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ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

Recruitment of Consulting and TA Non-Consulting Services

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Why Pursue ADB-financed Consultant 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

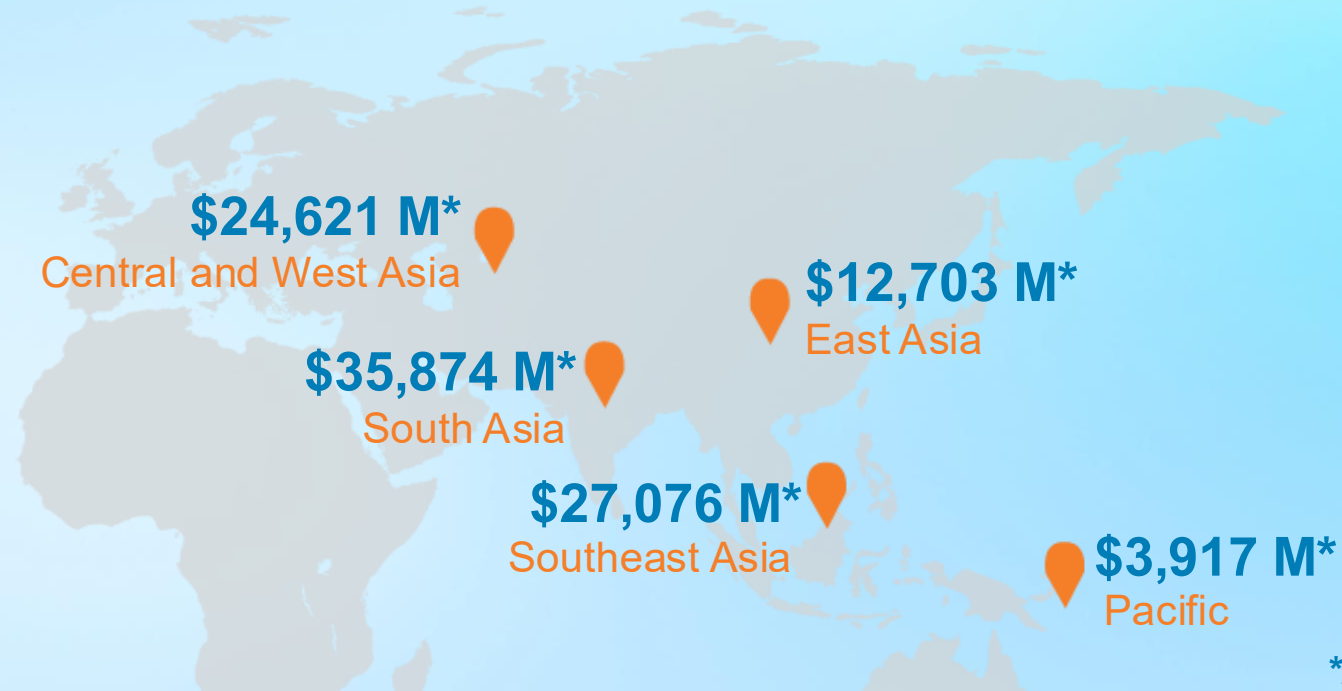


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Active Sovereign Portfolio by Region VS Consulting Services Spend, 2025



2025 Consulting Services (TA funded)

Central & West Asia	East Asia	Pacific	South Asia	Southeast Asia	Regional
\$30.5 M	\$8.6 M	\$ 5.6 M	\$37.5 M	\$29.1 M	\$177.1 M

