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ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

ADB BOF US Information Session

Theme: ***Value for Money:
Driving Quality Infrastructure***

9 July 2026

PPFD BOF Team



Agenda



1



Introduction

2



What is BOF and 2025 highlights

3



BOF 2026 Features

4



Questions/ Suggestions ?



What is the BOF?

- One of ADB's largest annual events, since 2009
- **One-stop** educational and networking forum for consultants, contractors, suppliers, civil society, and nongovernmental organizations (NGOs)
- **Purpose:** raise market interest in working with ADB projects as more market interest increase Value for Money for ADB DMCs
- **How?** Through sessions and meetings with ADB's sector and procurement specialists



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Key Benefits

- Learn **advantages** of ADB-financed contracts, especially as a **great way to build networks and business in Asia**
- Get an inside look at ADB's **procurement procedures**
- Learn **how to locate and bid for** business opportunities
- Get **tips on bidding strategy** and preparing winning bids
- Meet the **ADB procurement experts** who can answer procedural questions, hear complaints, and give advice
- Meet and **network with other participants** to explore areas of cooperation



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Highlights of BOF 2025

ADB BUSINESS
OPPORTUNITIES
FAIR 2025
HIGHLIGHTS



1243

ATTENDEES



101

SPEAKERS



40

TOPICS



100%

RATING

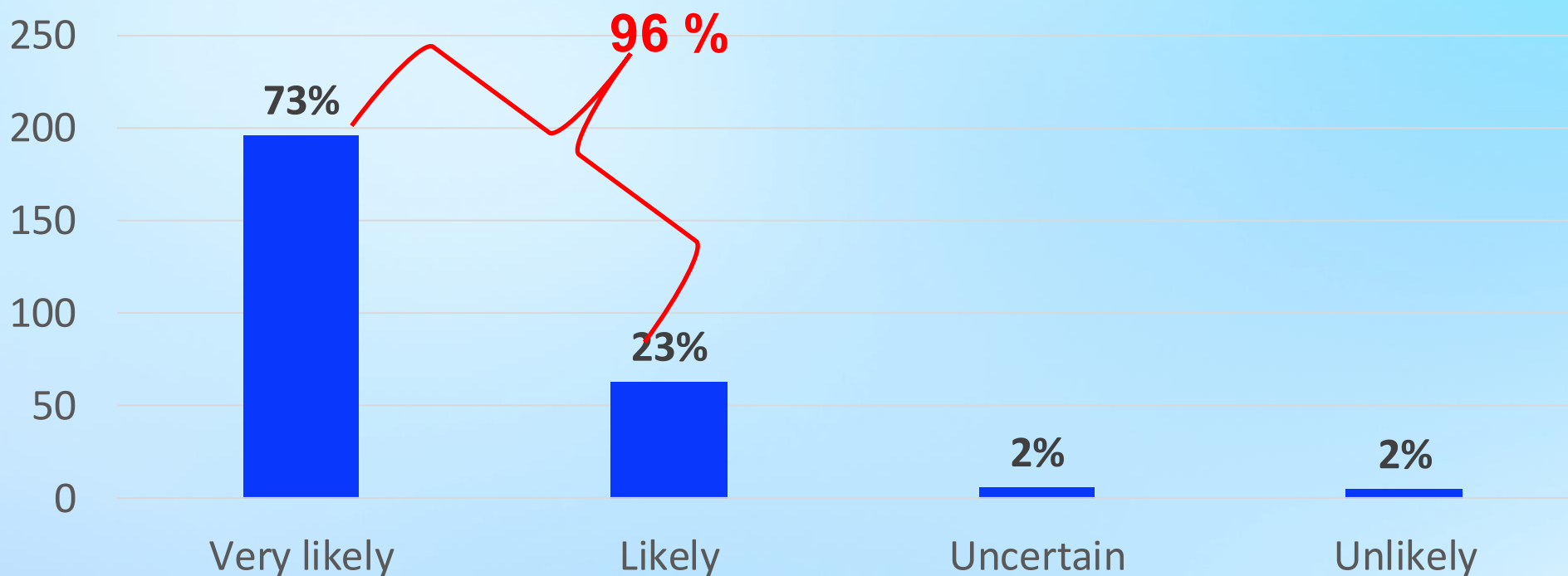


VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE



Highlights of BOF 2025

How likely to actively pursue ADB Business Opportunities
in the next 24 months





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BOF 2025 Opening Plenary



VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE



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Panel Discussions of BOF 2025



