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The logo for the Asian Development Bank (ADB), consisting of the letters "ADB" in white serif font on a dark blue square background.

# Doing Business with ADB

ADB Business Opportunities Seminar  
Washington DC, United States  
March 2026

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# ASIAN DEVELOPMENT BANK

- Founded in 1966
- A multilateral development bank
- 69 members
  - 50 regional members
  - 19 non-regional members
- Japan and the United States are the 2 largest members
- Annual operations – \$29 billion (2025)
- Headquarters in Manila, Philippines
- 44 field offices
- Staff – over 4,000, including 1,500 internationally recruited staff

# How do we support our Developing Members?



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



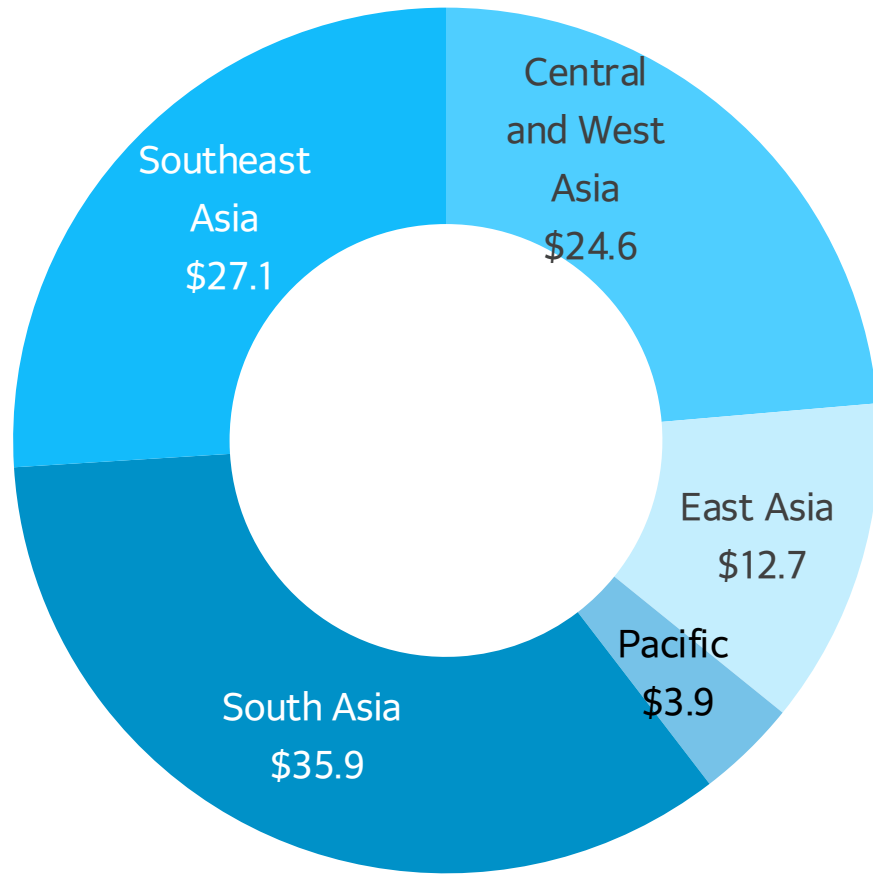
Knowledge: Focusing on practical value that fits local conditions, identifying lessons, and replicating good practices



