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Doing Business in ADB-Financed Projects (2026)

Sharlene Shillingford-Mcklmon – Principal Procurement Specialist

Bisma Husen – Principal Procurement Specialist

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Session Objectives



- ADB procurement priorities for 2026
- Competitive and Responsive Bids
- ADB Procurement Framework
- 14th ADB Business Opportunities Fair 2026

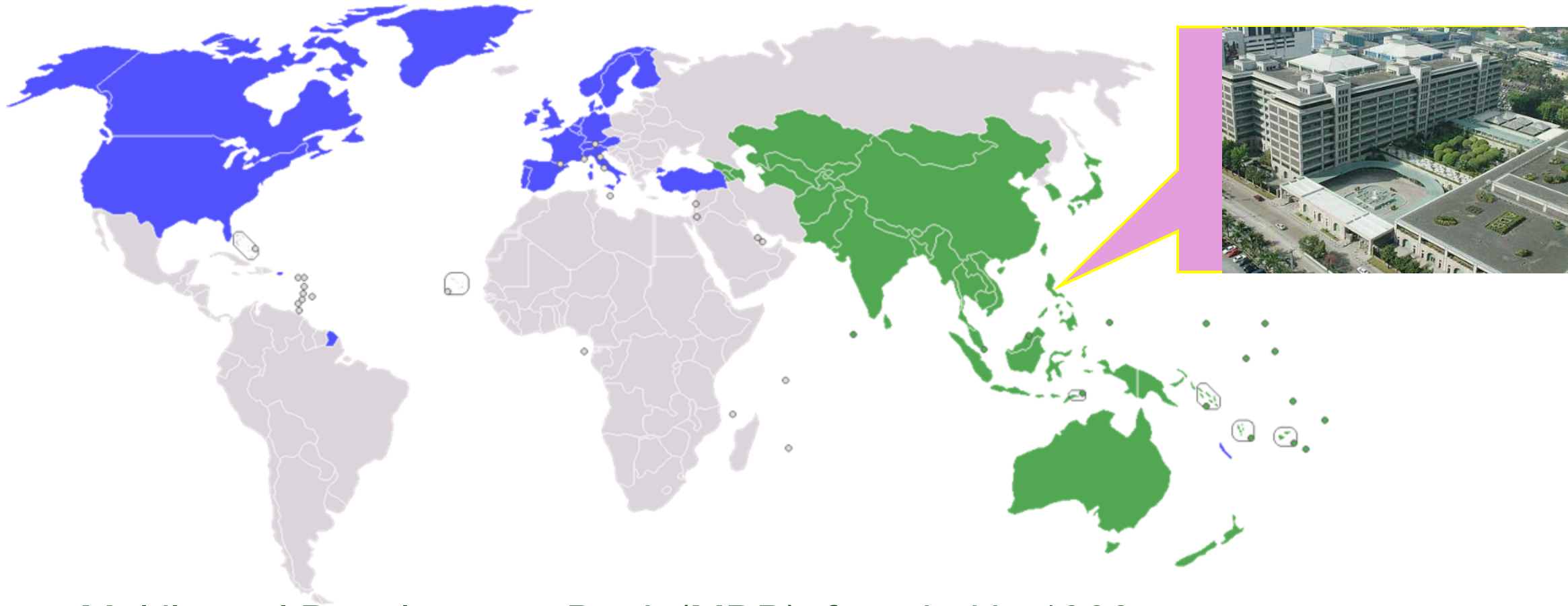


Agreement Establishing
The Asian Development Bank

*“ADB shall take the necessary measures to ensure that the proceeds of any loan made, guaranteed or participated in by ADB are used **only for the purposes for which the loan was granted and with due attention to considerations of economy and efficiency**”*

Chapter III, Article 14, Operating Principle (xi)

Asian Development Bank (ADB)

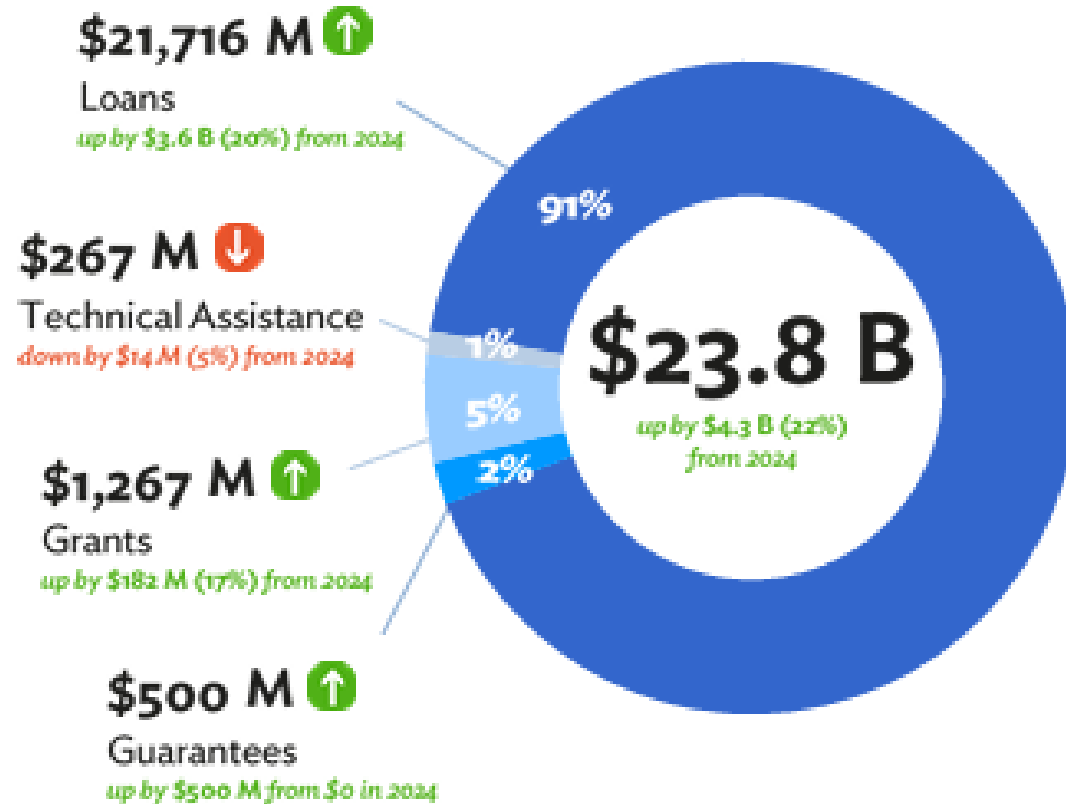


- Multilateral Development Bank (MDB), founded in 1966
- 69 members, 50 from the Asia & Pacific, 19 non-regional
- Headquarter in Manila, Philippines, and presence in field offices

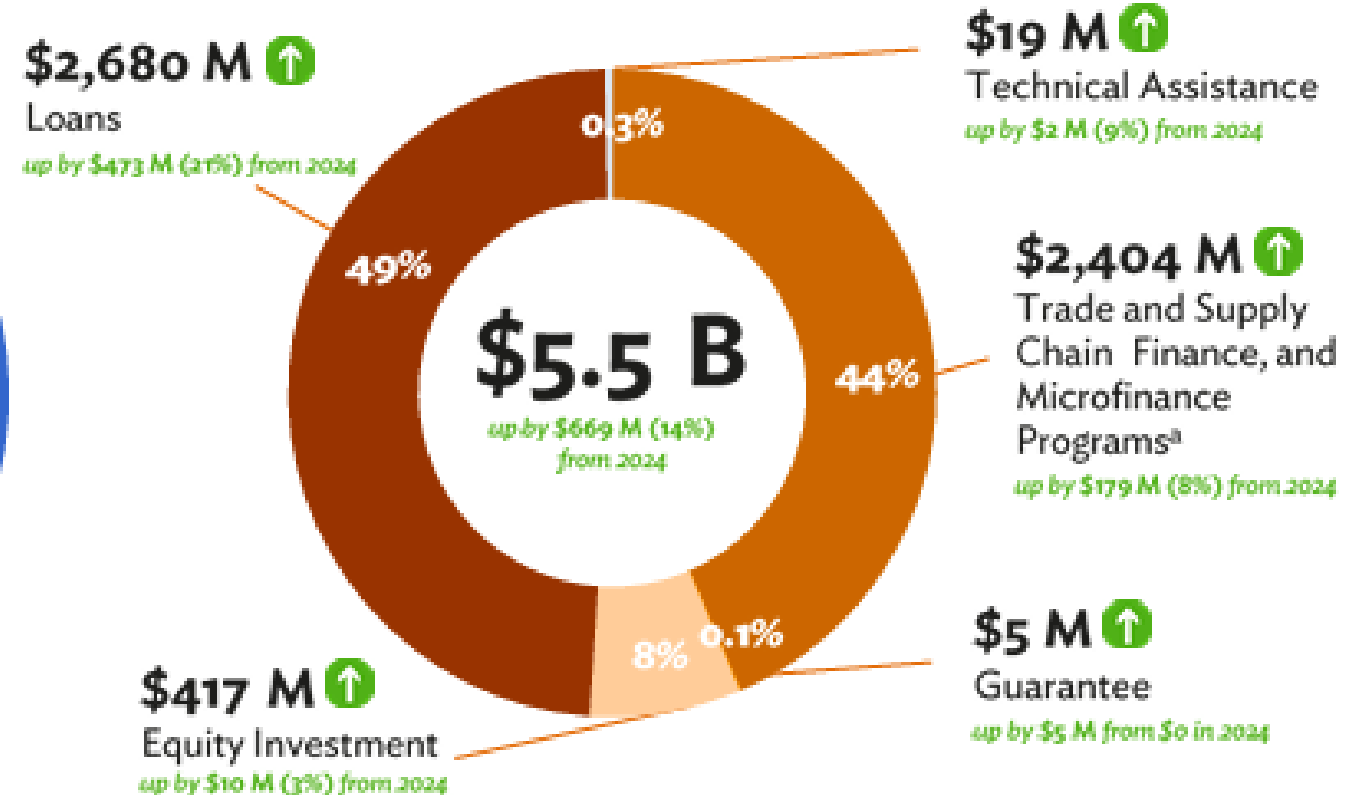
Sovereign & Non-sovereign (2025)



