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ADB

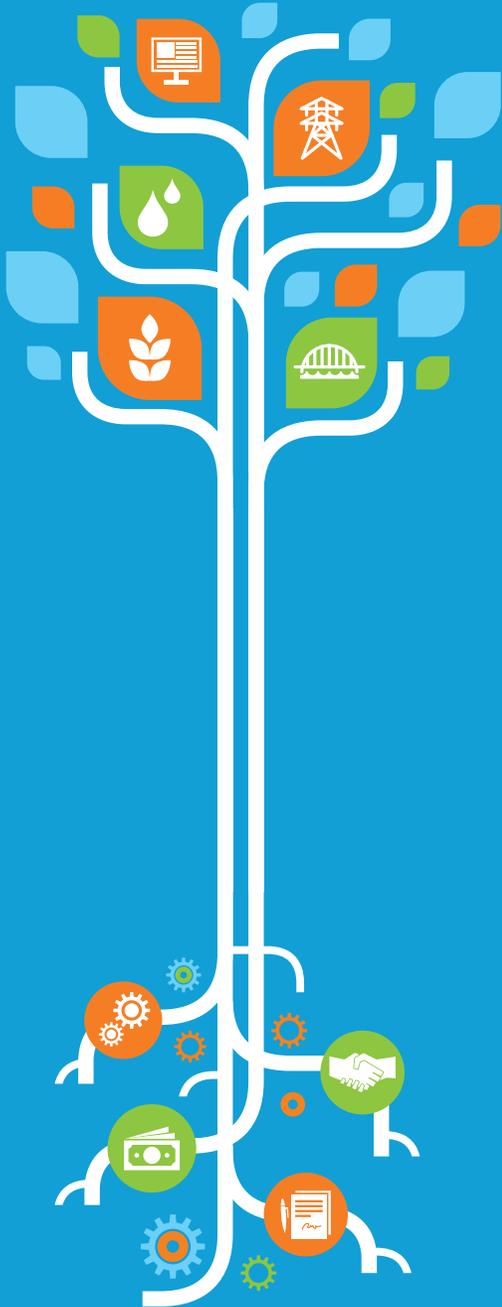
TAJIKISTAN BUSINESS OPPORTUNITIES SEMINAR

Procurement of Goods and Works

Mel Altoveros
Procurement Specialist

16-17 October 2025
Dushanbe, Tajikistan

BUSINESS
OPPORTUNITIES



Type of Business Opportunities

- **Supply of Goods**
 - Machinery, equipment, computers, furniture
- **Civil Works**
 - Road, railways, bridges, irrigation canals, schools, hospitals, etc.
- **Turnkey Contracts**
 - Power plants, metro rail, pump stations, wastewater and water treatment plants, heating plants, airports, etc.

ADB Core Procurement Principles



Economy



Efficiency



Fairness



Transparency



Quality



Value for money

Current Procurement Framework

ADB Charter

Article 14 of the Agreement Establishing ADB

ADB Procurement Policy

Procurement Regulations for ADB Borrowers

Staff Instructions

Guidance Notes

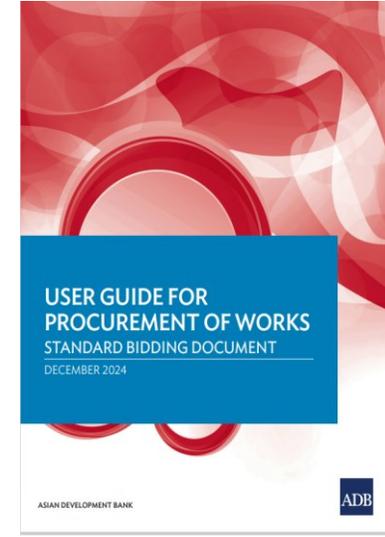
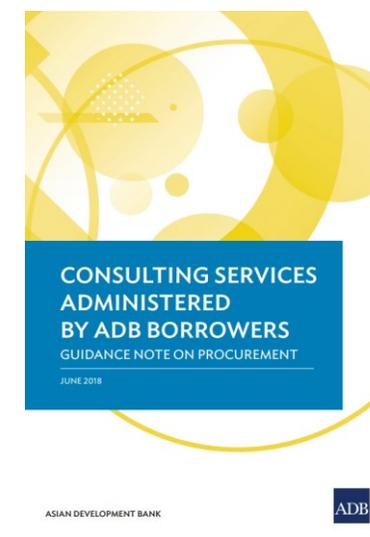
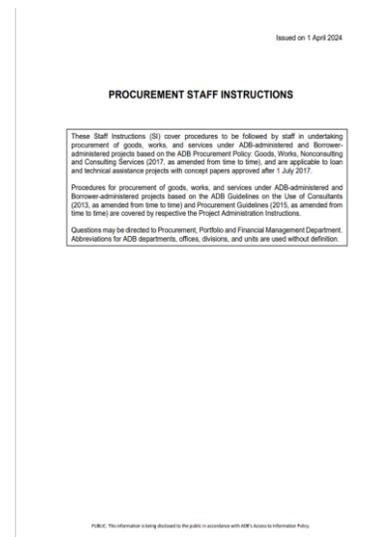
Standard Bidding Documents



