

Partnering with ADB

Improving Quality and Enhancing Value for Money for Development Outcomes

8 September 2026
UK-ADB Business Connect

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Department for Business, Innovation, Science and Trade

ADB

Solving Complex Challenges Together

Overview



1. Business Opportunities
2. ADB Procurement Framework
3. Bidding Strategies
4. Consulting Services
5. How to find information

Overview



1. **Business Opportunities**
2. ADB Procurement Framework
3. Bidding Strategies
4. Consulting Services
5. How to find information

Why pursue ADB-Financed Contracts?





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



Availability of funds



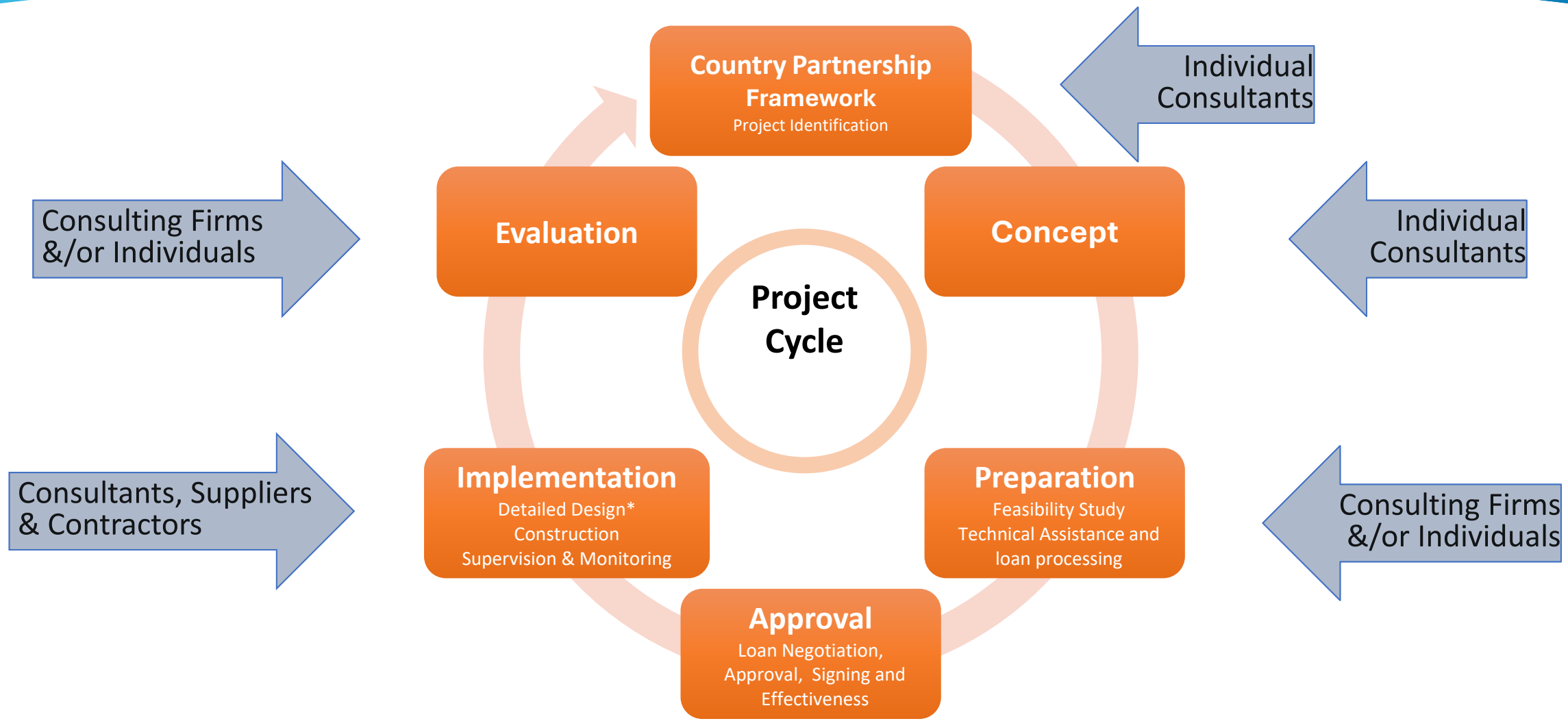
International best practice procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

When is Private Sector Engaged in ADB Projects?





