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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.

Bidding Strategies and ADB Reforms

**ADB Business Opportunities Seminar
Washington DC, United States
March 2026**

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ADB Sectors & Regions

Sectors	Agriculture, Food, Nature & Rural Development
	Digital
	Energy
	Finance
	Human & Social Development
	Public Sector Management & Governance
	Transport
	Water & Urban Development

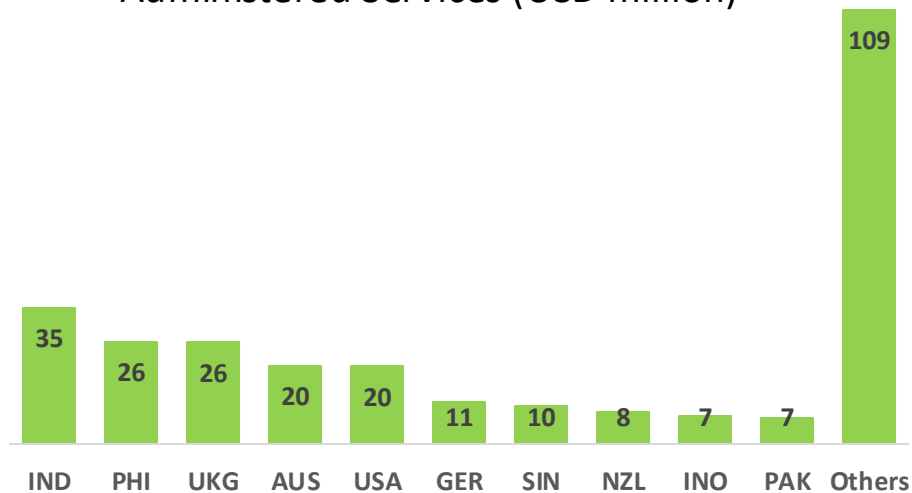
Region	Central & West Asia
	East Asia
	Pacific
	South Asia
	Southeast Asia

Don't forget, there is also a sovereign (public sector) and non-sovereign (private sector) split as well.

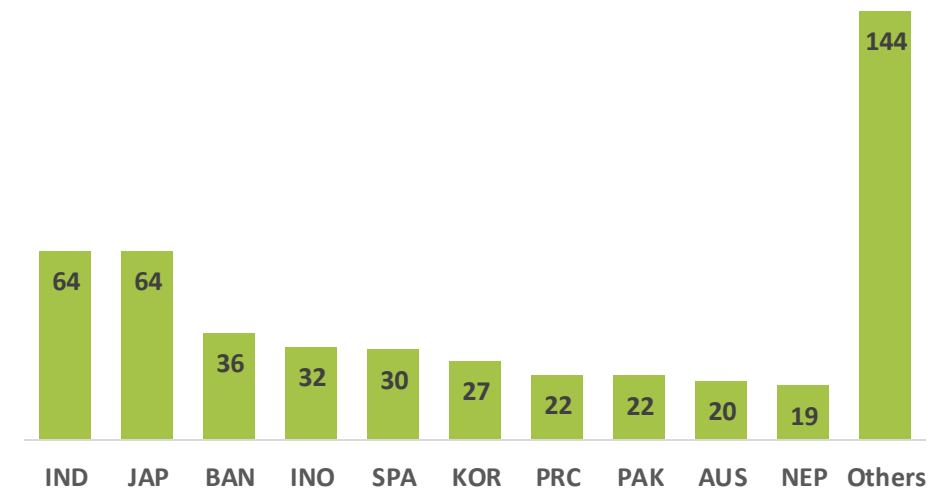
Context – Opportunities Available Consulting Services, 2025

	ADB Administered		Borrower Administered	
	Contracts awarded (#)	Value (\$ million)	Contracts Awarded (#)	Value (\$ million)
Firm	292	110	278	449
Individual Consultant	3734	140	750	30

Top 10 Nationality of Consulting firms for of ADB Administered Services (USD million)



Top 10 Nationality of Consulting firms for Borrower Administered Services (USD million)



Source: Asian Development Bank



US Firms Successful in Working with ADB

Goods, Works and Others

Top 5 Contractors/Suppliers from the United States Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2020–31 December 2024

Contractor/Supplier	Sector	Contract Amount (\$ million)
Astrophysics Inc.	TRA	5.37
Algimed Trade Ltd.	HLT	0.90
CAM Innovation Inc.	TRA	0.85
East Island Aviation Services Inc.	PSM	0.40
Dateline Exports	WUS	0.35
Others		2.20
Total		10.07

HLT = health, PSM = public sector management, TRA = transport, WUS = water and other urban infrastructure and services.

