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Consultancy Recruitment Webinar - Austria

Steven Gillard
Principal Procurement Specialist
Head of Consulting Services Unit
Procurement, Portfolio and Financial Management Department

12 May 2026
9:00 AM CET

BUSINESS 
OPPORTUNITIES

①

Introduction and Key Statistics

②

Selection Methods

③

Consulting Management System (CMS)

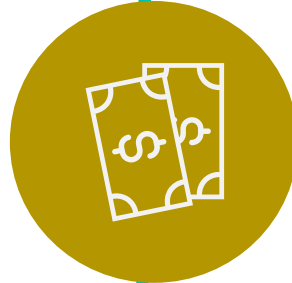
④

Finding Information and Opportunities

Introduction and Key Statistics



Loan/Grant



Selected by	EA (ADB reviews) (delegation?)
Contracted by	EA
Systems	Mainly Offline – SRFPP
Complaints/Disputes	EA

Technical Assistance/Staff Consultancy



Selected by	ADB (delegation?)
Contracted by	ADB
Systems	CMS
Complaints/Disputes	ADB

Firm or Individual Consultant?



Firm Consultants

Private Sector

CSO/NGO

Universities

International Organizations



Individual Consultants

Private Individual

Individual through firm*

***Tip – Firms can target individuals consulting contracts to gain experience.**

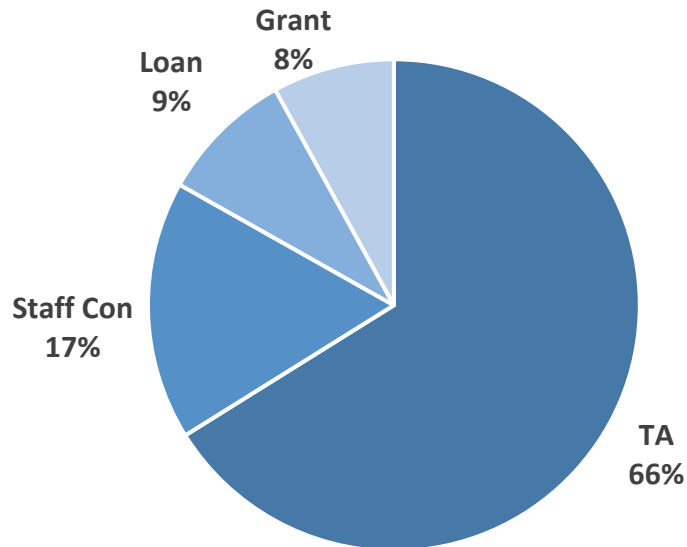
2025
Consultant
Recruitment,
by consultant
type, product
type –by
value



Individual
Consultants



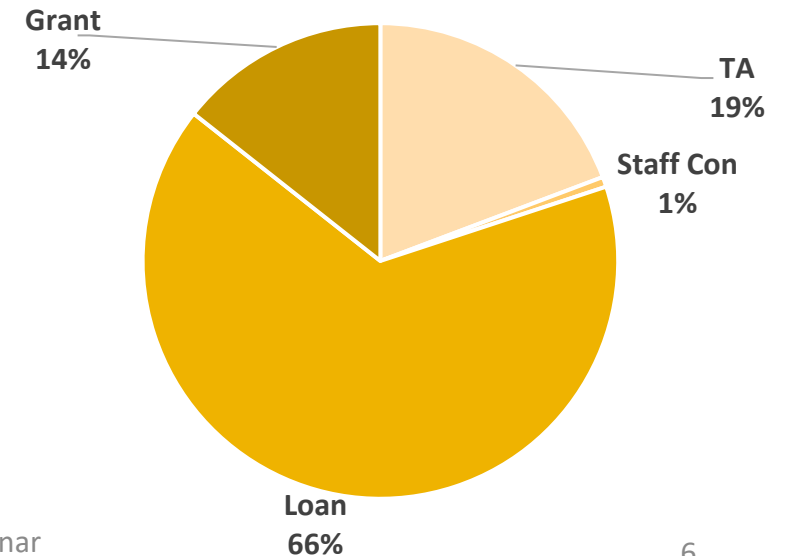
Type	Total Value (\$)	Count
Technical Assistance	119,339,394	3,162
Staff Consulting	30,749,722	964
Loan	15,945,841	476
Grant	14,452,844	275
Total	180,487,801	4,877



Consulting
Firms



Type	Total Value (\$)	Count
Technical Assistance	108,117,613	291
Staff Consulting	3,834,737	31
Loan	368,778,494	216
Grant	80,650,232	67
Total	561,381,076	605



Typical
Consultancy
Opportunities

**Project
Preparation**

Feasibility Studies,
Preliminary Design,
ADB Safeguard
Policies, Capacity
Building,
Procurement

**Project
Implementation**

Detailed Design,
Construction
Supervision, Project
Management,
Capacity Building,
Procurement

