European Roadshow
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Sharlene Shillingford-McKlmon. Principal Procurement Specialist

March 23rd, 2026; Paris, France

ADB

Solving Complex Challenges Together

MPC

Sharlene Shillingford-McKlmon – Principal Procurement Specialist

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Solving Complex Challenges Together

Importance of MPC

- **Elevates Quality** (as part of VfM and fit-for-purpose approach) by evaluating bids based on operational performance, lifecycle value, and technical merit, not just upfront costs.
- **Encourages stronger bids** by signaling to the market that quality will be rewarded, resulting in better solutions, not just cheaper ones.
- **Supports fair competition** by encouraging all suppliers to meet clearly defined quality standards, leveling the playing field.
- **Improves transparency and objectivity**, reducing subjectivity in evaluations enhancing trust among stakeholders.
- **Aligns with ADB's priorities**, such as climate resilience, sustainable infrastructure, gender inclusion, and innovation.

Essential Material

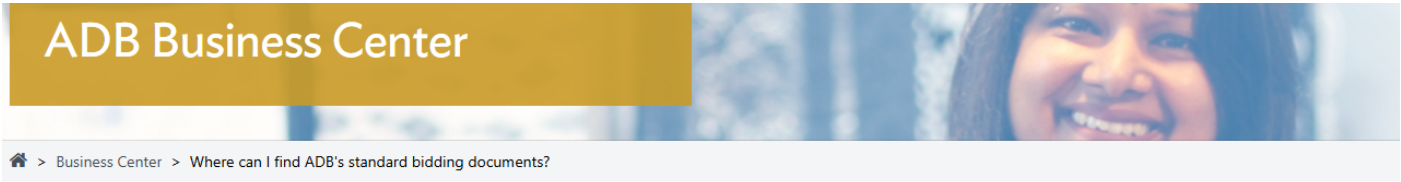
Sections 3 and 4 of ADB SBD – MPC Detailed

Guidance Note on MPC

ADB 2026 Bid Evaluation Guide

Where to Find Bidding Documents

[Where can I find ADB's standard bidding documents? | Asian Development Bank]



> Business Center > Where can I find ADB's standard bidding documents?

How-Tos

Where can I find ADB's standard bidding documents?

Standard Bidding Documents (SBDs) that are currently in use are listed below.

The term ESF refers to ADB's Environmental and Social Framework 2024 and SPS refers to ADB's Safeguard Policy Statement 2009.

2026 SBD Updates

ADB SBDs for Large Works, using FIDIC Red Book with ESF:

- Single-stage one-envelope, with Merit Point Criteria
- Single-stage one-envelope, without Merit Point Criteria
- Single-stage two-envelope, with Merit Point Criteria
- Single-stage two-envelope, without Merit Point Criteria

ADB SBDs for Large Works, using FIDIC Red Book with SPS:

- Single-stage one-envelope, with Merit Point Criteria
- Single-stage one-envelope, without Merit Point Criteria
- Single-stage two-envelope, with Merit Point Criteria
- Single-stage two-envelope, without Merit Point Criteria

ADB SBDs for Plant & Design Build, using FIDIC Yellow Book with

Related

- How-To: What bidding procedures are used by ADB-financed projects?
- Guidance Notes on Procurement

All New Standard Bidding Documents

PROCUREMENT OF WORKS
STANDARD BIDDING DOCUMENT

For Single-Stage: Two-Envelope Bidding Procedure Without Prequalification, with Merit Point Criteria (MPC)

JANUARY 2026

For projects governed by Procurement Directive for ADB Borrowers: Goods, Works, Nonconsulting and Consulting Services (2026, as amended time to time)

ASIAN DEVELOPMENT BANK

PROCUREMENT OF PLANT AND WORKS (DESIGN-BUILD)
STANDARD BIDDING DOCUMENT

For Single-Stage: Two-Envelope Bidding Procedure Without Prequalification, with Merit Point Criteria (MPC)

JANUARY 2026

For projects governed by Procurement Directive for ADB Borrowers: Goods, Works, Nonconsulting and Consulting Services (2026, as amended time to time)

ASIAN DEVELOPMENT BANK

PROCUREMENT OF WORKS: SMALL CONTRACTS
STANDARD BIDDING DOCUMENT

For Single-Stage: Two-Envelope Bidding Procedure Without Prequalification, with Merit Point Criteria (MPC)

JANUARY 2026

For projects governed by Procurement Directive for ADB Borrowers: Goods, Works, Nonconsulting and Consulting Services (2026, as amended from time to time)

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Where to Find MPC Elements

Section 3

2.1.4 Technical Scoring

NOTE

The criteria and weightings shown under Technical Scoring are intended to illustrate a generic methodology. The actual criteria and weighting to be used may need to be adjusted to take into account the specific features of the project. The factors listed here are for example purposes. It is recommended that maximum number of factors are maintained at five. For further guidance on technical factors refer to ADB guidance on Merit Point Criteria available at the ADB website

The evaluation approach shall be based on a scoring methodology as per the principles spelled out below:

Technical Factors[1]	Weightings (1)	Scores (2)	Weighted Score (1) x (2)
1. Approach and Methodology	50-90…%	(max = 100)	T1
2. Key Personnel Qualifications	0-20…%	(max = 100)	T2
3. E&S Requirements	0-20…%	(max = 100)	T3
4. Sustainability Requirements	0-25…%	(max = 100)	T4
TOTAL	100%		T

Evaluation of the Technical Factors

[The below given MPC criteria are examples and should be tailored by the Employer as per the requirements of the relevant bidding package. In designing the MPC criteria, the Employer should also take into account Part E and, if applicable, make the necessary linkage with the KPIs and the performance damages to be applicable during implementation.]

The number of points to be assigned for each sub-factor mentioned above shall be broken down as follows:

Technical Factors	Weightings (1)	Scores (2)	Weighted Score (1) x (2)
1. Approach and Methodology	…%	(max = 10)	T1
	Sub-Factor Weightings (1)	Score (2)	Weighted Score (1) x (2)
(i) Construction Management Strategy is clear and complete: supporting documentation provided, organization described, resources mobilized, list of activities, risks, and assumptions	…%	(max = 10)	
(ii) Construction methods for the key construction activities are clear and well-articulated with the construction management strategy	…%	(max = 10)	
(iii) Construction Schedule is detailed, realistic and in line with the Works' Requirements and proposed methodology	…%	(max = 10)	
(iv) Quality Assurance and Quality Control	…%	(max = 10)	
(v) Anticipated Risks Evaluation: the main risks have duly	…%	(max = 10)	

Procurement of Works: Standard Bidding Document for Single-Stage: Two-Envelope Bidding Procedure Without Prequalification, for projects with MPC and ESF

2. Key Personnel Qualifications[a]	…%	(max = 100)	T2
	Sub-Factor Weightings (1)	Score (2)	Weighted Score (1) x (2)
(i) Personnel and Organizational chart are clear and relevant to perform the works	…%	(max = 10)	
(ii) Project Manager • General qualifications. The staff must be a licensed professional in the assigned position. • Total work experience. Demonstrate *minimum _ [insert number of years]* years in a similar position. • Experience in similar work. Demonstrate minimum _ *[insert number of years]* years in similar work or comparable projects.	…%	(max = 10)	
(iii) Site engineer	…%	(max = 10)	
(iv) Material engineer	…%	(max = 10)	
(v) Contract specialist	….%	(max = 10)	
(vi) Environmental specialist	….%	(max = 10)	
(vii) Social specialist	….%	(max = 10)	
(viii) H&S officer	….%	(max = 10)	
(ix) Labor/HR specialist	….%	(max = 10)	
(x) SEAH focal point	….%	(max = 10)	
(xi) [others]	….%	(max = 10)	
Subtotal Score T2			

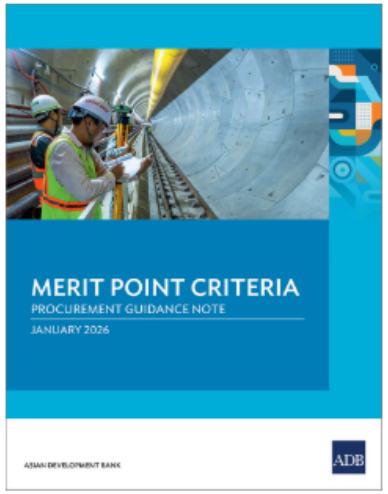
[a] *Individuals required under this table should be considered depending on the size, complexity and requirement for the subject contract package and should be consistent with Section 6.*

3. E&S Requirements	…%	(max = 10)	T3
	Sub-Factor Weightings (1)	Score (2)	Weighted Score (1) x (2)
(i) E&S Approach & Methodology	…%	(max = 10)	
(ii) In-house Policies & Procedures	…%	(max = 10)	
Subtotal Score T3	100%		

4. Sustainability Requirements[a]	…%	(max = 10)	T4
	Sub-Factor Weightings (1)	Score (2)	Weighted Score (1) x (2)
(i) Local Jobs Creation and Local skills development[b]	…%	(max = 10)	
(ii) other sustainability requirements	…%	(max = 10)	
Subtotal Score T4	100%		

[a] *Maximum 25%*
[b] *Maximum 15%*

MPC Guidance Note



Merit Point Criteria: Procurement Guidance Note

Business Guide | January 2026

Download

This guidance note provides support to borrowers and grant recipients in developing and applying merit point criteria (MPC) on projects financed by an Asian Development Bank (ADB) loan or grant, in accordance with the ADB Procurement Policy and Procurement Directive for ADB Borrowers.