Consulting Services

Top 5 Consultants from the United States Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2020–31 December 2024

Consultant	Sector	Contract Amount (\$ million)
T.Y. Lin International	TRA	58.79
HJI Group Corp.	ANR, EDU, ENE, HLT, IND, TRA	12.94
Tetra Tech ES Inc.	ENE	8.24
Paradigm Applications LLC	FIN, PSM	6.85
Logit Consulting Inc.	TRA, WUS	4.97
Individual Consultants		50.78
Others		55.18
Total		197.76

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; FIN = finance; HLT = health; IND = industry and trade; PSM = public sector management; TRA = transport; WUS = water and other urban infrastructure and services.

Bidding Strategies for Consultants

Preparation

- Target your area of focus; clarity on value addition
- Engage with your clients
- Leverage US commercial liaison at ADB
- Contact ADB's North American office

Possibilities

- Identify markets with less competition
- Don't ignore smaller opportunities
- Your experts can be engaged as individual consultants.

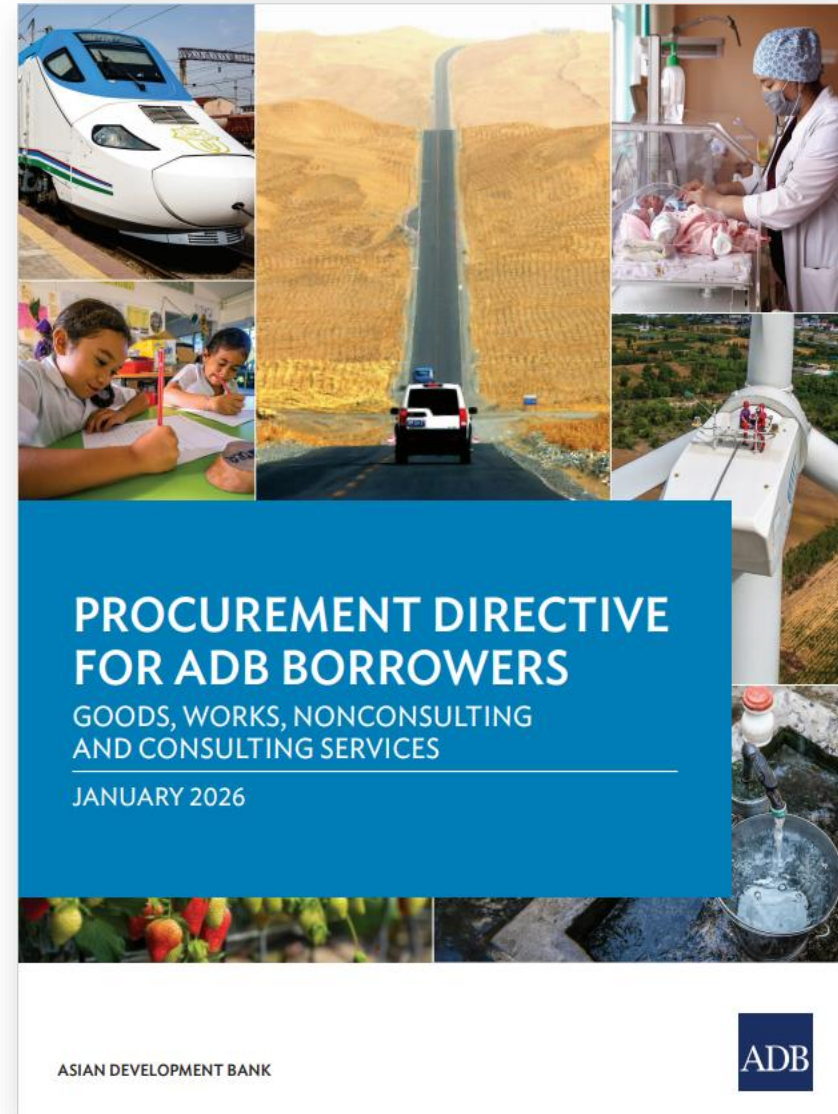
Partnerships

- Consider partnering with established players
- Identify firms who complement your skills & experience