Booth Launch





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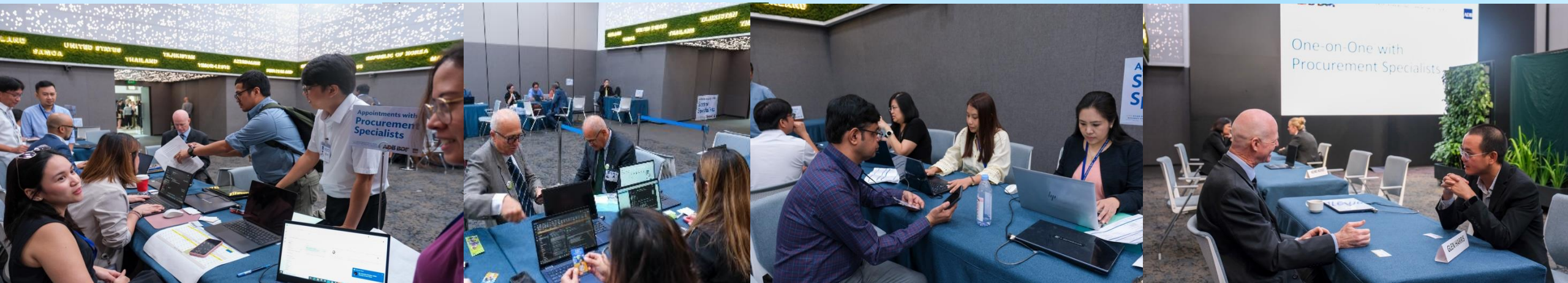
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BOF Program Features

Aside from the agenda sessions, features include:

- The ability for participants to schedule **one-on-one meetings** with ADB sector experts and procurement specialists





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BOF Program Features

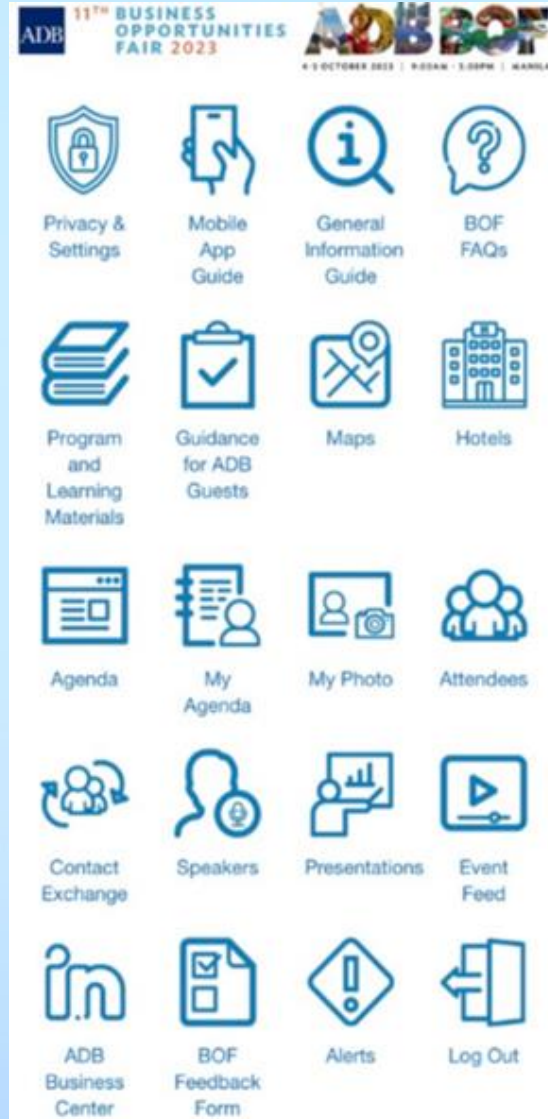
➤ A “Networking Lounge” is open on both days near the event rooms, where participants can meet, network, relax, work, and take refreshments.