It outlines the purpose and benefits of MPC along with practical approaches on design, bid evaluation, and contract management. MPC provides a structured, principles-based approach to evaluating bids beyond price, helping ensure procurement outcomes that are fit for purpose, deliver value for money, and support the project's development objectives.

Contents

Related

Publication: Merit Point Criteria

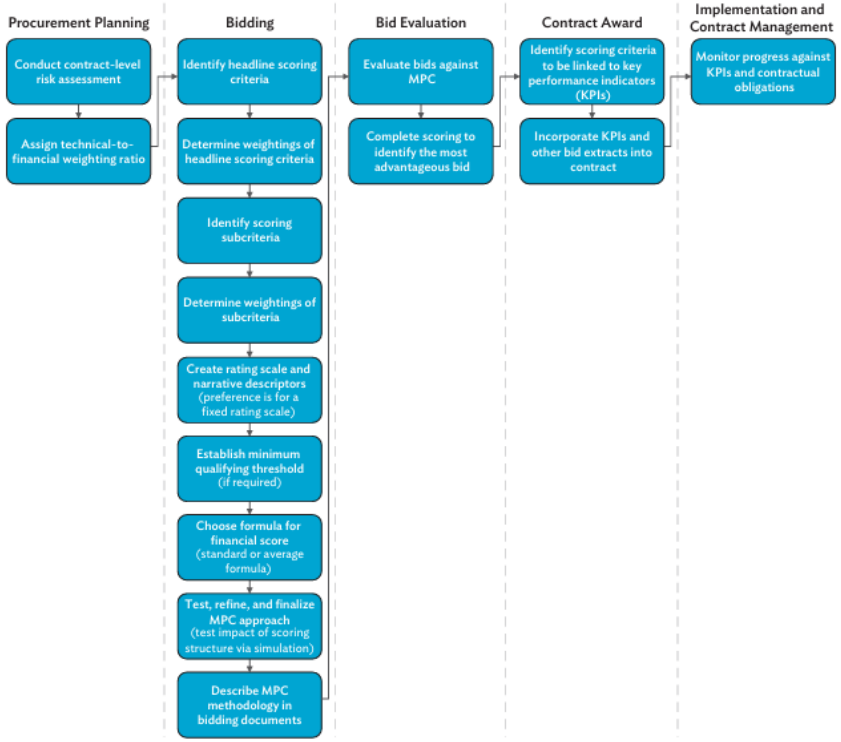
Local Participation: Procurement Guidance Note

Early Market Engagement: Procurement Guidance Note

Bid Evaluation: Procurement Guidance Note

MPC Within the Procurement Cycle

Figure 3: Flowchart of Merit Point Criteria Activities Within the ADB Procurement Cycle



MPC = merit point criteria; KPI = Key Performance Indicator.
Source: Asian Development Bank.

MPC Stakeholder Roles

Table 1: Roles and Responsibilities of Key Stakeholders

Stakeholder	Role and Responsibilities
Borrower	• **Primary responsibility:** Responsible for the overall procurement process, including designing, implementing, and documenting the MPC approach. • **Design of criteria:** Develops the main criteria, subcriteria, and scoring methodology based on the contract's technical requirements and risk profile. • **Evaluation process:** Establishes and manages the evaluation committee, ensures members' independence, and maintains confidentiality during evaluation. • **Evaluation guide or manual:** Prepares an internal evaluation guide or manual detailing the process, roles, and decision-making authority, and conflict-of-interest management. • **Documentation and reporting:** Ensures that all evaluation records, score sheets, and narrative notes are complete, transparent, and defensible for audit and review by ADB. • **Accountability:** Signs the bid evaluation report and recommendation for award, and submits these to ADB for prior or post-review, as applicable. • **Monitoring and reporting on performance:** Once the contract is awarded, ensures that the contractor performs in accordance with contract requirements and regularly reports performance results to ADB.
Bidder	• **Compliance and understanding:** Responsible for preparing bids in accordance with the criteria and requirements disclosed in the bidding documents. • **Transparency and fairness:** Avoids collusion, misrepresentation, or other forms of misconduct that compromise the integrity of the evaluation. • **Demonstration of merit:** Provides complete, verifiable evidence supporting claims related to experience, technical approach, innovation, or safeguards. • **Engagement during clarification:** Responds to clarifications if sought by the borrower during evaluation but are not permitted to modify their bid. • **Performance accountability:** Once awarded, delivers the commitments (e.g., quality measures, innovation, safeguards) that contributed to a high MPC score.
ADB	• **Oversight and compliance:** Ensures that the borrower's procurement process, including the use of MPC, complies with the Procurement Directive for ADB Borrowers. • **Review and no-objection:** For contracts subject to prior review, reviews key documents such as the bidding documents, including evaluation criteria, and bid evaluation report for procedural compliance before issuing a no-objection to contract award. • **Guidance and capacity building:** Provides technical guidance, training, and tools to help borrowers apply MPC consistently and effectively across projects. • **Post-review:** For contracts under post-review, examines the bidding process including evaluation after award to ensure proper application of MPC and compliance with ADB's procurement policy and directive. • **Policy updates:** Monitors lessons learned from projects using MPC and updates procurement guidance, templates, and training materials accordingly.

MPC = merit point criteria; ADB = Asian Development Bank.

Source: Asian Development Bank.

MPC Quantitative Criteria

Quantitative Criteria

3.6 Quantitative criteria can be used within a technical evaluation when an objective and verifiable assessment is feasible and relevant to outcomes. These criteria, which are commonly applied to goods and works, translate qualitative intent into measurable targets (e.g., efficiency, emissions, resource use), reduce evaluator discretion, and allow for direct comparison across bids. Quantitative criteria are most effective when the metric, unit, measurement boundary (what is in and out), and calculation method are clearly defined in the bidding documents, and when the same definitions carry forward into contract KPIs.

Example of using Quantitative Criteria

For example, bidders may be required to state projected greenhouse gas emissions for construction activities, expressed in tons of CO_2. In such cases, the borrower would disclose a baseline KPI, for example, an expected monthly CO_2 total derived from market sounding or past projects. Each technical bid would then be evaluated against this baseline, either as a percentage improvement over the KPI (higher improvement earns more points) or using a simple proportional rule that awards the maximum points to the lowest credible CO_2 figure, and scales the others accordingly.

3.7 To make the criterion defensible, the bidding documents should require a clear calculation method (e.g., fuel and electricity consumption multiplied by published emission factors), specify the data sources, and state how results will be verified (e.g., using fuel logs, utility bills, calibrated meters, or third-party

MPC Qualitative Criteria

Qualitative Criteria

Qualifications and Experience

3.8 Qualifications and experience are generally assessed at the qualification stage (typically on a pass/fail basis) to confirm baseline capability. However, certain criteria can also be further elaborated upon to form more detailed criteria within the MPC evaluation. MPC related to experience and qualifications should focus

on how well the bidder will perform, considering aspects such as quality, approach, risk management, and value. If any experience-related elements are included in the MPC, they must be clearly delineated from qualification criteria and considered to assess past performance (e.g., proven delivery on closely analogous contracts, evidence provided in completion/taking-over certificates, client evaluations, compliance with requirements, timely completion, and defect-liability records). This separation avoids duplication, as prequalification confirms eligibility and capacity while MPC distinguish the quality of the proposed solution.

ADB 2026 Guide to Bid Evaluation

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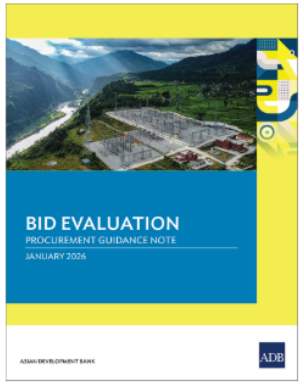
> Bid Evaluation: Procurement Guidance Note



Bid Evaluation: Procurement Guidance Note

Business Guide | January 2026

Download

This guidance note provides practical and comprehensive directions on conducting bid evaluation and preparing bid evaluation reports for submission to the Asian Development Bank (ADB).

It outlines the required procedures, key principles, and documentation standards involved in evaluating bids for contracts financed wholly or partly by an ADB loan, grant, or ADB-administered funds. Designed to support transparent, fair, and efficient procurement, the guidance note serves as a valuable reference for project executing and implementing agencies, procurement specialists, and all stakeholders involved in ADB-financed project procurement.

Related

- Local Participation: Procurement Guidance Note
- Merit Point Criteria: Procurement Guidance Note
- Early Market Engagement: Procurement Guidance Note

Contents

[Bid Evaluation: Procurement Guidance Note | Asian Development Bank]

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MPC Bid Evaluation Guide

MPC Bid Evaluation Guide

E Technical Scoring Using the Merit Point Criteria Evaluation Method

2.41 This step of technical evaluation using the MPC method involves using a scoring system to assess the quality, capability, and appropriateness of each bidder's proposal to deliver a contract and meet its requirements. The evaluation should be carried out strictly in accordance with the criteria and weightings set out in the bidding documents. When bidding documents set a minimum technical passing score from the total available points, a bid must achieve at least that score to be considered responsive and to advance to the financial evaluation stage.