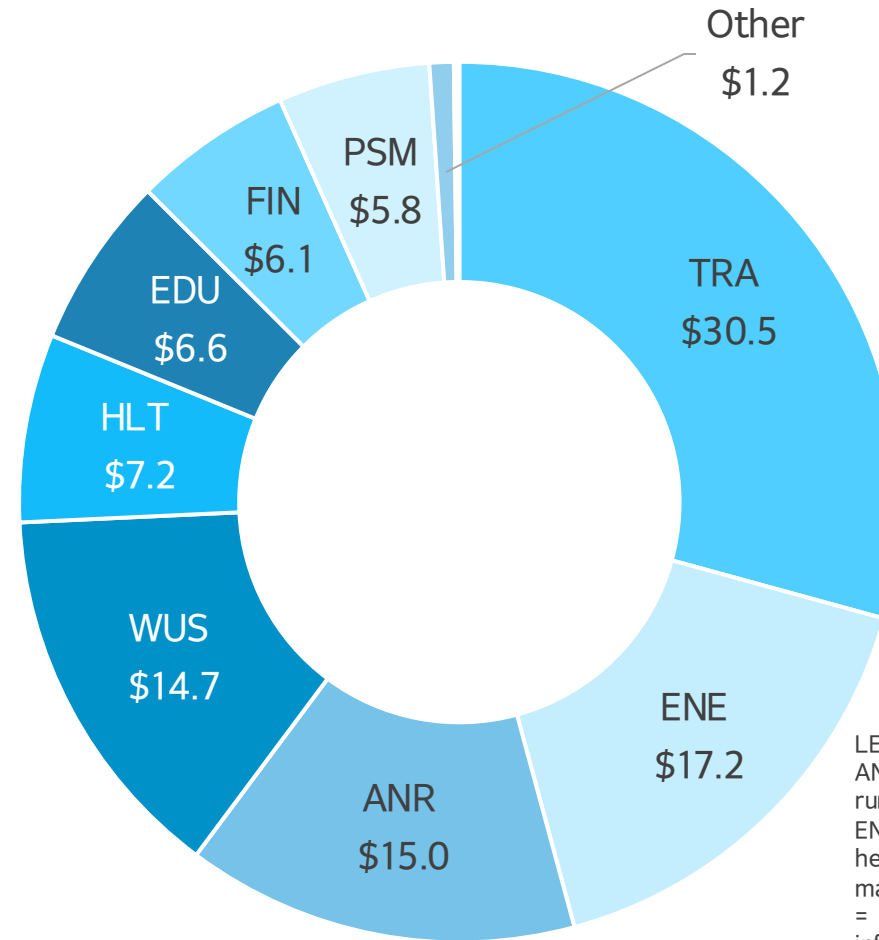
Partnerships: Promoting dialogue and collaboration among diverse partners and stakeholders

# Active Loan and Grant Portfolio

(as of 31 December 2025, \$ billion)



By Region



By Sector

LEGEND:  
 ANR = agriculture, food, nature & rural development; EDU = education; ENE = energy; FIN = finance; HLT = health; PSM = public sector management; TRA = transport; WUS = water and other urban infrastructure and services.



# Sovereign Lending - Financing Types

## Technical Assistance

(ADB Administered)

Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

ADB undertakes procurement

Contracts signed by ADB

## Loans and Grants

(Borrower Administered)