ADB PROCUREMENT POLICY
Goods, Works, Nonconsulting and Consulting Services



PROCUREMENT REGULATIONS FOR ADB BORROWERS
Goods, Works, Nonconsulting and Consulting Services



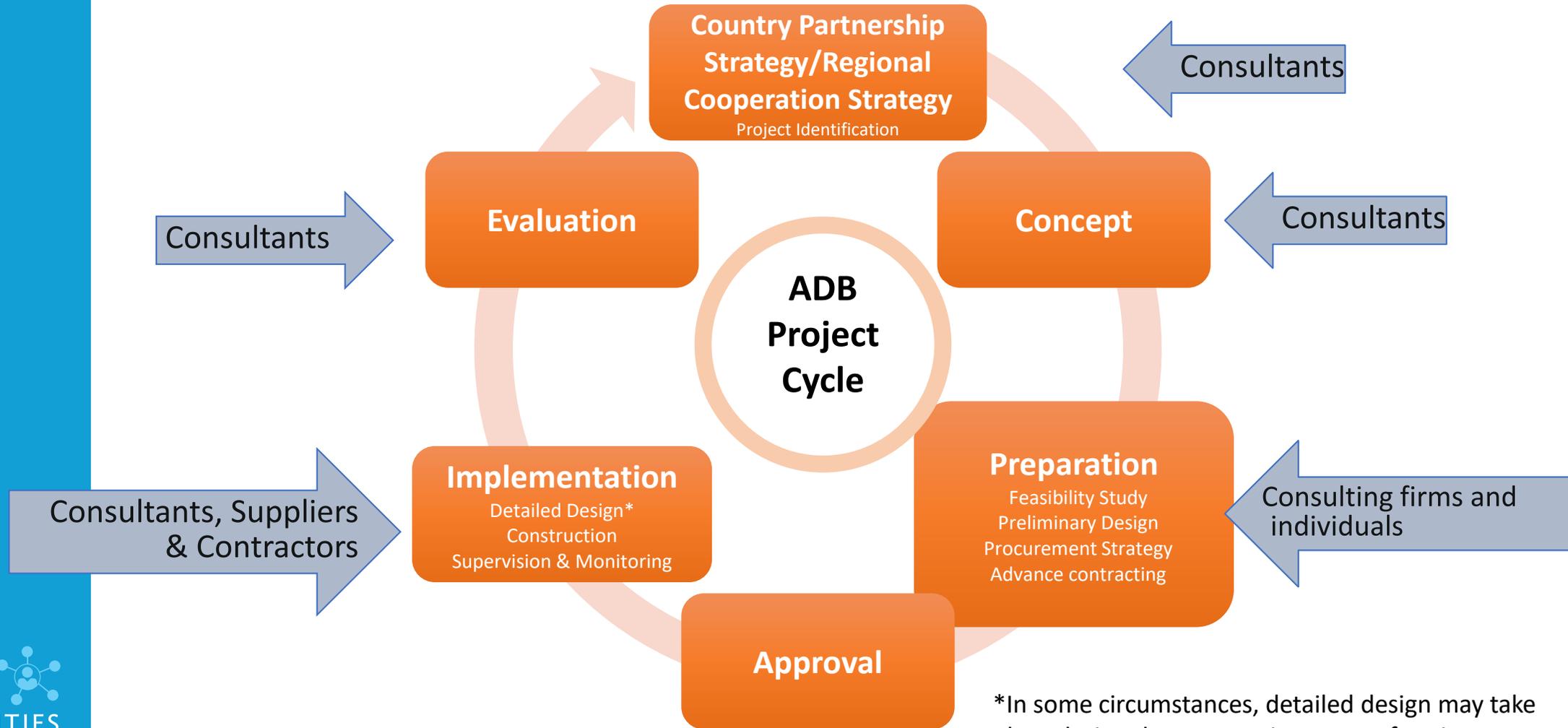
International Best Practice

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

Delivering Quality and Value for Money Outcomes

- Requiring preparation of detailed procurement strategies
- Increasing early market engagement with feedback loops
- Wider use of Merit Point Criteria (MPC) for evaluation
- Mainstreaming Sustainable Procurement principles
- Mandating use of contract management plans

When is the Private Sector Engaged?



*In some circumstances, detailed design may take place during the preparation stage of projects

