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The ADB logo consists of the letters "ADB" in a white, serif font, centered within a dark blue square. The square is positioned in the upper left quadrant of the slide.

ADB

ADB Business Opportunities Seminar

Honolulu, Hawaii

Feb 2026

Jeff Taylor

Chief Procurement Officer, ADB

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

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



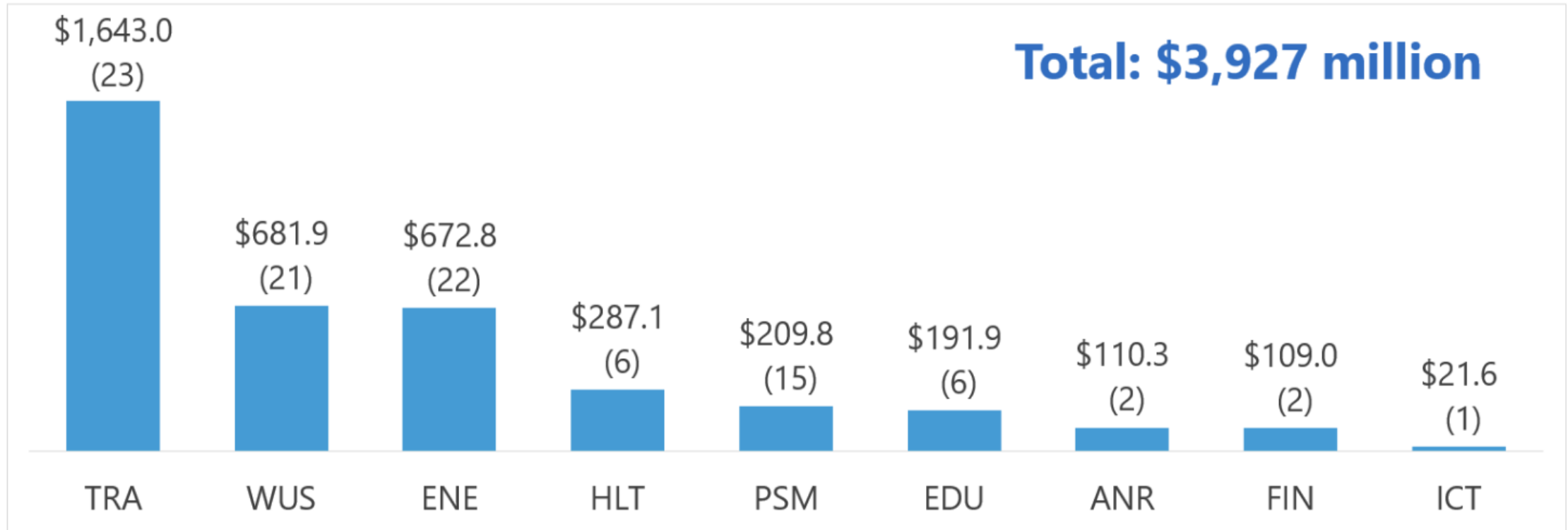
Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

ADB Active Sovereign Portfolio totals over \$104 billions



Source: ADB (2026)

ADB Pacific Portfolio by Sector



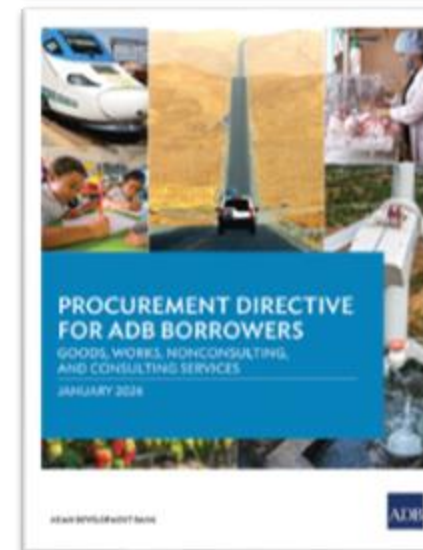
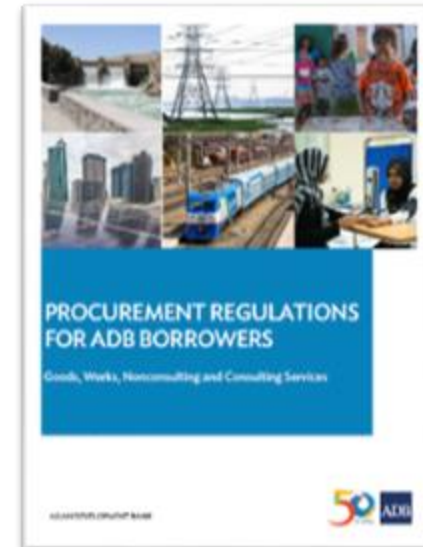
- Infrastructure projects in Transport, Water and Urban development, and Energy are driving the growth.
- Emerging areas includes health, education, agriculture and natural resources.
- ADB's infrastructure ambition is guided by measures to ensure quality outcome, such as enhanced field staffing, refined procurement approach, and expanded capacity building efforts.