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BOF Program Features

➤ A **mobile app** (“EventsAir”) for the event will be used, enabling participant messaging and contact exchange, livestreaming, and live Q&A



BOF 2026 NEW Features

The agenda has been updated with the following new features:

- Pre-BOF sessions on 21 September
- Social infrastructure session for HSD will be featured
- Country stories and case studies before the closing plenary
- EME sessions before the start of the training sessions/workshops
- Dedicated contractors' forum with training on contract management
 - Workshop on Conditions of Contracts for Contractors and Project Team Leads



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Special 2026 FEATURES

- Consultants' forum – voices from the field
- Financial Management sessions --- information and training sessions
- CTL session
- Open Contracting Partnership session on De-risking Public Procurement with Open Contracting



BOF 2026 Agenda

Day 0 – 21 September

- Pre-BOF sessions

- ☐ All day registration for confirmed participants (claiming of event IDs/badges)
- ☐ Launching of booths
- ☐ NGOC and Institutional Procurement sessions
- ☐ Training sessions
- ☐ Emerging Opportunities across ADB's Portfolio on Tourism

Morning

21 September 2026, Monday

Pre-BOF Sessions

Early Registration

(claiming of event badges/IDs for confirmed BOF participants)

8:00 - 17:00

Visitor Registration Center (VRC), ADB Avenue

Raising Standards in Project Delivery: Contracts that Work

Workshop on Conditions of Contracts
for Contractors and Project Team Leaders

Audi Halls 3 & 4 / 9:00 - 12:00

Advancing Quality in Practice

De-risking Public Procurement with Open Contracting
(c/o Open Contracting Partnerships)

MFH 6 / 10:30 - 12:00

Project Management Institute (PMI) session

MFH 5 / 10:30 - 12:00

Launching of Booths

Ribbon Cutting by VPAC and DG, PPFD

Main Lobby

13:30 - 13:45

Afternoon

Opportunities for Civil Society, Academia, and Nongovernment Organizations

(c/o NGO and Civil Society Center - NGOC)

Audi Halls 1 & 2 / 14:00 - 15:30

Institutional Procurement

(c/o Corporate Services Department)

Audi Halls 3 & 4 / 14:00 - 15:30

From Compliance to Quality

CTL Session

MFH 5 / 14:00 - 15:30

Evaluating for Excellence

Merit Point Criteria

MFH 6 / 14:00 - 15:30

Maximizing Impact

Financial Management

MFH 4 / 14:00 - 15:30

Tourism: Emerging Opportunities Across ADB's Portfolio

Water and Urban Development - Tourism

MFH 7 / 14:00 - 15:30

DAY 1 - 22 September 2026, Tuesday

Main BOF Sessions
Empowering People

OPENING PLENARY

Welcome and Opening Remarks (President or VPAC)
Auditorium Halls 1-4
9:00 – 9:15

IMPACT SESSION

Partnering with Purpose (Panel Discussion)
A Dialogue with Industry Partners
Auditorium Halls 1-4
9:15 – 10:15

COFFEE BREAK
10:15 – 10:30

Value for Money Session (c/o PPFD)
Auditorium Halls 1-4
10:30 – 11:30

PROCUREMENT DEMYSTIFIED
The ADB Procurement System
(c/o PPFD)
Auditorium Halls 1-4
11:30 – 12:30

LUNCH BREAK
12:30 – 13:30

SECTOR-FOCUSED DEEP DIVES

Portfolio and Upcoming Pipelines
13:30 – 14:45

**Powering People,
Energizing Futures**
(Energy)

Audi Halls 1 & 2

**From Infrastructure to Food Security:
Delivering for People**

(Agriculture, Food, Nature, and Rural
Development)

