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ADB

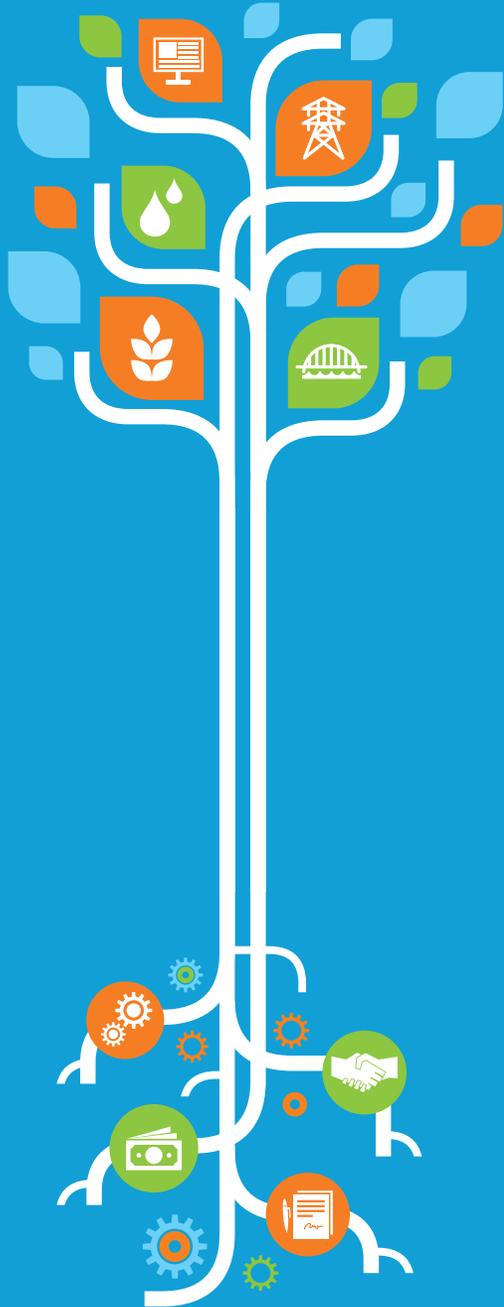
TAJIKISTAN BUSINESS OPPORTUNITIES SEMINAR