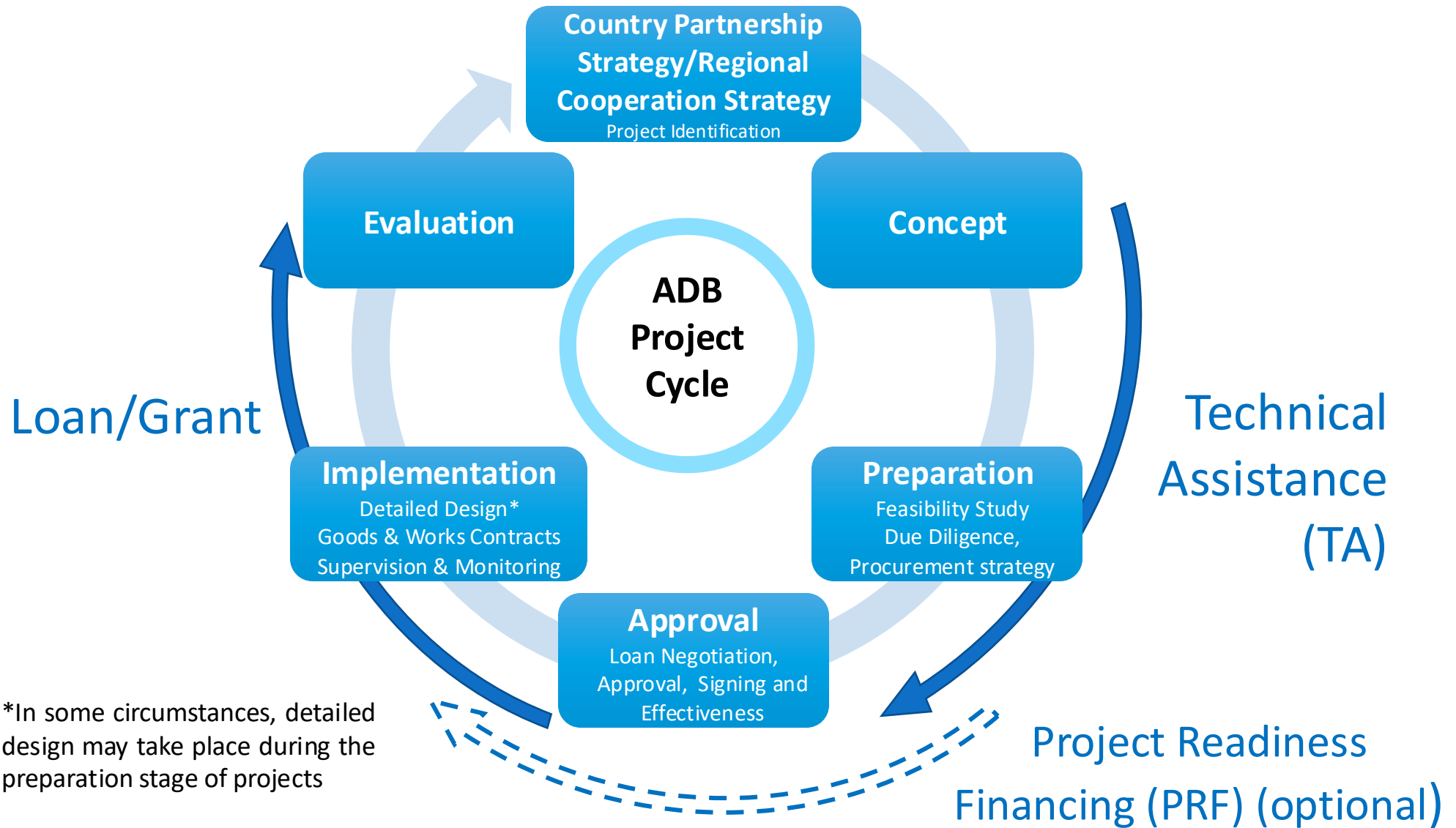
Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

# Financing Modalities and the Project Cycle



# 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



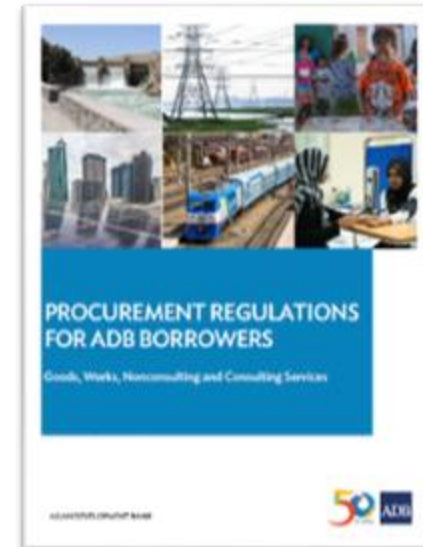
Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

