

This is not an ADB material. The views expressed in this document are the views of the author/s and/or their organizations 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 and/or completeness of the material's contents, and accepts no responsibility for any direct or indirect consequence of their use or reliance, whether wholly or partially. Please feel free to contact the authors directly should you have queries.

ASIAN DEVELOPMENT BANK

Winning ADB Contracts

MICHAEL SAMUEL



The ADB Opportunities

✓ ADB finances billions in infrastructure and development projects

✓ Key sectors: Water, Energy, Transport, Smart Cities, Climate

✓ Large multi-year programs with national governments

✓ Strong opportunities for consultants, contractors, and technology firms



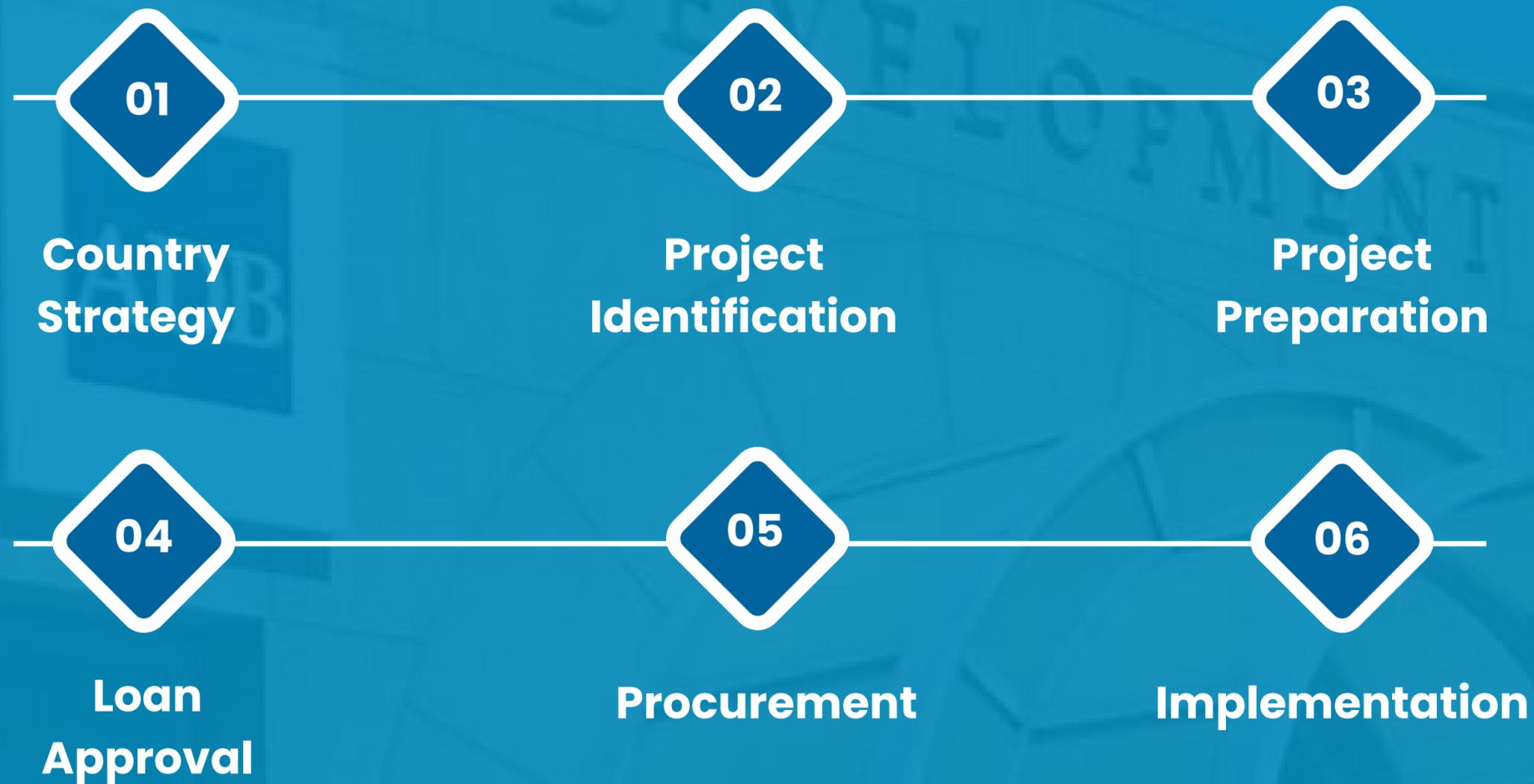


ADB Procurement Ecosystem



ADB Project Pipeline

Best engagement stage:
Project Preparation





ADB Project Activity Across Central Asia



Uzbekistan

Tajikistan

Kyrgyzstan

Kazakhstan



Turkmenistan



What Makes ADB Projects Successful