Recruitment of Consulting and Nonconsulting Services

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Dushanbe, Tajikistan

BUSINESS
OPPORTUNITIES



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

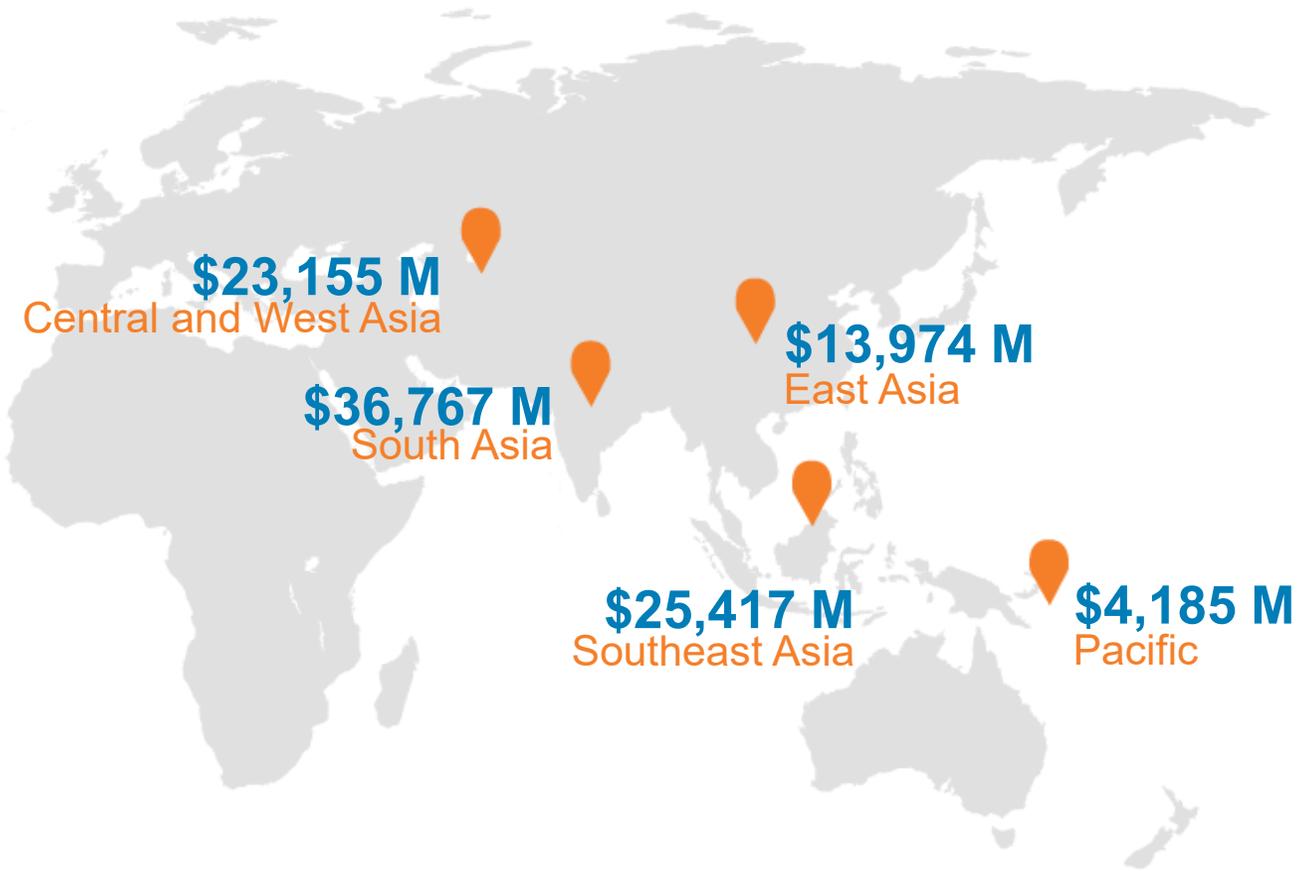


Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

Type of Business Opportunities

- **Consulting services**
 - Project preparation & implementation, knowledge products, staff consultants
- **Nonconsulting services**
 - Surveys, training, translation, event management