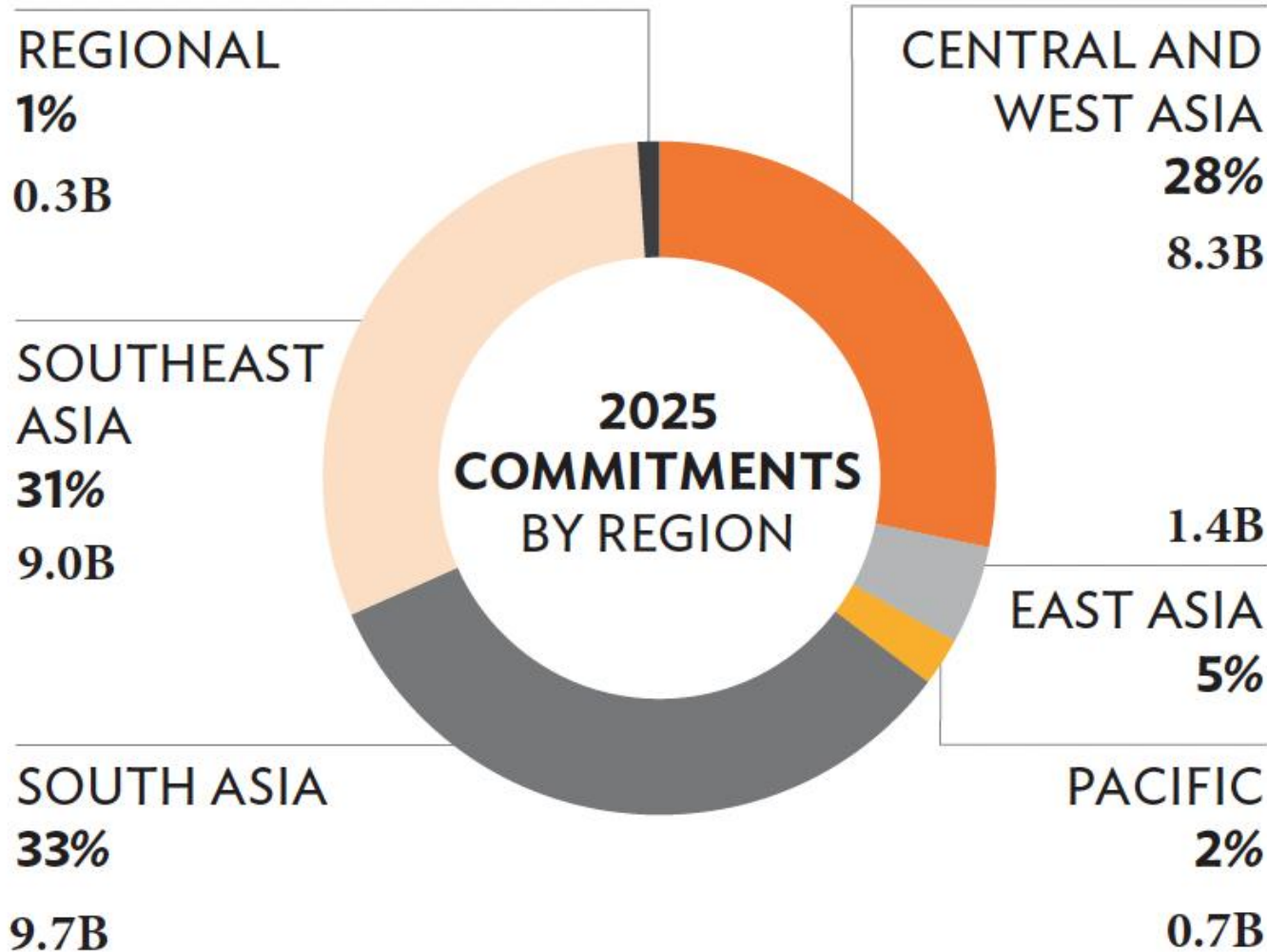
SOVEREIGN OPERATIONS



NONSOVEREIGN OPERATIONS



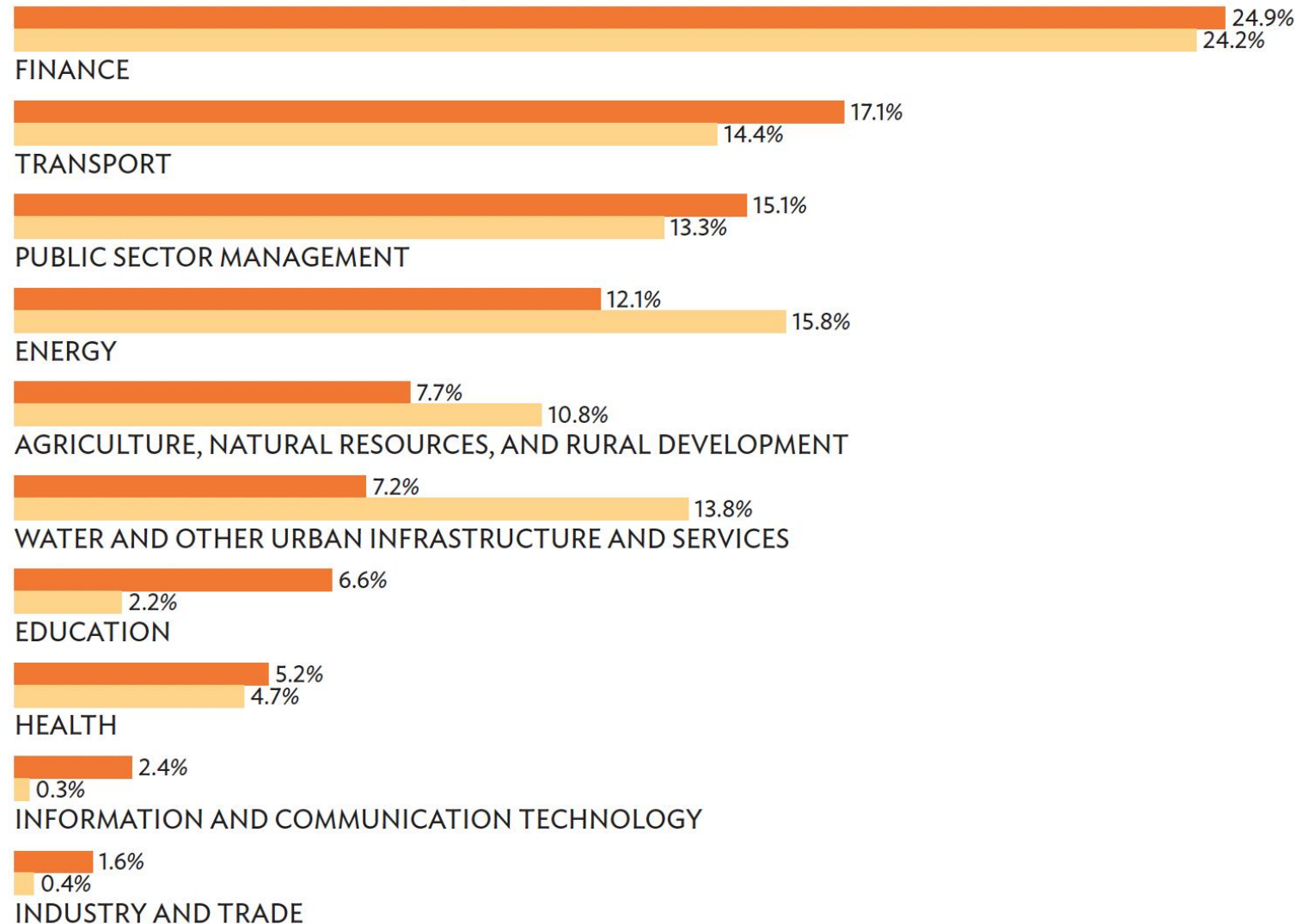
Regions (2025)