Audi Halls 3 & 4

BREAK

14:45 – 15:00

15:00 – 16:15

**Water Solutions and Resilient
Urban Futures**
(Water and Urban Development)

Audi Halls 1 & 2

**Governing for Results,
Delivering for People**
(Public Sector Management and Governance)

Audi Halls 3 & 4

COFFEE BREAK
16:15 – 16:30

16:30 – 17:45

**Moving People, Transforming Cities,
Connecting Regions**
(Transport)

Audi Halls 1 & 2

**Building Human Capital,
Delivering Better Lives**
(Human and Social Development)

Audi Halls 3 & 4

NETWORKING COCKTAILS

to be opened by VPAC and DG, PPFD

Staff Hub
17:45 - 20:00

Morning

Afternoon

DAY 2 - 23 September 2026, Wednesday Main BOF Sessions Driving Growth							LUNCH BREAK 11:45 – 12:45			
							INNOVATION SESSIONS 12:45 – 13:45			
							SOCIAL INFRASTRUCTURE INNOVATION SESSION	PROCUREMENT INNOVATION SESSIONS		
DAY 2 OPENING SESSION Welcome Remarks by VPAC Auditorium Halls 2-4 9:00 – 9:15							Dialogue for contractors and Project Team Leads Audi Hall 1	Sustainable Procurement Updates and Carbon Footprint Measurement Audi Hall 2	Smart Systems, Stronger Partnerships e-Government Procurement Audi Hall 3	Evaluating for Excellence Merit Point Criteria Audi Hall 4
IMPACT SESSION Partnering with Purpose (Panel Discussion) Hearing from Government Agencies Auditorium Halls 2-4 9:15 – 10:15							BREAK 13:45 – 14:00			
							Work with Us (Human Resouces) Career Opportunities with ADB – Budget, People, and Management Systems Department (BPMSD) Audi Hall 1 14:00 – 15:00		Procurement Demystified Identifying Business Opportunities on ADB’s Website Audi Halls 2 & 3 14:00 – 15:00	
							COFFEE BREAK 15:00 – 15:15			
							Maximizing Impact Financial Management Session Audi Hall 1 15:15 – 16:15	Procurement Demystified Consultants' Clinic Audi Halls 2 & 3 15:15 – 16:15		Procurement Demystified Anticorruption, Integrity, and Complaints Audi Hall 4 15:15 – 16:15
COFFEE BREAK 10:15 – 10:45							BREAK 16:15 – 16:30			
SECTOR AND THEMATIC-FOCUSED DEEP DIVES 10:45 - 11:45							Operationalizing Growth: Lessons from Countries Country Case Studies and Stories Audi Halls 2-4 16:30 – 17:30			
Inclusive Growth Safeguards Audi Hall 1	Sustainable Growth Climate Change, Climate Resilience Audi Hall 2	Finance for Growth Finance Sector Audi Hall 3	Scaling Growth through Innovation Digital Sector Audi Hall 4	Inclusive Growth Gender Theater 1	Partnerships for Growth Private Sector Operations Department (PSOD) and Office of Markets Development and Public- Private Partnership (OMDP) MFH 4	Growth Beyond Borders Regional Cooperation and Integration (RCI) and Fragile and Conflict- Affected Situations (FCAS) MFH 5	CLOSING PLENARY Charting the Future: Procurement for People, Planet, and Prosperity Audi Halls 2-4 17:30 – 18:15			
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Morning

Afternoon

DAY 3 - 24 September 2026, Thursday						
Post-BOF Sessions (Workshops) Enhancing Quality						
Early Market Engagement for Quality Project Outcomes Early Market Engagement (EME) Sessions 8:30 – 10:00						
Agriculture, Food, Nature, and Rural Development Audi Hall 1	Digital MFH 4	Energy Audi Hall 2	Human and Social Development MFH 5	Public Sector Management and Governance MFH 6	Transport Audi Hall 3	Water and Urban Development Audi Hall 4
COFFEE BREAK 10:00 - 10:30						
Consultants' Forum Voices from the Field Audi Halls 1-2 10:30 – 12:30			Contractors' Forum Optimizing Contract Management of ADB-financed Projects Audi Halls 3-4 10:30 – 12:30			