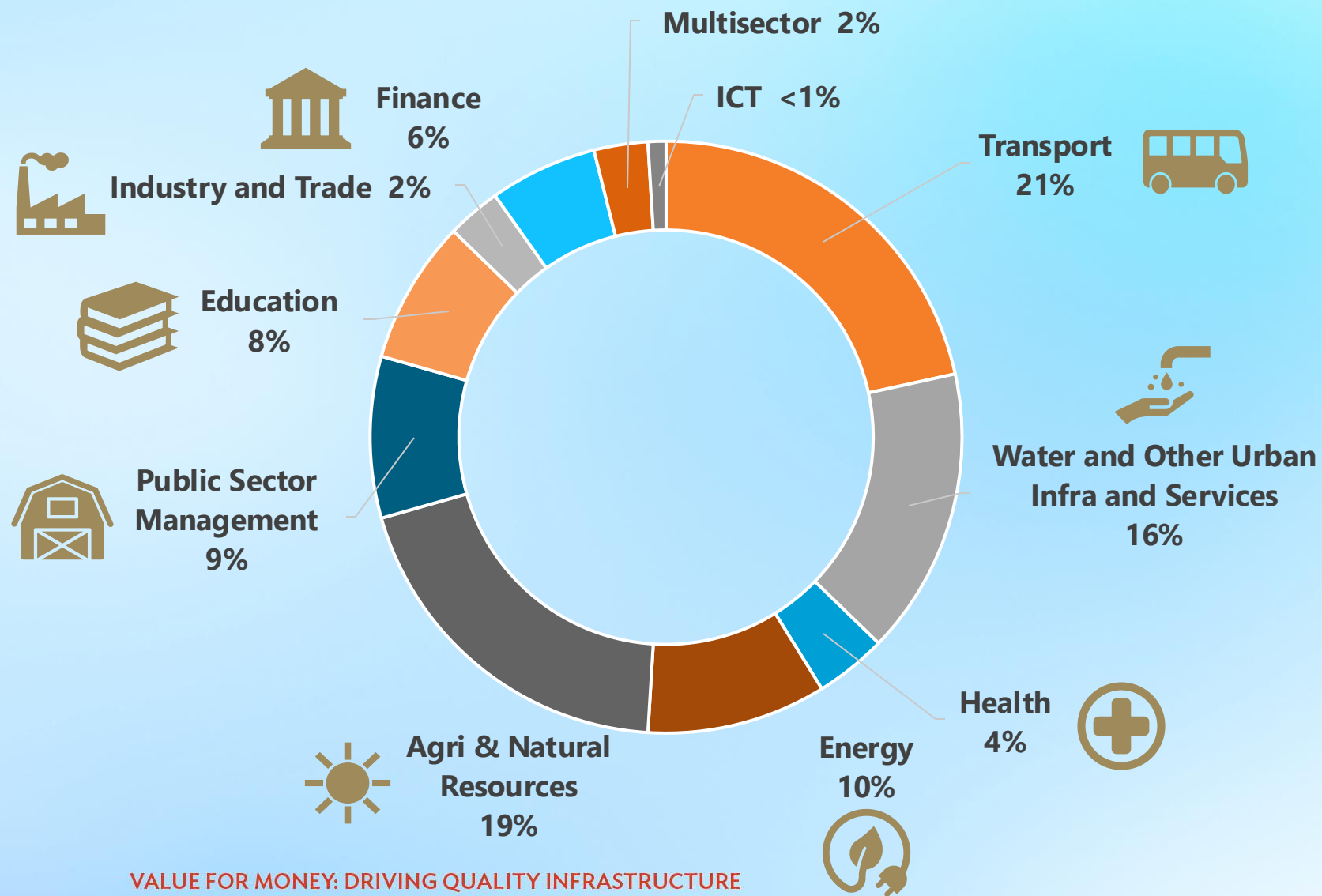


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Consulting Services Expenditure by Sector, 2025

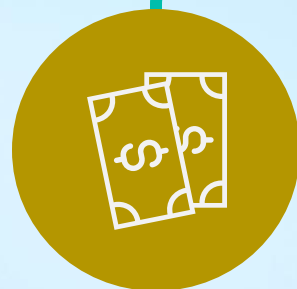


VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE



Main Differences

Loan/ Grant



Selected by	EA (ADB reviews)
Contracted by	EA
Rules	Policy/Regulations/ Staff Instructions
Systems	Mainly Offline – SRFP
Complaints	EA