Largest Borrower
India, PRC, Philippines,
Pakistan, Bangladesh

Main Instruments
Loan/Grants
Technical Assistance
Equity
Guarantee

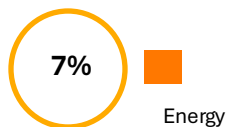
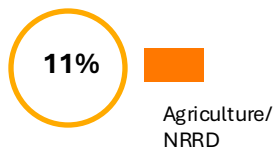
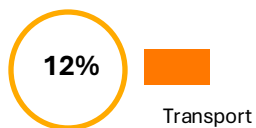
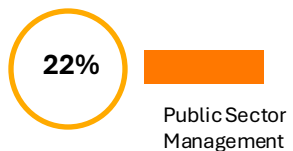
Sectors (2025)



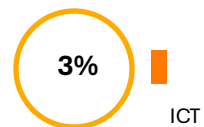
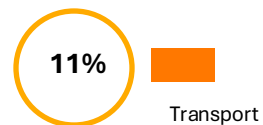
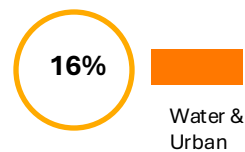
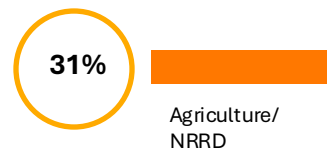
Top 5 Sectors



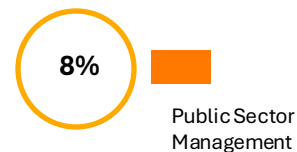
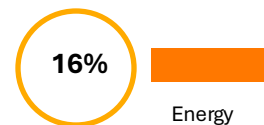
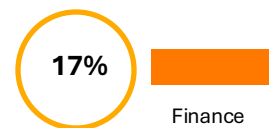
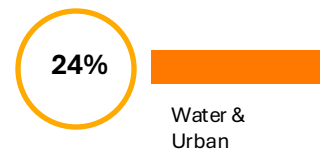
Central & West Asia



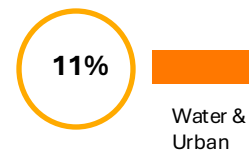
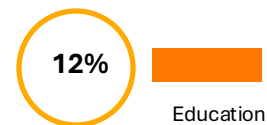
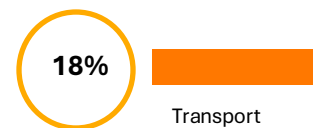
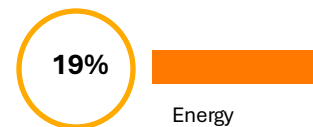
East Asia



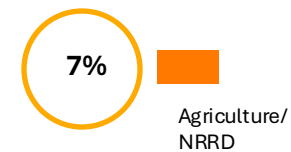
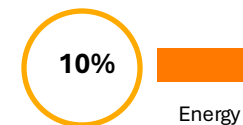
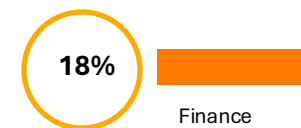
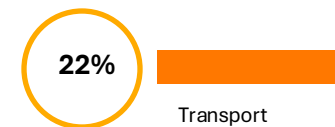
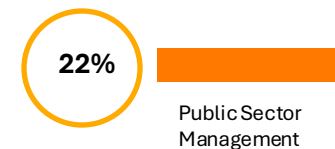
Pacific



South Asia



Southeast Asia



Why Participate?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds is assured



Internationally accepted procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB supports and review process

Key Stakeholders



Borrower carries out procurement, awards and manages contract
ADB provides supports and has an oversight role

Planning for Opportunities





Solving Complex Challenges Together for 60 Years

WHO WE ARE

WHAT WE DO

WHERE WE WORK

WORK WITH US

News and Events

ADB Institute

Contact

English

Search ADB.org

Philippines and ADB

By solving complex challenges together, ADB is helping the Philippines achieve a prosperous, inclusive, and resilient future, building on a partnership nurtured for nearly six decades.

Home

In-Depth

Projects

Knowledge

Where We Work > Philippines and ADB

Jump to:

Fact Sheet

Data

ADB Projects

What's New

Contacts

PhCO Holidays

In the Spotlight



ASIAN DEVELOPMENT BLOG
Your Questions Answered:
Extreme Heat in Asia and the Pacific



NEWS RELEASE
ADB Backs Major Public
Spending Reforms in the Philippines



EVENT
Asian Development Policy
Report 2026: Global Value
Chains and Inclusive



REPORTS
Asia Bond Monitor – June 2026
This edition shows tightened financial

2024

ADB Business Opportunities Seminar (BOS)

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Planning for Opportunities





Solving Complex Challenges Together for 60 Years

News and Events

ADB Institute

Contact

English

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Home

In-Depth

Projects

Knowledge

Where We Work > Philippines and ADB > Planning > Knowledge

Jump to: PerspectivesProject ResultsNews and Multimedia

Latest Country Strategies and Business Plans

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level. ADB works with each developing member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

All Country Planning Documents



COUNTRY PLANNING DOCUMENTS | 14 AUG 2024

Philippines: Country Partnership Strategy (2024-2029)



COUNTRY PLANNING DOCUMENTS | 11 DEC 2020

Philippines: Country Operations Business Plan (2021-2023)

ADB Business Opportunities Seminar (BOS)