TRAINING/WORKSHOP SESSIONS 13:30 – 15:00							
Making your Best Proposal Preparation of Bidding Documents and Proposals Audi Hall 1 & 2	Evaluating for Excellence Merit Point Criteria Audi Hall 3	Enhancing Quality: ESF Tools and Practices Environmental and Social Framework (ESF) Audi Hall 4	Delivering Quality Results Contract Management MFH 4	From Compliance to Quality CTL Session MFH 5	Raising Standards in Project Delivery: Contracts that Work Workshop on Conditions of Contracts for Contractors and Project Team Leaders Theater 1	Advancing Quality in Practice De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships) MFH 6	Project Management Institute (PMI) session MFH 7
COFFEE BREAK 15:00 – 15:30							
TRAINING/WORKSHOP SESSIONS 15:30 – 17:00							
Making your Best Proposal Preparation of Bidding Documents and Proposals Audi Hall 1 & 2	Evaluating for Excellence Merit Point Criteria Audi Hall 3	Enhancing Quality: ESF Tools and Practices Environmental and Social Framework (ESF) Audi Hall 4	Maximizing Impact Financial Management MFH 4	From Compliance to Quality CTL Session MFH 5	Raising Standards in Project Delivery: Contracts that Work Workshop on Conditions of Contracts for Contractors and Project Team Leaders Theater 1	Advancing Quality in Practice De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships) MFH 6	Project Management Institute (PMI) session MFH 7

