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ADB

Asian Development Bank Business Opportunities Seminar

ADB Procurement Framework and Merit Point Criteria

10 June 2026

BUSINESS
OPPORTUNITIES 



Why pursue ADB-Financed Contracts?



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 oversight

Business Opportunities with ADB

Supply of Goods

- Machinery, equipment, computers, furniture

Civil Works

- Roads, railways, bridges, irrigation canals, schools, etc.

Turnkey Contracts

- Power plants, pump stations, water treatment plants, heating plants, airports, etc.

Consulting Services

- Project preparation & implementation, knowledge products, staff consultants

Non-consulting Services

- Surveys, training, translation, event management

Roles and Responsibilities in Loan & Grant

Borrower

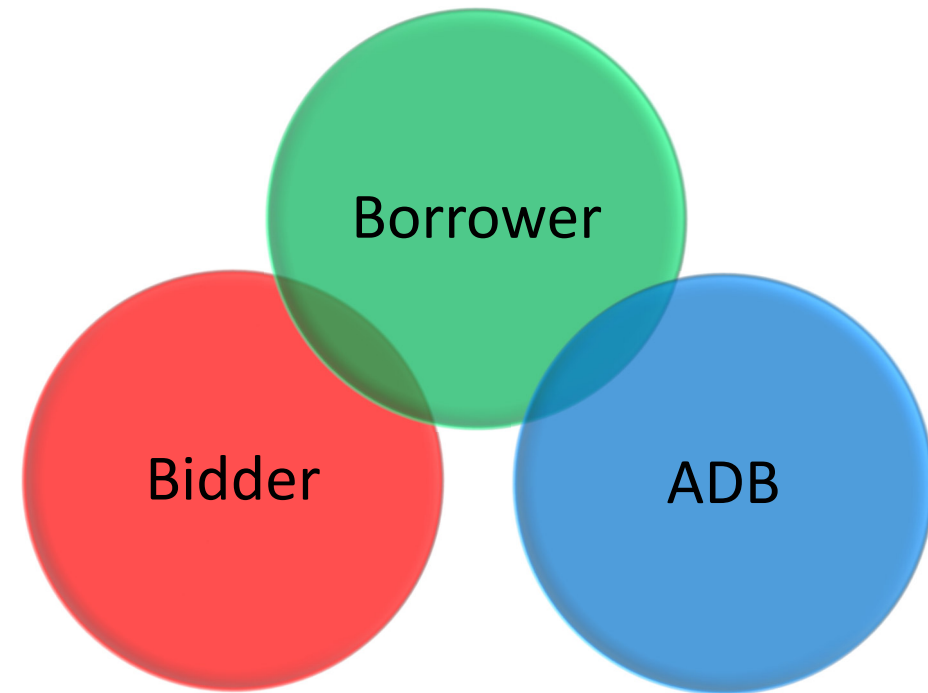
- Leads procurement
- Evaluates bids
- Awards contracts

Bidder







- Submits responsive bids
- Meet requirements
- Deliver contracts

ADB

- Provides oversight
- Reviews key procurement actions
- Ensures the procurement process is carried out in accordance with ADB policies



ADB's Procurement Principles

Principles		Outcomes
	Fairness	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	Economy	Using price, quality, and any nonprice attributes to deliver viable projects.
	Efficiency	Ensures procurement processes are proportional to value and risks.
	Transparency	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	Quality	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	Value for Money	Obtain optimal benefits through effective, efficient, and economic use of resources.

Procurement Reform

Planning

- Risk based procurement
- Fit-for purpose strategies

Flexibility

- Context specific approaches
- Increased competition

Contract Management

- Stronger oversight
- Improved delivery outcomes

Integrity

- Complaints management
- Transparency

ADB Procurement Directive

- **Effective 1 January 2026: ADB shifts from lowest-priced bid to most advantageous bid**
- **Merit Point Criteria balances price with quality, sustainability, innovation, and value for money**
- **Promotes higher quality outcomes and improved development impact**
- **Encourages innovation, market engagement, and competition**
- **Supports economic growth, local development, and sustainable procurement**

Procurement Shift: MPC

Value for Money



Merit Point Criteria (MPC), sometimes referred to as technical or rated-type criteria, are used to assess non-price attributes in the bidding process using merit points.



Since 2025 onwards, ADB's default option is to adopt MPC in evaluation bids using a combined technical and price score.

Benefits of MPC

- **Optimises Value for Money**
- **Increases likelihood of participation by and award of contract to reputable contractors**
- **Encourages stronger competition and market participation**
- **Rewards bids that exceed minimum requirements**
- **Improves quality of performance**
- **Ability to hold contractors to promises in bids through KPIs**

Keys to Success in ADB Financed Procurement

What Successful Bidders Do

- Understand the project context and client expectations
- Demonstrate relevant experience and added value
- Form strong partnerships where needed
- Ask questions and seek clarifications early
- Understand local operating costs and risks
- Submit complete and compliant bids

Common Pitfalls to Avoid

- Incomplete or unsigned bids
- Missing bid securities or supporting documents
- Failure to meet qualification requirements
- Not following bid instructions
- Adding conditions to the offer
- Conflicts of interest not disclosed

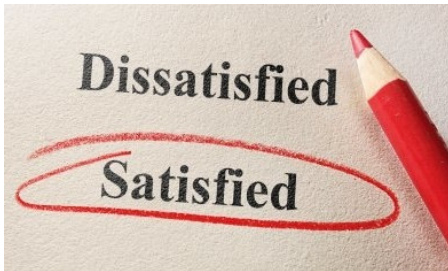
Transparency, Debriefing and Complaints



https://www.debriefnow.com/images/DebriefNow_cg_men_intersection.jpg

Debriefing:

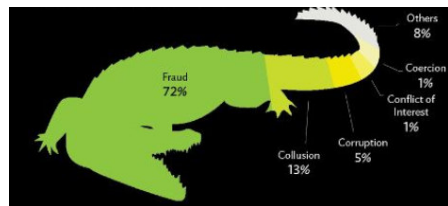
- Unsuccessful bidders may request debriefing from Executing Agency (EA). If they are not satisfied, they may contact ADB directly.



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Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with Executing Agencies. www.adb.org/forms/complaints



<https://www.adb.org/news/adb-steps-anticorruption-efforts-enhance-asias-development>

Anticorruption and Integrity:

- www.adb.org/site/integrity/main

THANK YOU!

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