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Planning for Opportunities



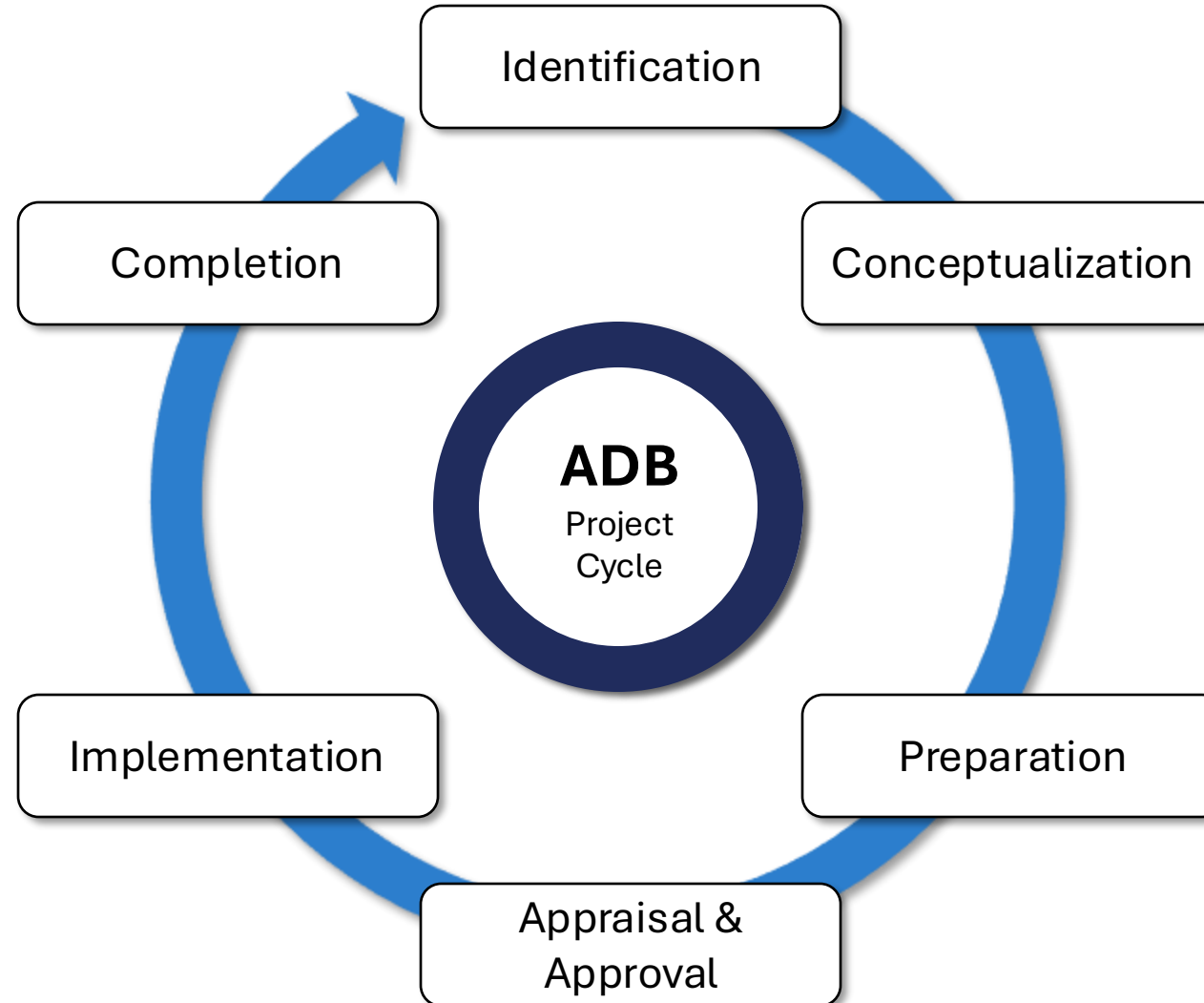
Short-term planning

- Specific Procurement Notices
 - Invitation for Prequalification
 - Invitation for Bids
- Hop-on Opportunities
 - Prequalified Contractors
 - Contracts Awarded

Long-term planning

- Country
 - Country Partnership Strategy (CPS)
 - Project & Tenders Information
- Sectors
 - Project Pipeline
 - Procurement Plans

ADB Project Cycle



Finding Opportunities





Solving Complex Challenges Together for 60 Years

WHO WE ARE

WHAT WE DO

WHERE WE WORK

WORK WITH US

News and Events

ADB Institute

Contact

English ▾

Search ADB.org

Q

ADB supports projects in developing member countries that create economic and development impact, delivered through both public and private sector operations, advisory services, and knowledge support.



Solving Complex Challenges Together for 60 Years

ABOUT ADB PROJECTS

Projects & Tenders

Project Results and Case Studies

PRODUCTS AND SERVICES

Public Sector Financing

Private Sector Financing

Financing Partnerships

Funds and Resources

KNOWLEDGE

Economic Forecasts

Publications and Documents

Data and Statistics

Asia Pacific Tax Hub

ADB and Civil Society

Development Asia

ADB Blogs

ADB Data Library

TOPICS

Agriculture and Food Security

Climate Change

Digital Technology

Disaster Risk Management

Education

Energy

Environment

Finance Sector

Fragility and Vulnerability

Gender Equality

Governance

Health

Markets Development and Public-Private Partnerships

Regional Cooperation

Social Development

Sustainable Development Goals

Transport

Urban Development

Water

Jump to:

Fact Sheet ▾

Data ▾

ADB Projects ▾

What's New ▾

Contacts ▾

PhCO Holidays ▾

In the Spotlight

Finding Opportunities



ADB

Solving Complex Challenges Together for 60 Years

WHO WE ARE

WHAT WE DO

WHERE WE WORK

WORK WITH US

Search ADB.org

General Search

Projects

Project Documents

Tenders

SEARCH FOR...

Country/Economy

☐ Azerbaijan

(1)

☐ Georgia

(1)

☐ India

(1)

☐ Kyrgyz Republic

(1)

☐ Samoa

(3)

MORE

Sector

☒ Transport

(14)

☐ Agriculture, natural resources and rural development

(6)

☐ Education

(2)

☐ Energy

(16)

☐ Health

(2)

MORE

Type

☒ Invitation for Bids

(14)

☐ Advance Notice

(2)

☐ Firm

(3)

☐ General Procurement Notice

(2)

☐ Individual

(8)

Showing 1 - 12 of 14 results for ""

Sort By

Deadline

Status: Active | Deadline: 26 Aug 2026

51268-001: Grant 0771-SAM: Central Cross Island Road Upgrading Project - CCIRUP/CW-1A, Construction of the Central Cross Island Road Upgrading Project (KM 9+000 to KM 15+500) consisting of three (3) Lots

Country/Economy: Samoa | Sector: Transport | Posting Date: 26 Jun 2026

Notice Type: Invitation for Bids

Approval Number: Grant 0771

Status: Active | Deadline: 26 Aug 2026

51268-001: Grant 0771-SAM: Central Cross Island Road Upgrading Project - CCIRUP/CW-1A, Construction of the Central Cross Island Road Upgrading Project (KM 9+000 to KM 15+500) consisting of three (3) Lots

Country/Economy: Samoa | Sector: Transport | Posting Date: 26 Jun 2026

Notice Type: Invitation for Bids

Approval Number: Grant 0771

Status: Active | Deadline: 26 Aug 2026

51268-001: Grant 0771-SAM: Central Cross Island Road Upgrading Project - CCIRUP/CW-1A, Construction of the Central Cross Island Road Upgrading Project (KM 9+000 to KM 15+500) consisting of three (3) Lots



Finding Opportunities



Invitation for Bids - Rebidding

Date:	26 June 2026
Loan No. and Title:	Grant 0771-SAM: Central Cross Island Road Upgrading Project
Contract No. and Title:	CCIRUP/CW-1A, Construction of the Central Cross Island Road Upgrading Project (KM 9+000 to KM 15+500) consisting of three (3) Lots: • Lot 1 – KM 9+000 to KM 11+014 • Lot 2 – KM 11+014 to KM 13+329 • Lot 3 – KM 13+239 to KM 15+500
Deadline for Submission of Bids:	26 August 2026, 11:00 AM (Samoan time)

1. The Government of the Independent State of Samoa has received financing from the Asian Development Bank (ADB) towards the cost of the **Central Cross Island Road Upgrading Project (CCIRUP)**. Part of this financing will be used for payments under the Contract named above. Bidding is open to Bidders from eligible source countries of ADB.

Finding Opportunities



General Search

Projects

Project Documents

Tenders

51268-001

Country/Economy

Country/Economy

Showing 1 - 12 of 38 results for "51268-001"

View Style

Sort By

Relevance

Samoa

(38)

Type

Agreements

(2)

Audited Project Financial Statements

(3)

Environmental Assessment and Measures

(3)

Environmental and Social Monitoring Reports

(13)

Executing Agency Progress Reports

(6)

MORE

Language

English

(38)

Year

2026

(3)

Document Date: 30 Apr 2026

51268-001: Central Cross Island Road Upgrading Project: Civil Works 1 (CW-1) Updated Resettlement Plan

This document dated April 2026 is provided for the ADB project 51268-001 in Samoa.

Country/Economy: Samoa | Type: Resettlement Planning Documents, Resettlement Plans

Document Date: 28 Feb 2026

51268-001: Central Cross Island Road Upgrading Project: Environmental and Social Monitoring Report (July-December 2025)

This document dated February 2026 is provided for the ADB project 51268-001 in Samoa.

Country/Economy: Samoa | Type: Environmental and Social Monitoring Reports

Document Date: 20 Jan 2026

51268-001: Central Cross Island Road Upgrading Project: Procurement Plan

This document dated 20 January 2026 is provided for the ADB project 51268-001 in Samoa.

Country/Economy: Samoa | Type: Procurement Plans

2024

ADB Business Opportunities Seminar (BOS)

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Finding Opportunities



PROCUREMENT PLAN

Basic Data

Project Name: Central Cross Island Road Upgrading Project	
Project Number: 51268-001	Approval Number: 0771
Country: Samoa	Executing Agency: Ministry of Finance
Project Financing Amount: US\$ 55,000,000 ADB Financing: US\$ 40,000,000 Cofinancing (ADB Administered): Non-ADB Financing: US\$ 15,000,000	Implementing Agency: Land Transport Authority, Ministry of Natural Resources and Environment, Ministry of Works, Transport and Infrastructure
	Project Closing Date: 31 March 2029
Date of First Procurement Plan: 2 December 2020	Date of this Procurement Plan: 20 January 2026, Version 7
Procurement Plan Duration: 18 months	Related to COVID-19 response efforts: No
Advance Contracting: Yes	Use of e-procurement (e-GP): Yes http://www.tenderlink.com/mof_samoa

A. Methods, Review and Procurement Plan

Except as the Asian Development Bank (ADB) may otherwise agree, the following methods shall apply to procurement of goods, works, and consulting services.

