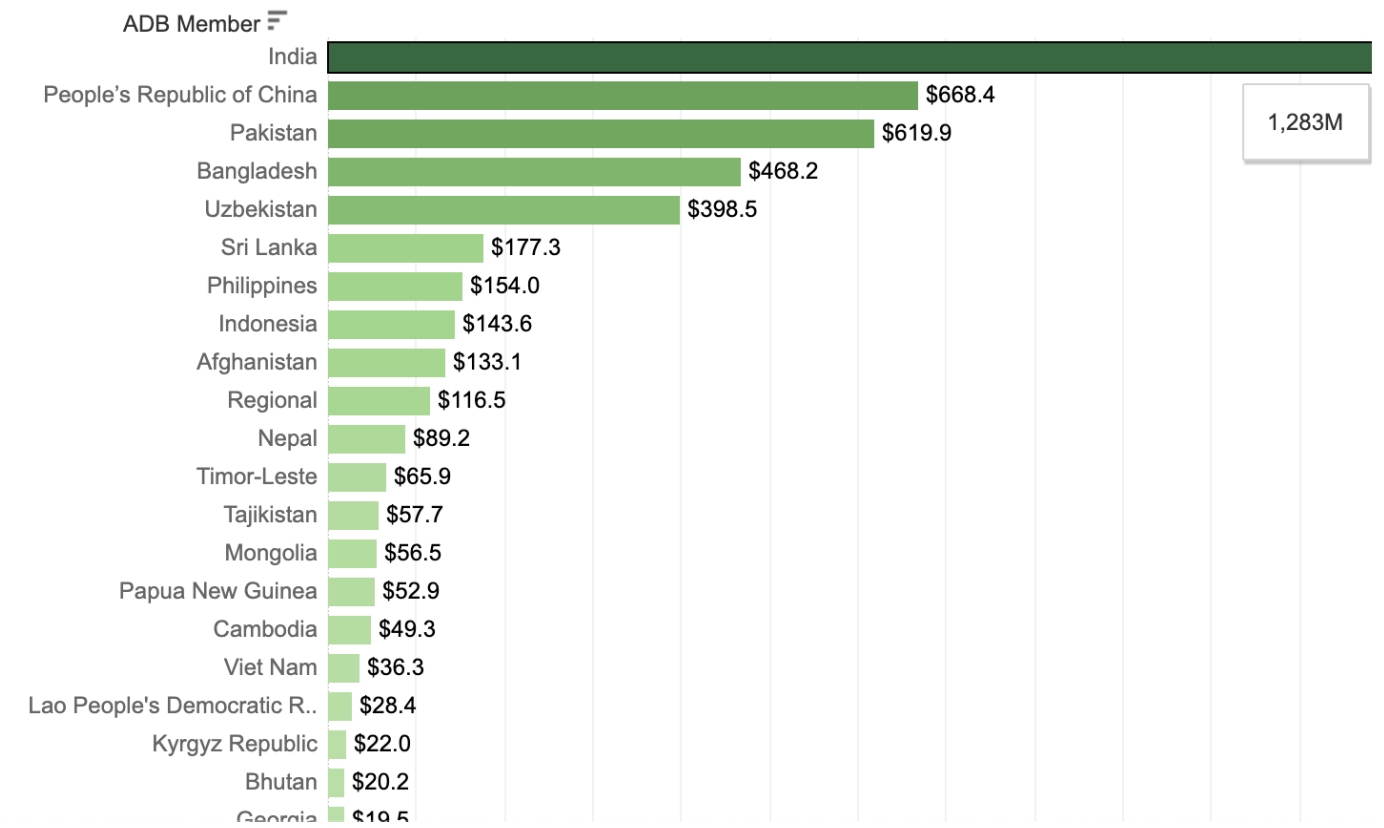
Contracts awarded

ADB Procurement Dashboard

Operational Procurement by Sector, US\$ million



Operational Procurement by ADB Member, US\$ million



ADB Business Opportunities Seminar

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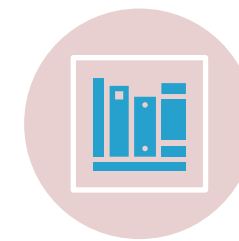
<https://data.adb.org/dashboard/operational-procurement-statistics>