Types of Opportunities



- **Supply of goods**

Machinery, equipment, ICT, furniture

- **Civil works**

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

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

- **Consulting services**

Project preparation & implementation, site supervision (PMC), detailed design, knowledge products, policy/advisory, staff consultants

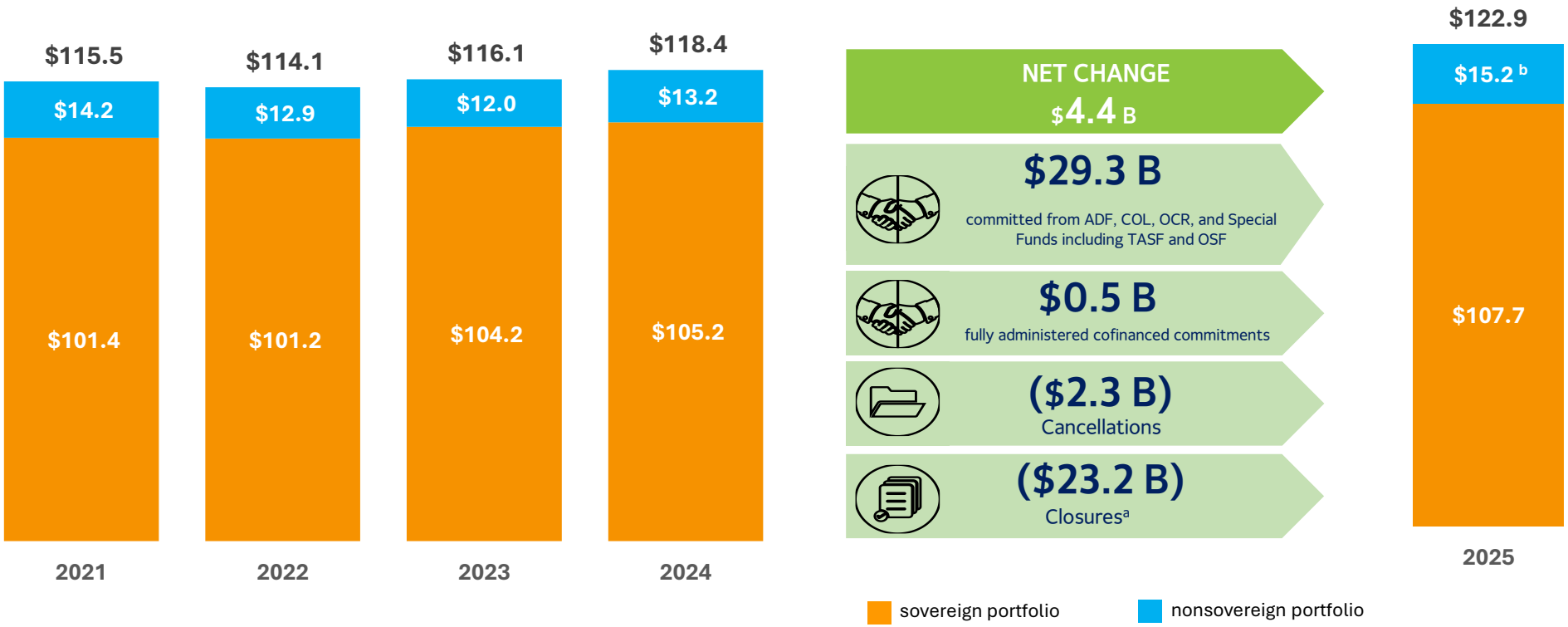
- **Nonconsulting services**

Surveys, training, translation, event management

Active Committed Portfolio Snapshot

Sovereign and Nonsovereign (as of 31 December 2025, $ billion)





Active Portfolio by Sector, Region and DMC

Sovereign and Nonsovereign (as of 31 December 2025, $ billion, %)