B. Lists of Active Procurement Packages (Contracts)

The following table lists goods, works, non-consulting and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.

Goods and Works							
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Procedure	Advertisement Date (quarter/year)	Comments
CW-1A	Lot 1. 9+000 to 11+014; Lot 2. 11+014 to 13+329; Lot 3. 13+329 to 15+500	6,200,000.00	OCB	Prior	1S2E	Q1 / 2026	Non-Consulting Services: Yes Advertising: International No. Of Contracts: 3

Preparing A Competitive Bid



- Develop Market Intelligence
- Build a Strong Track Record
- Understand the Project
- Monitor Opportunities
- Secure Key Resources
- Understand the Procurement Framework
- Build Strategic Partnerships
- Target Emerging Opportunities

Bid Submission: Practical Tips



Do

- Review Bid Completeness
- Verify Bid Security
- Complete Authorizations
- Submit Early
- Seek Clarifications
- Learn from Debriefings

Don't

- Submit Nonresponsive or Conditional Bids
- Overlook Conflicts of Interest
- Use Ineligible Firms or JV Partners
- Engage in Integrity Violations

Remember:

When in doubt, always seek written clarification

Debriefing and Complaints



Debriefing:

- Unsuccessful bidders may request a debriefing from the procuring entity (the EA or ADB, as applicable). Use it as an opportunity to strengthen future bids.

Complaints:

- Bidders may submit complaints directly to the EA and may copy ADB on correspondence with the EA.
- Complaints to ADB should be submitted through the online complaint form: <https://www.adb.org/forms/complaints>

Reporting Fraud and Corruption

- Suspected fraud, corruption, collusion, coercion, obstruction, or other integrity violations should be reported to ADB's Office of Anticorruption and Integrity (OAI): www.adb.org/site/integrity/how-to-report-fraud

Engaging Resident Missions



- Reach out to the ADB RM in the country of interest.
- Project & portfolio information: the Country Operations Head (COH).
- Procurement matters: the RM procurement team.
- Most RMs have an outposted Procurement Specialist, supported by National Procurement Officers.
- Some outposted Procurement Specialists support multiple countries.

Consultant Management System (CMS)



- Consulting opportunities are advertised through CMS: <http://cms.adb.org>
- Both EA- and ADB-administered consulting opportunities are advertised through CMS.
- ADB-administered RFPs are conducted through CMS.
- EA-administered consulting uses the EA's own procurement system, subject to ADB requirements.
- Register and subscribe to alerts for new opportunities.
- CMS Tutor: <http://consultanttutor.adb.org>

The screenshot shows the ADB Consultant Management System (CMS) homepage. At the top, the ADB logo and 'ASIAN DEVELOPMENT BANK' are on the left, and navigation links for HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, and CONSULTANT TUTOR are on the right. The main heading reads 'Welcome to the ADB CONSULTANT MANAGEMENT SYSTEM'. Below this, a subheading states 'CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.' There are two orange buttons: 'CONSULTANT / EA' and 'ADB STAFF'. A link 'Don't have an account yet? Register here.' is also present. At the bottom, there are three sections with images and text: 'Search Consulting Opportunities' (image of hands on a laptop), 'View Shortlisted Firms' (image of two people at a desk), and 'View Awarded Contracts' (image of two people in safety gear looking at a document).

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.

Issues in Consultant Selection



Short-list

- Limited Client Awareness
- Weak EOI
- Insufficient Experience
- Conflicts of Interest
- Ineligible Association or Partner

Proposal

- Freelance Experts.
- Generic, lack of innovation, unrealistic
- Inconsistencies between the Financial and Technical Proposals.
- Mistakes: proposal type (FTP, STP, BTP), financial information included in Technical Proposal (not allowed in QCBS).

Build Your Brand



ASIAN DEVELOPMENT BANK
BUSINESS OPPORTUNITIES FAIR 2026
21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA
VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

- Visit Events Organized by ADB and the EAs
- Business Opportunities Fairs (HQ)
- Business Opportunities Seminars (Countries)
- Project's roadshow

ADB Business Center

All you need to work with us—in one place.

ADB

🏠 > Work with Us > Working with ADB

Working with ADB

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing
agencies

Development institutions

Private sector partners

How-Tos

Can you provide a guide to all those ADB acronyms? →

How can I become an ADB supplier? (corporate procurement) →

How can NGOs become consultants or contractors? →

How can we improve our chances of securing an ADB-funded contract? →

How do I register as a payee and receive payment for non-purchase order warranted transactions with ADB? →

How does ADB safeguard the integrity of its activities? →

What are ADB's departments and offices? →



Online Training on ADB Procurement



FINANCE

New Procurement Framework

The new Procurement Policy and Procurement Regulations were approved in April 2017. The Procurement Policy, Regulations and other supporting documents form the NPF within ADB, governing the procurement of goods, works and services by borrowers, Executing Agencies (EAs) and Implementing Agencies (IAs) conducting procurement on ADB-funded projects...

-  Module 1: Overview of NPF
-  Module 2: Strategic Procurement Planning
-  Module 3: Risk Management
-  Module 4: Analysis
-  Module 5: Procurement Strategy Development
-  Module 6: Bidding Procedures
-  Module 7: Consulting Services
-  Module 8: Bid Evaluation
-  Module 9: Contract Management
-  Module 10: Fragile, Conflict Affected and Emergency Situations

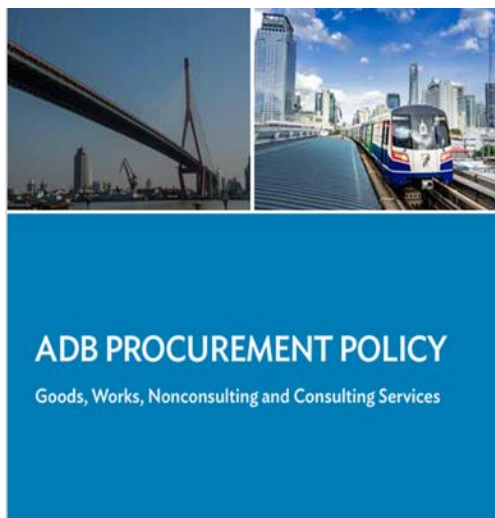
elearn.adb.org
*non-certified



ADB Procurement Framework

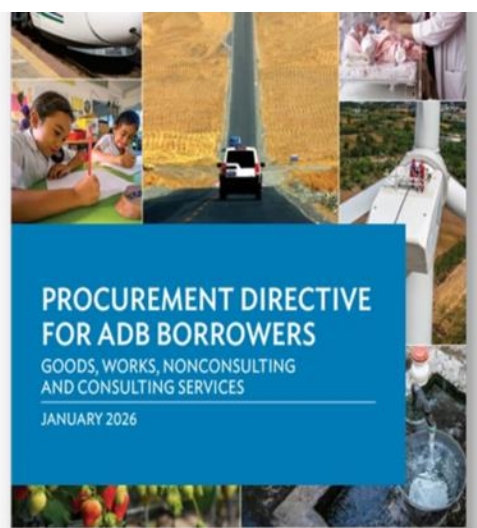


POLICY



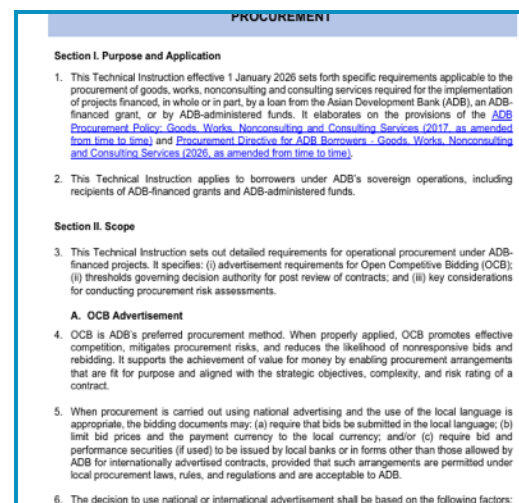
Overarching, applicable to all
(Borrowers, Contractors,
Suppliers, Firms)