**Knowledge
Products**

Studies, Capacity
Building,
Knowledge
Sharing

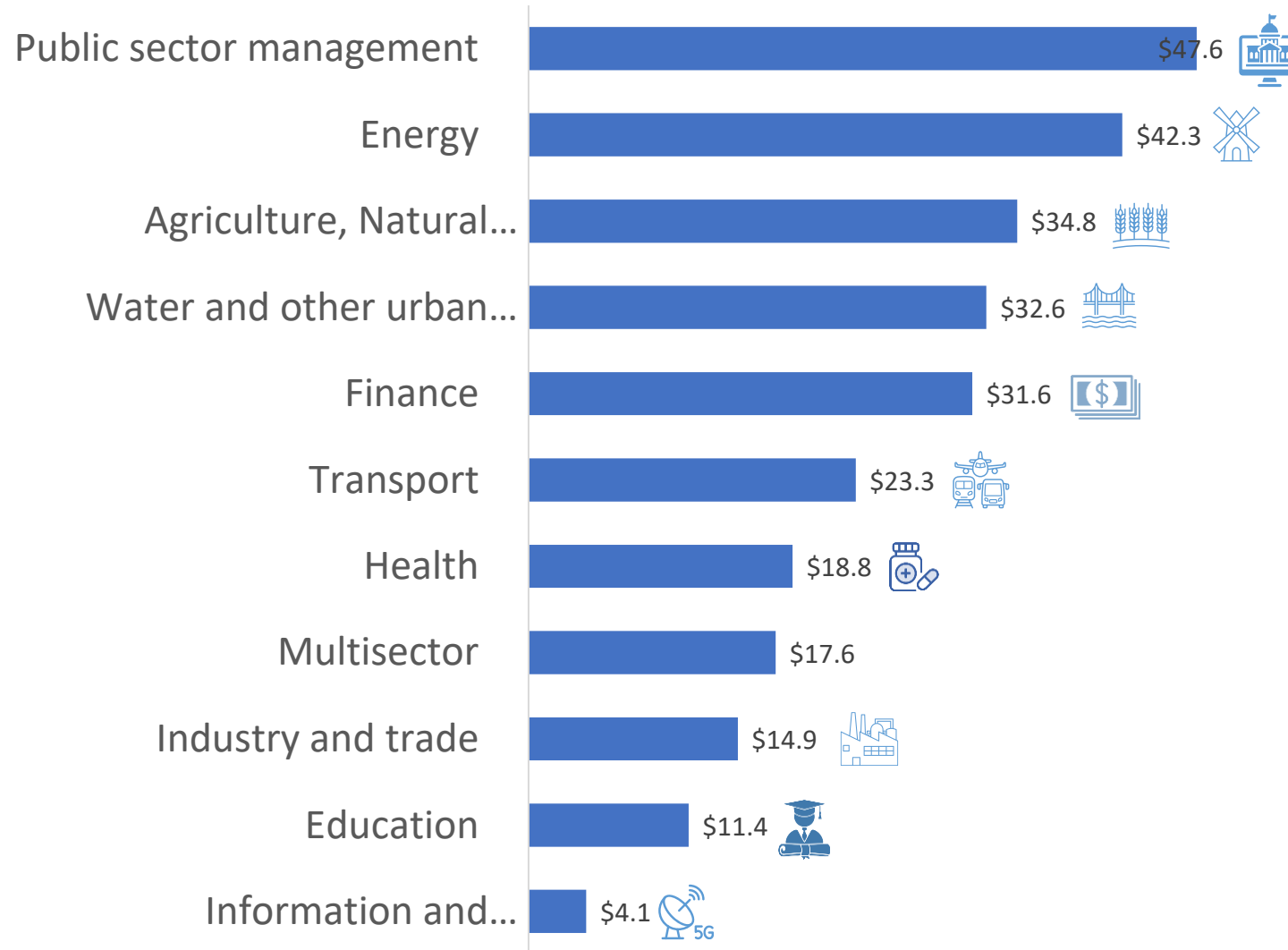
**Staff
Consultants**

Administrative
Assistance to ADB
Operations



ADB

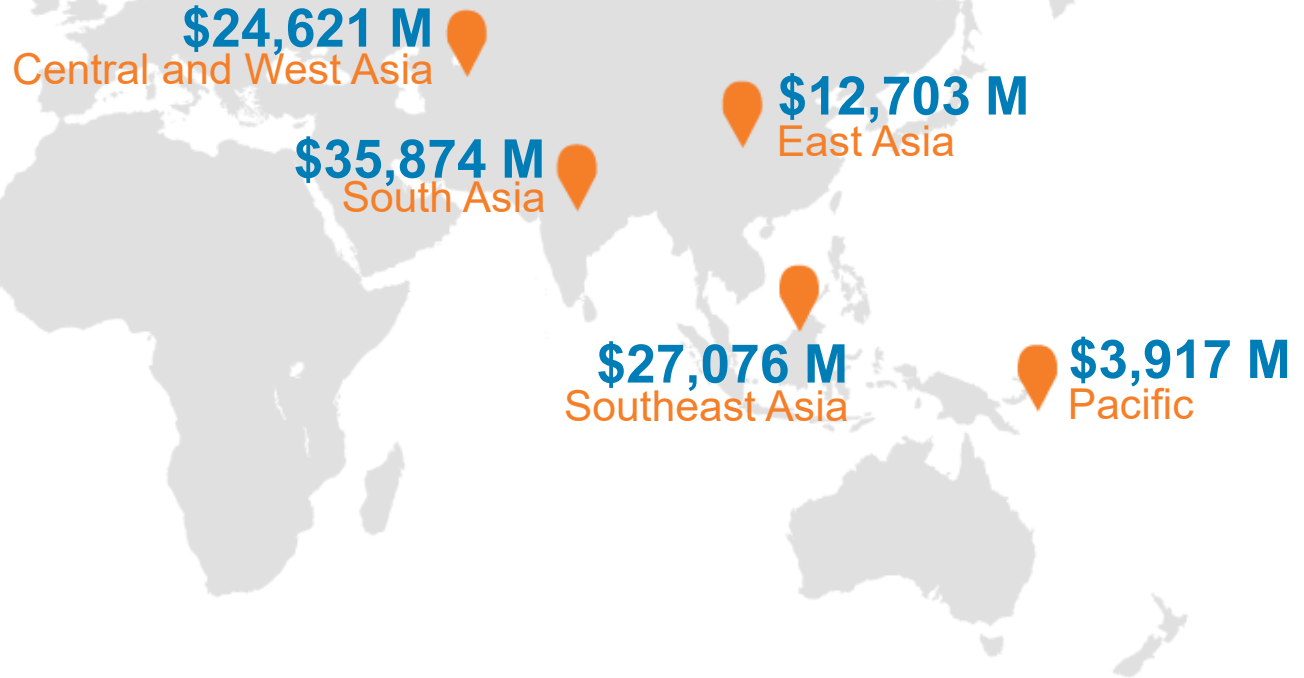
Technical Assistance (TA) – Consultant Recruitment by Sector 2025, US\$ mil



Source: Operational Procurement Statistics Dashboard (ProcDash) - <https://data.adb.org/dashboard/operational-procurement-statistics>