BY SECTOR

- **$31.2, 25%** Transport
- **$23.1, 19%** Energy
- **$15.8, 13%** ANR
- **$15.5, 13%** WUS
- **$14.0, 11%** Finance
- **$7.7, 6%** Health
- **$6.8, 6%** Education
- **$6.8, 6%** Public Sector Management
- **$1.1, 1%** Industry and Trade
- **$0.4, 0.3%** ICT
- **$0.3, 0.3%** Multisector

BY REGION

- **$39.5, 32%** South Asia
- **$31.4, 26%** Southeast Asia
- **$27.7, 23%** Central and West Asia
- **$14.2, 12%** East Asia
- **$6.1, 5%** Regional
- **$4.0, 3%** Pacific

BY DEVELOPING MEMBER COUNTRY

1. **$21.0, 17%** India
2. **$12.0, 10%** People's Republic of China
3. **$11.6, 9%** Philippines
4. **$10.2, 8%** Pakistan
5. **$9.9, 8%** Bangladesh
6. **$58.2, 47%** Others

ANR = agriculture, natural resources, and rural development; ICT = information and communication technology; WUS = water and other urban infrastructure and services.

Note: Figures may not sum precisely because of rounding.

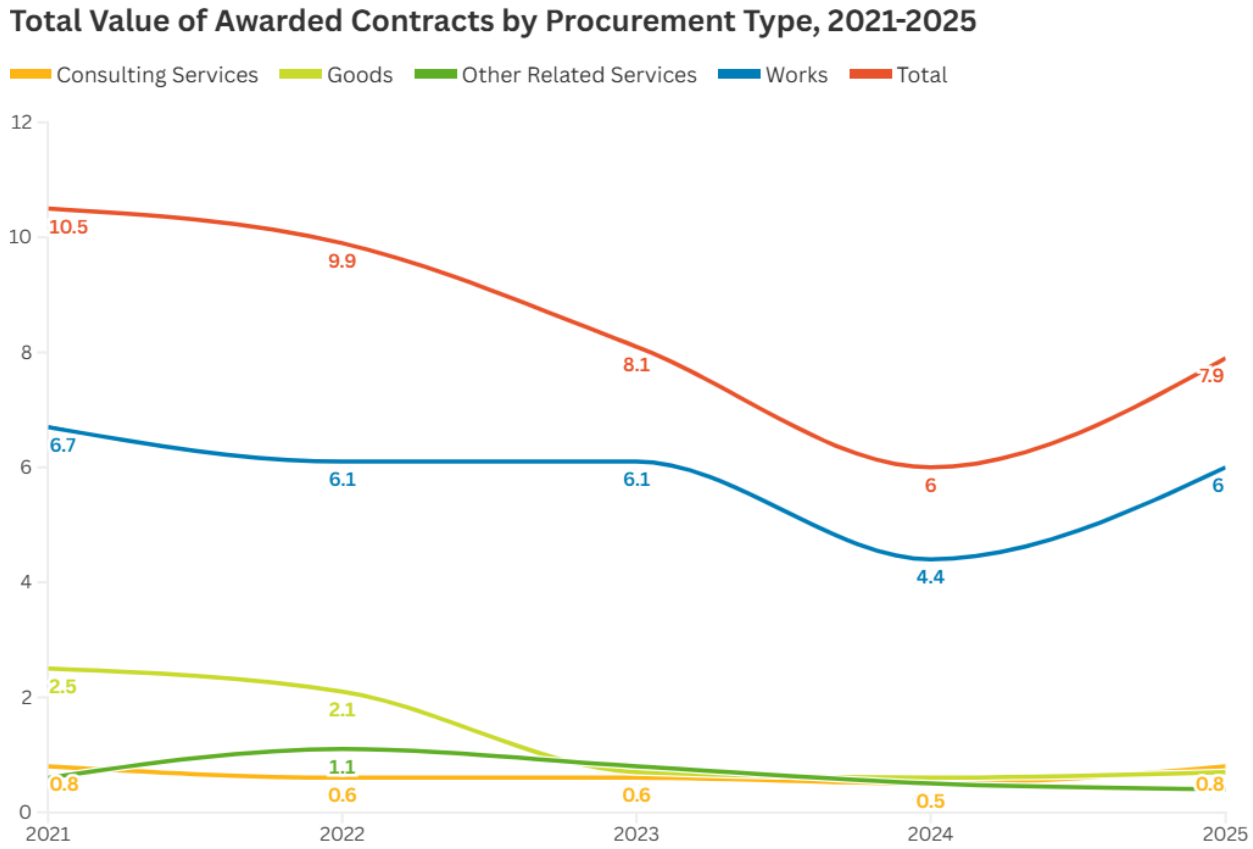
Value of Awarded Contracts by Procurement Type