Technical Assistance/ Staff Consultancy



Selected by	ADB
Contracted by	ADB
Rules	Policy/Staff Instructions
Systems	CMS
Complaints	ADB



Types of Consultant



Firms

Private Sector

CSO/NGO

Universities

International Organizations



Individuals

Private Individual

Individual through firm

Resource Person



Consultant Eligibility Requirements



ADB Member Country

Consultants must be from an ADB member country for individuals (citizenship/right to work and reside) and for firms (place of incorporation).



Expert Nationality

Experts proposed by eligible consulting firms may generally be of any nationality.



Integrity

There are robust rules around conflict of interest, cross debarment and those with questionable performance records.



Specific Rules

There are specific detailed rules for government organizations and their employees, civil servants, former ADB staff and ADB staff spouses.

There can be exceptions to some of these criteria so you must check the eligibility wording for the assignment in question (see CSRN/RFP)



Eligibility



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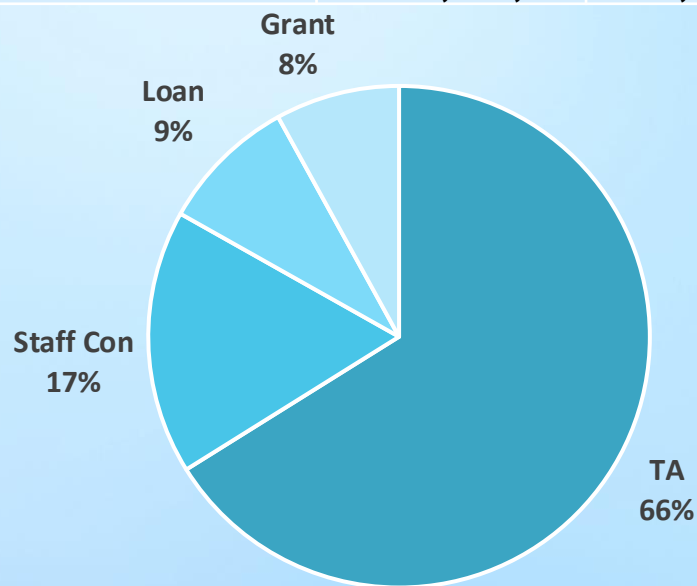


2025 Consultant Recruitment, by consultant type, fund source

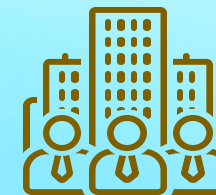
Individuals



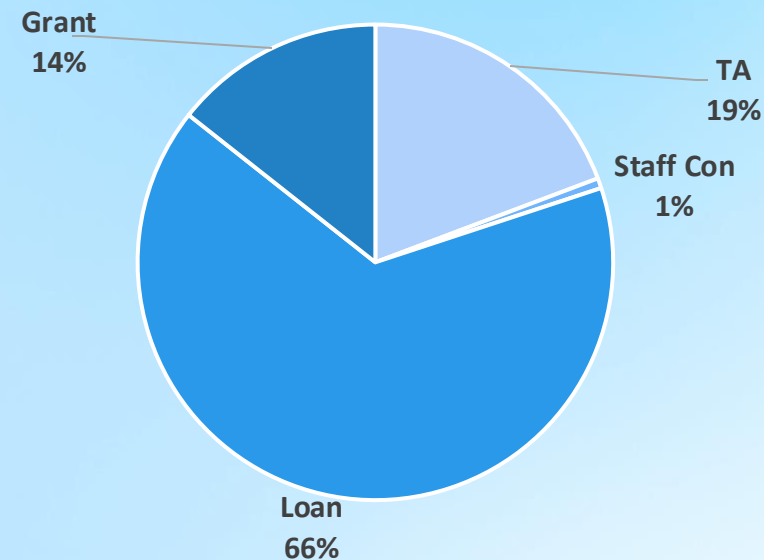
Type	Total Value (\$)	Count
Technical Assistance	119,339,394	3,162
Staff Consulting	30,749,722	964
Loan	15,945,841	476
Grant	14,452,844	275
Total	180,487,801	4,877