Type of ADB Operations Procurement

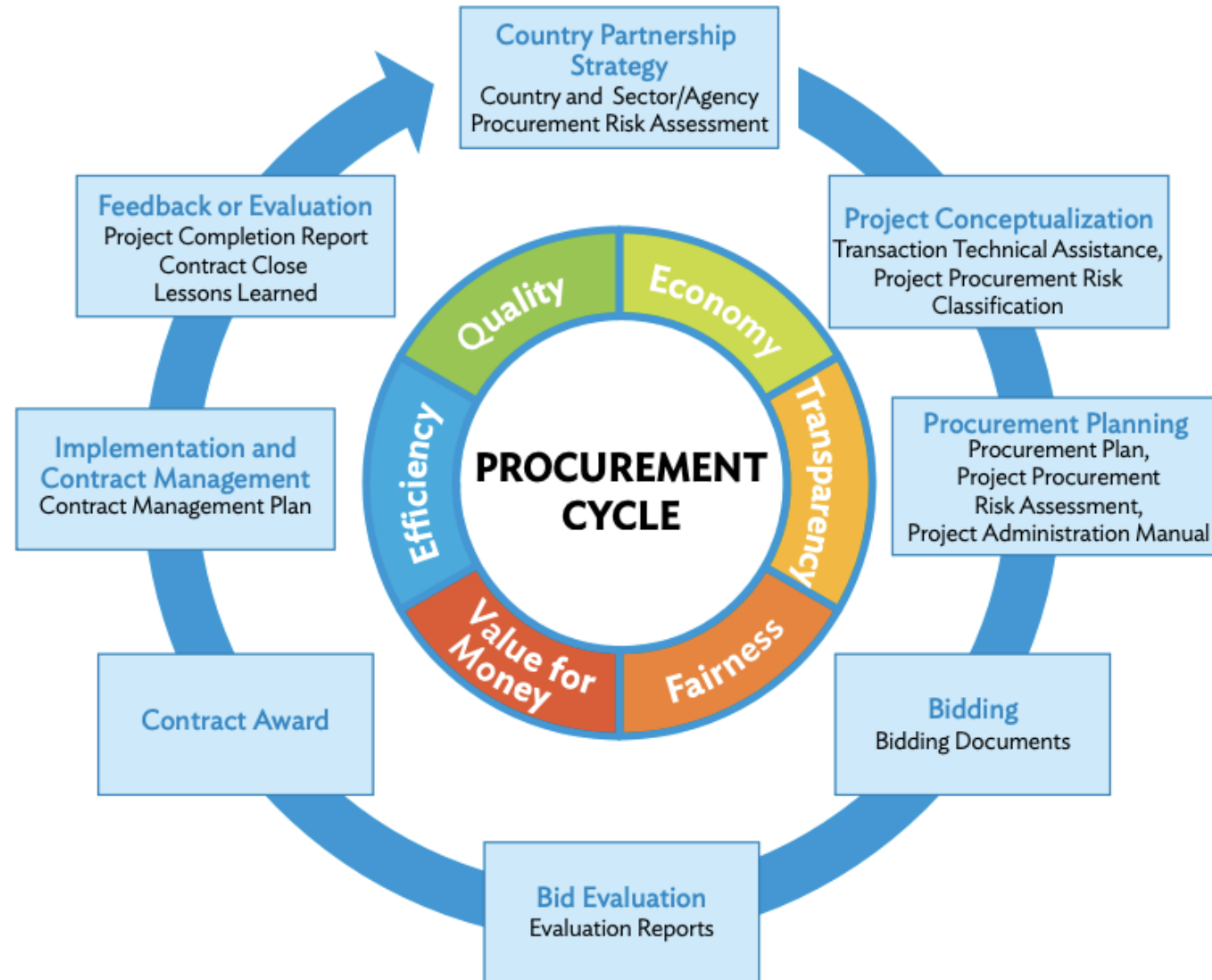
1. Consulting Services (individual / firm)
 - ADB administered (Technical Assistance)
 - EA administered (Loan/Grant)
2. Goods Supply (mostly EA administered)
3. Works (mostly EA administered)
4. Non-Consulting Services (mostly EA administered)