Sovereign Operations (as of 31 December 2025, $ billion)





Source: Asian Development Bank

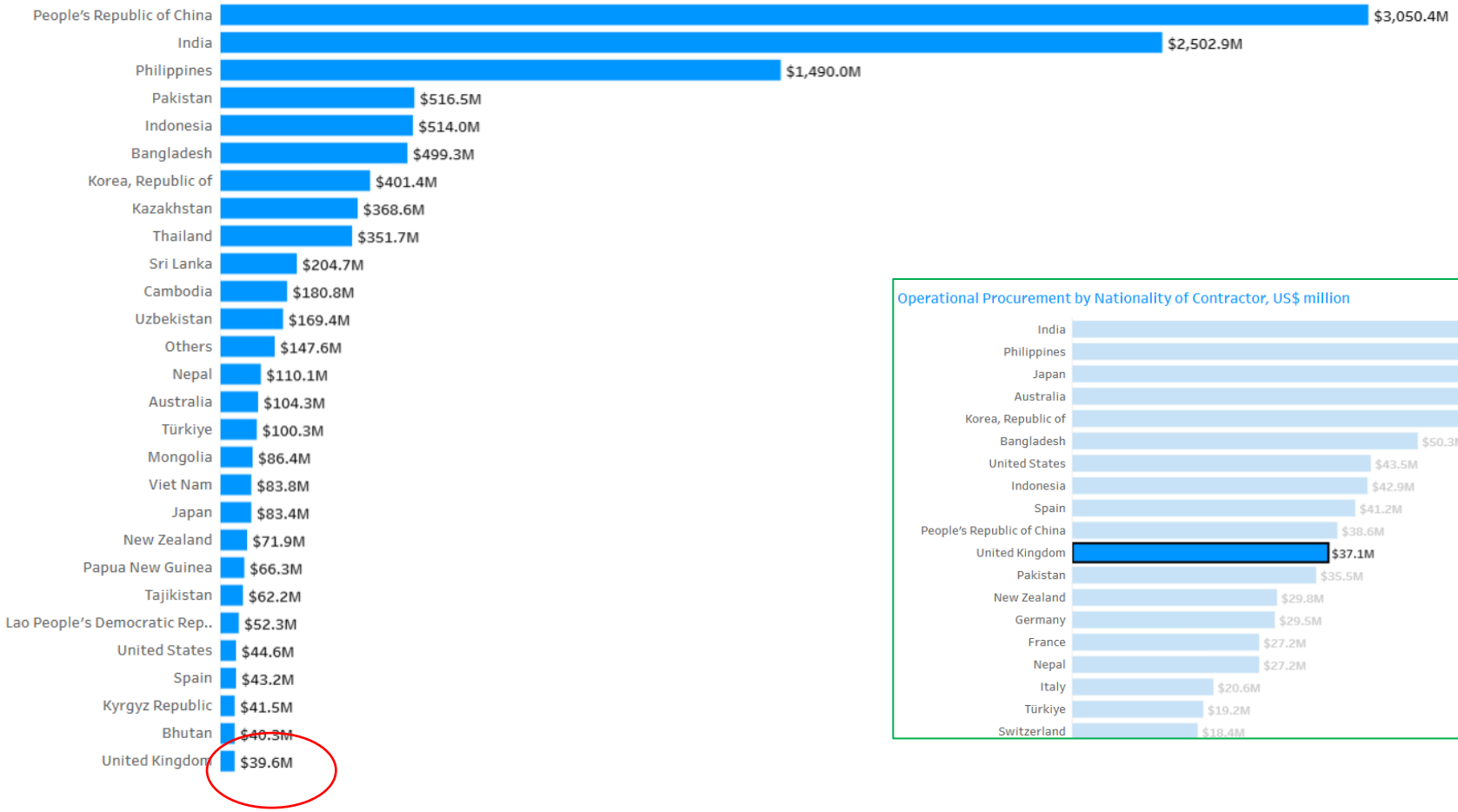


2025-2026 Top Countries

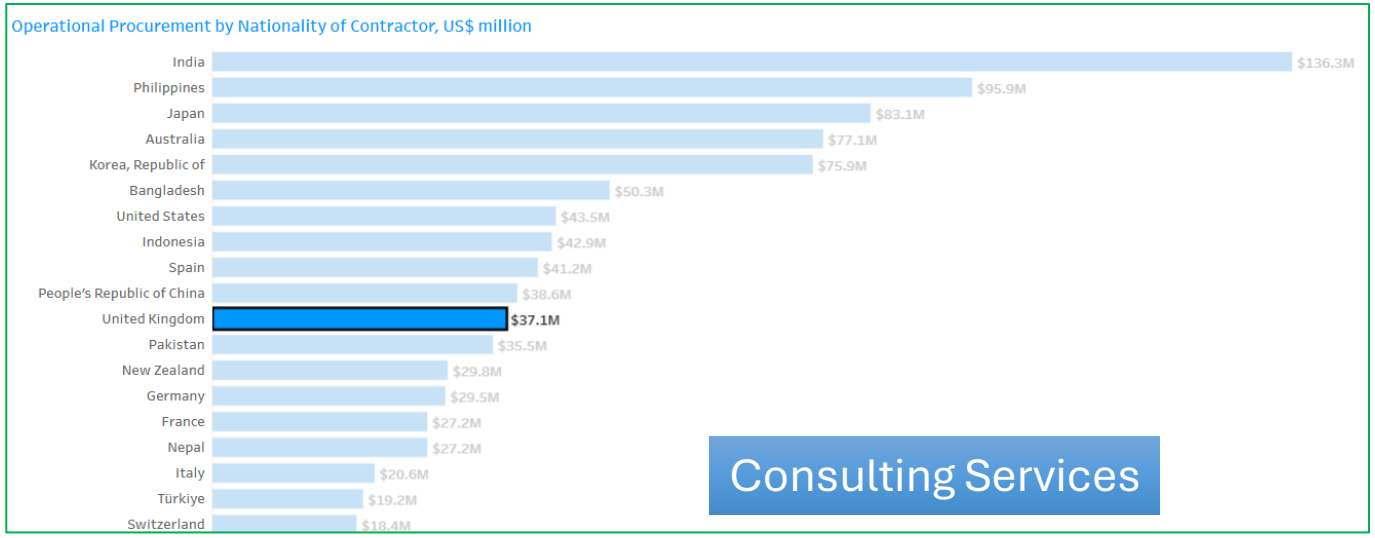
Goods, Works and Consulting Services



Operational Procurement by Nationality of Contractor, US$ million



Operational Procurement by Nationality of Contractor, US$ million



Consulting Services

Firms Performance

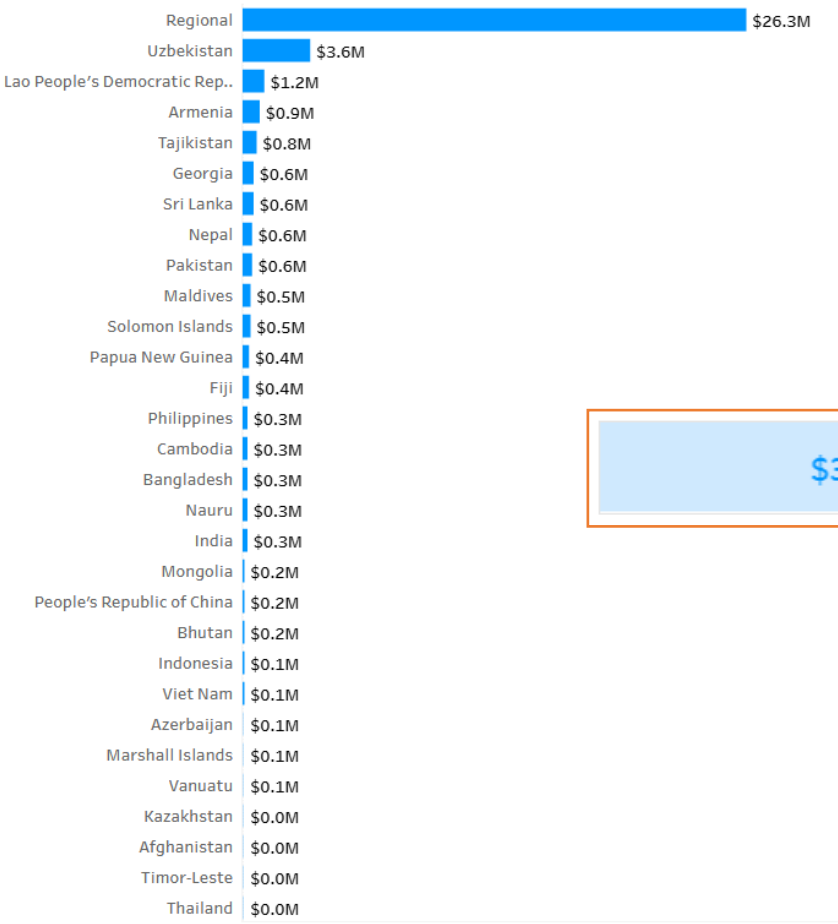
2025-2026