ADB

Active
Sovereign
Portfolio by
Region
vs
Consulting
Services
Spend, 2025






2025 Consulting Services



Firm Contract Awards to Austria, 2023-2025



Sector	No. of Contract Awarded	ADB Financed Amount (USD)
 Transport	2	4,640,136.51
 Water and other urban infrastructure and services	1	468,000.00
 Health	1	409,370.96
	4	5,517,507.47

Individual
Contract
Awards to
Austrian
Nationals,
2025



Project Type	No. of Contract Awarded	ADB Financed Amount (USD)
Technical Assistance	5	258,500.00
Staff Consulting	5	89,674.00
	10	348,174.00

Selection Methods



ADB **prefers** Open Competitive Bidding – with publication of a procurement notice



But Limited Competitive Bidding (LCB) (no publication of notice) may be allowed in certain circumstances, whereby competitive procurement is undertaken only with certain selected consultants



Or Direct Contracting (single source)

Summary of ADB Recruitment Process – for Firms*



**not applicable to Direct Contracting, CQS or SCQS*

Competitively Selecting Individual Consultants*

Advertisement

Terms of Reference
Budget
EOI evaluation
criteria

Shortlisting

Review of CVs and EOIs
Interviews (optional)

Negotiations

Agreement on
Remuneration and Out-
of-pocket expenses
Signing contract

**Note that direct awards may be made for most contracts <67days*

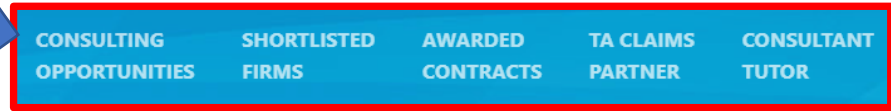
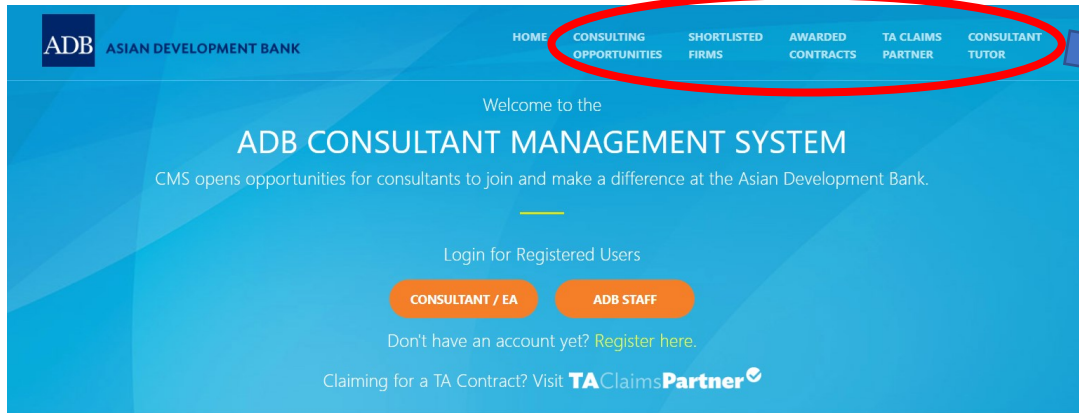


Consulting Management System (CMS)



CMS is an **integrated, web-based system** that supports ADB's consulting services **recruitment, contract administration, and performance management** of consultants.

NB - "Soon" to be replaced...



Finding Opportunities

Advisory

Access to CMS from any device does not require a personal VPN. Users attempting to connect through personal VPNs will be blocked.



Search Consulting Opportunities



View Shortlisted Firms



View Awarded Contracts

Consulting opportunities are visible through ADB's CMS (<http://cms.adb.org>)

Register for alerts to receive notices of all consulting opportunities

All advertisement of Consulting opportunities (both EA and ADB) published

RFP process for ADB Administered Contracts is through CMS





Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkboxes or by entering keywords to search by expertise.

Refine by Clear All

Consultant Type

- Firm (56)
- Individual (174)

Eligibility of Consultant Country

- Open to Member Countries Only (230)
- Non-Member Countries Allowed (0)

Engagement Period

- Less than 3 months (5)
- 3 months to 1 year (146)
- More than 1 year (79)

Country

Sector

Engagement Type

Selection Method

Consultant Source

Budget Amount

Filter your searches by country, sector, value etc.

◀ Previous 1 - 25 Next 25 ▶

Project Title	Sector	Consultant Type	Engagement(Months)	Published	Deadline(Manila local time)	View CSRN
Less Insurance Development and Implementation		Firm	18	15-Apr-2026	29-May-2026 11:59 PM	
Expert (57051-001) TA-10632 KIR: Equitable Access to Quality Education Project - TA-04 Construction Training and Industry Engagement Coordinator (58335-001)	Construction, Building, Training	Individual	24	12-Mar-2026	29-May-2026 11:59 PM	
LOAN-4558 PRC: Hunan South Dongting Lake Wetland Ecological Restoration and Sustainable Development Project - SDL-OP4-Serv-2 Project Implementation Support and Capacity Building (56216-001)	Project Implementation Support and Capacity Building	Firm	60	22-Apr-2026	26-May-2026 11:59 PM	
LOAN-4517 CAM: Secondary Education for Human Capital Competitiveness Project - CS-06 Develop Khmer Text to Speech Application and Braille Translation Software (57174-001)	Information Technology	Firm	18	28-Mar-2026	26-May-2026 11:59 PM	
GRANT-1099 PAK: Sindh Coastal Resilience Sector	Community Engagement				22-May-2026 11:59 PM	

Consulting Opportunities



<http://cms.adb.org>

CMS is the portal for uploading EOIs and, if shortlisted, proposals

TA-10491 REG: Improving the Readiness and Implementation of Safeguards in ADB-Financed Projects - Land Management Specialist (National- Tuvalu) (58540-001)

Date Published: 25-Mar-2026 Deadline of Submitting EOI: 08-May-2026 11:59 PM Manila local time

TIP If interested in this assignment, click the "Express Interest" button to get started.