Sovereign Projects - Financing Types

Loans and Grants

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

Technical Assistance

Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

ADB undertakes procurement

Contracts signed by ADB

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

Understand legal
& regulatory
systems
(business
registration, tax,
customs etc.)

Build local
partnerships (JV
or association)

Carefully read &
understand
submission
requirements; no
conditional bids

Invest
appropriate
resources and
time in
preparing the
bids

Common Mistakes

Bids not signed, or unclear authorization to sign

Ownership structures and JV arrangements

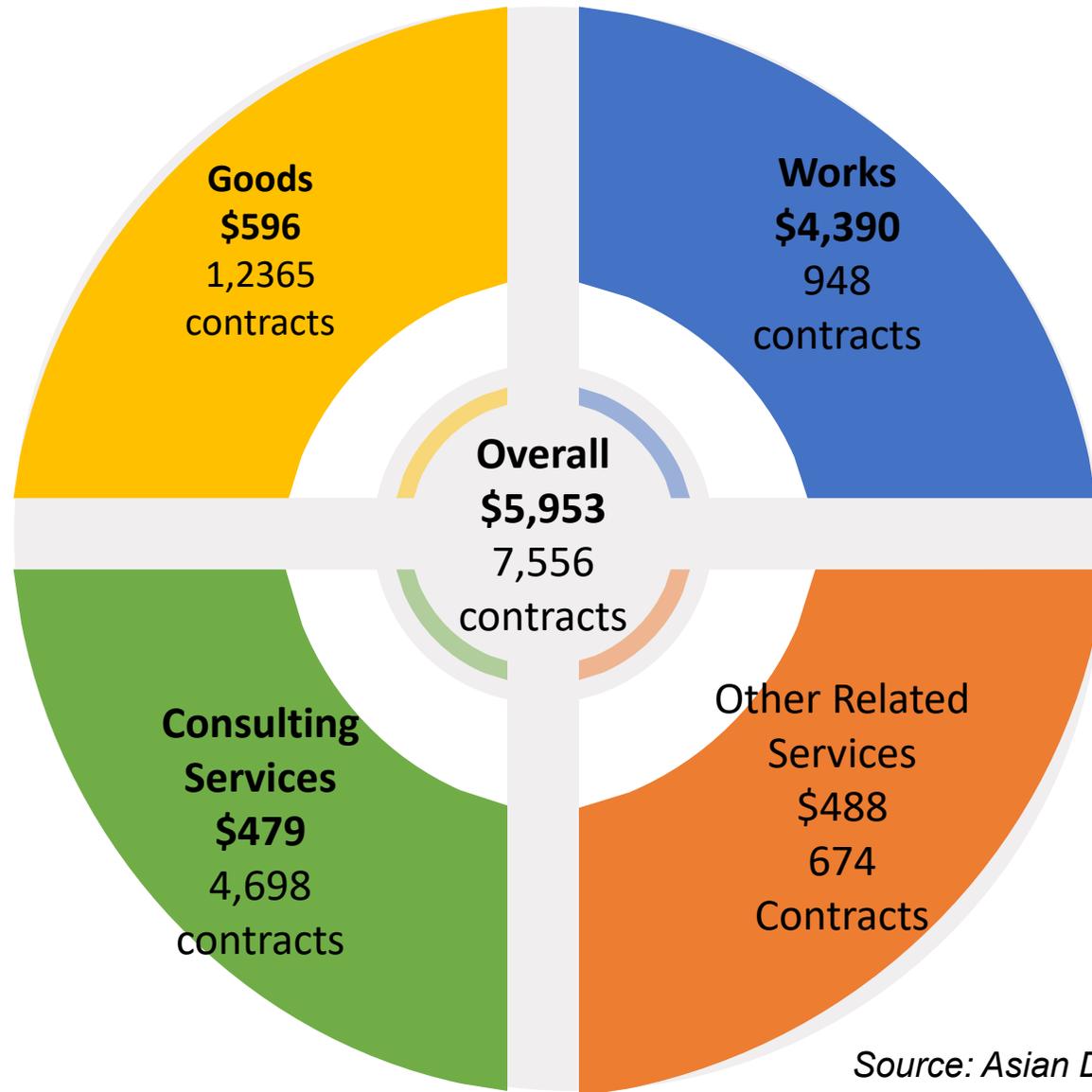
No compliant Bid Security / Bid Securing Declaration