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)



ADB Project Procurement Cycle



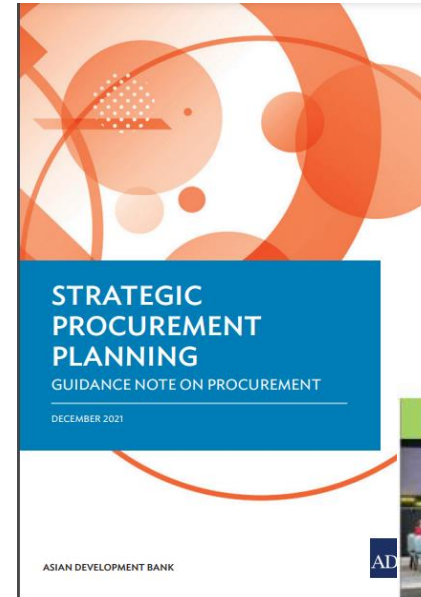
Source: Asian Development Bank.

Development of Procurement Strategy

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

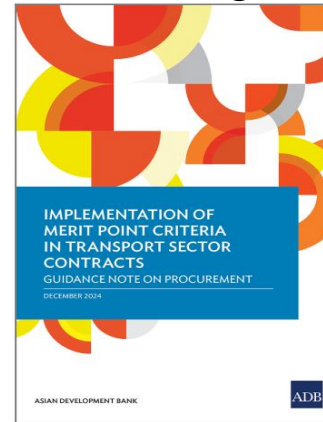
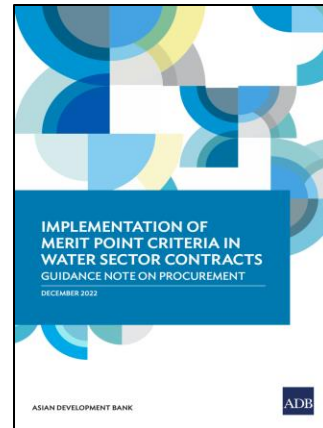
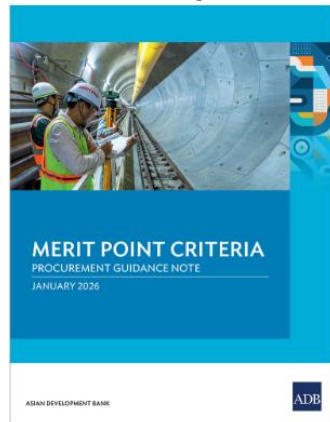
Early Market Engagement is one of the key elements of this strategy to understand the interest and capacity

Potential risks associated to each party



Merit Point Criteria – leveraging your quality competitive advantage

- Since January 2026, ADB mandates use of MPC for internationally advertised civil works contracts.
- This approach aligns with the ADB’s priorities, such as climate resilience, sustainable infrastructure, gender inclusion, and innovation and support PQIP
- Up to 25% technical weighting for sustainable procurement criteria, including up to 15% on local participation.
- Skills development activities can be introduced through [Build4Skills](#)



Pacific Quality Infrastructure Principles

ADB Fully Supports the Pacific Quality Infrastructure principles (PQIP)

- Achieving Value for Money outcomes is central to the delivery of quality infrastructure.
- Quality is prioritized in evaluation using Merit Point Criteria (MPC)
- Increased focus on enhancing local content (local participation) on ADB financed projects.
- Dedicated attention to skills development using Build4skills approach