DIRECTIVE



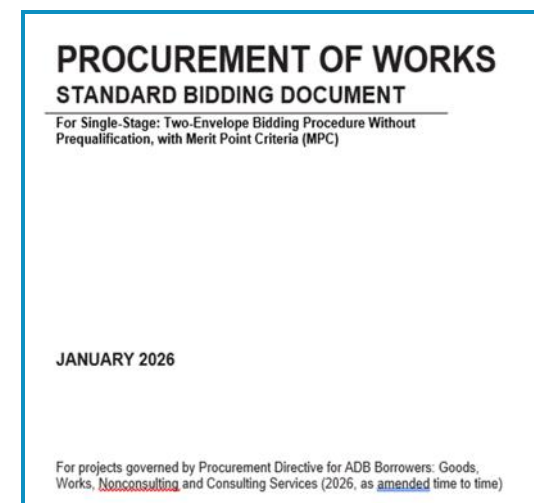
Guidance for
Borrowers

TECHNICAL INSTRUCTIONS



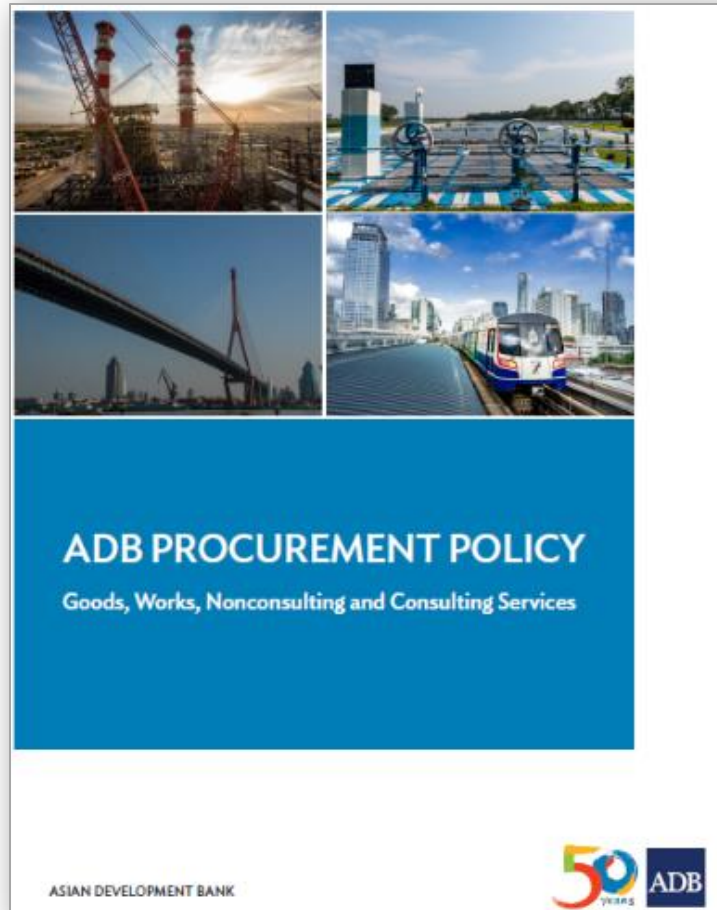
Applicable to all

STANDARD BIDDING DOCUMENTS



Used by Borrowers
and Contractors

ADB Procurement Policy



- Approved by the ADB Board of Directors, representing all members of ADB.
- Contains core principles which govern procurement financed in whole or in part by ADB financing.
- Referred to in the financing agreement.
- Stipulates that the responsibility for the implementation of the project, and therefore for the procurement, award, and administration of contracts under the project, rests with the borrower.

ADB Procurement Policy



- I. Purpose
- II. General Considerations
- III. Core Procurement Principles*
- IV. Fitness for Purpose
- V. Eligibility*
- VI. Development of Domestic Industry
- VII. Integrity*
- VIII. Conflict of Interest*
- IX. Accountability
- X. Noncompliance
- XI. Complaints
- XII. Alternative Procurement Arrangements
- XIII. E-procurement*
- XIV. Procurement Plan
- XV. Procurement for Nonsovereign Operations

Core Procurement Principles (III)



Prescriptive → Principle based



Economy



Efficiency



Fairness



Transparency



Quality



Value for money

Eligibility (V)



- To be eligible to participate in procurement for contracts financed by ADB, the bidder, and all parties constituting the Bidder...
 - ✓ shall have the nationality of an eligible country;
 - ✓ shall not have a conflict of interest;
 - ✓ shall not be under temporary suspension or debarment by ADB
 - ✓ and shall not be excluded by an act of compliance with the decision of the UN Security Councils
- The materials, equipment, and services to be supplied under the Contract shall have their origin in eligible source countries

Eligibility (V)



- Any conditions for participation shall be limited to those that are essential to ensure the bidder's capability to fulfill the contract in question
- ADB does not permit a borrower to deny the participation of a bidder for reasons unrelated to its capability and resources to successfully perform the contract, nor does it permit a borrower to disqualify any bidder for such reasons.

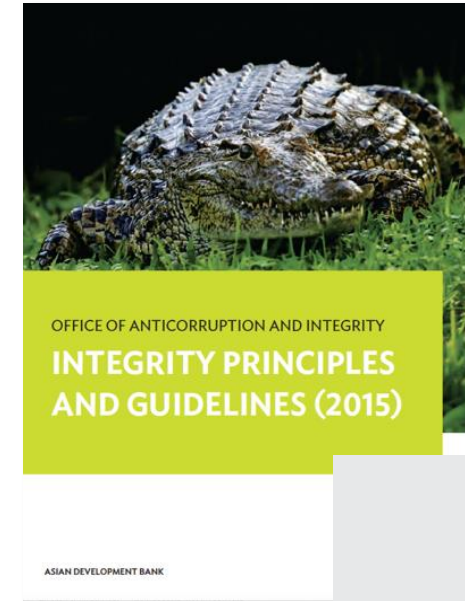
Eligibility (V)



- Government-owned enterprises in the Borrower's country may participate as a bidder only if specifically agreed by ADB. Such agreement will only be provided if the bidder can establish that they
 - can operate as a commercial entity;
 - are legally and financially autonomous;
 - are not dependent agency of the borrower
- Government officials and civil servants in the borrower's country may only be hired if they
 - are not being hired by the agency they were working for immediately before going on leave;
 - their employment would not create a conflict of interest.

Integrity (VII)

- ADB's Anticorruption Policy and Integrity Principles and Guidelines
- Highest ethics
- Specific definitions for corrupt, coercive, fraudulent, collusive, obstructive practices, and abuse
- Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB financed, administered, or supported activity.
- ADB applies cross-debarment with other MDBs
- **ADB reserves the right to inspect and audit**



Applicability



ADB's Integrity Framework applies to:

1. Contractors
2. Suppliers
3. Consultants
4. Executing and Implementing Agencies
5. ADB Staff
6. Project Sponsors
7. Investors
8. Anyone connected to an ADB-financed, administered, or supported activity

Integrity Violations



MDB Agreement on Mutual Enforcement of Debarment Decisions



AGREEMENT FOR MUTUAL ENFORCEMENT OF DEBARMENT DECISIONS

PREAMBLE

The African Development Bank Group¹, the Asian Development Bank, the European Bank for Reconstruction and Development, the Inter-American Development Bank Group² and the World Bank Group³ (each a “Participating Institution”, collectively the “Participating Institutions”):

Acknowledge their membership in the International Financial Institutions Anti-Corruption Task Force and the Uniform Framework for Preventing and Combating Fraud and Corruption, dated September 17, 2006 (the “Uniform Framework”) and attached hereto as Annex A.

Reaffirm the provisions of paragraph 5 of the Uniform Framework that:

“Each of the member institutions of the IFI Task Force has a distinct mechanism for addressing and sanctioning violations of its respective anti-corruption policies,”

“mutual recognition of these enforcement actions would substantially assist in deterring and preventing corrupt practices,” and

Confirm the importance of establishing a system for mutual recognition of enforcement actions in furtherance of the provisions of paragraph 5 of the Uniform Framework.”

1. Institutions must notify each other of the sanctioning in writing
2. Decisions based on sanctionable practices
3. Decision is made public
4. Each institution must pursue independent debarment proceedings for separate sanctionable practices
5. A participating institutions may decide to not enforce the cross debarment if such enforcement would be inconsistent with its legal considerations

Cross Debarment



Working Together
with International
Financial Institutions



A party to the Uniform
Framework (2006);
not a party to the Cross
Debarment Agreement.



ADB Debarments



- 
- ADB debarments are set for a minimum debarment period, except for indefinite debarments.
 - A debarred entity can apply for reinstatement after the minimum debarment period, unless there is a provision for early reinstatement.
 - Unless a debarred entity has requested for and has been granted reinstatement, it remains debarred even after the minimum debarment period.

Reinstatement is not automatic



OAI assesses the merits of reinstating a debarred entity.



OAI informs the entity of the decision on the reinstatement request.

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Integrity Due Diligence (IDD)?



Gathering of independent information to gain an understanding of integrity and reputational risks associated with a third party.