2.42 In the case of the single-stage one-envelope approach, since both technical and price components are visible upon opening of the bids, the evaluation team must ensure strict objectivity, and avoid biased technical scoring based on available price information. Members should be reminded to score technical criteria independently of cost attractiveness. Alternatively, the following mitigation measures may be implemented by borrowers:

- **Separate subgroups for technical and price assessments.** While these teams evaluate in parallel, they also evaluate independently and submit separate reports. The groups include:
  - bid opening members who are independent from the evaluators;
  - technical evaluators who focus on technical scoring and are not made aware of price bids; and
  - price bid evaluators who review costs and commercial compliance, and are not made aware of technical bids.

- **Sequential evaluation.** Where full segregation of teams is not practical, the evaluation proceeds sequentially. Technical scores must be completed, recorded, and formally locked (signed and dated) prior to the commencement of any financial evaluation. Documentation timestamps should be maintained to demonstrate the proper sequence of activities.
- **Blind scoring.** Redacted copies of bids with all pricing or cost-related information removed can be distributed to the technical evaluators.

Designing of MPC

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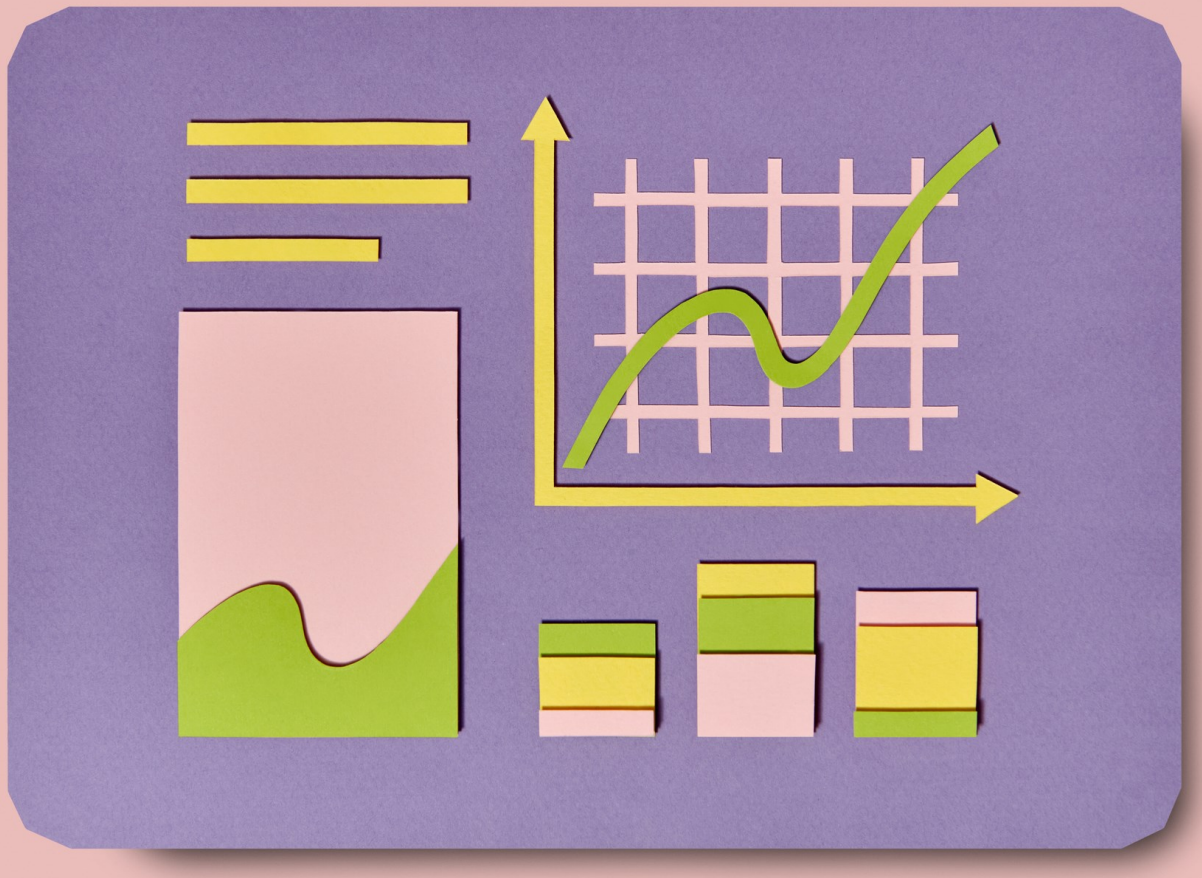
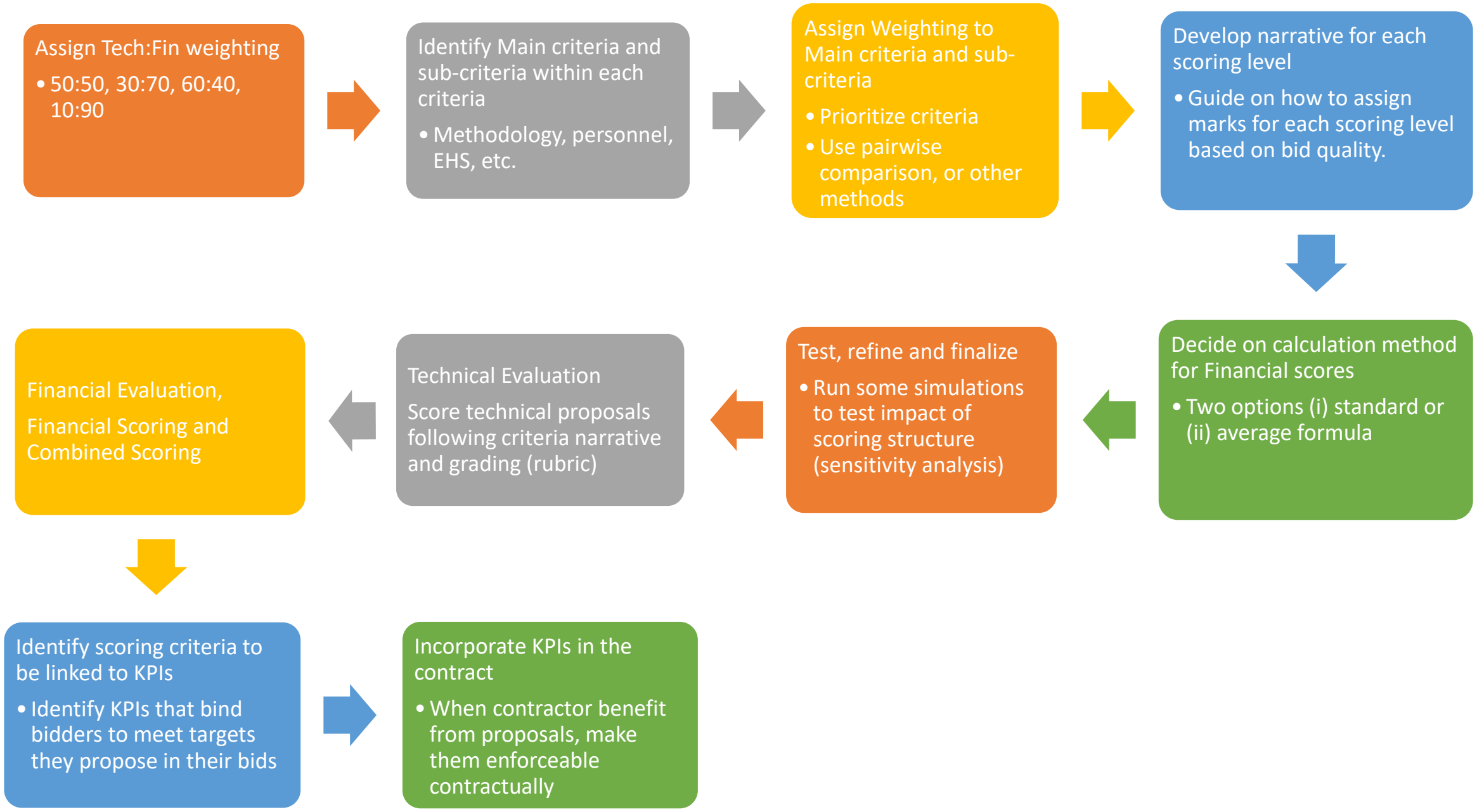
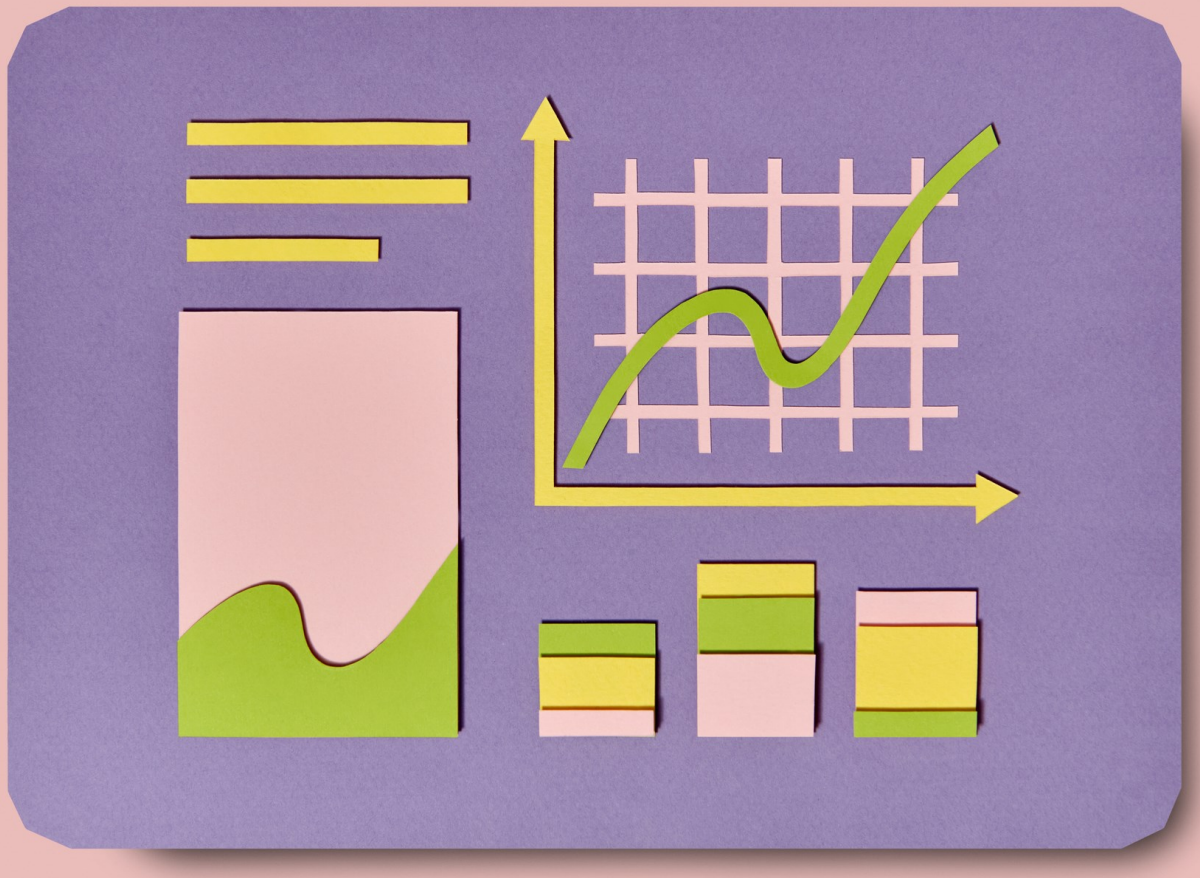
Design Sequence