21 September 2026, Monday	DAY 1 - 22 September 2026, Tuesday	DAY 2 - 23 September 2026, Wednesday	DAY 3 - 24 September 2026, Thursday
Pre-BOF Sessions	Main BOF Sessions Empowering People	Main BOF Sessions Driving Growth	Post-BOF Sessions (Workshops) Enhancing Quality
Early Registration (claiming of event badges/IDs for confirmed BOF participants) 8:00 - 17:00 Visitor Registration Center (VRC), ADB Avenue	OPENING PLENARY Welcome and Opening Remarks (President or VPAC) <i>Auditorium Halls 1-4</i> 9:00 – 9:15	DAY 2 OPENING SESSION Welcome Remarks by VPAC <i>Auditorium Halls 2-4</i> 9:00 – 9:15	Early Market Engagement for Quality Project Outcomes Early Market Engagement (EME) Sessions 8:30 – 10:00
Raising Standards in Project Delivery: Contracts that Work Workshop on Conditions of Contracts for Contractors and Project Team Leaders <i>Audi Halls 3 & 4 / 9:00 - 12:00</i>	IMPACT SESSION Partnering with Purpose (Panel Discussion) A Dialogue with Industry Partners <i>Auditorium Halls 1-4</i> 9:15 – 10:15	IMPACT SESSION Partnering with Purpose (Panel Discussion) Hearing from Government Agencies <i>Auditorium Halls 2-4</i> 9:15 – 10:15	Agriculture, Food, Nature, and Rural Development Digital Energy Human and Social Development Public Sector Management and Governance Transport Water and Urban Development <i>Audi Hall 1</i> <i>MFH 4</i> <i>Audi Hall 2</i> <i>MFH 5</i> <i>MFH 6</i> <i>Audi Hall 3</i> <i>Audi Hall 4</i>
Advancing Quality in Practice De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships) <i>MFH 6 / 10:30 - 12:00</i>			
Project Management Institute (PMI) session <i>MFH 5 / 10:30 - 12:00</i>		COFFEE BREAK 10:15 – 10:45	
Launching of Booths Ribbon Cutting by VPAC and DG, PPF <i>Main Lobby</i> 13:30 – 13:45	COFFEE BREAK 10:15 – 10:30	SECTOR AND THEMATIC-FOCUSED DEEP DIVES 10:45 – 11:45	COFFEE BREAK 10:00 – 10:30
Opportunities for Civil Society, Academia, and Nongovernment Organizations (c/o NGO and Civil Society Center - NGOC) <i>Audi Halls 1 & 2 / 14:00 - 15:30</i>	Value for Money Session (c/o PPF) <i>Auditorium Halls 1-4</i> 10:30 – 11:30	Inclusive Growth Safeguards <i>Audi Hall 1</i> Sustainable Growth Climate Change, Climate Resilience <i>Audi Hall 2</i> Finance for Growth Finance Sector <i>Audi Hall 3</i> Scaling Growth through Innovation Digital Sector <i>Audi Hall 4</i> Inclusive Growth Gender <i>Theater 1</i> Partnerships for Growth Private Sector Operations Department (PSOD) and Office of Markets Development and Public-Private Partnership (OMDP) <i>MFH 4</i> Growth Beyond Borders Regional Cooperation and Integration (RCI) and Fragile and Conflict-Affected Situations (FCAS) <i>MFH 5</i>	Consultants' Forum Voices from the Field <i>Audi Halls 1-2</i> 10:30 – 12:30 Contractors' Forum Optimizing Contract Management of ADB-financed Projects <i>Audi Halls 3-4</i> 10:30 – 12:30
Institutional Procurement (c/o Corporate Services Department) <i>Audi Halls 3 & 4 / 14:00 - 15:30</i>	PROCUREMENT DEMYSTIFIED The ADB Procurement System (c/o PPF) <i>Auditorium Halls 1-4</i> 11:30 – 12:30	LUNCH BREAK 11:45 – 12:45	
From Compliance to Quality CTL Session <i>MFH 5 / 14:00 - 15:30</i>		INNOVATION SESSIONS 12:45 – 13:45	
Evaluating for Excellence Merit Point Criteria <i>MFH 6 / 14:00 - 15:30</i>		SOCIAL INFRASTRUCTURE INNOVATION SESSION	
Maximizing Impact Financial Management <i>MFH 4 / 14:00 - 15:30</i>	LUNCH BREAK 12:30 – 13:30	PROCUREMENT INNOVATION SESSIONS	LUNCH BREAK 12:30 – 13:30
Tourism: Emerging Opportunities Across ADB's Portfolio Water and Urban Development - Tourism <i>MFH 7 / 14:00 - 15:30</i>	SECTOR-FOCUSED DEEP DIVES Portfolio and Upcoming Pipelines 13:30 – 14:45	Dialogue for contractors and Project Team Leads <i>Audi Hall 1</i> Sustainable Procurement Updates and Carbon Footprint Measurement <i>Audi Hall 2</i> Smart Systems, Stronger Partnerships e-Government Procurement <i>Audi Hall 3</i> Evaluating for Excellence Merit Point Criteria <i>Audi Hall 4</i>	TRAINING/WORKSHOP SESSIONS 13:30 – 15:00
*Networking Lounge at the Private Dining Rooms opens at 12nn of 22 September until 23 September. *One-on-One meetings with Procurement Specialists at MFH 6 opens at 12nn of 22 September until 23 September.	Powering People, Energizing Futures (Energy) <i>Audi Halls 1 & 2</i> From Infrastructure to Food Security: Delivering for People (Agriculture, Food, Nature, and Rural Development) <i>Audi Halls 3 & 4</i>	BREAK 13:45 – 14:00	
	BREAK 14:45 – 15:00	Work with Us (Human Resources) Career Opportunities with ADB – Budget, People, and Management Systems Department (BPMSD) <i>Audi Hall 1</i> 14:00 – 15:00	
	15:00 – 16:15	Procurement Demystified Identifying Business Opportunities on ADB's Website <i>Audi Halls 2 & 3</i> 14:00 – 15:00	Making your Best Proposal Preparation of Bidding Documents and Proposals <i>Audi Hall 1 & 2</i> Evaluating for Excellence Merit Point Criteria <i>Audi Hall 3</i> Enhancing Quality: ESF Tools and Practices Environmental and Social Framework (ESF) <i>Audi Hall 4</i> Delivering Quality Results Contract Management <i>MFH 4</i> From Compliance to Quality CTL Session <i>MFH 5</i> Raising Standards in Project Delivery: Contracts that Work Workshop on Conditions of Contracts for Contractors and Project Team Leaders <i>Theater 1</i> Advancing Quality in Practice De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships) <i>MFH 6</i> Project Management Institute (PMI) session <i>MFH 7</i>
	Water Solutions and Resilient Urban Futures (Water and Urban Development) <i>Audi Halls 1 & 2</i>	COFFEE BREAK 15:00 – 15:15	
	Governing for Results, Delivering for People (Public Sector Management and Governance) <i>Audi Halls 3 & 4</i>	Maximizing Impact Financial Management Session <i>Audi Hall 1</i> 15:15 – 16:15	
	COFFEE BREAK 16:15 – 16:30	Procurement Demystified Consultants' Clinic <i>Audi Halls 2 & 3</i> 15:15 – 16:15	COFFEE BREAK 15:00 – 15:30
	16:30 – 17:45	Procurement Demystified Anticorruption, Integrity, and Complaints <i>Audi Hall 4</i> 15:15 – 16:15	TRAINING/WORKSHOP SESSIONS 15:30 – 17:00
	Moving People, Transforming Cities, Connecting Regions (Transport) <i>Audi Halls 1 & 2</i>	BREAK 16:15 – 16:30	
	Building Human Capital, Delivering Better Lives (Human and Social Development) <i>Audi Halls 3 & 4</i>	Operationalizing Growth: Lessons from Countries Country Case Studies and Stories <i>Audi Halls 2-4</i> 16:30 – 17:30	
	NETWORKING COCKTAILS to be opened by VPAC and DG, PPF <i>Staff Hub</i> 17:45 – 20:00	CLOSING PLENARY Charting the Future: Procurement for People, Planet, and Prosperity <i>Audi Halls 2-4</i> 17:30 – 18:15	Making your Best Proposal Preparation of Bidding Documents and Proposals <i>Audi Hall 1 & 2</i> Evaluating for Excellence Merit Point Criteria <i>Audi Hall 3</i> Enhancing Quality: ESF Tools and Practices Environmental and Social Framework (ESF) <i>Audi Hall 4</i> Maximizing Impact Financial Management <i>MFH 4</i> From Compliance to Quality CTL Session <i>MFH 5</i> Raising Standards in Project Delivery: Contracts that Work Workshop on Conditions of Contracts for Contractors and Project Team Leaders <i>Theater 1</i> Advancing Quality in Practice De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships) <i>MFH 6</i> Project Management Institute (PMI) session <i>MFH 7</i>
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BOF Team Support