Back **Express Interest**

EXTENSION

Profile Terms of Reference Cost Estimate

Selection Profile

Consultant Type	Individual	Source	National
Selection Method	Individual Consultant Selection (ICS)	Technical Proposal	Not Applicable
Selection Title	Improving the Readiness and Implementation of Safeguards in ADB-Financed Projects		
Package Number	Package Name	Land Management Specialist (National- Tuvalu)	
Advance Action	<input type="radio"/> Yes <input checked="" type="radio"/> No	Approval Number	10491
Total Inputs	260 Working Days	Approval Date	20-Dec-2024
Consulting Services Budget	USD 55,000		

Open to non-Member Countries Yes No

Additional Information

Possibility of consideration for other assignments

Specific considerations for this assignment, if any

Possibility of consideration for other assignments

Country of eligibility

Contact Information

Project Officer	Antoine M...
Designation	Principal S...
	Asian Dev...
Email	amorel@a...

TA-10491 REG: Improving the Readiness and Implementation of Safeguards in ADB-Financed Projects - Land Management Specialist (National- Tuvalu) (58540-001)

Date Published: 25-Mar-2026 Deadline of Submitting EOI: 08-May-2026 11:59 PM Manila local time

TIP If interested in this assignment, click the "Express Interest" button to get started.

Back **Express Interest**

EXTENSION

Profile **Terms of Reference** Cost Estimate

Terms of Reference (Individual Consultant)

Expertise	Land Management Specialist	Consultant Source	National
Expertise Group	Social & Political Science	TOR Keywords	

Objective and Purpose of the Assignment

ADB's regional technical assistance (RETA) 10491 provides safeguard implementation and capacity-building support to ongoing and future sovereign operations to developing member countries (DMCs) of the Asian Development Bank (ADB).

Under Output 1, the TA provides support to executing agencies and implementing agencies in ADB DMCs in improving the E&S safeguard performance of ADB-financed or ADB-administered projects and their compliance with ADB's Safeguard Policy Statement (2009). The TA provides hands-on support to executing agencies and implementing agencies, upon their request or upon assessment of such need by ADB project teams. The TA also help addresses country needs and directly contributes to strengthening DMCs' E&S policies and institutional capacities. Under Output 2, the TA supports the in-country rollout of the Environmental and Social Framework (ESF) which will become effective in January 2026. The TA provides targeted in-country, project level support, such as (i) adapting ESF guidance materials to the country context; (ii) organizing in-country ESF dissemination and rollout events for executing agencies, implementing agencies, regulating agencies, civil society, and E&S impact assessment practitioners; and (iii) conducting project-level E&S system assessments to identify their material consistency with ESF requirements and identify areas requiring gap filling measures.

In line with the TA objectives, ADB proposes to recruit a suitably qualified and / or experienced individual Land Management consultant (the consultant) to provide social safeguards support to the Government of Tuvalu's Lands and Surveys Department (LSD), based in Funafuti, Tuvalu. The purpose of the assignment is to strengthen the capacity of the LSD.

The LSD is committed to improving its ability and capacity to manage and administer land in Tuvalu, including responsibilities for new land created through large scale land reclamations currently underway and planned. To support this, LSD is seeking the services of a Land Management Specialist to build and strengthen the capacity of both new and existing staff, and help to coordinate across Government of Tuvalu initiatives that relate to land management and administration.

Express Interest



**Weekly bulletin
All opportunities!**

Register for alerts

Consulting Opportunities for the Week of 12 March 2018

The Consulting Services Recruitment Notice (CSRN) provides detailed information on the consulting services required for ADB financed or administered projects. Go to <http://csrns.adb.org> to see the complete list of advertisements.

You may also click on the Project name below for detailed information on the advertisement and to send your expression of interest for the assignment.

AGRICULTURE, NATURAL RESOURCES AND RURAL DEVELOPMENT

Project	Package Name	Consultant Type	Consultant Source	Published Date	Deadline for EOI
G RANT-0433 VIE: Greater Mekong Subregion Biodiversity Conservation Corridors Project (Additional Financing) (40253-035)	CPMU Accounting Assistant	Individual	National	06-Mar-2018	15-Mar-2018
G RANT-0433 VIE: Greater Mekong Subregion Biodiversity Conservation Corridors Project (Additional Financing) (40253-035)	Assistant Accountant	Individual	National	08-Mar-2018	17-Mar-2018
G RANT-0126 AFG: Agriculture Market Infrastructure Project (formerly Commercial Agriculture Development Project) (39370-022)	MAIL/ADB/AMIP/ISWME1 International Slaughterhouse Waste Management Expert	Individual	International	12-Mar-2018	18-Mar-2018
L OAN-8331 CAM: Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing (41435-054)	017-018 Provincial Livelihood Advisors	Individual	National	12-Mar-2018	19-Mar-2018
G RANT-9183 MON: Integrated Livelihoods Improvement and Sustainable Tourism in Khuvsgul Lake National Park Project (48216-001)	C024 Micro-finance specialist	Individual	National	08-Mar-2018	19-Mar-2018
L OAN-8331 CAM: Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing (41435-054)	010-016 Local Government Finance/Procurement Advisor	Individual	National	12-Mar-2018	19-Mar-2018



Guides

Using the Consultant Management System (CMS): Quick Reference Guides for Individual Consultants and Consulting Firms

Business Guide | May 2025



Downloadable quick reference guides and videos to help individual consultants and consulting firms navigate ADB's Consultant Management System (CMS)

Description

ADB's Consultant Management System (CMS) is a web-based system that supports consultant information management, consulting services recruitment, contract administration, and consultant performance management. This page contains quick reference guides and videos to help individual consultants and consulting firms navigate the CMS.