# Type of ADB Project Procurement

1. Consulting Services (individual / firm)
  - ADB administered (Technical Assistance)
  - EA administered (Loan/Grant)
2. Goods Supply (mostly EA administered)
3. Works (mostly EA administered)
4. Non-Consulting Services (mostly EA administered)

# ADB Procurement Framework

- The Agreement Establishing the ADB, also known as “The ADB Charter”.
- Applicable for all projects – financed in full or part by ADB loans, grants or ADB administered funds
- Roles and Responsibilities
- Core Procurement Principles ( Economy, Efficient, Fairness, Transparency, Quality and Value for Money)



# Current Priorities in Procurement

## Enhance Competition



- Early Market Engagement
- Improved bidding criteria
- Market-facing contract forms

## Improve Quality



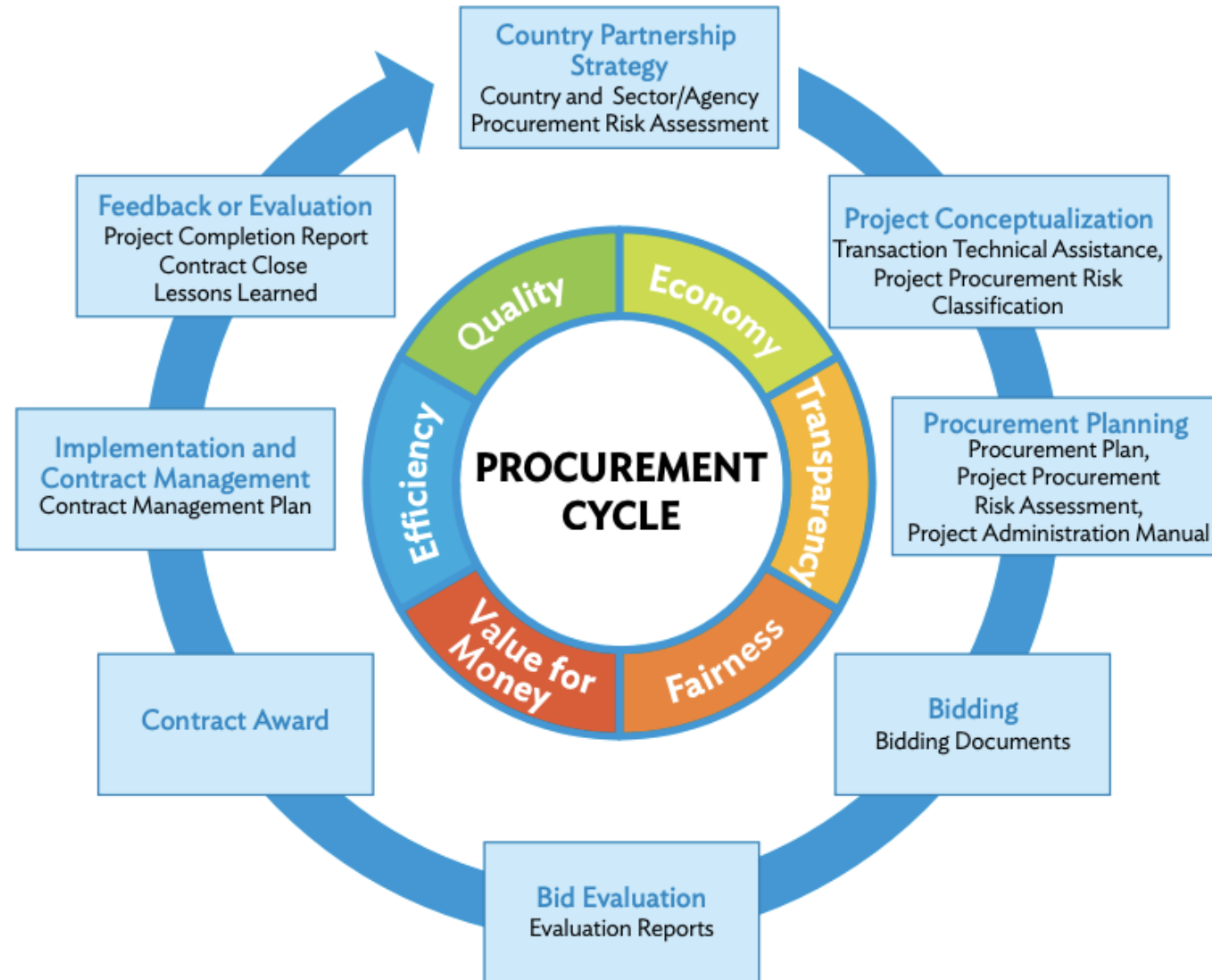
- More use of merit-point criteria evaluation
- Enhance borrower capacity
- Improve support