Local Content

Use local labour, develop local talent, support local businesses



Value for Money

Generate positive social and economic values



Climate Resilience

Build resilience to future impacts of climate change



Responsible Borrowing and Governance

Borrow sustainably, spend transparently and accountably



Social and Environmental Safeguards

Protect the environment, people and livelihoods



Inclusivity

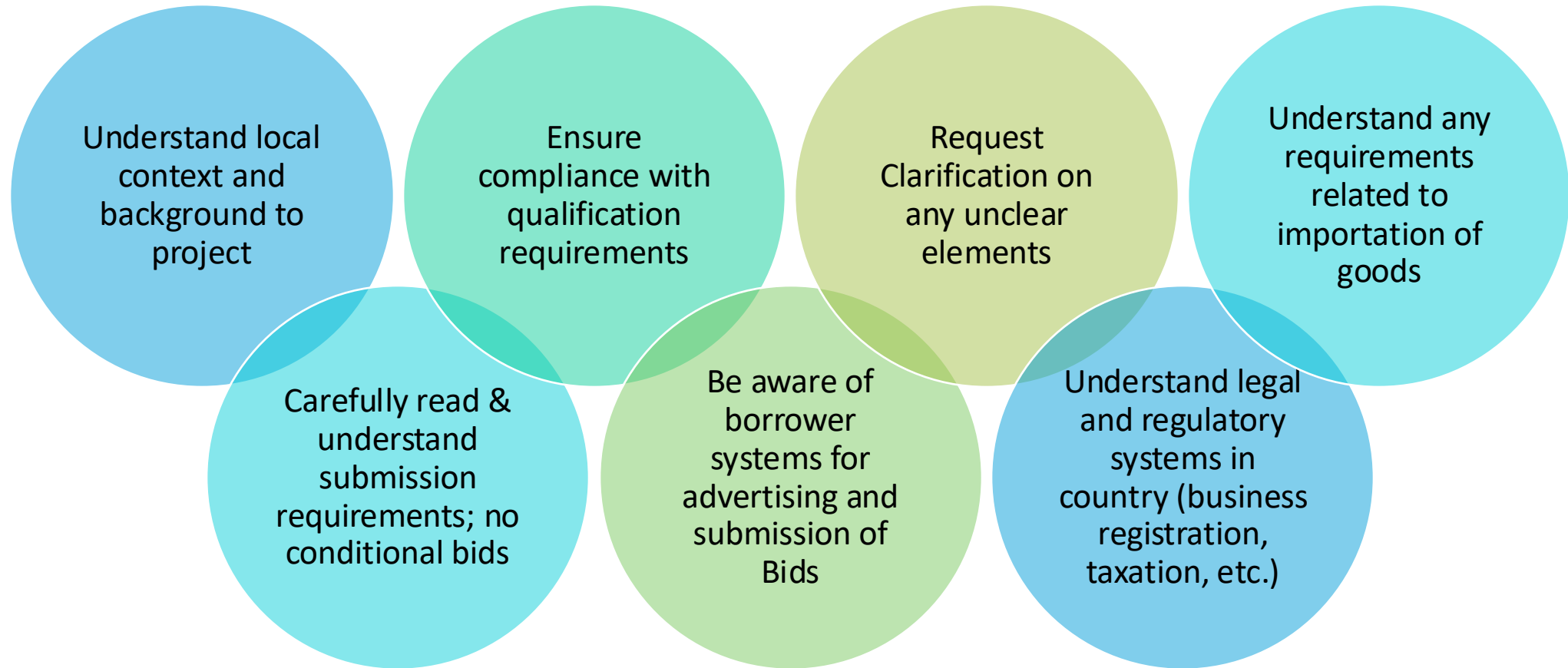
Infrastructure for all, inclusively developed