Related

[What is the Consultant Management System?](#)

[How Do I Use the Consultant Management System \(CMS\)?](#)

<http://consultanttutor.adb.org>

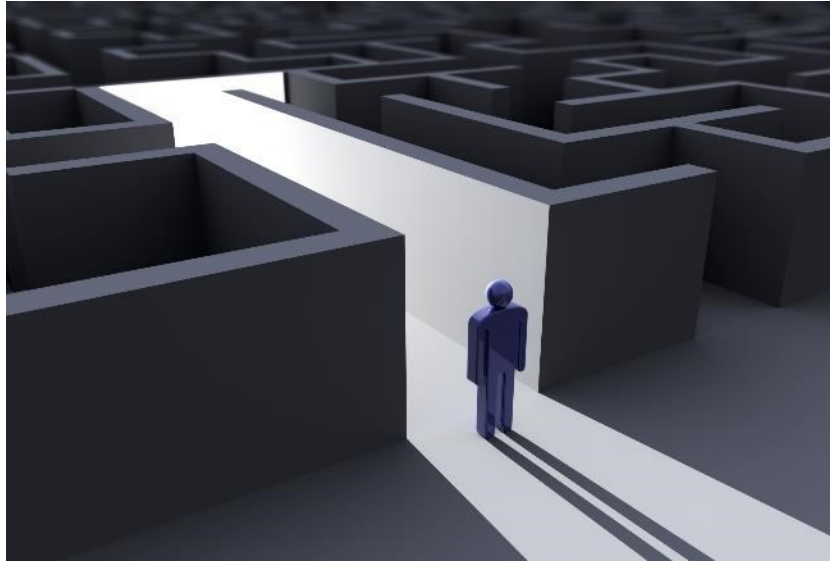
Provides guides, FAQs and other advice on using the System.

Step-by-step instructions to take you through each step of the process.

Contact Details for CMS support

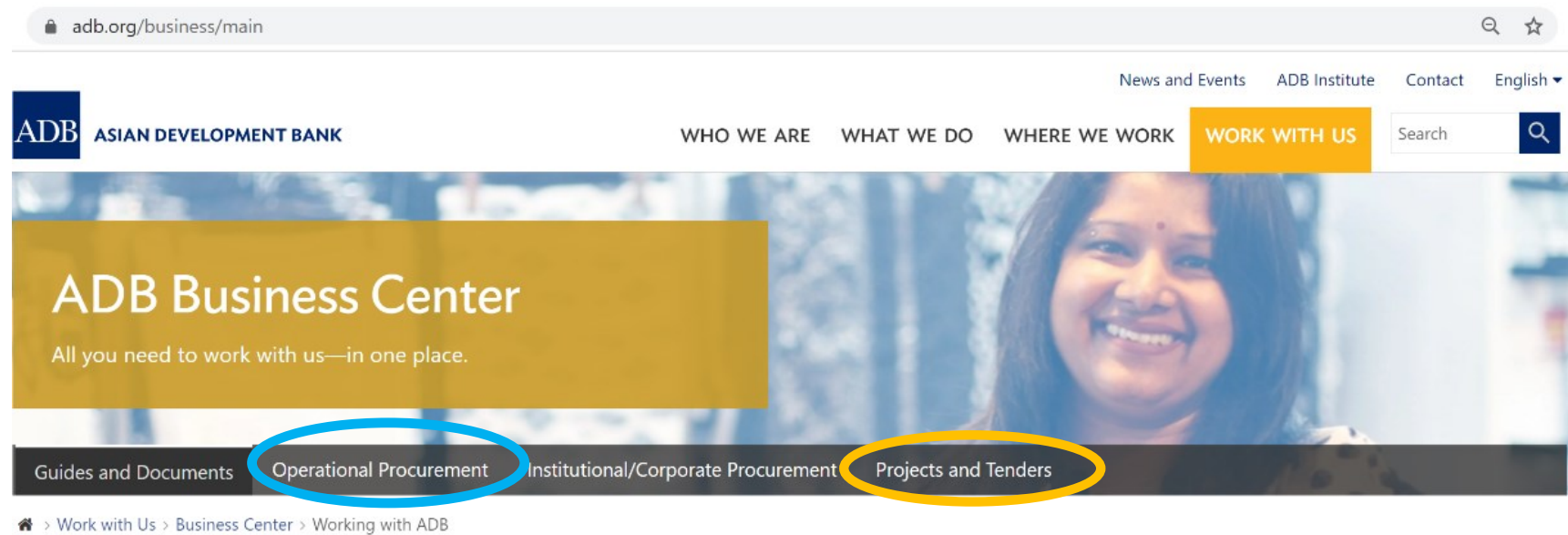
ADB CMS Tutor – How to use CMS





Finding Info and Opportunities

ADB Business Center – www.adb.org/business



Working with ADB

Information for...	How-Tos
<ul style="list-style-type: none"> Consultants Contractors and suppliers Governments Executing and implementing agencies Development institutions 	<ul style="list-style-type: none"> Where are the business opportunities in the ADB project cycle? → What bidding procedures are used by ADB-financed projects? → How can we improve our chances of securing an ADB-funded contract? → What are the main eligibility requirements for bidding for contracts under ADB-financed projects? → What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