## Promote Sustainability



- Increasing Local Participation
- Measure embodied carbon
- Building in O+M

# ADB Project Procurement Cycle



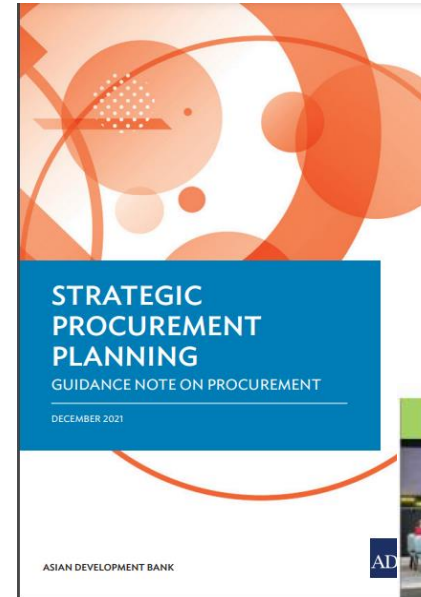
Source: Asian Development Bank.

# Development of Procurement Strategy

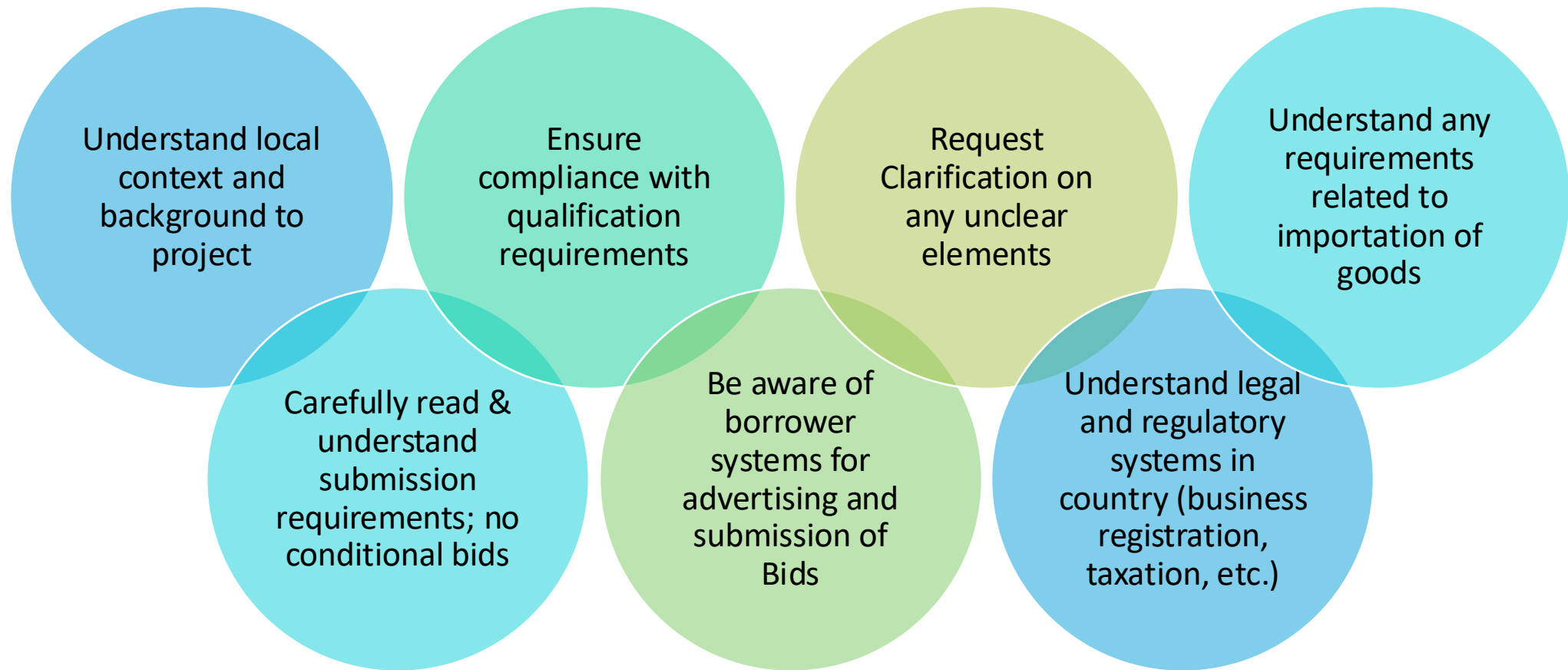
A procurement strategy is developed for each project that leads to a project procurement plan