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



Procurement value and contract in 2024 (US\$ million)

Source: Asian Development Bank, PPFID

Total Procurement by Region, 2024 (USD billion)

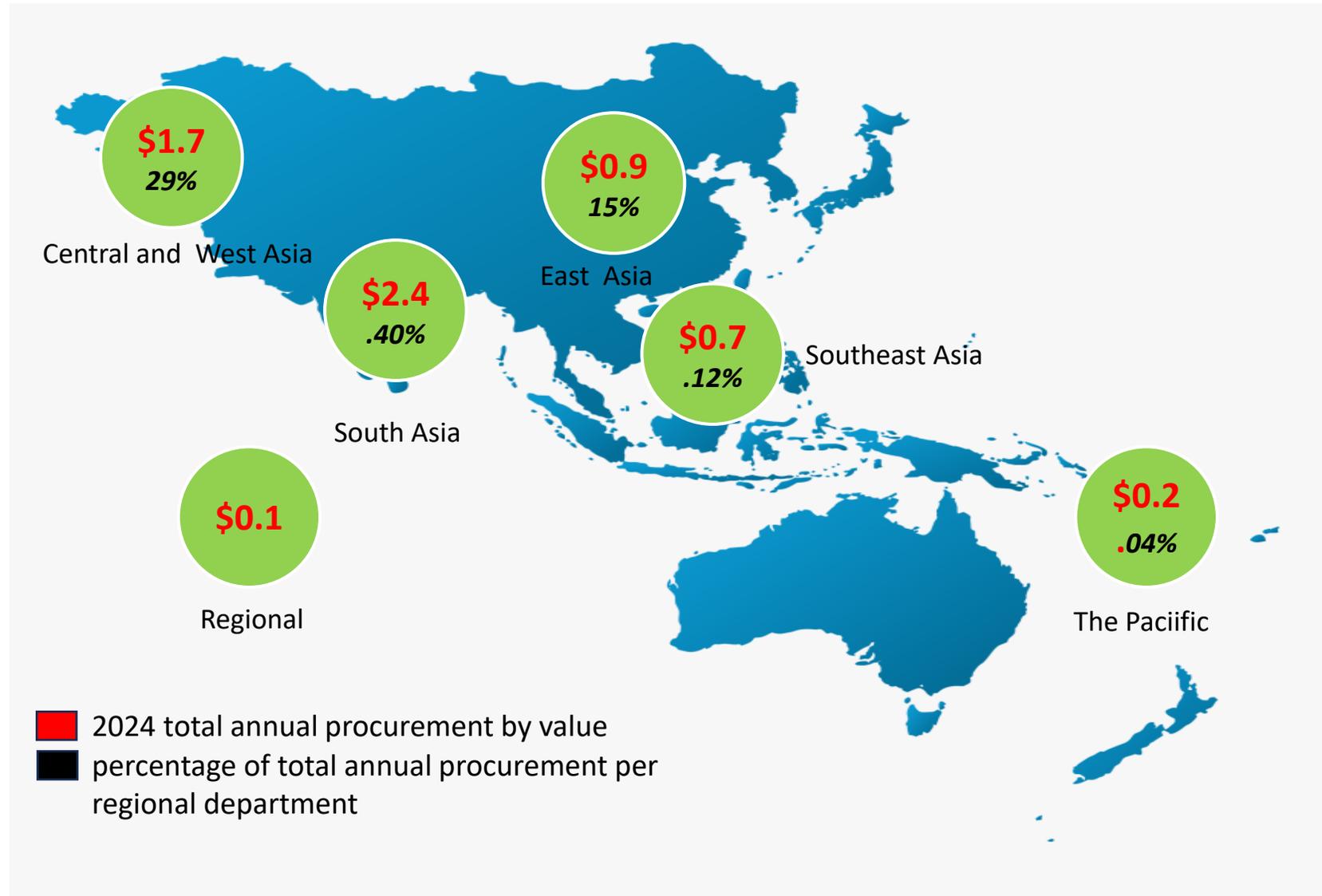
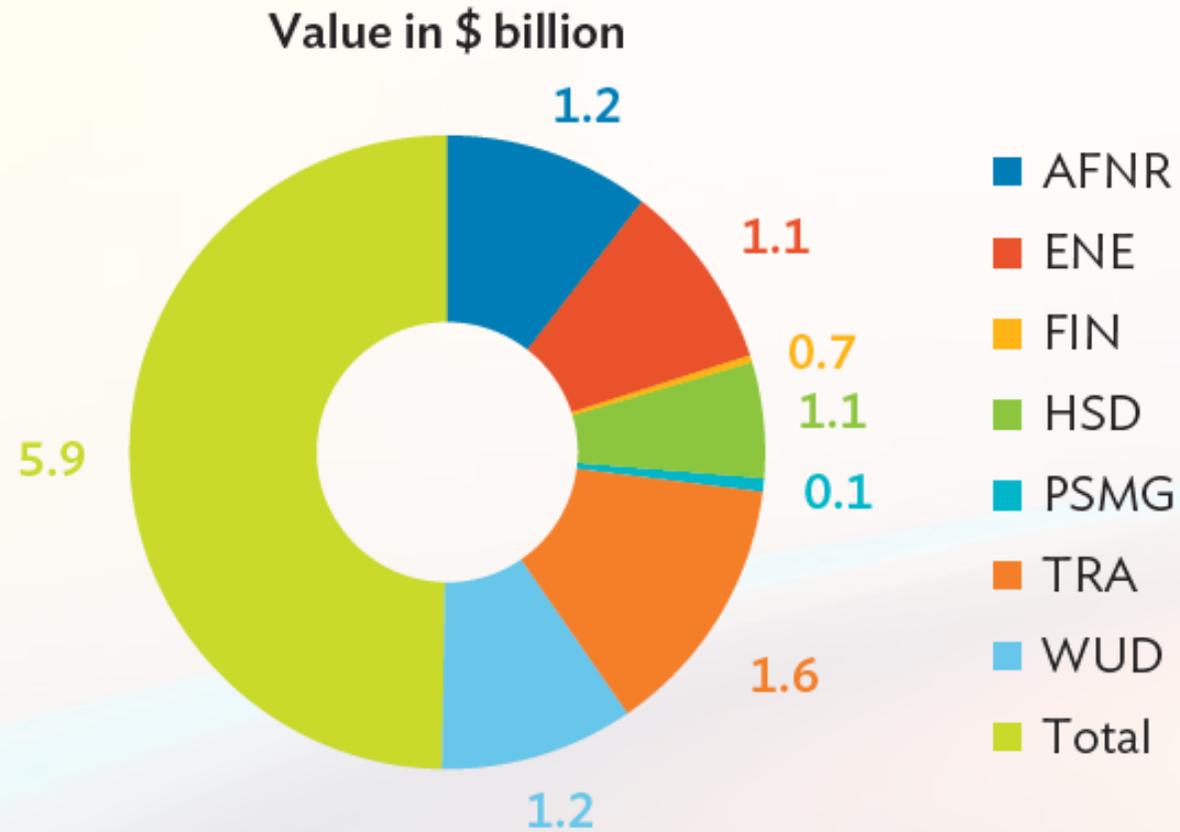


Figure 4: Value of Awarded Contract by Sector, 2024



AFNR = agriculture, food, nature, and rural development; ENE = energy; FIN = finance; HSD = human and social development; PSMG = public sector management and governance; TRA = transport; WUD = water and urban development.

Source: Asian Development Bank.

How to find Information on our Website

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.