Factors in Conducting IDD



Integrity and Bidding Documents



Standard Bidding Documents (SBD)

- Instructions to Bidders (ITB) Clause 3
- Section III - Evaluation and Qualification Criteria – Conflict of Interest. Clause 1.1.2
- Section 4 Bidding Forms - Letter of Bid

In Consulting SRFP

- Section 3. Form TECH-1 – Firm Certification / COI declaration
- Section 3. Form TECH-1 Annex – Required Information for Sanctions List Checking
- Section 3. Form TECH-6B – CV Certification / COI declaration
- Section 4. Form FIN-1 – Firm Certification / COI declaration
- Section 6. Bank's Anticorruption Policy
- General Conditions of Contract Attachment 1: Anticorruption Policy

Connect with OAI



www.adb.org/integrity



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integrity@adb.org



ADB Anticorruption and Integrity



Report integrity violations:

<https://www.adb.org/integrity/report-violations>

Respectful Working Environment



- Environment free of unethical or inappropriate behaviors
- Bullying, discrimination, misconduct and harassment, including sexual harassment
- Training provided by contractor and consultant to their staffs is required and to be verified by Employer



Conflict of Interest (VIII)*



- Interests that could cause undue influence on decision making process
- If cannot be appropriately mitigated → *may* lead to rejection of the bid
- Bidders or consultants may be considered to have a Conflict of Interest if they have conflicting activities, assignments, relationships, ownerships, i.e.:
 - Participated as a consultant for design/technical specification /project management /supervision of bid package
 - Have common controlling shareholders (sister concern)
 - Have same legal representatives for their bids
 - Submit more than one bid in the bidding process
 - Have relationship with each other, directly or through common third parties, that puts them in a position to have access of information about another bidder or influence the decision of the purchaser.

E-Procurement



- ADB encourages borrowers to use e-procurement for communication with bidders, advertisement, issuance of bidding document and its amendments, submission of bids, disclosure of contract awards.
- The use of e-procurement in ADB-financed projects shall be endorsed by ADB who will verify that the system is accessible and secure, ensure integrity and confidentiality, and have sufficient audit trail feature.

Procurement Directive



Procurement Directive for ADB Borrowers, issued on 01 January 2026, supersedes the 2017 Procurement Regulations. Main Objectives:

Promote Innovation and Enhance Supplier Base

Early market engagement, collaborative forms of contracting.

Improve Quality and Value for Money

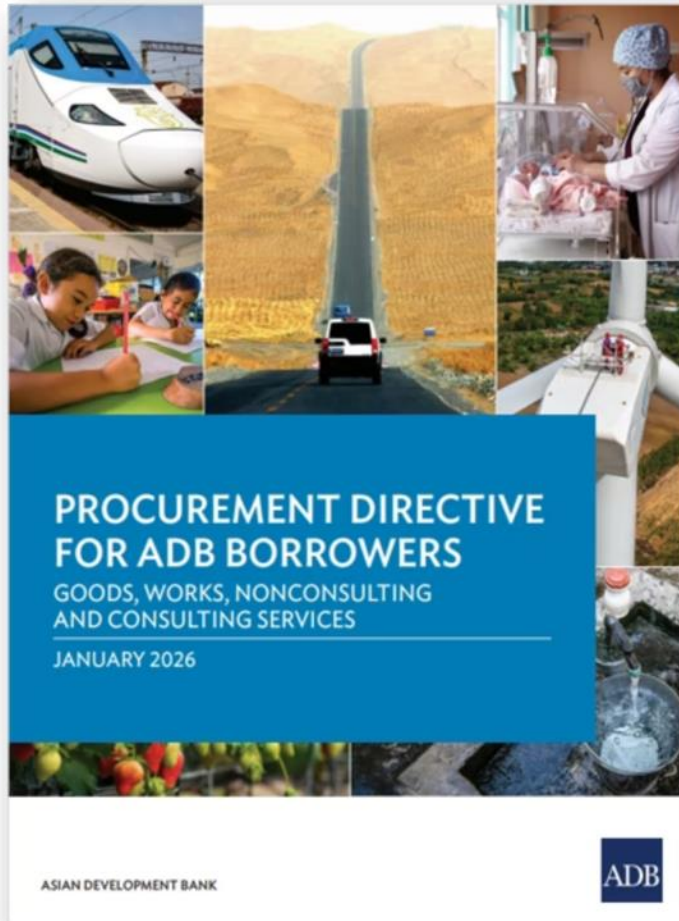
Merit point criteria on internationally advertised works, nonconsulting services and specific goods contracts.

Reward Sustainable Procurement

Focus on environmental, social, economic & institutional considerations.

Foster Economic Growth and Local Development

Local labor requirement on internationally advertised works contracts.



Main Enhancements



Early Market Engagement



Merit Point Criteria



Local Participation



Contract Management



Sustainable Procurement

Main Enhancements



Prequalification



Collaborative Contracting



Financial Intermediation



Contract Modifications



Beneficial Ownership

Procurement Snapshot



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 as projects are feasible, competitive, and aligned with market conditions.

Why EME?

- Improves Accuracy:** Refines technical specifications, budgets, and timelines, 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 sustainability and enhance.
- Identifies Risks and Opportunities:** Identifies delivery challenges and opportunities before procurement.
- Strengthens Transparency:** Well-documented engagement establishes, reinforcing procurement.

Common EME Approaches

Collaborative Platforms
Project roadshows
Webinars and virtual briefings
Innovation calls and challenges

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 partnerships among communities and contractors.

Local Labor

- Unskilled:** No formal qualifications or experience.
- Semi-skilled:** Vocational on-the-job experience.
- Skilled:** Certified professional.

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, while balancing quality and cost. 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:** Evaluations, strengthening.
- Aligns with Development:** Resilience, sustainability.

How MPC Works

Weightings to provide for process. These weighting documents are applied to contract value.

(Five dimensions: market conditions, contract environment, technical criteria carry a A high-value contract is in.

(Three dollars.

Technical Instruction



TECHNICAL INSTRUCTION ON BORROWER-ADMINISTERED PROCUREMENT

Section I. Purpose and Application

1. This Technical Instruction effective 1 January 2026 sets forth specific requirements applicable to the procurement of goods, works, nonconsulting and consulting services required for the implementation of projects financed, in whole or in part, by a loan from the Asian Development Bank (ADB), an ADB-financed grant, or by ADB-administered funds. It elaborates on the provisions of the [ADB Procurement Policy: Goods, Works, Nonconsulting and Consulting Services \(2017, as amended from time to time\)](#) and [Procurement Directive for ADB Borrowers - Goods, Works, Nonconsulting and Consulting Services \(2026, as amended from time to time\)](#).
2. This Technical Instruction applies to borrowers under ADB's sovereign operations, including recipients of ADB-financed grants and ADB-administered funds.

Section II. Scope

3. This Technical Instruction sets out detailed requirements for operational procurement under ADB-financed projects. It specifies: (i) advertisement requirements for Open Competitive Bidding (OCB); (ii) thresholds governing decision authority for post review of contracts; and (iii) key considerations for conducting procurement risk assessments.

A. OCB Advertisement

4. OCB is ADB's preferred procurement method. When properly applied, OCB promotes effective competition, mitigates procurement risks, and reduces the likelihood of nonresponsive bids and rebidding. It supports the achievement of value for money by enabling procurement arrangements that are fit for purpose and aligned with the strategic objectives, complexity, and risk rating of a contract.
5. When procurement is carried out using national advertising and the use of the local language is appropriate, the bidding documents may: (a) require that bids be submitted in the local language; (b) limit bid prices and the payment currency to the local currency; and/or (c) require bid and performance securities (if used) to be issued by local banks or in forms other than those allowed by ADB for internationally advertised contracts, provided that such arrangements are permitted under local procurement laws, rules, and regulations and are acceptable to ADB.
6. The decision to use national or international advertisement shall be based on the following factors: (i) the nature, structure and capacity of the supply market; (ii) the procurement risk rating; (iii) the complexity of the contract; and (iv) the estimated contract value, including any applicable low or high contract thresholds applicable to the contract context. This determination must be assessed and justified in the Strategic Procurement Planning (SPP) report, reflected in the Procurement Plan, and approved by ADB.

B. Post Review Thresholds for Contracts

7. Contracts with estimated values below the post review thresholds specified in this Technical Instruction shall be subject to post review, as per the *Post Review Thresholds for Contracts (Table 1)*. ADB may also designate contracts above these thresholds as subject to post review, which shall be reflected in the procurement plan.