Early Market Engagement is one of the key elements of this strategy to understand the interest and capacity

Potential risks associated to each party



# Advice when approaching Supply/Construction Opportunities



# Common Issues in Goods/Works Bidding

Bids not signed

No Bid Security or Bid Securing Declaration (if required)

Insufficient Amount of Bid Security, incorrect validity period

Failure to meet Qualification Criteria

Lack of Supporting Documents

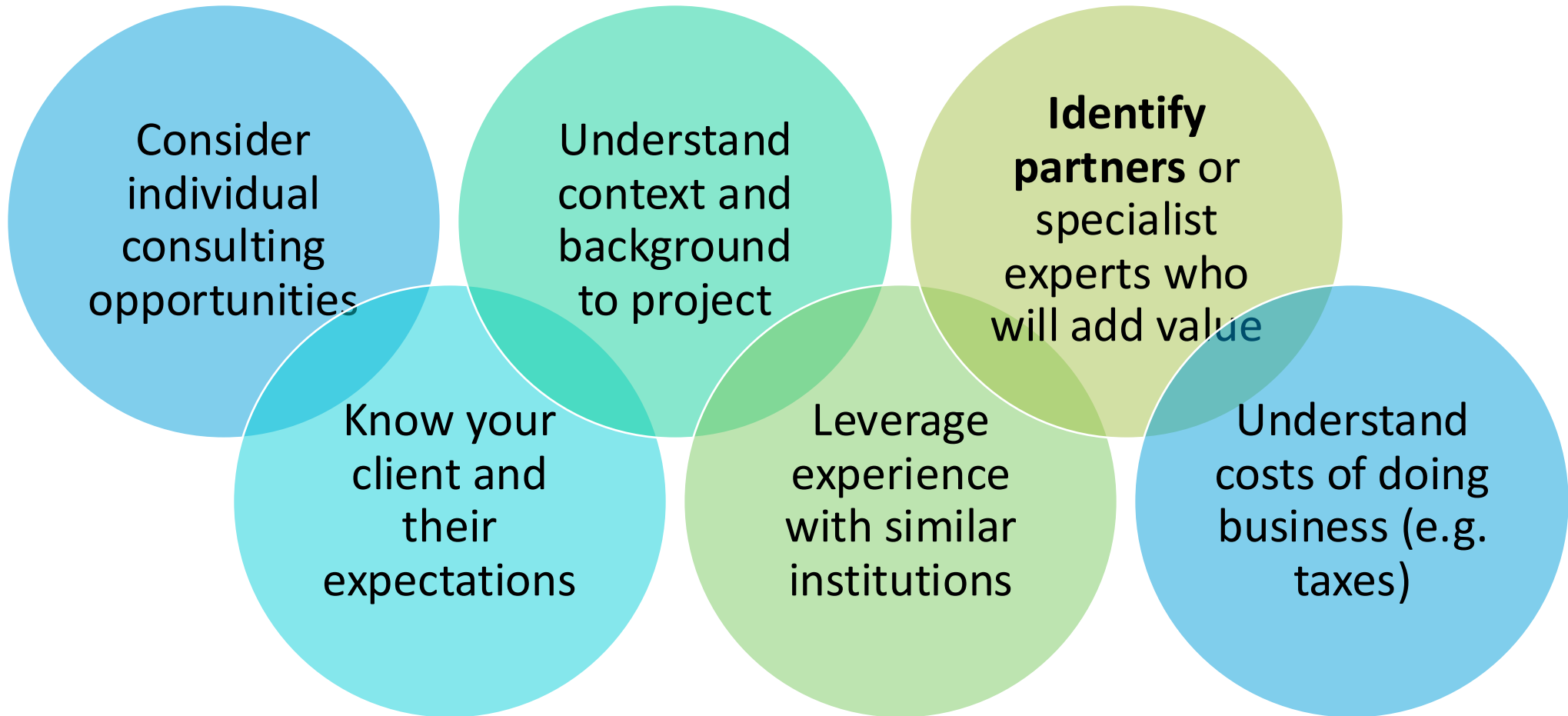
Incomplete Bids / Partial Bids

Absence of test reports if required

Conflicts of interest not disclosed

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

# Advice for Consulting Contracts



**ASK QUESTIONS**

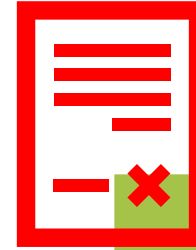
# Common Issues when approaching ADB Consulting opportunities

## Shortlisting Phase



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

## 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.

# Register for alerts



## 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.

ADB's CMS System: <http://cms.adb.org>

[Tenders | Asian Development Bank](#)

<b>News Releases</b> Receive links to news releases as soon as they are published.	<input type="checkbox"/> On <input type="checkbox"/> Off
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<b>Events</b>	<input type="checkbox"/> On <input type="checkbox"/> Off