Operational Procurement by Region, US$ million

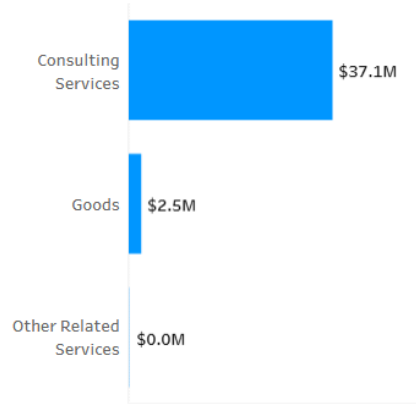


Operational Procurement by Borrowing Member, US$ million

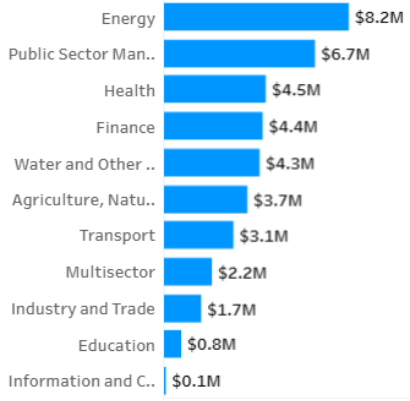


$39.6M

Operational Procurement by Nature, US$ million



Operational Procurement by Sector, US$ million



Firms Performance

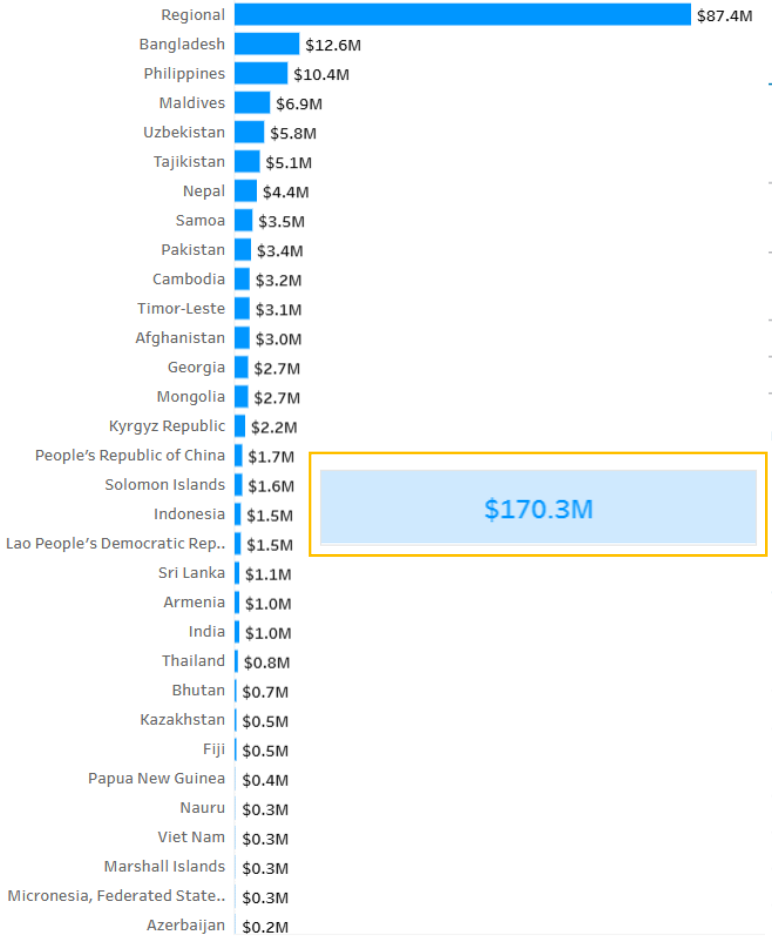
Past 5 years



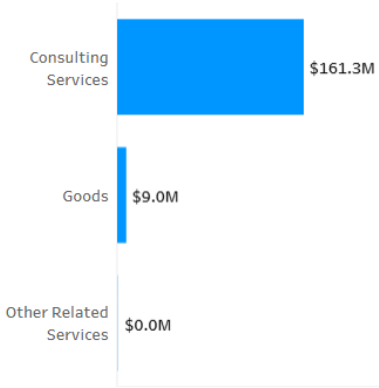
Operational Procurement by Region, US$ million



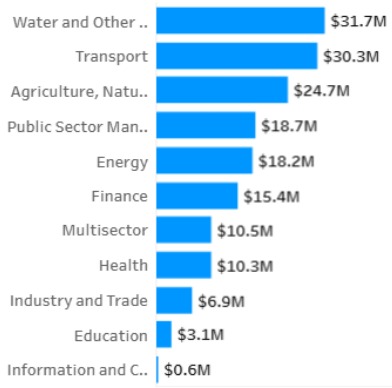