Effective on 1 January 2026

Specific requirements :

- Advertisement requirements for Open Competitive Bidding (OCB)
- Thresholds governing decision authority for post review of contracts; and
- Key considerations for conducting procurement risk assessments

Guidance Notes on Procurement

<https://www.adb.org/documents/guidance-notes-on-procurement>



Preparation and Planning

- Procurement Risk Framework
- Strategic Procurement Planning
- Procurement Review
- Alternative Procurement Arrangements
- Early Market Engagement

Bidding Procedures

- Price Adjustment
- Prequalification
- Subcontracting
- Domestic Preference
- Bid Evaluation
- Merit Point Criteria

Procurement Methods

- Open Competitive Bidding
- Consulting Services Administered by ADB Borrowers
- Nonconsulting Services Administered by ADB Borrowers
- Framework Agreements for Consulting Services

Guidance Notes on Procurement

<https://www.adb.org/documents/guidance-notes-on-procurement>



New Principles and Practices

- Value for Money
- Quality
- Contract Management
- Abnormally Low Bids
- Local Participation

Specialized Areas

- Fragile and Conflict-Affected Situations, Small Island Developing States, and Emergency Situations
- E-Procurement
- Public-Private Partnerships
- High-Level Technology

Complaints, Compliance and Eligibility

- Bidding-Related Complaints
- Noncompliance in Procurement
- Standstill Period
- State-Owned Enterprises
- Sustainable Public Procurement
- Implementation of MPC in Water Sector Contracts
- Implementation of MPC in Transport Sector Contracts

Open Competitive Bidding (OCB)



- ADB's preferred procurement method for both national and international advertised selections
- National advertising may sometimes require use of the local language and therefore: (a) require that bids be submitted in the local language; (b) limit bid prices and the payment currency to the local currency; and/or (c) require bid and performance securities (if used) to be issued by local banks or in forms other than those allowed by ADB for internationally advertised contracts, provided that such arrangements are permitted under local procurement laws, rules, and regulations and are acceptable to ADB.

Methods & Approaches



Open Competitive Bidding (OCB)

- International advertisement or national advertisement
- Prequalification or Post-qualification
- Different bidding procedures: 1S1E, 1S2E, 2S, 2S2E
- For selection of consulting firms: QCBS, QBS, CQS, FBS, LCS
- Selection of Individual Consultants (IC)

Other Procurement Methods

- Limited Competitive Bidding (LCB)
- Framework Agreements (FA)
- Request for Quotations (RFQ)
- Electronic Reverse Auction (ERA)
- Direct Contracting (DC)

Bidding Procedures Options

- **Single-stage-one-envelope:** Bidder submit their bid in one envelope.
- **Single-stage-two-envelope:** Bidder submit two separate envelopes simultaneously with technical and financial proposals.
- **Two-stage:** Bidders submit first-stage technical proposals only and at the second stage bids in one envelope containing a financial proposal and revised technical proposal.
- **Two-stage-two-envelope:** In the first stage, bidders submit technical and financial proposals in two separate sealed envelopes. In the second stage the bidders submit one envelope containing supplementary (revised) technical and financial proposals.

Key Updates to SBD



User Guide Notes

- Deleted from final Standard Bidding Documents (SBDs)

Terminology & Safeguards Updates

- Alignment with ADB's 2024 Environmental and Social Framework (ESF)
- Mandatory Environmental and Social (E&S) and Sexual Exploitation, Abuse and Harassment (SEAH) plans

Evaluation Updates

- First-Ranked Bid replaced with Most Advantageous Bid
- Revised Merit Point Criteria (MPC) scoring

Key Updates to SBD



Qualification & Financial Requirements

- Current Contracts revised to Major Contract Commitments
- Financial (FIN) forms updated

Local Participation

- Minimum 50% local labor requirement

Performance & Incentives (Optional)

- KPIs linked to compliance and payment deductions
- Optional bonus provisions

Contract Management & Conditions

- Expanded monthly reporting (E&S, SEAH, and labor metrics)
- New clauses on milestones, labor standards, and grievance mechanisms

SBD Works



PROCUREMENT OF WORKS STANDARD BIDDING DOCUMENT

For Single-Stage: One-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 STANDARD BIDDING DOCUMENT

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

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For projects governed by Procurement Directive for ADB Borrowers: Goods,
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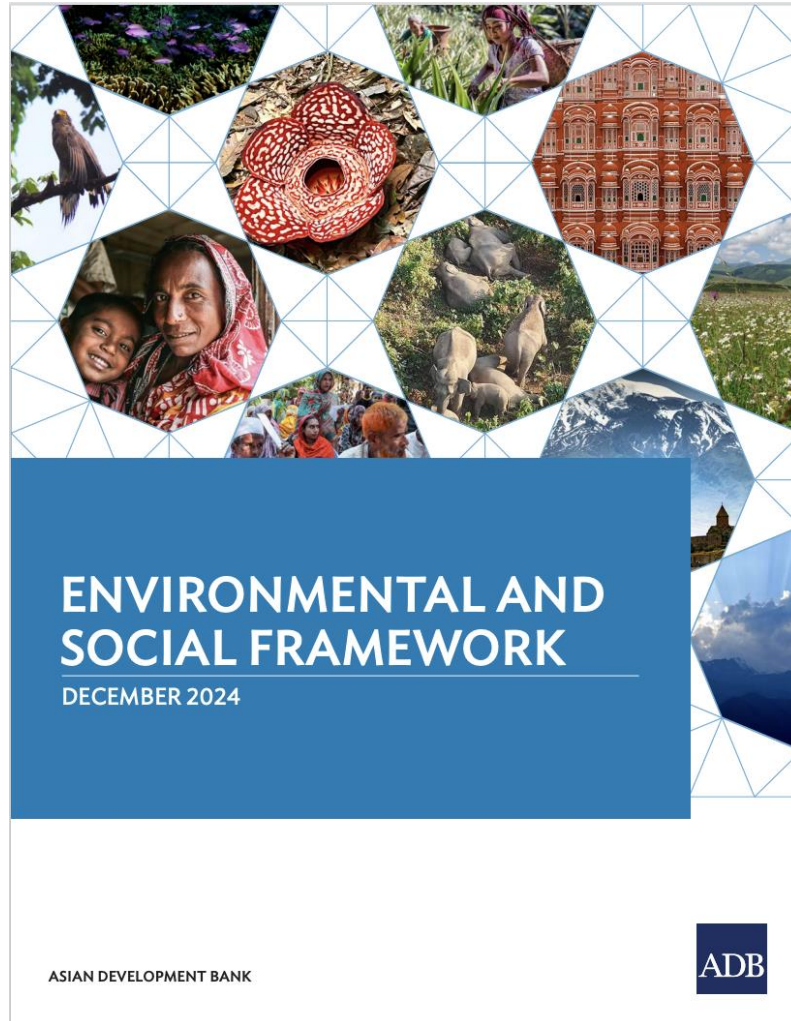
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ASIAN DEVELOPMENT BANK



Overview of ADB ESF



- [Environmental and Social Framework | Asian Development Bank](#)
- [What's New in ADB's Environmental and Social Framework?](#)
- [Environmental and Social Framework](#)

ADB's Environmental and Social Standards



1 

Assessment and Management of Environmental and Social Risks and Impacts

2 

Labor and Working Conditions

3 

Resource Conservation and Pollution Prevention

4 

Health, Safety, and Security

5 

Land Acquisition and Land Use Restriction

6 

Biodiversity Conservation and Sustainable Natural Resources Management

7 

Indigenous Peoples

8 

Cultural Heritage

9 

Climate Change

10 

Stakeholder Engagement and Information Disclosure

ESF Incorporated into ADB Standard Bidding Documents



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 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 Plant & Design Build, using FIDIC Yellow Book with SPS:

16. Documents Comprising the Technical Proposal

16.1 The Bidder shall furnish a Technical Proposal including a statement of work methods, equipment, personnel, and schedule as well as the bidder's **environmental** and social management plan (Bidder's ESMP), and other **environmental** and social (E&S) management documents required in the BDS, commensurate with the proposed scope of works; and any other information as stipulated in Section 4 (Bidding Forms), in sufficient detail to demonstrate the adequacy of the Bidders' proposal to meet the work requirements and the completion time.

Where to Find Information



ADB: Contacts

<https://www.adb.org/contacts/main>

Access to Information:

<https://www.adb.org/who-we-are/access-information/inquiries>

Projects and Tenders:

<https://www.adb.org/projects>

Project Documents:

<https://www.adb.org/projects/documents>

Project Procurement Site:

<https://www.adb.org/business/project-procurement>

Departments and Offices:

<https://www.adb.org/who-we-are/organization#departments>



ADB's 14th Business Opportunities Fair 2026

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