Patience

- Meaningful engagement can take time
- If you are shortlisted, but not successful, request a debriefing

ADB's Procurement Reforms



Objectives of the 2026 procurement reforms

Promote Innovation and Enhance Supplier Base

- Early market engagement, collaborative forms of contracting.

Improve Quality and Value for Money

- Merit point criteria on internationally advertised goods¹, works and nonconsulting services contracts.

Reward Sustainable Procurement

- Focus on environmental, social, economic & institutional considerations.

Foster Economic Growth and Local Development

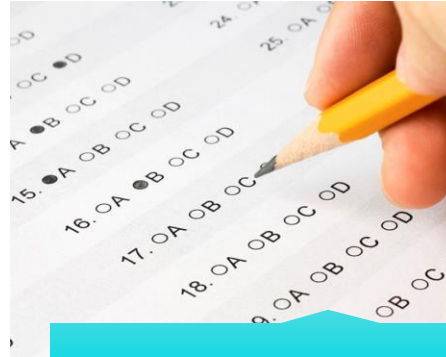
- Local labor requirement on internationally advertised works contracts.

¹-Some limited exceptions apply

What's Changing?



Early market engagement



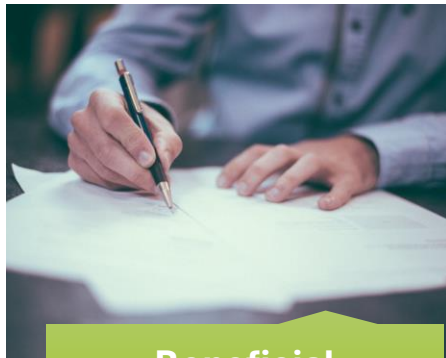
Merit point criteria



Local participation



Contract management



Beneficial ownership



Sustainable procurement



Collaborative contracting

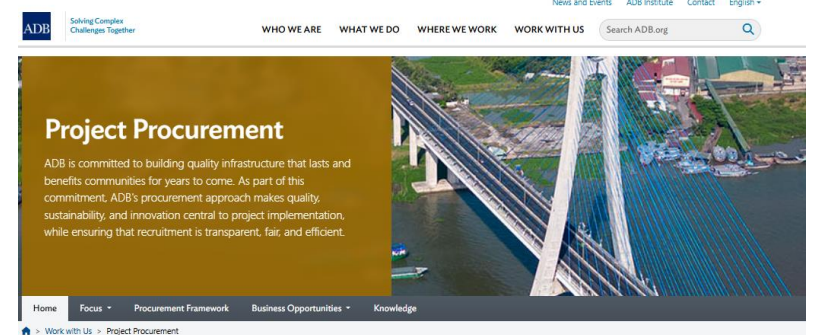


Prequalification

Where to find more information

- Visit our [Project Procurement](#) site for more information on the reforms.
- Join us in Manila at the Business Opportunities Fair from 21-25 September 2026 to talk directly with staff implementing projects in the region.
- Scan the QR codes on Early Market Engagement, Merit Point Criteria, and Local Participation in the Appendix to the presentation.

Thank you and happy to receive
your Questions



Appendices

Early Market Engagement - Knowledge Materials



EARLY MARKET ENGAGEMENT
Advancing market readiness, competition, and transparency in ADB-financed projects

What is Early Market Engagement?

Early Market Engagement (EME) is a transparent and structured way to engage with suppliers before bidding. It allows borrowers to assess capacity, refine requirements, and identify risks and opportunities so projects are feasible, competitive, and aligned with market conditions.