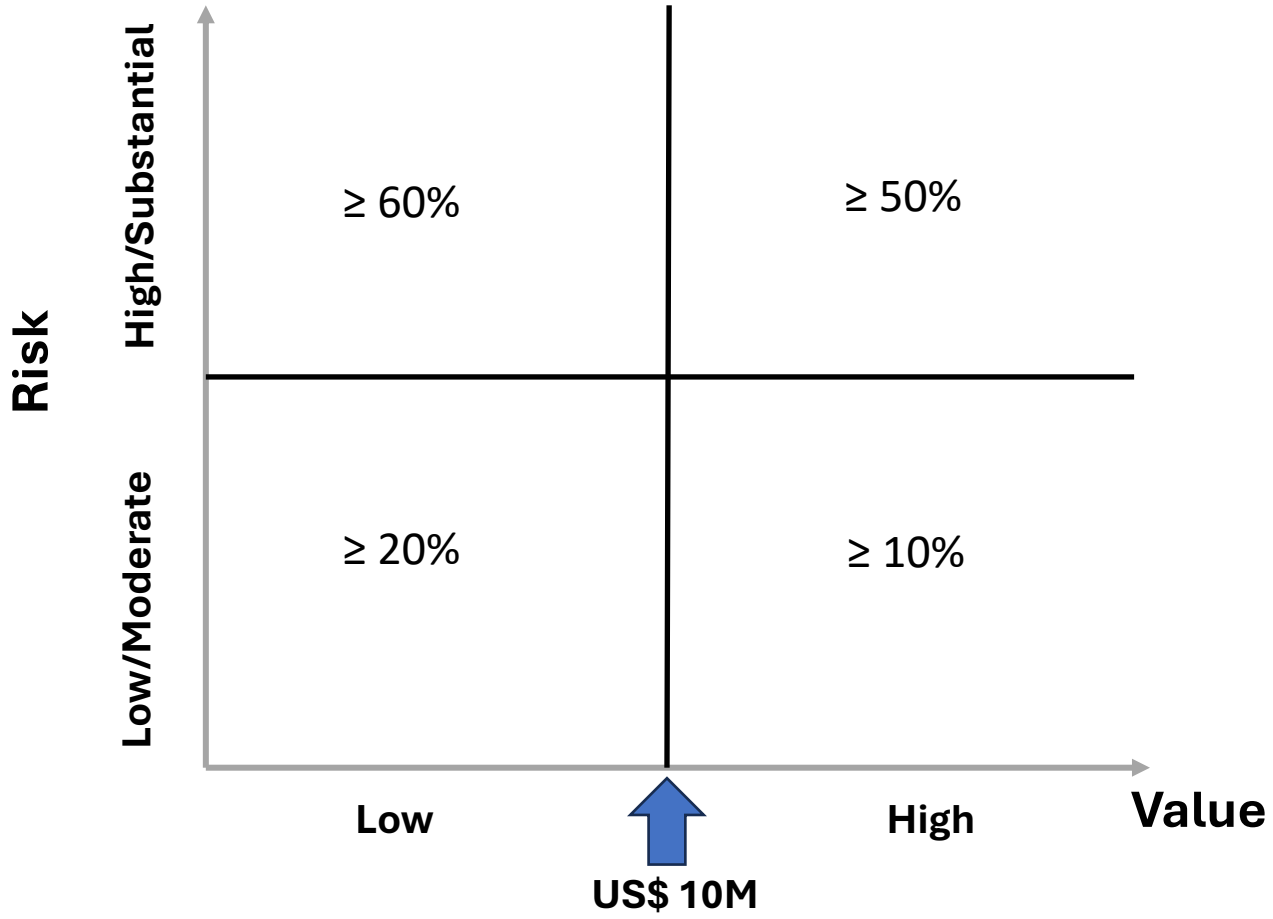




Technical: Financial Ratio



Technical: Financial Ratio



Minimum Threshold is based on Procurement Risk and Value

Contract valued at $10M and above is considered as High Value for weighting purposes

Procurement Risk is assessed based on Procurement Risk Framework.

Procurement Risk Classification

Risk Rating	Procurement Capacity	Market Conditions	Contract Complexity	Contract Size	Implementation Environment
Low	• Borrower has experienced staff with recent track record in contracts of similar scale or complexity • Stable resources and staffing levels (minimal turnover) • Well-established procurement systems (policies, processes and procedures, structures or tools and technology) • Consistent, timely, and compliant performance on past contracts, demonstrating the ability to deliver without additional support	• Broad, competitive market with multiple capable bidders available • Price stability observed against established estimates • Stable and reliable supply chains • Minimal market volatility or risk of external disruptions	• Use of bidding documents involving straightforward procurement methods • Minimal customization to existing ADB standard bid documents • Low transaction costs (time, effort, resources), easy coordination, and minimal governance risks	• Contract value is less than 5% of the total project cost, or below $20 million, whichever is lower	• Stable, predictable implementation conditions (no major uncertainties) • Straightforward coordination with minim environmental constraints or stakehold involved (e.g. government agencies, lo authorities, providers, donors) • No major external dependencies or site constraints affecting execution • All necessary permits, utilities, and logi arrangements are in place before contr award
Moderate	• Generally adequate capacity, with some experience gaps in contracts of similar scale or complexity • Some staff turnover or limited exposure in specific areas • Functional procurement systems with occasional inefficiencies or process gaps • May require limited, targeted support to maintain compliance with ADB procedures	• Competitive market with several capable bidders, though the supplier base is somewhat concentrated • Occasional fluctuations in prices or demand (some market volatility) • Supply chains are mostly reliable, subject only to minor disruptions or delays • Moderate overall volatility (shows some sensitivity to external changes, but it remains manageable)	• Bidding documents involving procurement methods with some customization or additional coordination needs[1] • May require extra steps such as supplier prequalification or multi-envelope bid procedure • Slightly higher transaction and governance burden than low risk (more steps, but still routine)	• Contract represents 5-10% of total project cost or $20-40 million, whichever is lower	• Some external dependencies exist (e.g few third-party stakeholders or minor ut relocations required) • Limited site access issues or environm constraints that are routine and manageable (standard site conditions) • A generally conventional implementatic environment with no unusual challenge • Potential schedule impacts can be mitigated through proper planning and engagement of stakeholders