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Projects & Tenders - www.adb.org/projects

Projects & Tenders **Projects** Documents Tenders

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 809 [RSS](#) [Sort by](#)

Energy X Sovereign X

Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project)	Status: Approved	Approval Date: 26 Oct 2021
49177-002; Timor-Leste; Energy		
Development of the Pacific Energy Regulators Alliance	Status: Active	Approval Date: 25 Oct 2021
49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy		
Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience	Status: Approved	Approval Date: 14 Oct 2021
55079-002; Sri Lanka; Energy		
Power Sector Reform Support Program	Status: Approved	Approval Date: 02 Oct 2021
54269-003; Uzbekistan; Energy		
Research on Addressing Climate Change in Ningxia through the Use of Science and Technology	Status: Approved	Approval Date: 28 Sep 2021
55033-001; China, People's Republic of; Energy		

Filter results [CLEAR ALL](#)

Country/Economy

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia
- China, People's Republic

Sector (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Theme

Type (1) [CLEAR]

- Nonsovereign
- Sovereign

Projects & Tenders Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 3032 [RSS](#) [Sort by](#)

Energy X

51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B]	Status: Active	Deadline: 05 Jan 2022
51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021		
Notice Type: Invitation for Bids		
National Senior Transmission Engineer	Status: Active	Deadline: 03 Nov 2021
52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021		
Notice Type: Individual - Consulting		
National Transmission Engineer	Status: Active	Deadline: 03 Nov 2021
52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021		
Notice Type: Individual - Consulting		
Project Coordination Expert	Status: Active	Deadline: 03 Nov 2021
54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021		
Notice Type: Individual - Consulting		

Filter results [CLEAR ALL](#)

Country/Economy

Sector (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Type

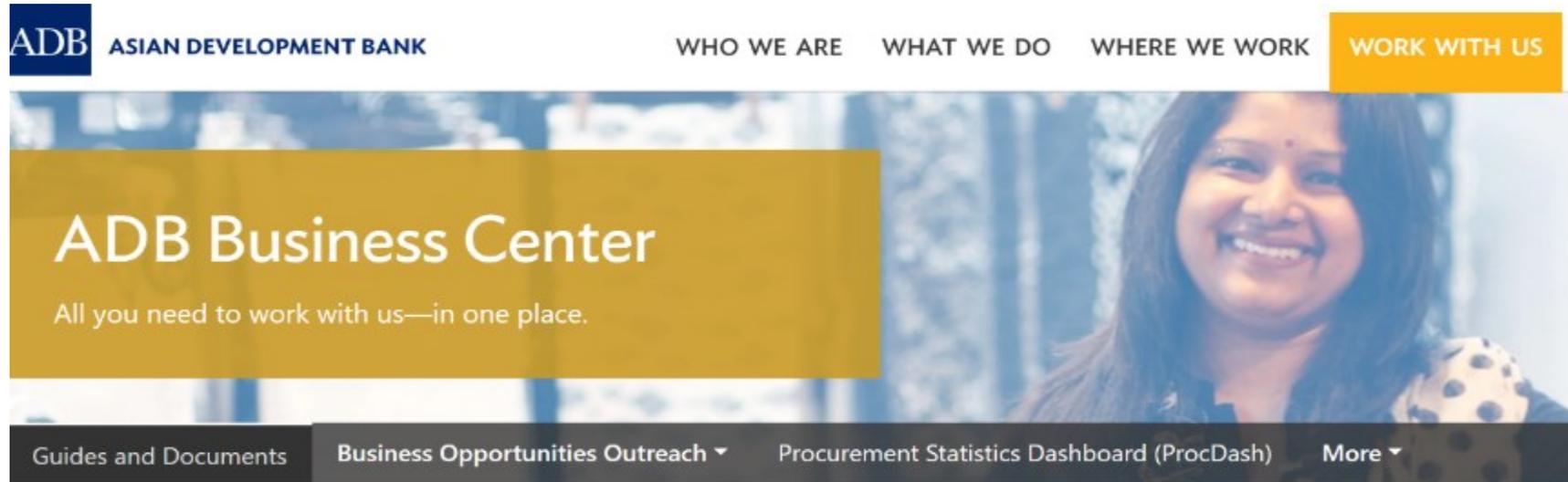
- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Other Notice
- Prequalified applicants

Group

- Consulting Services
- Goods, Works, and Nonconsulting Services



Business Center - www.adb.org/business



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

Working with ADB

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing agencies

Development institutions

How-Tos

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

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

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

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

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

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