Private Sector Investment

Incentivise private sector to finance and develop infrastructure

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

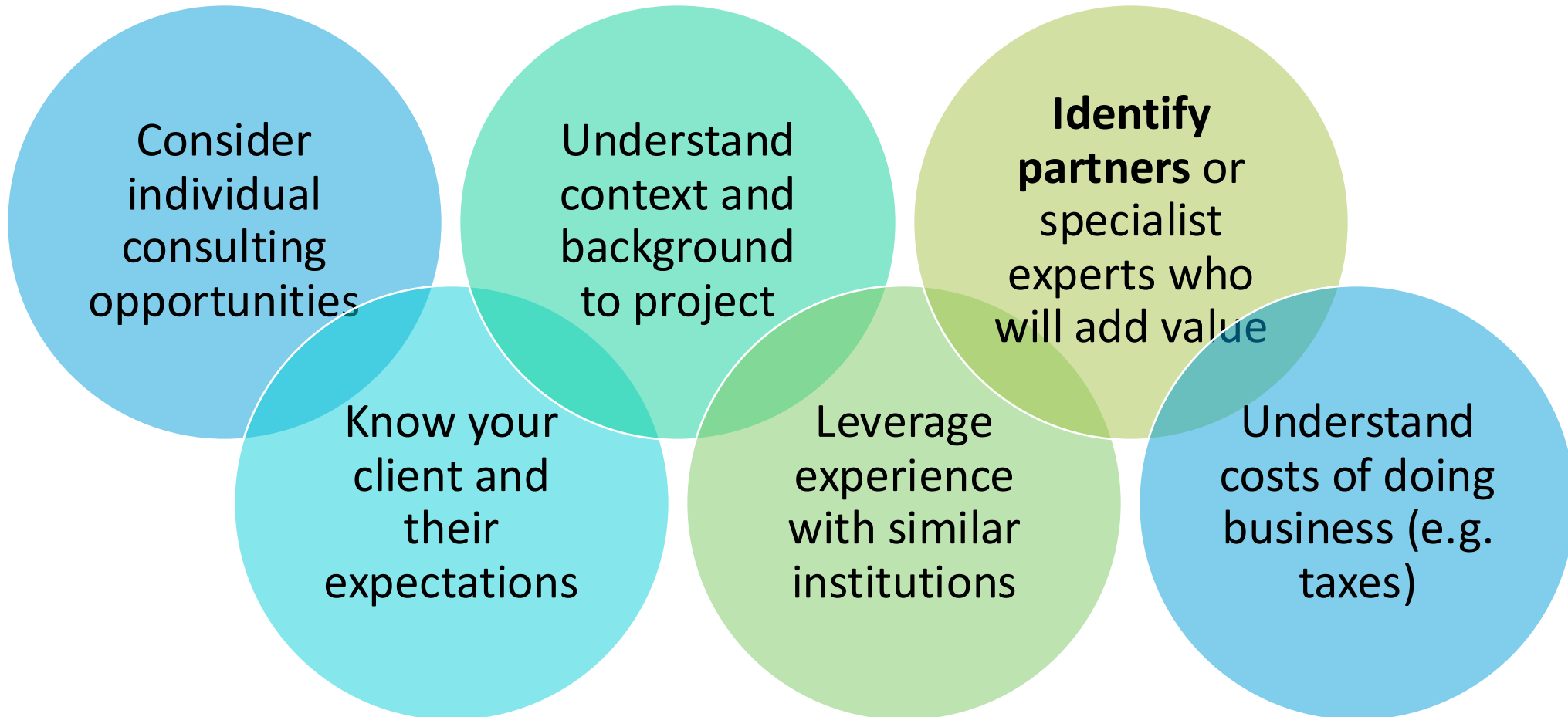
Incomplete Bids / Partial Bids

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



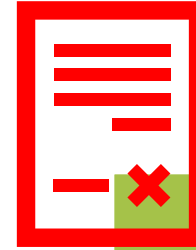
ASK QUESTIONS

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.

Field-tested Tips for Partnership Strategy

-  1- Do Targeted Market Research (Don't "Spray and Pray"); Use institutional intelligence
-  2- Define Your True Niche; and Your "Non-Niche"
-  3) Choose the Right Entry Strategy
-  4) Invest in Relationship-Building Early (Before Procurement- 'Early Market Engagement')
-  5) Identify Credible Local Partners
-  6) Find Your "Entry Point" into the Market
-  7) Attend Business Events Strategically (Not Passively)
-  8) Ensure Alignment on Governance and Risk
-  9) Demonstrate Long-Term Commitment

★ Quick "Success Formula"

Insight + Niche Clarity + Credible Local Partner + Early Engagement + Right Entry Mode

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.

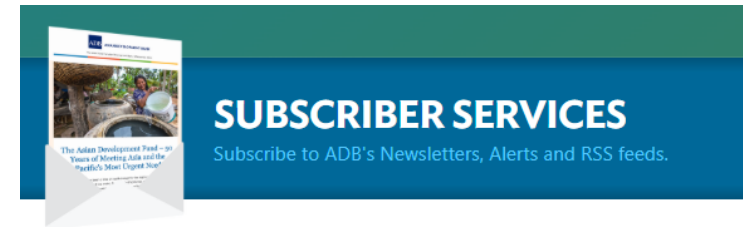


View Awarded Contracts

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](#)



News Releases Receive links to news releases as soon as they are published.	<input type="checkbox"/> On <input type="checkbox"/> Off
<input checked="" type="radio"/> Global news releases <input type="radio"/> News from country offices <input type="radio"/> All news	
Economic Data and Research	<input type="checkbox"/> On <input type="checkbox"/> Off
Evaluation Reports	<input type="checkbox"/> On <input type="checkbox"/> Off
Events	<input type="checkbox"/> On <input type="checkbox"/> Off
News Releases and News from Country Offices	<input type="checkbox"/> On <input type="checkbox"/> Off
Procurement Notices (Goods and Works) Note: Weekly notifications on consulting opportunities available for registered users of the Consultant Management System (CMS) .	<input type="checkbox"/> On <input type="checkbox"/> Off
Project Information and Documents	<input type="checkbox"/> On <input type="checkbox"/> Off
Publications	<input type="checkbox"/> On <input type="checkbox"/> Off
Safeguard Documents	<input type="checkbox"/> On <input type="checkbox"/> Off
Vacancies	<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



PACIFIC
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