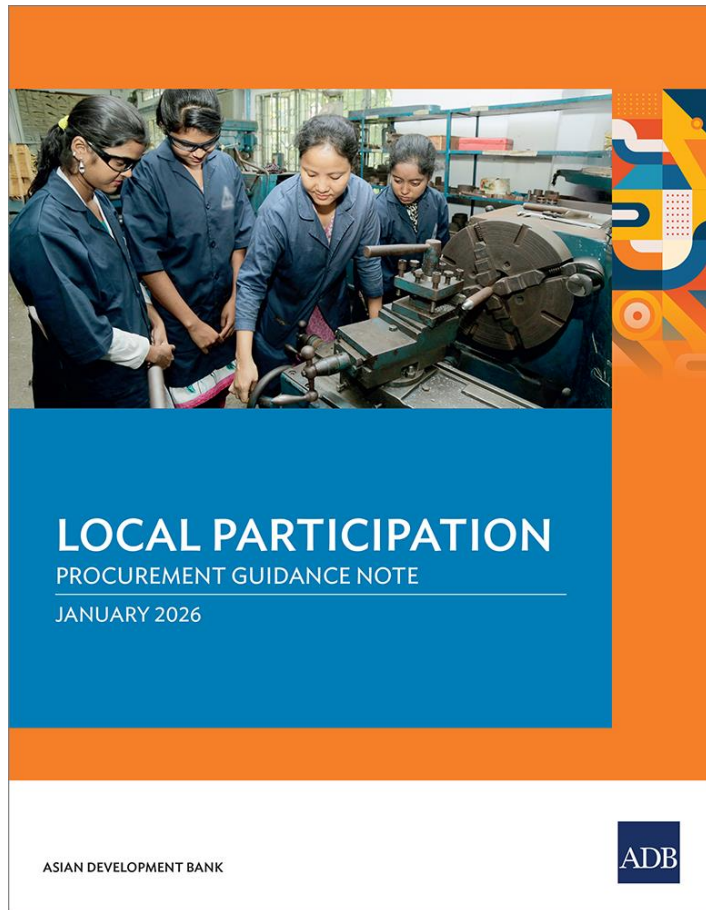
Why EME?

- Improves Accuracy:** Refines technical specifications, budgets, and timeline, ensuring project expectations align with what the market can deliver
- Enhances Competition:** Alerts potential bidders, leading to more competitive and inclusive procurement
- Stimulates Innovation:** Allows suppliers to share emerging technologies and practices that improve sustainability and enhance development outcomes
- Identifies Risks and Opportunities:** Helps anticipate potential delivery challenges, supply chain constraints, and opportunities before procurement begins
- Strengthens Transparency and Trust:** Open and well-documented engagement fosters confidence among stakeholders, reinforcing transparency, and fairness in procurement

Common EME Approaches

Market Dialogues	Information Tools	Collaborative Platforms
Market sounding sessions	Advance contracting notice	Project roadshows
Feedback on specifications	Request for information	Webinars and virtual briefings
Workshops and roundtables	Q&A portal	Innovation calls and challenges

Local Participation - Knowledge Materials



LOCAL PARTICIPATION

Advancing job creation, skills development, and economic growth in ADB-financed projects



What is Local Participation?

Local Participation refers to the meaningful, inclusive, and sustained engagement of local labor in project implementation. This approach rewards contractors that create local jobs and invest in skills development, fostering sustainable livelihoods and strengthening long-term development outcomes.

Why Local Participation?