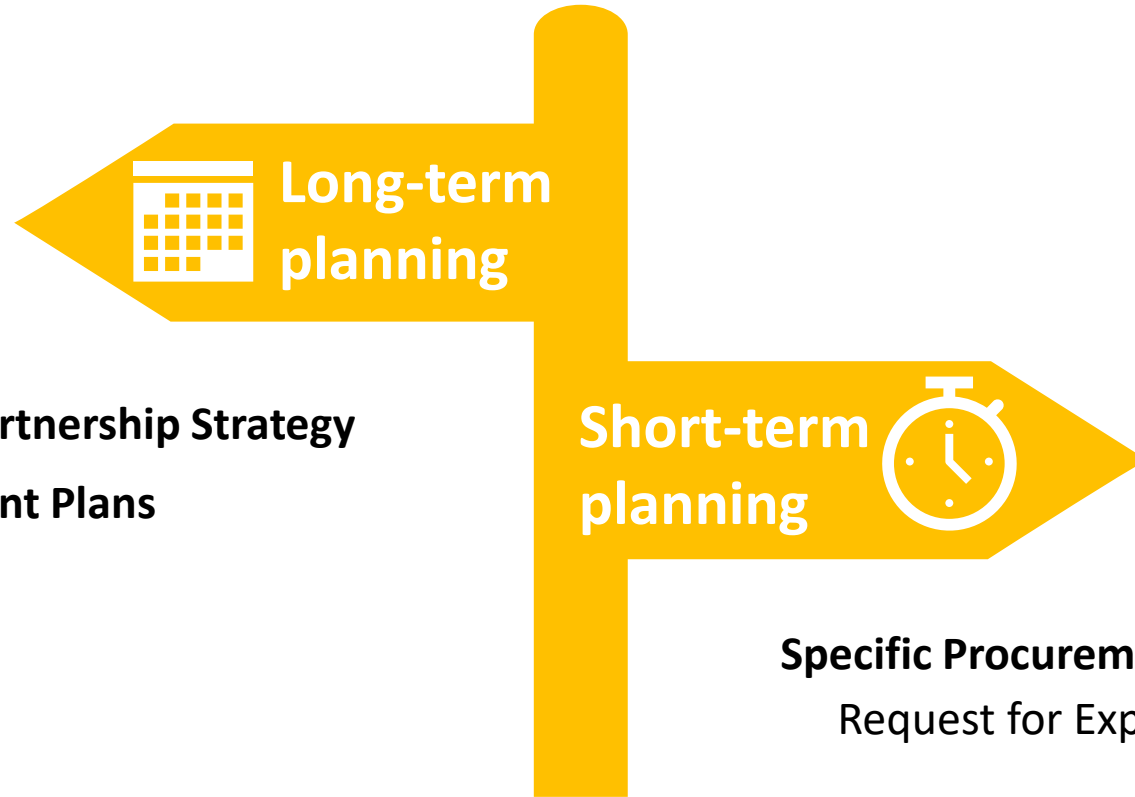
“How-To”s
 Policies & Regulations
 Procedures & Guidance
 Documents & Forms



Identifying Opportunities



**Country Partnership Strategy
Procurement Plans**



Specific Procurement Notices

Request for Expressions of Interest

“Hop-on” Opportunities

Shortlisted Consultants

Contracts Awarded

Country Partnership Strategies

Country Partnerships Strategy



Publications and Documents
Explore our data-rich research, policy analysis, toolkits, guidelines, and other resources on economics and key development topics. Our operational documents are also available in this section.

Main Latest Key Publications Economic Research ADB Operations Learning Materials COVID-19 Library Partners

Publications > Country Partnership Strategies

Country Partnership Strategies

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level.

COUNTRY PLANNING DOCUMENTS | 19 AUG 2022
Viet Nam: Country Partnership Strategy (2023-2026)
This Country Partnership Strategy defines ADB's strategic approach in Viet Nam for 2023-2026.

COUNTRY PLANNING DOCUMENTS | 28 JUN 2022
Timor-Leste: Country Partnership Strategy (2023-2027)
This Country Partnership Strategy defines ADB's strategic approach in Timor-Leste for 2023-2027.

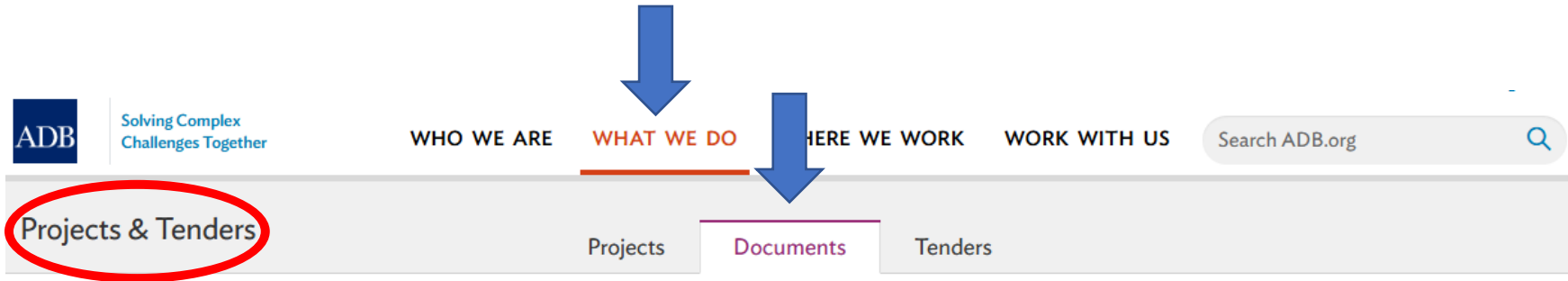
Search for publication or document

Browse by Topic

Browse by Region/Country

Browse by Type

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SEARCH FOR...

Country/Economy

- Kyrgyz Republic (45) ▲
- Afghanistan (0)
- Armenia (16)
- Azerbaijan (13)
- Bangladesh (114)

MORE

Type

- Procurement Plans (45) ▲
- Additional Financing (Cofinancing) Reports (0)
- Agreements (131)
- Audit and Performance Evaluation Reports (4)
- Audited Project Financial Statements (137)

Showing 1 - 12 of 45 results for "**"

Document Date: 09 Apr 2026

53022-001: Landslide Risk Management Sector Project: Procurement Plan

Procurement plans describe and update the procurement of major goods, works and consulting services related to a project or program. This document dated 9 April 2026 is provided for the ADB project 53022-001 in the Kyrgyz Republic.