Procurement Risk Classification

Risk Rating	Procurement Capacity	Market Conditions	Contract Complexity	Contract Size	Implementation Environment
Substantial	• Limited exposure to contracts of similar scale or complexity • Staffing constraints or insufficient experience in key functions • Notable weaknesses or lack of integration in procurement systems • Requires structured technical and/or oversight support for compliance with ADB procedures	• Limited competition, with only a few capable bidders available • Price volatility makes it difficult to generate accurate cost estimates. • Supply chains are prone to disruption or price volatility due to external dependencies • Noticeable risk of cost escalation or procurement delays arising from these market conditions	• Complex or specialized bidding documents involving procurement methods requiring adaptation of technical requirements or procedures • May involve multiple procurement stages, customized documents, or advanced contract forms • Elevated governance, integrity, and compliance risks (greater oversight needed to prevent issues)	• Contract represents 10-25% of total project cost or $40-80 million, whichever is lower	• Multiple stakeholders or agencies requi coordinated approvals and ongoing alignment • Complex permitting requirements or environmental constraints (traffic management, limited work hours, etc.) • Use of specialized methods or significa geotechnical challenges, with some dependence on imported materials/equipment • Elevated implementation risk requires a coordinated action plan and close supervision to manage interdependenc
High	• No prior experience with contracts of similar scale or complexity • Severely inadequate staffing and institutional resources • Procurement systems are largely ineffective or non-operational • Major deficiencies requiring significant technical strengthening and intensive oversight	• Very limited pool of qualified bidders to choose from causing limited or no competition. • Very high price volatility meaning that actual costs are often very far from estimates impacting contract viability. • Unstable, unreliable supply chains with frequent or severe disruptions • High likelihood of cost escalation, supplier non-performance, or outright procurement failure due to market instability	• Large, strategic, or first-of-a-kind bidding documents involving innovative procurement approaches (e.g., competitive dialogue) • Highly customized or non-standard contract structures • Substantial transaction, governance, and even political risks, intensive oversight and risk management are required at every step	• Contract represents over 25% of total project cost, or above $80 million, whichever is lower	• Major external and physical challenges (e.g. multi-agency approvals, large-sca utility relocations, insecure environmen (project site may be highly susceptible natural hazards) • Significant interdependencies with othe externally financed contracts or critical equipment that must function together • High likelihood of severe delays unless enabling conditions are firmly in place a robust mitigation measures are establis before procurement commences

Example – Procurement Risk

	Road Upgrade	Water treatment plant	Tunnel	Signaling system	E-Buses
Duration	18 months	7 years	4 years	12 months	12 months
Procurement Capacity	Moderate	Low	Moderate	High	Low
Market	Competitive	Limited contractors	Limited contractors	Monopoly /Duopoly	Limited suppliers
Contract Complexity	Works SBD- Red Book	DBO SBD – Gold Book	Works SBD – Red Book	DB SBD – Yellow Book	DB SBD – Yellow Book
Implementation Environment	• Live road • Traffic Management • Simple design	• Poor soil condition • High water table • Complex design • Water tower, pump stations, distribution lines • Multiple Permits/Licenses	• Tunneling method • Geotech • Utilities	• Technology • Longevity • Inter - operability for future	• Spare parts • Maintenance • EV Charging

Procurement Risk Classification

		Borrower Capacity	Market Conditions	Contract Complexity	Contract Size	Implementation Environment	Overall Score	Risk Rating
Project	Contract 1							
	Contract 2							
	Contract 3							
	.....							

Risk Rating	Total Score
Low	5-8
Moderate	9-12
Substantial	13-16
High	17-20

Criteria Development

Fundamentals

- Clear
- Conscious
- Defined measurement criteria
- Avoid subjectivity
- Ideally 3-5 main criteria with several sub-criteria
- Consistent with Section 4 and Section 6

Typical Criteria

Site Organization

Programme

Design methodology

Construction

- Construction methodology
- Health and Safety
- Risk Management
- Quality Management
- Materials, Equipment, and Logistics
- Testing, Commissioning, and Handover

Sustainability

- Environment
- Carbon management
- Community and Social value
- Local Participation

Example for a water project

No.	Criteria
1	Site Organisation
2	Overall Program
3	Methodology - Design
4	Methodology – Construction
5	Environment, Social, Health & Safety Plan

Main Criteria

Sub Criteria

No.	Criteria
1	**Site Organisation**
2	**Overall Program**
3	**Methodology - Design**
3a	Pipe route selection and long section
3b	Determination of pipe diameter
4	**Methodology – Construction**
4a	Pipeline Installation
4b	Railway Track and River crossings using trenchless technique
4c	Logistics Plan for importation of pipes and storage
5	**Environment, Social, Health & Safety Plan**
5a	Traffic Management Plan
5b	Consents/Permits/Licenses
5c	Local Job Creation and Skills Development
5d	Approach to H&S management

Narrative for (sub)criteria

No.	Criteria
1	Site Organisation
2	Overall Program
3	Methodology - Design
3a	Pipe route selection and long section
3b	Determination of pipe diameter
4	Methodology – Construction
4a	Pipeline Installation
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5	Environment, Social, Health & Safety Plan
5a	Traffic Management Plan
5b	Consents/Permits/Licenses
5c	Local Job Creation and Skills Development
5d	Approach to H&S management

Methodology – Construction (to be included in Section 4 of BD)

4a Pipeline Installation:

- a description of trench support system, where trench depth exceeds 1.5 m, with typical schematic diagram
- a description of butt fusion welding of HDPE pipes, including manufacturer's brochures for welding
- equipment to be used, tests and inspection program to certify weld quality

4b Railway Track & River Crossings using trenchless technique

- description of trenchless construction technique with manufacturer data sheet and brochures
- schematic layout of contractor's working area at a typical rail crossing, showing space for plant and machinery, fill and spoils handling, vehicle access, and worker welfare facilities
- procedure to monitor and correct ground settlement under rail tracks
- typical ground support system
- typical dewatering and ground water control plans
- assessment of key risks.

Weighting of Criteria

Identification of Criteria

List the relevent critieria (as discussed in the previous section)

Understanding Stakeholder Perspectives (Engineering Contract Administration, Finance)

Gather inputs from stakeholders involved in the project.

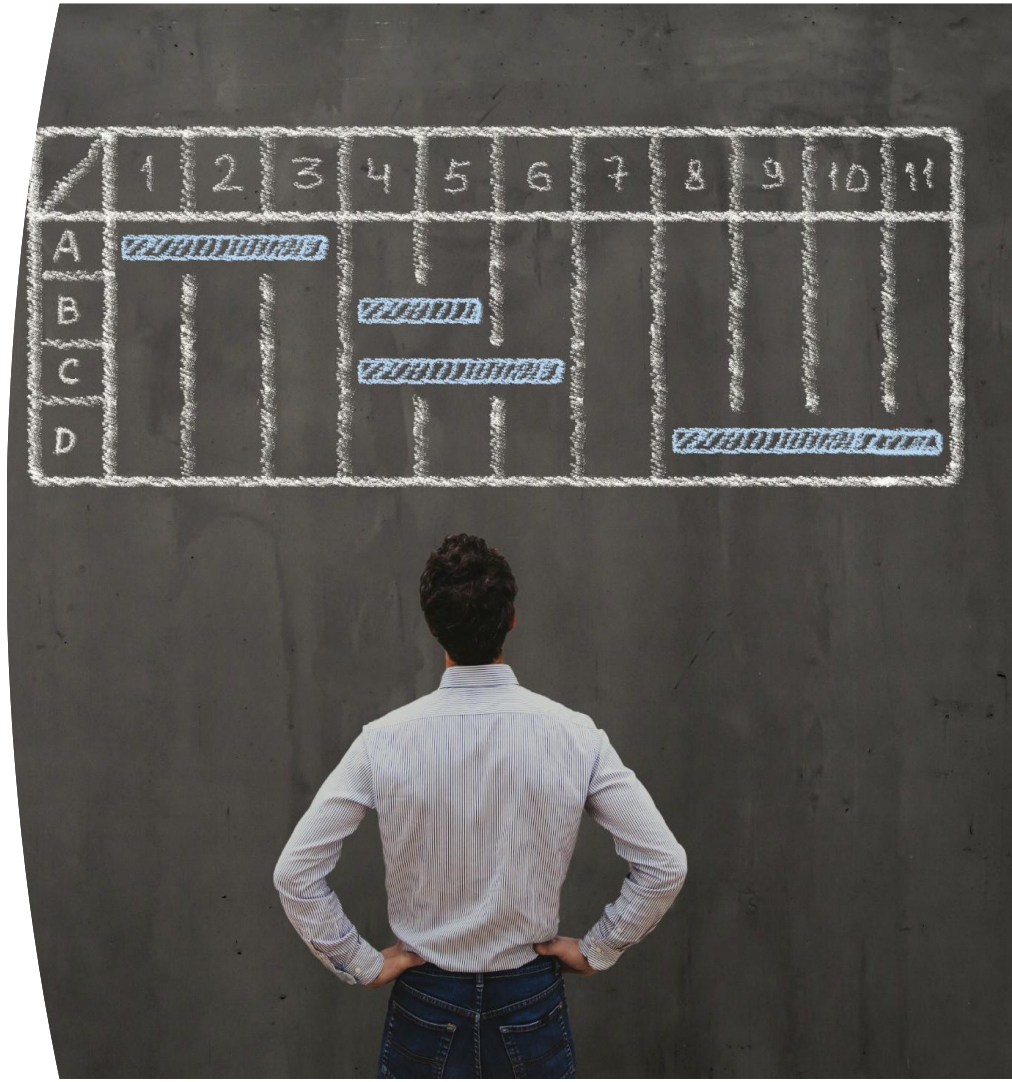
Different stakeholders might have varying perspectives on the importance of criteria based on their roles and interests.