<b>News Releases and News from Country Offices</b>	<input type="checkbox"/> On <input type="checkbox"/> Off
<b>Procurement Notices (Goods and Works)</b> Note: Weekly notifications on consulting opportunities available for registered users of the <a href="#">Consultant Management System (CMS)</a> .	<input type="checkbox"/> On <input type="checkbox"/> Off
<b>Project Information and Documents</b>	<input type="checkbox"/> On <input type="checkbox"/> Off
<b>Publications</b>	<input type="checkbox"/> On <input type="checkbox"/> Off
<b>Safeguard Documents</b>	<input type="checkbox"/> On <input type="checkbox"/> Off
<b>Vacancies</b>	<input type="checkbox"/> On <input type="checkbox"/> Off

Goods & Works Notices: <https://alerts.adb.org>



# Pacific Infrastructure Business Opportunities Seminar 2026

25-27 MAY 2026

CROWNE PLAZA HOTEL,  
NADI, FIJI



INFRASTRUCTURE





**on 22-24 September 2026 at the ADB Headquarters in  
Manila**

The ADB Business Opportunities Fair (BOF) is a one-stop forum for consultants, consulting firms, contractors, manufacturers, suppliers, and civil society organizations looking to provide goods, works, and services for ADB projects.

It is an excellent opportunity to network with peers in the industry and with ADB specialists across all sectors and geographical regions of ADB's operations

**Join us in Manila in September**



# Thank You