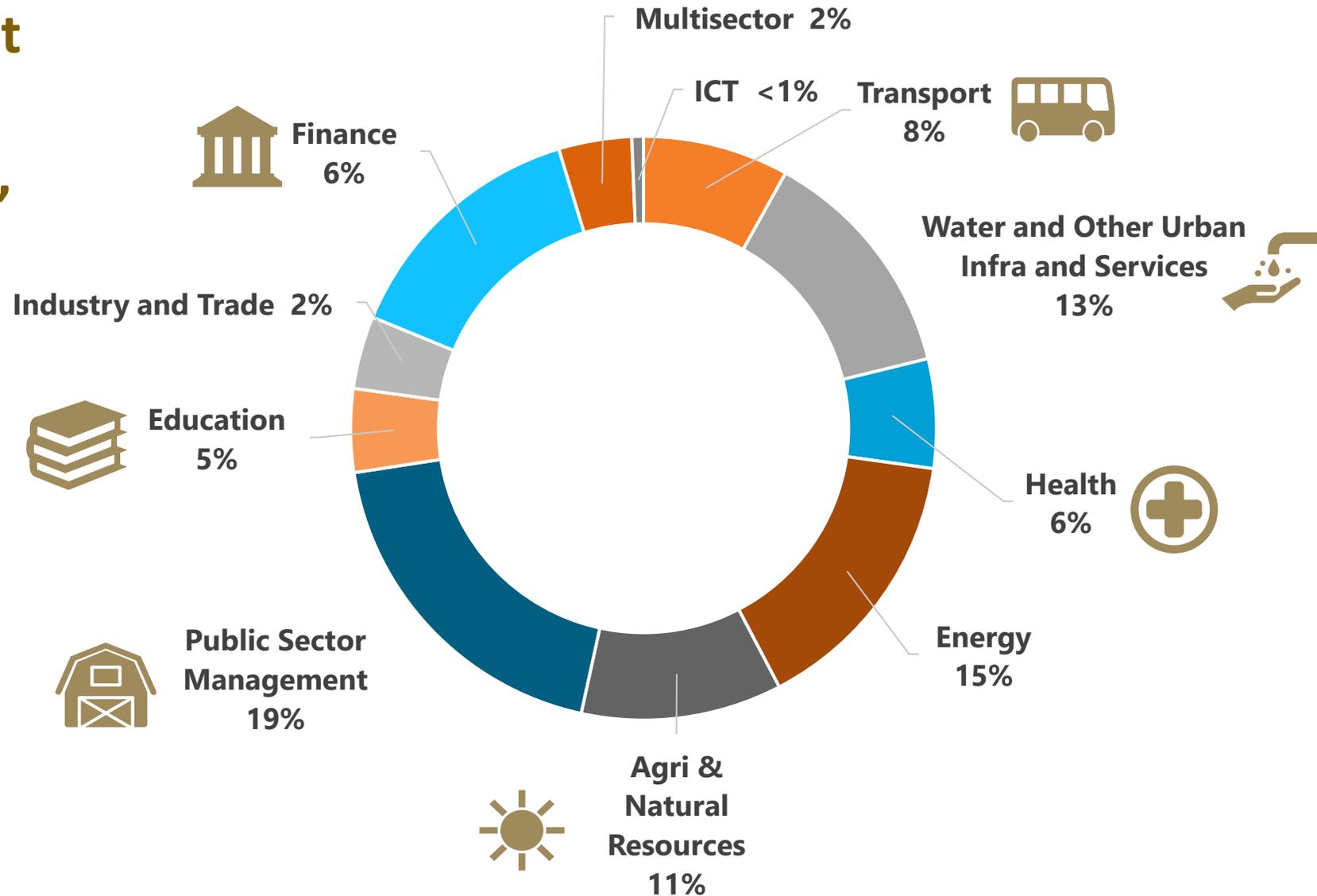
Active Sovereign Portfolio by Region vs Consulting Services Spend, 2024



2024 Consulting Services



Operational Procurement by sector, Consultancy, 2024



Main Differences

Loan/ Grant

Selected by	EA (ADB reviews)
Contracted by	EA
Rules	Policy/Regulations/ Staff Instructions
Systems	Mainly Offline – SRFP
Complaints	EA

Technical Assistance/ Staff Consultancy

Selected by	ADB
Contracted by	ADB
Rules	Policy/Staff Instructions
Systems	CMS
Complaints	ADB

Types of Consultant



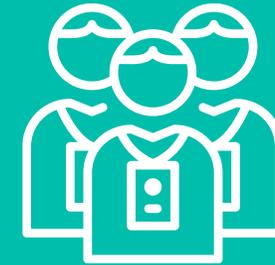
Firms

Private Sector

CSO/NGO

Universities

International Organizations



Individuals

Private Individual

Individual through firm

Resource Person

Eligibility

Generally, a consultant must be from ADB member (incorporation/ citizenship/ right to work).

- Certain exceptions, depending on funding source which can expand or restrict eligibility.
- Experts employed by eligible consulting firm under a firm contract considered eligible, regardless of 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 staff spouses.

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.