Weighting

Rank or rate the criteria based on their perceived importance.

Methods:

(1) Pairwise comparision
(2) Ranking
(3) Rating scales



- **Weightages should be developed for criteria and for sub criteria (if any).**

- **Higher weight on the criteria with the highest importance, and the lower weight for criterion or categories with the least importance.**

Weighting of Criteria - Methods

- By personal preference (e.g., I think this criteria is important so let me allocate 60% for it)

- By calculations (e.g.):
  - Rating Scale/ Fixed Weighting Method
  - Rank Sum Weight method
  - Pairwise comparison

No.	Criteria
1	**Site Organization**
2	**Overall Program**
3	**Methodology - Design**
3a	Pipe route selection and long section
3b	Determination of pipe diameter
4	**Methodology – Construction**
4a	Pipeline Installation
4b	Railway Track and River crossings using trenchless technique
4c	Logistics Plan for importation of pipes and storage
5	**Environment, Social, Health & Safety Plan**
5a	Traffic Management Plan
5b	Consents/Permits/Licenses
5c	Local Job Creation and Skills Development
5d	Approach to H&S management

Example with weighting

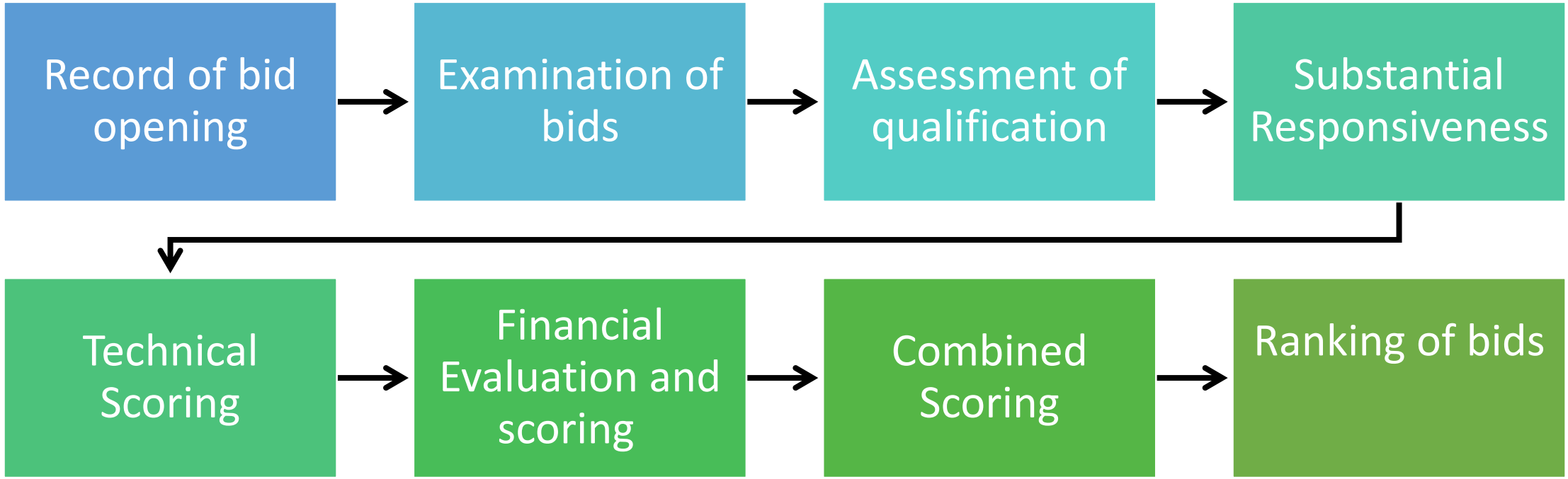
Why calculation

- There is a logic behind it.
- Fair and Transparent Evaluation
- Balanced Trade-Off
- Reduces Subjectivity and Bias
- Procurement Compliance and Defensibility
- Efficiency and Consistency

No.	Criteria	Total Weight
1	**Site Organisation**	**6**
2	**Overall Program**	**6**
3	**Methodology - Design**	**15**
3a	Pipe route selection and long section	9
3b	Determination of pipe diameter	6
4	**Methodology – Construction**	**50**
4a	Pipeline Installation	18
4b	Railway Track and River crossings using trenchless technique	20
4c	Logistics Plan for importation of pipes and storage	12
5	**Environment, Social, Health & Safety Plan**	**23**
5a	Traffic Management Plan	3
5b	Consents/Permits/Licenses	2
5c	Local Job Creation and Skills Development	8
5d	Approach to H&S management	10

Scoring, Evaluation

Evaluation Steps using MPC



Score	Submission	Description of Submission
7	Above Average	Submission meets expectations and requirements in **all aspects** of the criterion. **Sound understanding** of the criterion demonstrated through a **thorough methodology** with **no weakness** and supported by reasonable evidence but difficult to verify. It includes minor innovation and value added features but lacks implementation plan for proposed features.
6	Average	Submission meets expectations and requirements in **most aspects** of the criterion. **Adequate understanding** of the criterion demonstrated through **competent methodology** with **negligible weakness**. It includes **no innovation** or value added features.
5	Below Average	Submission meets requirements in **some aspects** of the criterion. Below **average understanding** of the criterion, methodology with minor weakness. Provides **sufficient assurance of ability to deliver the criterion.**
9	Excellent	Submission exceeds expectations and requirements in **most aspects** of the criterion. Excellent understanding of the criterion demonstrated through **well articulated methodology supported by strong evidence**, it includes **major innovation** and value added features but **lacks implementation plan** for proposed features.
8	Good	Submission exceeds expectations and requirements in **some aspects** of the criterion. Good understanding of the criterion demonstrated through **structured and well developed methodology supported by reasonable and verifiable evidence**, it includes **minor innovation** and value added features with implementation plan for proposed features.

Evaluator's Guide

Purpose:

Standardizes the evaluation process, promotes integrity, consistency, and fairness, and supports training and capacity building.

Key Elements for Procurement Evaluation

- **Committee Identification:** Clearly define who will serve as evaluators.
- **Roles & Responsibilities:** Specify duties for each evaluator.
- **Evaluation Approach:** Outline the methodology and scoring process.
- **Moderation & Documentation:** Establish procedures for review and record-keeping.
- **Confidentiality & Conflict Management:** Set protocols to ensure impartiality and manage conflicts of interest.
- **Criterion Guidance:** Provide instructions for evaluating each criterion.
- **Scoring Rationale:** Require evaluators to document the reasoning behind scores.

Example of Narrative criteria in Evaluator's Guide

E.g: Site Organization

the technical proposal will be scored in terms of the quality of the site organization proposed by the bidder. The understanding should cover the complete scope of works including all sub-components: 1) Construction of Concrete bridge, 2) Construction of approach roads to new bridges inclusive of all earthworks, pavement and drainage, footpaths and safety features, 3) any other works in the Specification,4) Construction of temporary works.....

The bidder is expected to prepare and submit a comprehensive site plan indicating a good understanding of the constraints that may arise during construction at each of the sites and any other critical issues that may adversely affect construction works.

The bidder must demonstrate understanding of logistical challenges of working in remote locations including mobilizing manpower, machinery & plants and materials and provide suitable management strategies to address those challenges.

Example of Narrative criteria in Evaluator's Guide

E.g: Site Organization

The bidder is requested to propose a site organization considering these and other elements such as staff accommodation, storage of project materials, waste (spoil and road material removal) and equipment, access control to the construction site, etc.

The bidder needs to show a sound understanding of setting up and management of the site in relation to frequent use for neighbor properties, traffic control on the existing road network, and weather (cyclone and storm) management and shall provide proposed mitigation measures for coping with the wet (cyclone) season.

In addition, bidders shall submit an organization chart (s) and provide an explanation of what they perceive to be the key internal and external roles and interactions relating to this contract including communication and reporting channels.

Contractual Enforcement

on.

How to ensure the promises are kept

- Incorporation of the bidder's proposal to the contract.
- Implement KPIs with a financial penalty attached to it.
- Update the Specification including important technical promises.
- Minutes of contract clarification/negotiations.
- Signed declarations.

Enforcing the winning bidder's proposal – potential areas

Section 6: Specification including important technical promises.

Implementation of the Actions Items Proposed in the Technical Proposal Plan

Notes

1. The Contractor shall ensure full compliance with technical requirements proposed with the Bid in the execution of the Works. The Works shall be carried out in a manner that reflects the technical requirements indicated Annex xx. *[Note to the EA: annex may include the bidder's proposal selected items at the time of contract formation]*

2. The Contractor shall include the technical proposal requirements in its method statements and submit to the Engineer for review before commencement of the works including followings.