Operational Procurement by Borrowing Member, US$ million



Operational Procurement by Nature, US$ million



Operational Procurement by Sector, US$ million



Top Contractors/Suppliers from the United Kingdom Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2021–31 December 2025

Contractor/Supplier	Sector	Contract Amount ($ million)
Unit Export Ltd.	ENE, HLT, TRA, WUS	6.35
Orville Services LLP - CIS Healthcare Turkey Sağlık Dış Ticaret Ltd. Şti. (JV)	HLT	2.45
IQVIA Ltd.	PSM	0.03
Total		**8.83**

Top 5 Consultants from the United Kingdom Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2021–31 December 2025

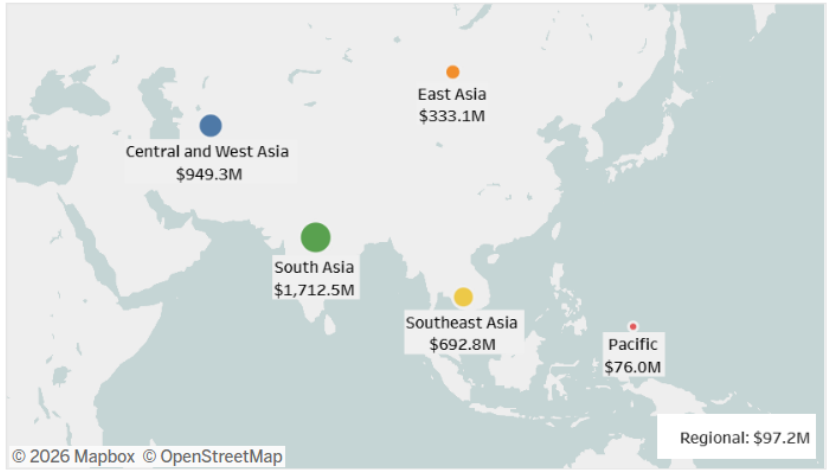
Consultant	Sector	Contract Amount ($ million)
Landell Mills Ltd.	ANR, FIN, WUS	19.11
Ove Arup & Partners International Ltd.	ENE, MUL, TRA	10.11
Mott MacDonald Ltd.	ANR, PSM, WUS	9.91
Roughton International Ltd.	TRA	5.16
Willis Ltd.	FIN, PSM	3.54
Individual Consultants		59.91
Others		43.76
Total		**151.51**