Strong government
ownership



Alignment with national
priorities



Integration of modern
technology



Long-term
sustainability and
impact



Winning Proposal Checklist



Relevant
project
experience



Strong local
partner



Clear
implementation
methodology



Understanding
of local
conditions



Risk mitigation
and schedule

Five Keys to Winning ADB Projects

**Register in the
Consultant
Management System**



**Engage early in project
design and understand
country priorities**



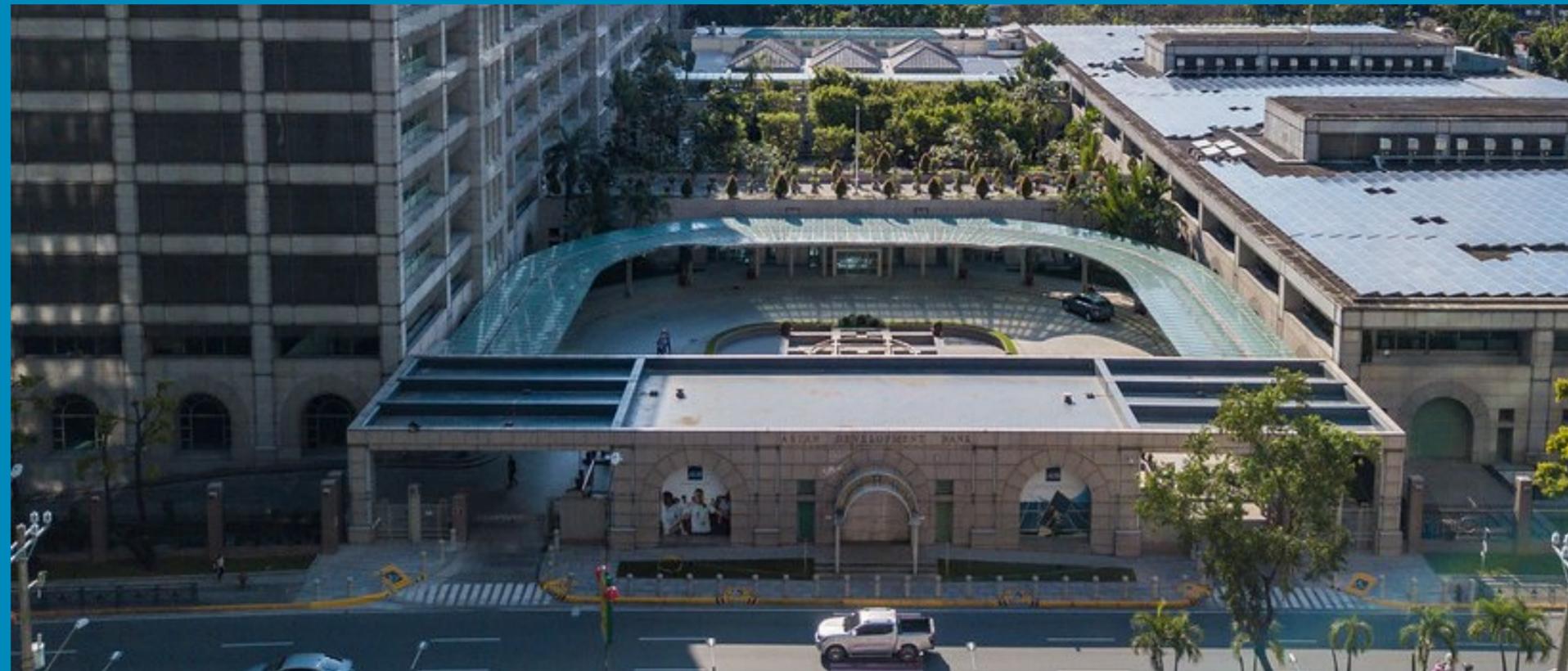
**Build strong local
partnerships**



**Submit focused
proposals**



**Deliver excellent
results on schedule**



Top 5 Mistakes Companies Make with ADB

**Waiting until the tender
is released**



**Not partnering with
local firms**



**Weak understanding of
country priorities**



**Generic proposals with
little customization**



**Underestimation of
relationship building**





Winning ADB Projects is a Long-Term Strategy



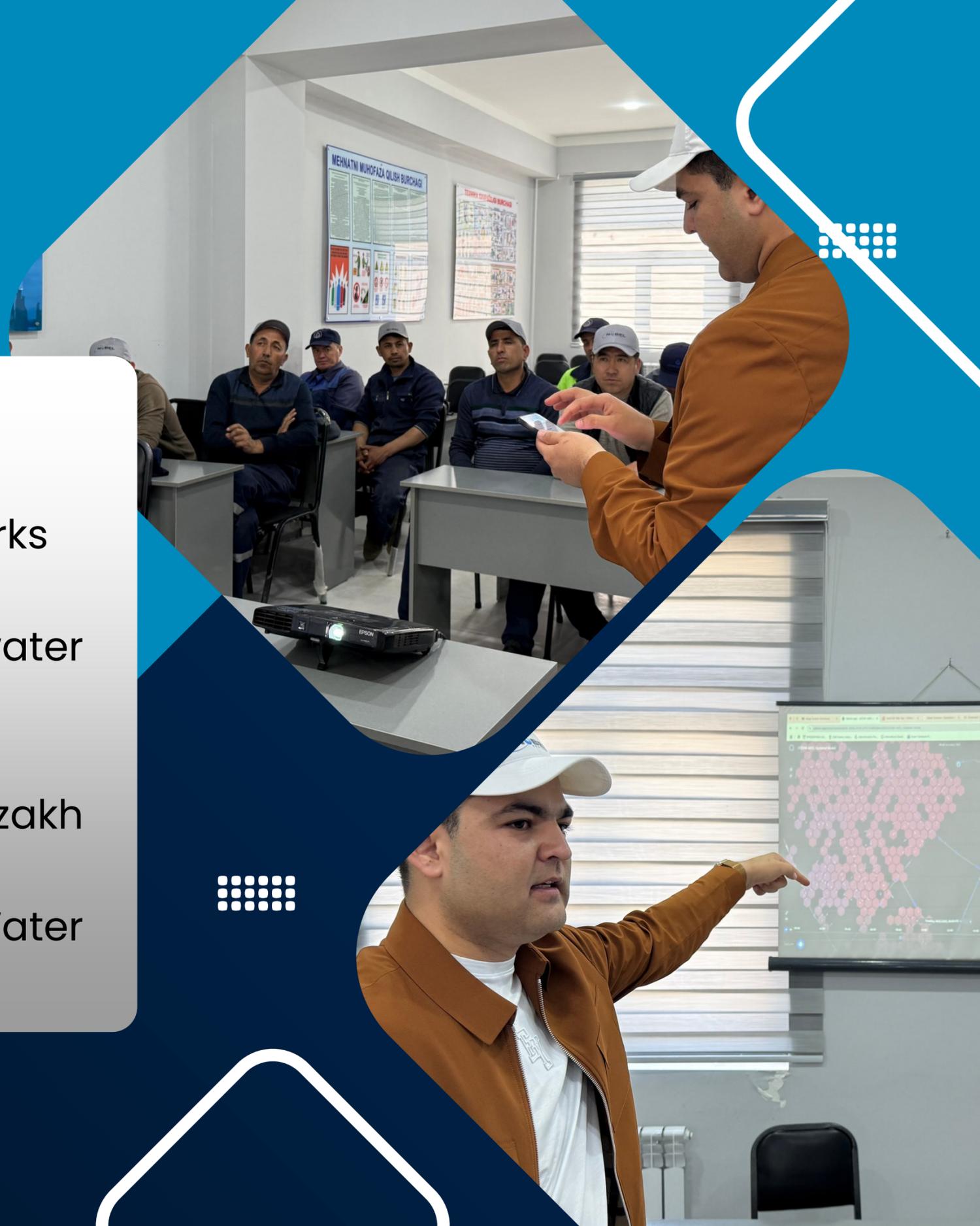
It took Nobel Systems 6 years prior to winning our first project.

- Relationships
- Expertise
- Innovation
- Persistence



Uzbekistan Digital Water Program

- ✔ ADB Grant
 - Pilot program in Chirchiq and Jizzakh
 - GIS mapping of water assets and networks
 - Remote pressure monitoring systems
 - Improved efficiency and reduced water losses
- ✔ Led to a USTDA Grant
 - Digital Twin and Transformation in Jizzakh City
- ✔ Led to an ADB Loan for a \$125 million Smart Water Project





Technical Assistance for Nepal Smart Water Utility

- ✓ GIS-based water utility management
- ✓ Smart metering integration
- ✓ Improved network monitoring
- ✓ Better service for residents



Technical Assistance for Khulna Water Supply & Sewerage Authority, Bangladesh



- ✓ GIS Mapping of water infrastructure
- ✓ GIS-based Asset Management System
- ✓ Citizen App customer reporting system
- ✓ Improved Water Services
- ✓ Infrastructure supporting millions of residents



খুলনা পানি সরবরাহ ও
পয়ঃনিষ্কাশন কর্তৃপক্ষ

ASIAN DEVELOPMENT BANK

Thank you!

MICHAEL SAMUEL

michael@nobel-systems.com