Country/Economy: Kyrgyz Republic | **Type:** Procurement Plans

Document Date: 31 Mar 2026

55250-001: Issyk-Kul Environmental Management and Sustainable Tourism Development Project: Procurement Plan

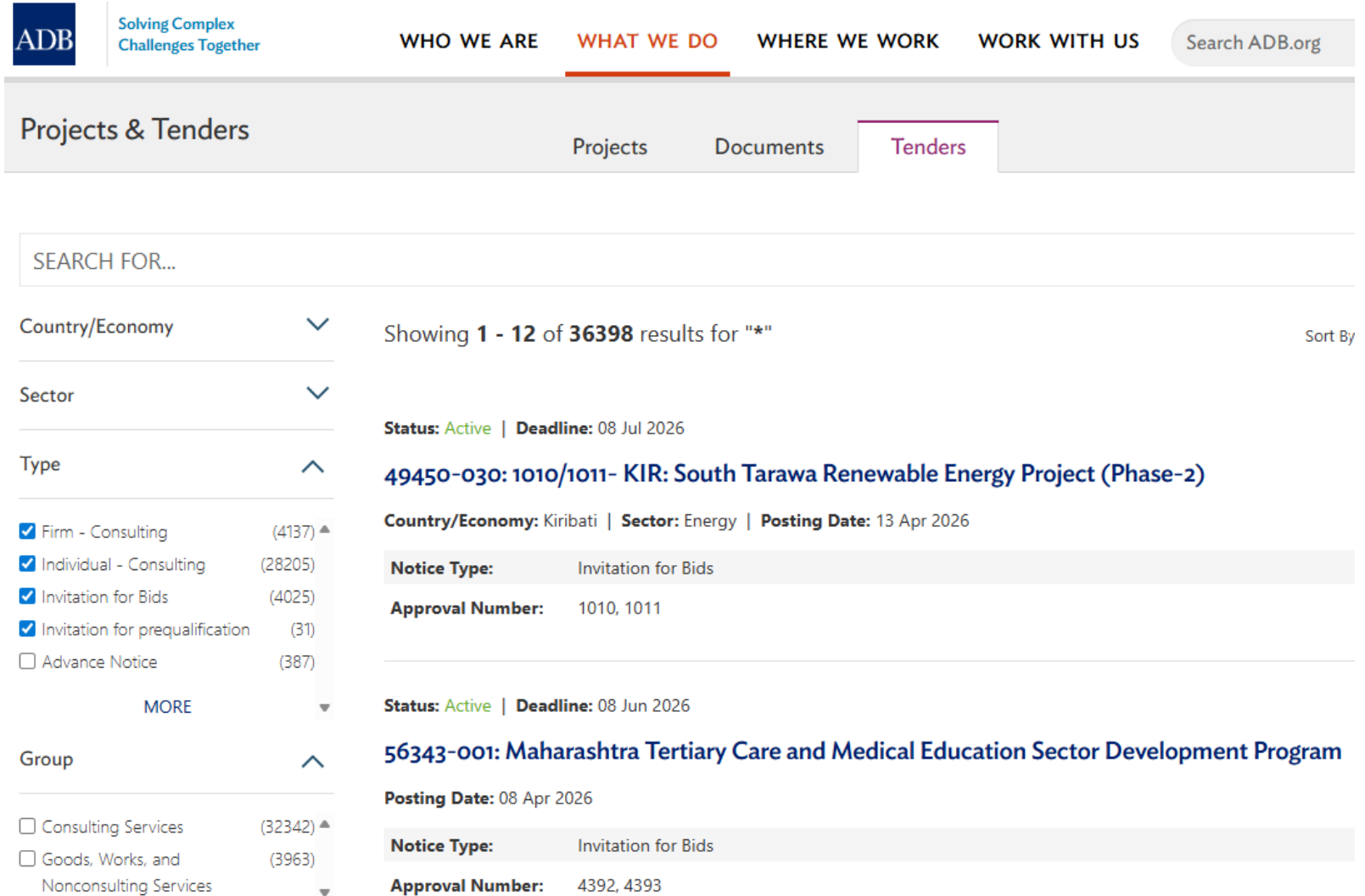
Procurement plans describe and update the procurement of major goods, works and consulting services either ongoing or expected to take place related to a project or program. This document dated 31 March 2026 is provided for the ADB project 55250-001 in the Kyrgyz Republic.

Country/Economy: Kyrgyz Republic | **Type:** Procurement Plans

- ✓ Lists all foreseen procurement on a project.
- ✓ Published once the project is approved
- ✓ Updated periodically
- ✓ Goods, Works and Services
- ✓ Includes salient points regarding tenders

Specific Procurement Notices

Includes notices from both ADB and EAs

Projects & Tenders

Projects Documents **Tenders**

SEARCH FOR...

Showing 1 - 12 of 36398 results for "*" Sort By

Status: Active | **Deadline:** 08 Jul 2026

49450-030: 1010/1011- KIR: South Tarawa Renewable Energy Project (Phase-2)

Country/Economy: Kiribati | **Sector:** Energy | **Posting Date:** 13 Apr 2026

Notice Type: Invitation for Bids

Approval Number: 1010, 1011

Status: Active | **Deadline:** 08 Jun 2026

56343-001: Maharashtra Tertiary Care and Medical Education Sector Development Program

Posting Date: 08 Apr 2026

Notice Type: Invitation for Bids

Approval Number: 4392, 4393

“Hop-on” Opportunities: Shortlisted Consultants



Shortlisted Firms

ADB makes this information available for consultants who may wish to deal directly with a shortlisted Consultant. Consultants interested in participating as a joint venture partner or sub-consultant entity with a shortlisted consultant should not contact ADB but should get in touch with the consultant directly. Filter on specific contracts by ticking the appropriate checkboxes. Only projects for which the deadlines for submitting proposals have not yet expired will be shown.

Click the All Selections to filter to specific shortlisted Consultants by entering search parameters and clicking Search.