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





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Summary of ADB Recruitment Process – for Firms



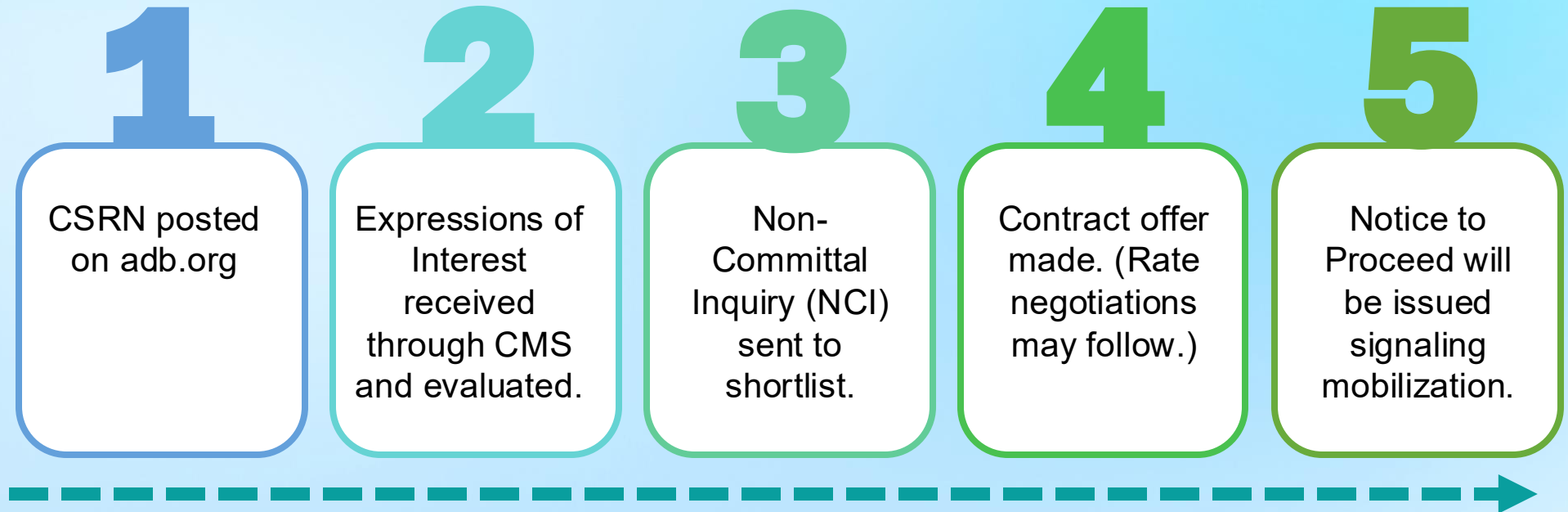


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Individual
Consultants
ADB
administered





Technical Assistance Goods and Nonconsulting Services

! **Most TA funds** are spent on consulting services. However, some TA projects may require procurement of goods or nonconsulting services.

What are non-consulting services?

- services where the physical aspect of the activity predominate (surveys, IT implementation etc), and where performance standards can be clearly identified and consistently applied; **OR**
- routine services using standardized approaches (standard audits, translation, event management)



***Phase 1** is for ADB-Administered procurement of TA funded **goods and non-consulting services**.*



Technical Assistance Non-Consulting Services



Direct Award

Low value
Straightforward



Limited Competitive Bidding

Normally 3 bids
Simple services



Open competitive bidding

Request for Quotations
(pass/fail technical aspects)
Award to least cost qualified



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Thank You!

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