   [describe the bidder's proposal scope filtered from the Technical Proposal]

   - *[.....]*

3. The contractor shall provide with his progress reports frequent updates about the compliance. The contractor must ensure compliance with requirements throughout the execution of the works. Any modifications or additional elements require prior approval from the engineer.

Enforcing the winning bidder's proposal – potential areas

Section 8 or 6

Declaration of Compliance with Technical Proposal MPC criteria

To: [Procuring Entity Name]
Tender/Contract No: [Insert Tender Number]
Project Title: [Insert Project Title]

We, the undersigned, declare that:

1. We hereby undertake that, we shall fully comply with all the terms, specifications, commitments, and conditions stated in our proposal throughout the duration of the contract.
2. We further confirm that we shall not modify or withdraw any part of our technical proposal during the execution of the project.
3. We acknowledge that any deviation from the submitted technical proposal without prior written approval from the Procuring Entity may lead to penalties or termination of the contract.

Signed:
Name: _____
Designation: _____

Enforcing the winning bidder's proposal – potential areas

Meeting Minutes

(ii) Contract Agreement: add a new line item.

.....

(a) Letter of Price Bid;
(b) the Particular Conditions – Part A – Contract Data;
(c) the Particular Conditions – Part B – Special Provisions;
(d) the Particular Conditions – Part C – Corrupt and Fraudulent Practices;
(e) the Particular Conditions – Part D – Environmental, Health, and Safety (EHS) Metrics for Progress Reports;
(f) List of Eligible Countries as defined by the Bank;
(g) General Conditions of Contract;
[add: *Memorandum of understanding, a Memorandum of pre-award clarifications, Minutes of clarifications/confirmations*. This includes technical details relevant to MPC items.
(h) the Specifications;
(i) the Drawings;
(j) completed Schedules including Bill of Quantities;
(k) Environment, Health, and Safety Code of Conduct for Contractor's Personnel;

.....

Enforcing the winning bidder's proposal – potential areas

Bidder's proposal

2. The following documents shall be deemed to form and be read and construed as part of this Contract Agreement. This Contract Agreement shall prevail over all other Contract documents.

(a) the Contract Agreement;
(b) Letter of Acceptance;
(c) Letter of Technical Bid;
(d) Letter of Price Bid;
(e) the Particular Conditions – Part A – Contract Data;
(f) the Particular Conditions – Part B – Special Provisions;
(g) the Particular Conditions – Part C – Corrupt and Fraudulent Practices;
(h) the Particular Conditions – Part D – Environmental, Health, and Safety (EHS) Metrics for Progress Reports;
(i) List of Eligible Countries as defined by the Bank;
(j) General Conditions of Contract;
(k) the Specifications;
(l) the Drawings;
(m) completed Schedules including Bill of Quantities;
(n) Environment, Health, and Safety Code of Conduct for Contractor's Personnel;
(o) Environment, Health, and Safety Management Plan (EHSMP);
(p) the Joint Venture Undertaking (If Contract is a Joint Venture); and
(q) any other documents shall be added here.[23]

Enforcing the winning bidder's proposal – potential areas

KPIs	Implication	
	Measurement / Deviation	Implication (options)
Compliance with the method statement on tunnel boring with …….	Proposed in bid vs Actual (*actual proposed by the bidder and reviewed by the Engineer monthly basis as part of review of progress reports or interim payments)	• Proportionate reduction from the BOQ item • Withholding payments • Fixed penalties defined in the bid documents

KPIs appended to Particular conditions

Enforcing the winning bidder's proposal – potential areas

Section 8

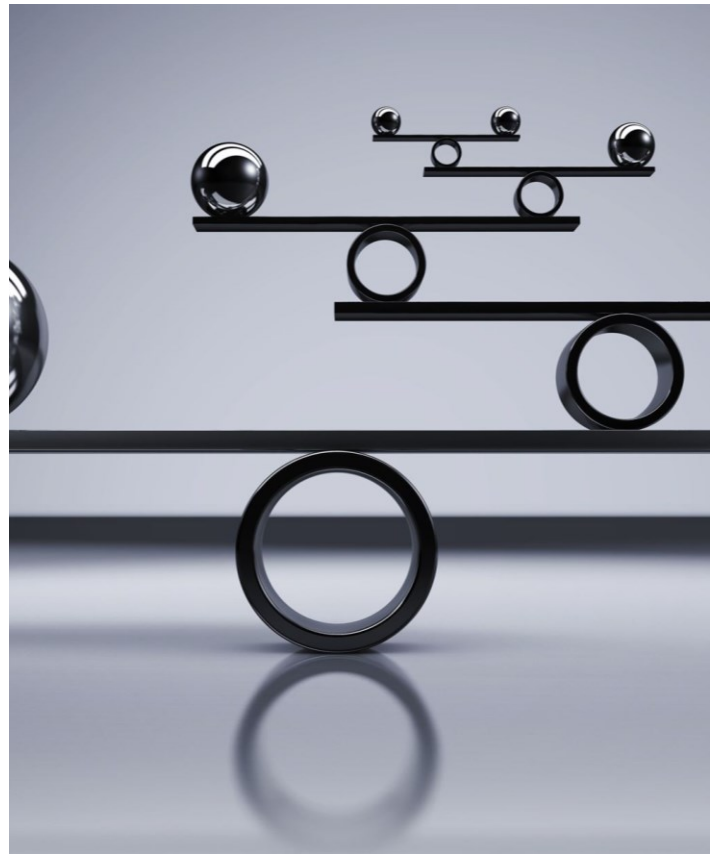
e.g.

14.3	Application for Interim Payment Certificates	Add the following paragraph after existing paragraph (e) and renumber the remaining paragraphs. (f) assessment of the Contractor's compliance with Technical requirements measured based on the Key Performance Indicators stated in Section 6: Works Requirements;
14.6	Issue of Interim Payment Certificates	Add the following paragraph after existing paragraph (a) and renumber the remaining paragraphs. "(b) if the Contractor was, or is, failing to meet any Technical Requirements as stated in the Section 6: Works Requirements, the value of this failure, as determined by the Engineer , may be withheld until obligation has been performed; and/or

Debriefing

Guidance on what is disclosed during debriefing

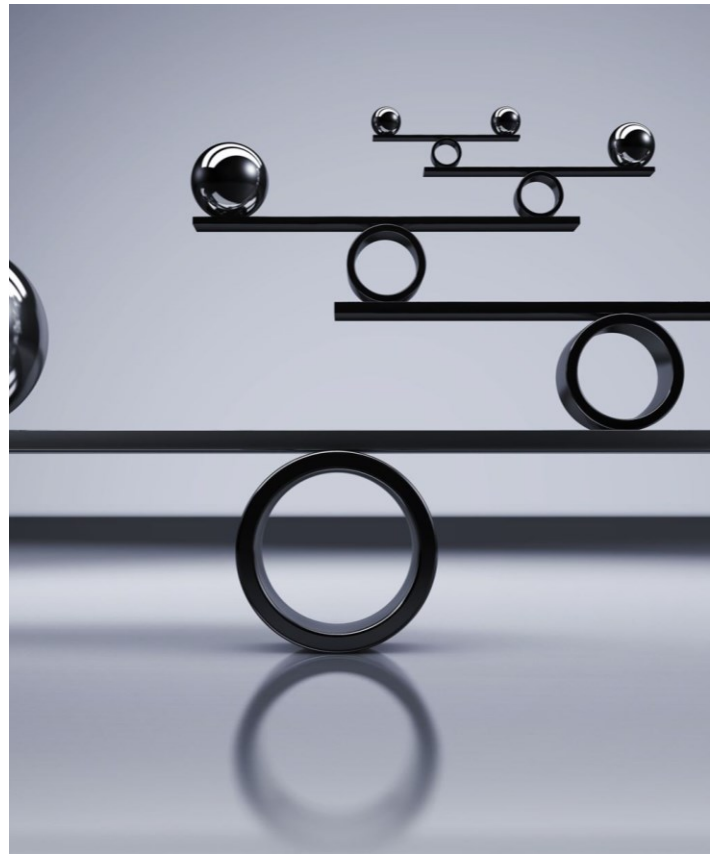
- Overall score (technical and financial)
- Technical evaluation summary: Highlight strengths and weaknesses of proposal based on the predefined criteria (e.g., methodology, staffing, experience)
- Financial score: Indicate whether price was competitive and how it affected the combined score
- Final ranking: Inform them of their position (e.g., 2nd out of 5 bidders)



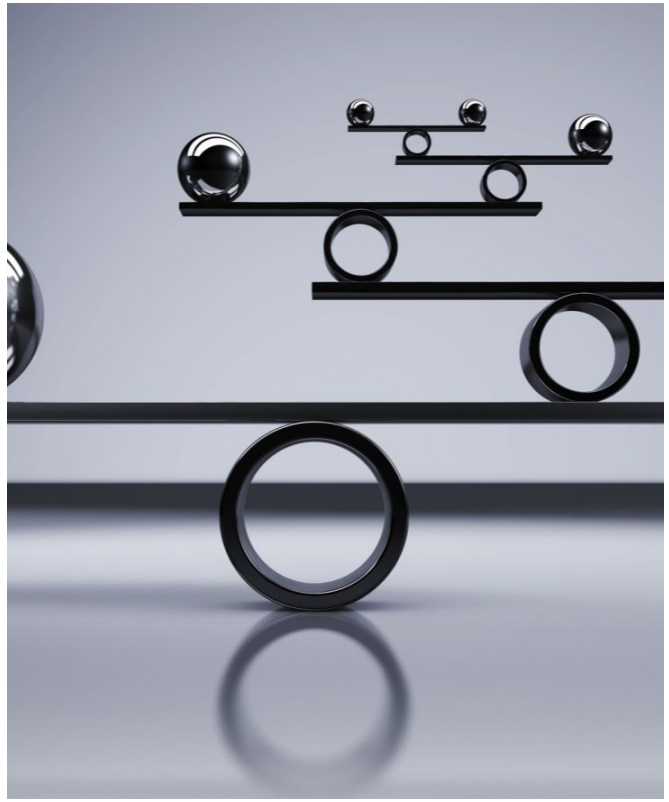
Guidance on what is disclosed during debriefing

- Use the exact wording of the evaluation criteria to explain shortcomings. Refer to documented evaluation records

- Focus only on the unsuccessful bidder's own submission and performance.