- **Contacts:**

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Thank you and see you all at the BOF 2026!



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Appendices



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Business Center

To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:

- <https://www.linkedin.com/groups/3796524/>

2) ADB Suppliers Network:

- <https://www.linkedin.com/groups/3796532/>

Also follow “ADB Business Center”:

<https://www.linkedin.com/showcase/adb-business-center/>



How to Prepare for the BOF

- Submit your EOI early!
- Arrange all travel logistics (e.g., visas, hotels) early
- Book a hotel very close to ADB (Ortigas area) to avoid traffic
 - Begin early networking
 - LinkedIn groups for [consultants](#) and [suppliers](#)
 - Partners of interest who may be attending
 - ADB staff



How to Prepare for the BOF

- Start doing your research
 - Brush up on your knowledge of Asia and its current market environments
 - Brush up on your intercultural communication skills
 - Spend some time on ADB's (huge) website (adb.org)
 - Sectors, projects, countries, and/or areas of interest
 - [New corporate strategy](#) and the ADB [Business Center's FAQs](#)
- Prepare your “pitch” and selling points, both to ADB and to other participants



What to Expect at the BOF

- Three **busy** days of event sessions, trainings/workshops, and meetings with ADB staff and participants
- Make your appointments for one-on-one meetings **early on Day 1, at the BOF appointments desk**, as meetings are **first-come, first-served**
- Parallel sessions and one-on-one meetings for more options



What NOT to Expect at the BOF

- That your meetings will schedule themselves and that opportunities will fall into your lap.
- That you will leave Manila with a contract offer!
 - ADB procures most of its business through open competitive bidding
 - Attending the BOF may indeed lead to identifying some immediate bidding opportunities