Ongoing Requests for Proposals
All Selections

Refine by Clear All

▶ Country

▶ Sector

▲ Project Type

- Technical Assistance (17)
- Grant (1)
- Loan (7)
- Staff Consultant (0)
- Unspecified (0)

▲ Engagement Type

- Call-Off Selection (0)
- Framework Agreement (0)
- Framework Contract (0)
- Standard Selection (26)

◀ Previous 1 - 25 Next 25 ▶

Country ▲	Project ▲	Sector ▲	RFP Issuance Date ▲	Deadline for Submission of Proposals (Manila local time) ▲	View Shortlist
Regional	TA No. 10359: Decarbonization of Hard-to-Abate Industrial and Maritime Sectors - UZB: Sector Development Program Preparation for Industrial Decarbonization (57207-001)	Energy	20-Apr-2026	22-May-2026	
Mongolia	TA No. 10357: Promoting Sustainable Herd Management and Climate-Resilient Dairy Production for Herders and Herder Groups - Dairy Herders (58144-002)	Agriculture and natural resources	27-Apr-2026	22-May-2026	
Sri Lanka	TA No. 10696: Support to Building a Strong and Inclusive Financial Ecosystem for Micro, Small, and Medium-Sized Enterprises - Firm 4 : Loan Management System Development Firm- National (59480-001)	Finance	24-Apr-2026		
India	TA No. 9970: Maharashtra Rural High Voltage Distribution System Expansion Program - Pilot 01 Pilot Project Implementation Consultant (50193-003)	Energy	13-Apr-2026		
Regional	TA No. 6805: Preparing Pacific Education Sector Projects - Preparation of Distance Education Accreditation and Delivery Readiness for the Associate of Science Degree in Elementary Education (55050-001)	Education	21-Apr-2026		
Thailand	TA No. 10538: Thai Union Group Public Company Limited: Resilient Shrimp Farm Management Trials and Capacity Building for Shrimp Farmers (58263-002)	Agriculture and natural resources	22-Apr-2026		

<http://cms.adb.org>

Identify shortlisted firms whose proposals you may be able to enhance.

ADB Business Opportunities Seminar

29

ADB Management and staff. It may be shared outside ADB with appropriate permission.

Awarded Contracts - Consulting Services

This page lists the consulting firm contracts awarded for consulting services. ADB makes this information available for public disclosure. Filter on checkboxes. By default, contracts awarded in the last 365 days are displayed. The search range can be further adjusted by clicking **Change Filter**

Click the **Advanced Search** to filter to specific consulting firm contracts by entering search parameters and clicking Search.

Basic Search Advanced Search



Refine by Clear All

Contract Date

From 28-Apr-2025
To 27-Apr-2026

Change Filter

- ▶ Project Country
- ▶ Sector
- ▶ Firm Country Of Incorporation
- ▶ Project Type
- ▶ Contract Amount
- ▶ Selection Method
- ▶ Agency Country

Country [△]	Project Name [△]	Executing Agency [△]	Consultant Name [△]				
Regional	TA-10482 REG: Capacity Building in Climate-Resilient and Gender-Inclusive Farming Systems for Smallholder Coffee Farmers in Papua New Guinea (58316-002)	Asian Development Bank	Joint venture between NAREE International Limited (Hong Kong China) and Agri-Markets Focus (Papua New Guinea)				
Regional	TA-10400 REG: Developing Climate-Food-Nature Investments in the Pacific - RMI: Strengthening Coastal Protection and Food Security for Rural Climate Resilience Project - Consulting Firm for Flood Risk Mapping Study (58063-001)	Asian Development Bank	Deltares (Netherlands) in association with Tonkin & Taylor International Ltd (New Zealand)	24-Apr-2026	484,228.00		
Regional	TA-10442 REG: Implementing the E-Mobility Program - NEP 9 NEP SUEP Technical, Institutional, and Financial Advisory (58329-001)	Asian Development Bank	Steer Davies & Gleave Ltd (United Kingdom)	23-Apr-2026	299,495.00		

<http://cms.adb.org>

Identify Awarded Contracts by country, sector, value and selection method.

Investigate possibility to partner on future engagements

“Hop-on” Opportunities: Contracts Awarded

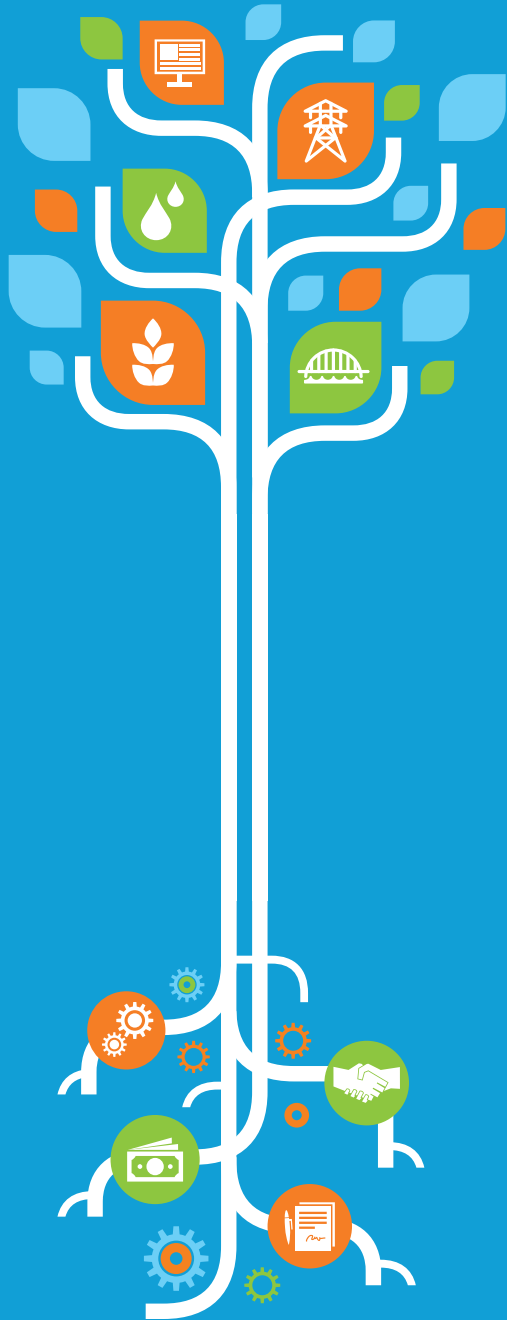


Tips for winning ADB-financed assignments



Intelligence	Collect business intelligence and do your research.
Advantage	Be selective and leverage your organizations advantage.
Focal	Have a CMS Focal.
Individuals	Look for opportunities for individuals.
Partner	For JV or Sub-contracting.
Reputation	Build reputation with ADB and in the industry.





THANK YOU!

Steven Gillard
Principal Procurement Specialist
Procurement Division
sgillard@adb.org