What is Not disclosed during debriefing

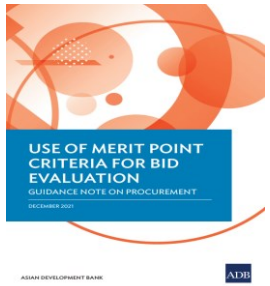


- Avoid naming or providing information about other bidders (pricing, technical approach, etc.) that can be used to identify other bidders
- Do not disclose information about other bidders (e.g., pricing details, technical approaches, scoring breakdowns)
- Do not share comparative analysis, narrative justifications, or internal deliberations of the evaluation committee

Resources

MPC Resources and Support

Existing



https://www.adb.org/documents/merit-point-criteria-bid-evaluation

January 2026

Updated MPC Guidance Note

Q1 2026

Library of criteria and sub-criteria

Case Studies

Q1/Q2 2026

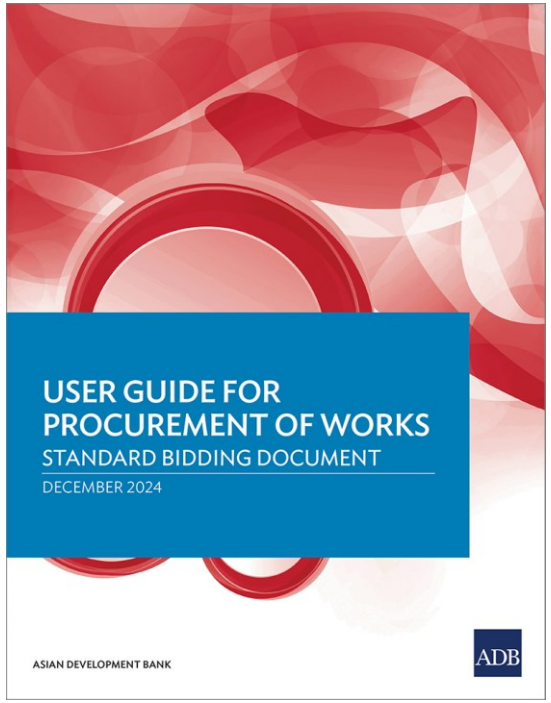
PPFD TA to support implement ation of MPC

Q2 2026

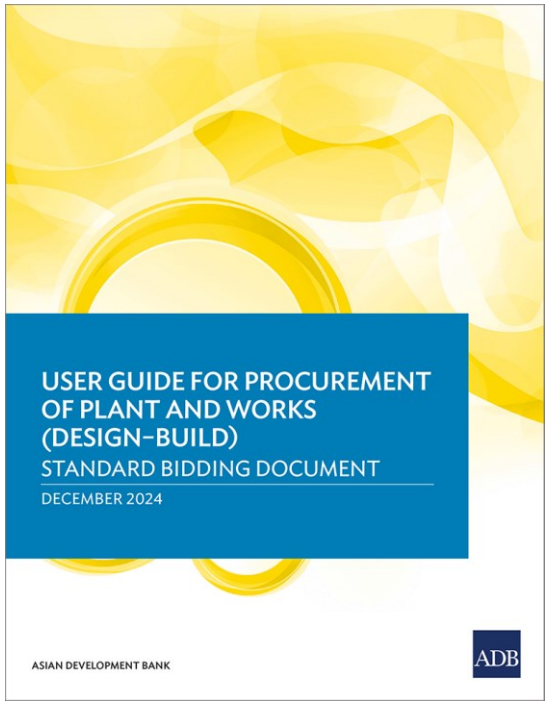
E-Learning modules

Will be available on ADB Operational Procurement Website

Standard Bidding Documents



https://www.adb.org/documents/procurement-works-red-book-2017



https://www.adb.org/documents/procurement-plant-works-design-build-yellow-book-2017

Other Bidding Documents will be updated and available from January 2026

Questions

Essential Links

Procurement Main Page - https://www.adb.org/business/project-procurement

Procurement Directive - Procurement Directive for ADB Borrowers

Guidance Notes bid evaluation, early market engagement, local participation, and merit point criteria

Procurement Snapshots covering early market engagement, local participation, and merit point criteria

ADB Business Opportunities Seminar

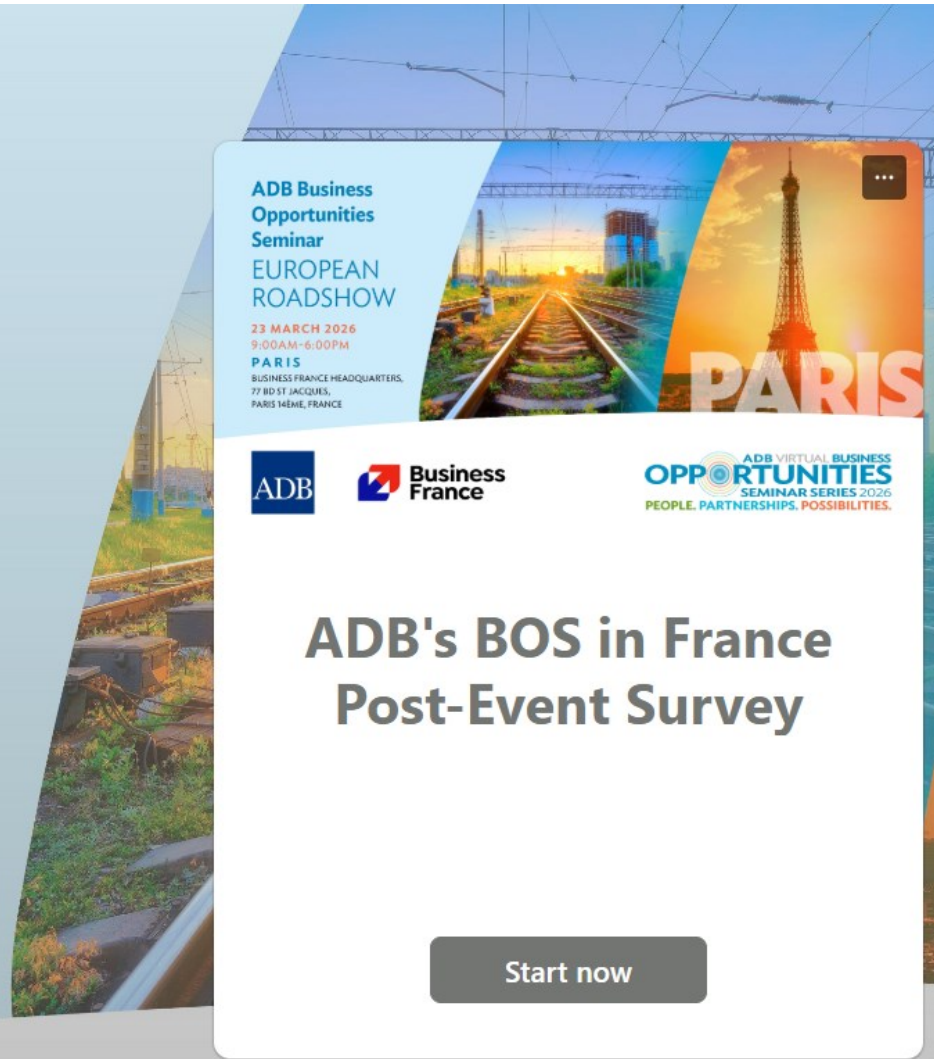
EUROPEAN ROADSHOW

23 MARCH 2026

9:00AM-6:00PM

PARIS

BUSINESS FRANCE HEADQUARTERS,
77 BD ST JACQUES,
PARIS 14ÈME, FRANCE



Survey BOS in Paris, France, 23rd March 2026

https://forms.office.com/r/qvkjYxyzFx

THANK YOU

ADB BUSINESS OPPORTUNITIES SEMINAR SERIES 2026
PEOPLE. PARTNERSHIPS. POSSIBILITIES.

Sharlene Shillingford-McKlmon-

ADB
Solving Complex Challenges Together