Individuals



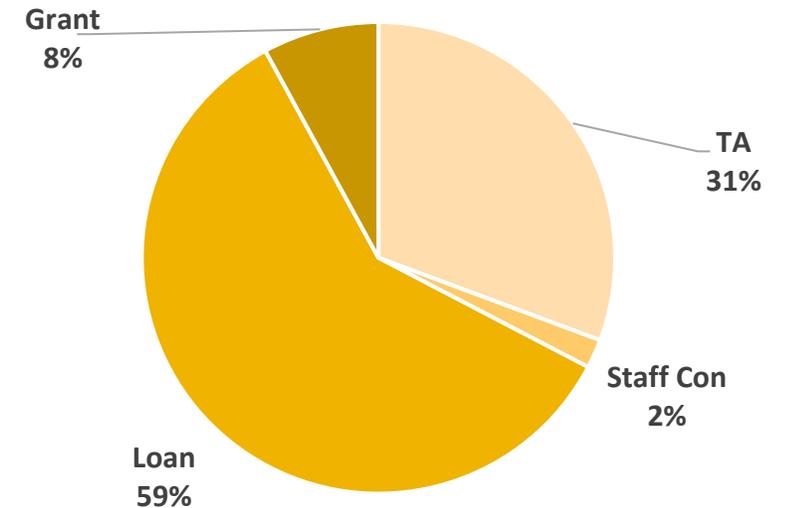
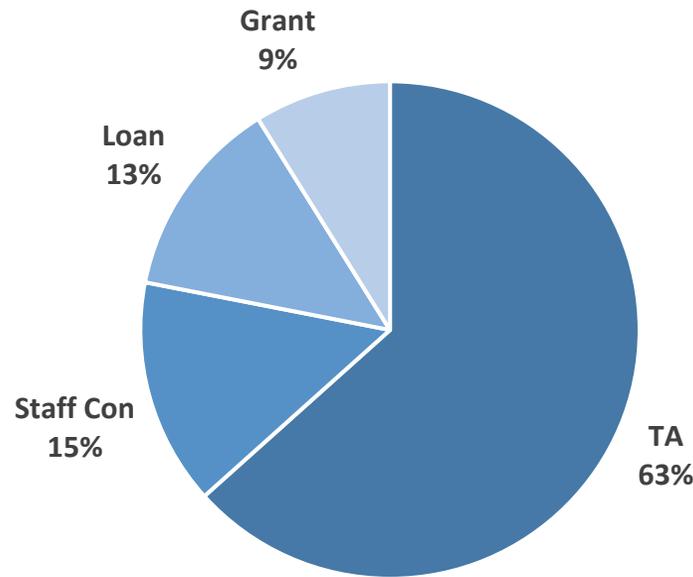
Type	Total Value (\$)	Count
Technical Assistance	106,370,355	2,754
Staff Consulting	24,729,374	738
Loan	21,933,361	406
Grant	14,878,614	252
Total	167,911,704	4,150

Consulting Firms



Type	Total Value (\$)	Count
Technical Assistance	100,899,469	269
Staff Consulting	6,516,785	38
Loan	195,286,064	163
Grant	26,091,245	62
Total	328,793,563	532