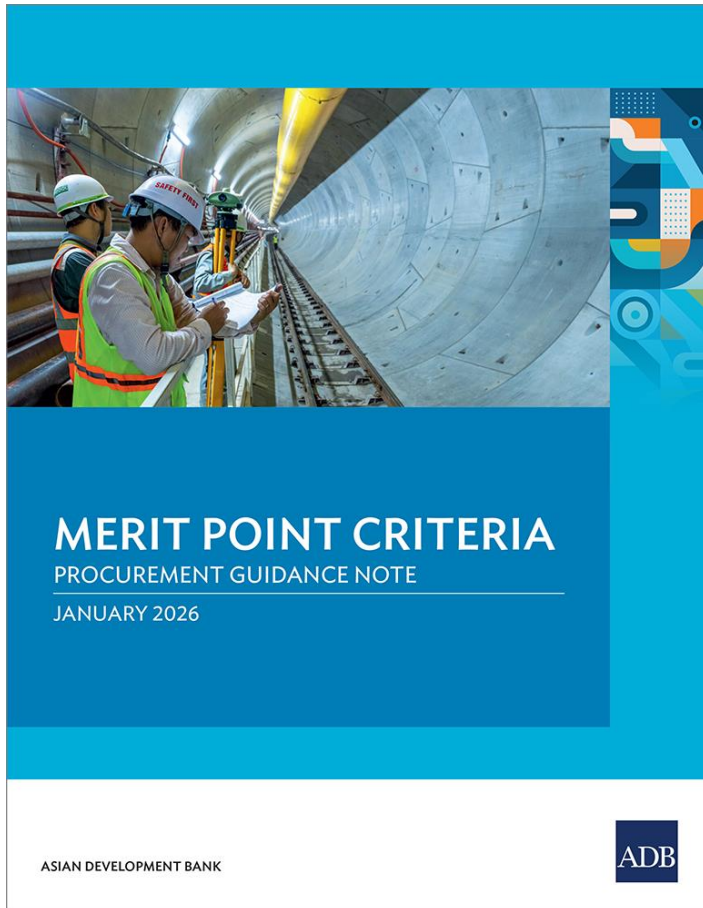
-  **Community Ownership:** Strengthens community ownership and support for the project
-  **Economic Empowerment:** Reduces poverty and enhances local livelihoods
-  **Capacity Building:** Develops local skills so communities can manage and sustain development outcomes beyond the project completion
-  **Sustainable Growth:** Fosters inclusive, resilient, and sustainable economic growth
-  **Partnerships:** Promotes inclusive participation and partnerships among communities, government, and contractors

Local Labor

-  **Unskilled:** No formal qualifications or trade experience
-  **Semi-skilled:** Vocational training or on-the-job experience
-  **Skilled:** Certified professionals



Merit Point Criteria – Knowledge Materials



MERIT POINT CRITERIA

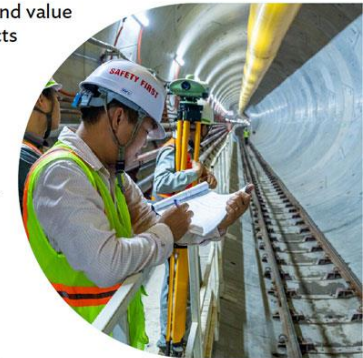
Advancing quality, sustainability, and value for money in ADB-financed projects

What is Merit Point Criteria

Merit Point Criteria (MPC) is a structured approach to bid evaluation used to compare and rank bids. It assigns weights and scores to criteria that are important to the borrower and rewards bidders with approaches that deliver value for money.

Why MPC

-  **Emphasizes Quality:** Focuses on value for money and fit for purpose procurement by evaluating bids on technical merit as well as cost.
-  **Spotlights Solutions:** Rewards quality and innovation, encouraging stronger, more competitive bids.
-  **Supports Fair Competition:** Establishes well-defined and consistent quality standards that level the playing field.
-  **Enhances Transparency:** Provides clarity in evaluations, strengthening trust among stakeholders.
-  **Aligns with ADB Priorities:** Advances climate resilience, sustainability, gender inclusion, and innovation.



How MPC Works

MPC uses both technical and financial weightings to provide a balanced and transparent evaluation process. These weightings are published in the bidding documents. How evaluation criteria and their weightings are applied depends on procurement risk and contract value.

Procurement risk is assessed across five dimensions: **borrower's procurement capacity, market conditions, contract complexity, contract size, and implementation environment.** In high risk, high value contracts, technical criteria carry a greater weighting in the evaluation. A high value contract is defined as one exceeding \$10 million.

Notes: In this publication, "\$" refers to United States dollars.

 Applying predefined, technical scoring to bid evaluation ensures consistent and transparent assessments and strengthens the integrity and credibility of the procurement process.