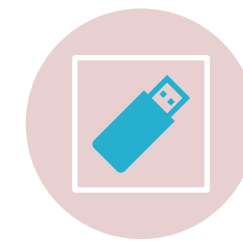
USERS
external and internal



COVERAGE
past 5 years

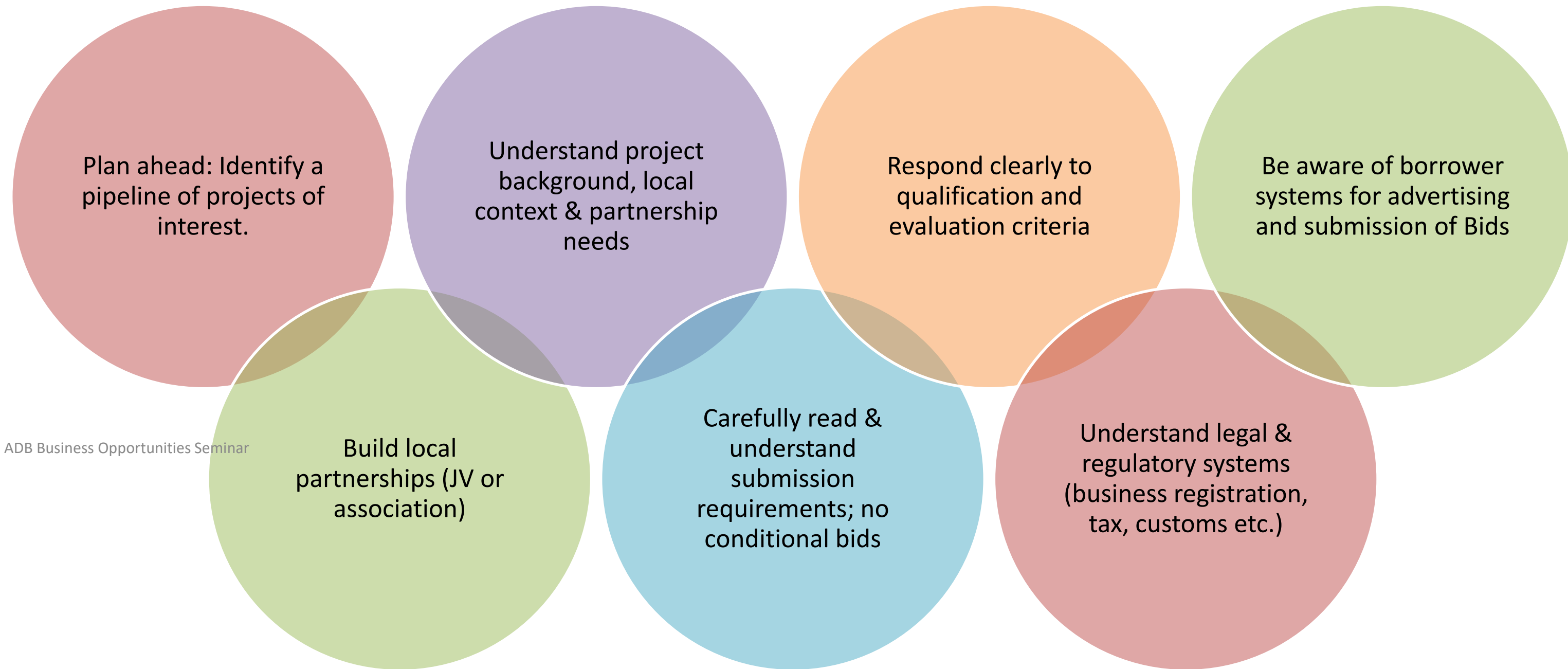


INFORMATION
region, member, nationality, nature, origin, sector



ACCESS TO DATA
downloading options

Tips - Loan & Grant funded Opportunities



ADB Business Opportunities Seminar

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

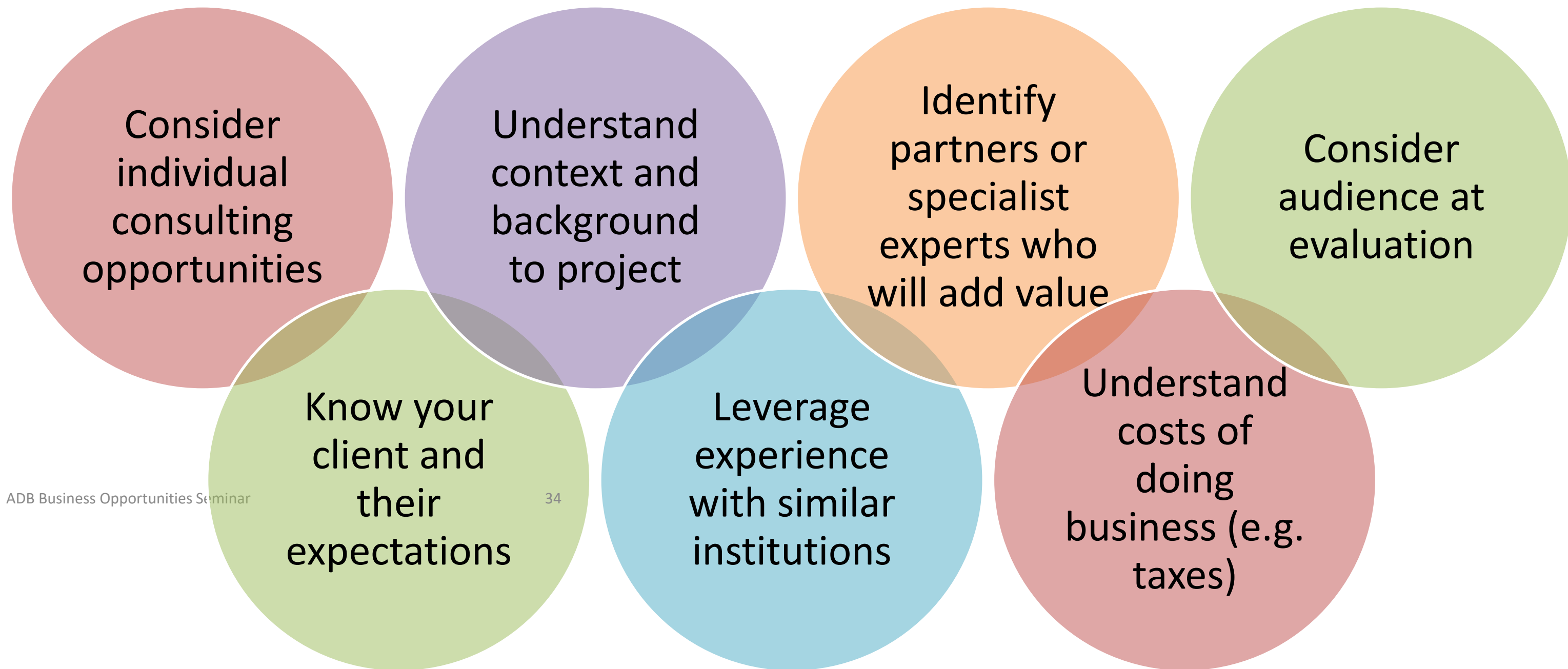
Poor Supporting Documents

Incomplete Bids / Partial Bids

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

ADB Business Opportunities Seminar

Tips – winning ADB Consulting Contracts




ADB Business Opportunities Seminar

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ASK QUESTIONS

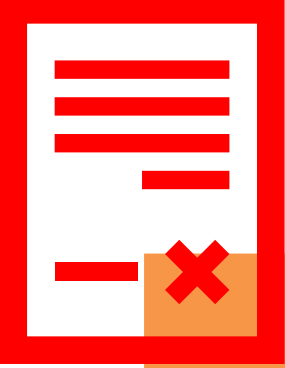
Common Mistakes - ADB Consulting opportunities



Shortlisting Phase

- Lack of knowledge of project context
- Incorrect Skills match
- Limited geographic experience
- Generic EOI
- Lack of local presence

ADB Business Opportunities Seminar 35



RFP Stage

- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability
- Issues with CMS*

[*CMS is ADB's Consultant Management System, an IT platform used to advertise and recruit consultants.](#)

Please complete the Post-event Survey



Thank you!