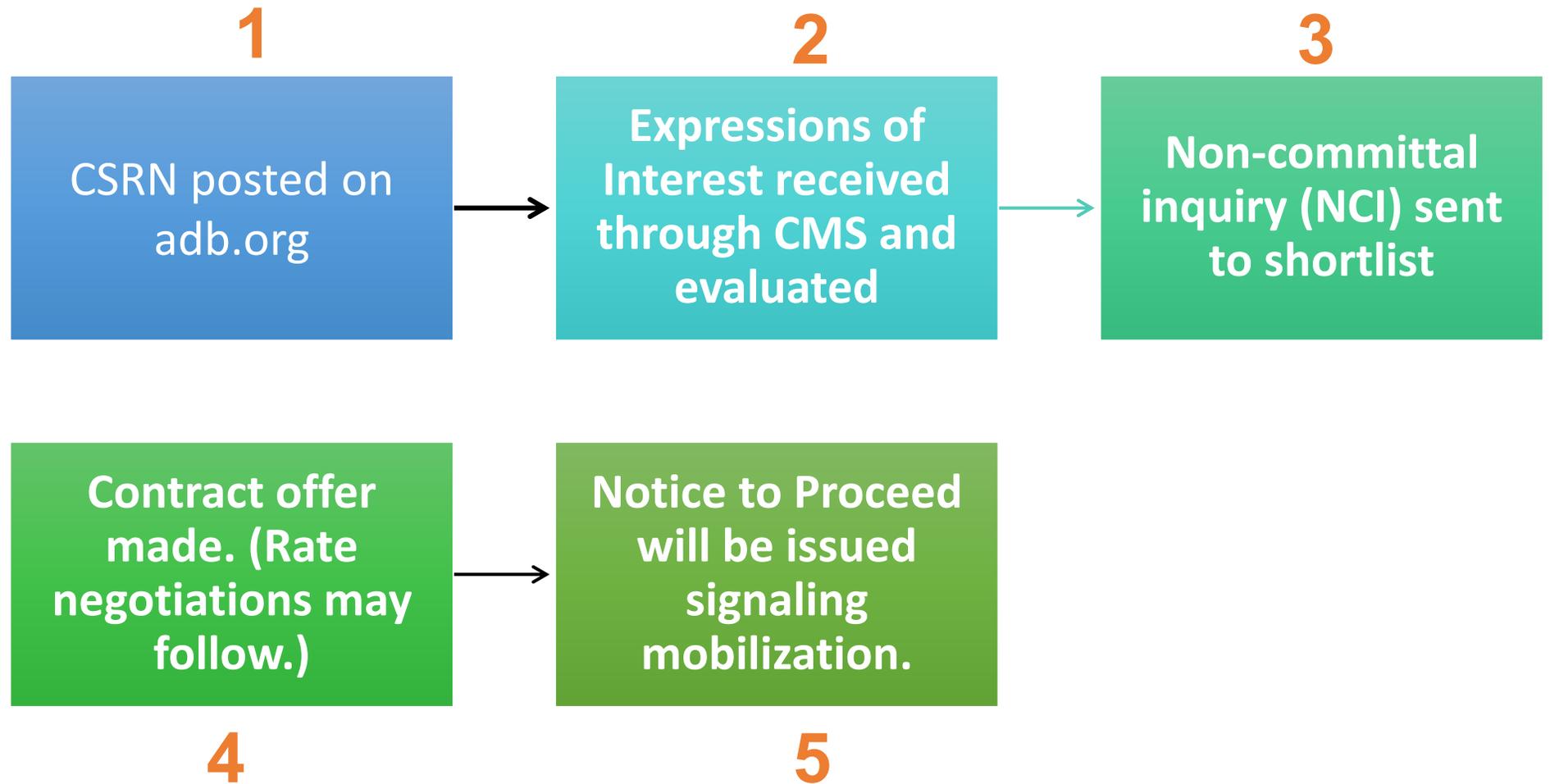
2024
Consultant
Recruitment, by
consultant
type, fund
source – pie
chart by value



Summary of ADB Recruitment Process – for Firms



Individual Consultants – ADB Administered



Technical Assistance Non-Consulting Services

Only Applies to Technical Assistance Funded

“Non-consulting” services are

- Services where the physical aspects predominate (surveys, IT implementation)
- Routine services using standardized approaches (standard audits, translation, event management)

Individuals or Firms

National (if available locally) or international

Technical Assistance Nonconsulting Services



Request for quotation

Simple services - 3 bids – simple services



Limited Competitive Bidding

Invitation for Bids (to limited number of firms)



Open competitive bidding

Request for Proposals (seek to evaluate technical aspects)

Invitation for Bids (for standardized services)