Firms Performance

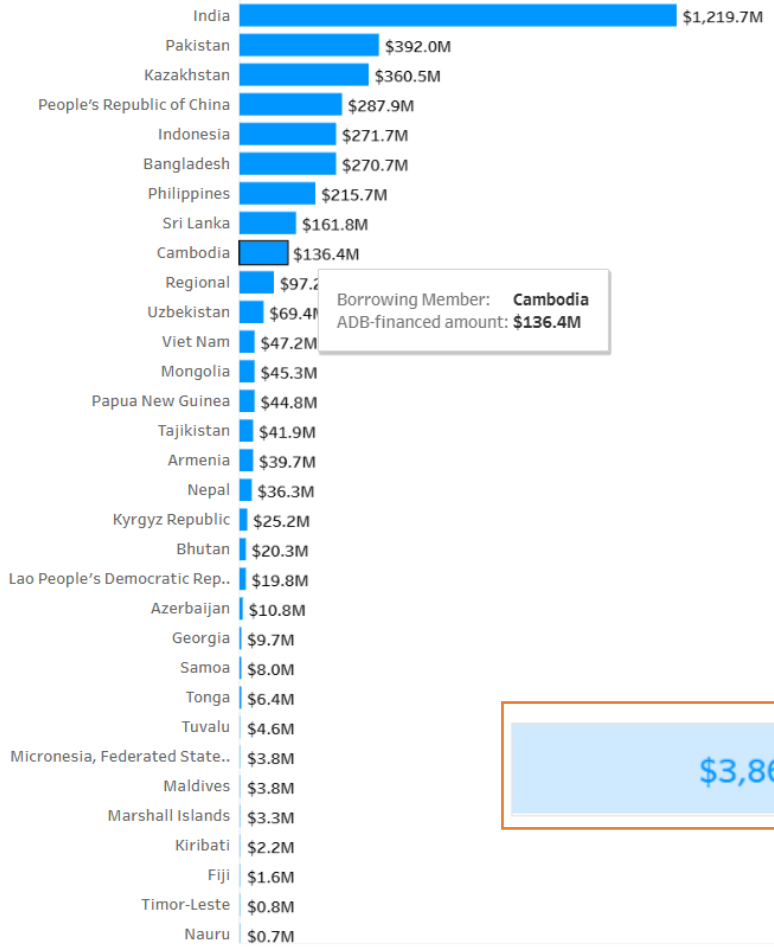
1968-2026



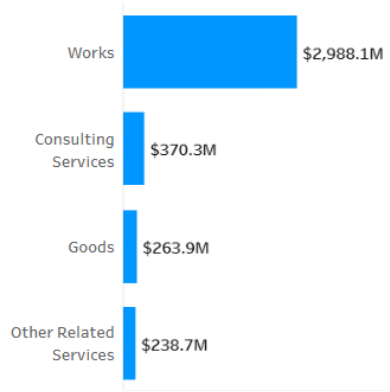
Operational Procurement by Region, US$ million



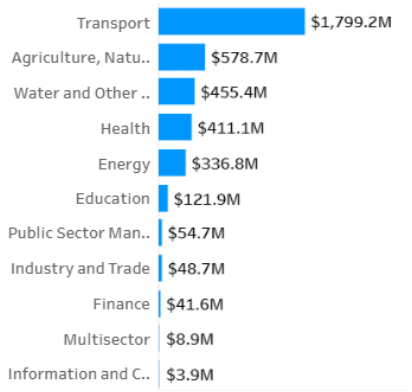
Operational Procurement by Borrowing Member, US$ million



Operational Procurement by Nature, US$ million



Operational Procurement by Sector, US$ million



$3,861.0M

Overview



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Key Procurement Roles



Borrower

- Responsible and accountable for carrying out all procurement activities.
- Responsible for project implementation.
- Contract are between Borrower and Provider; ADB is not a party.

ADB

- ADB ensures funds are used only for their intended purpose by providing implementation support.
- ADB monitors and oversees procurement processes: ensures procurement is carried out per agreed procedures
- Prior or post review of procurement transactions

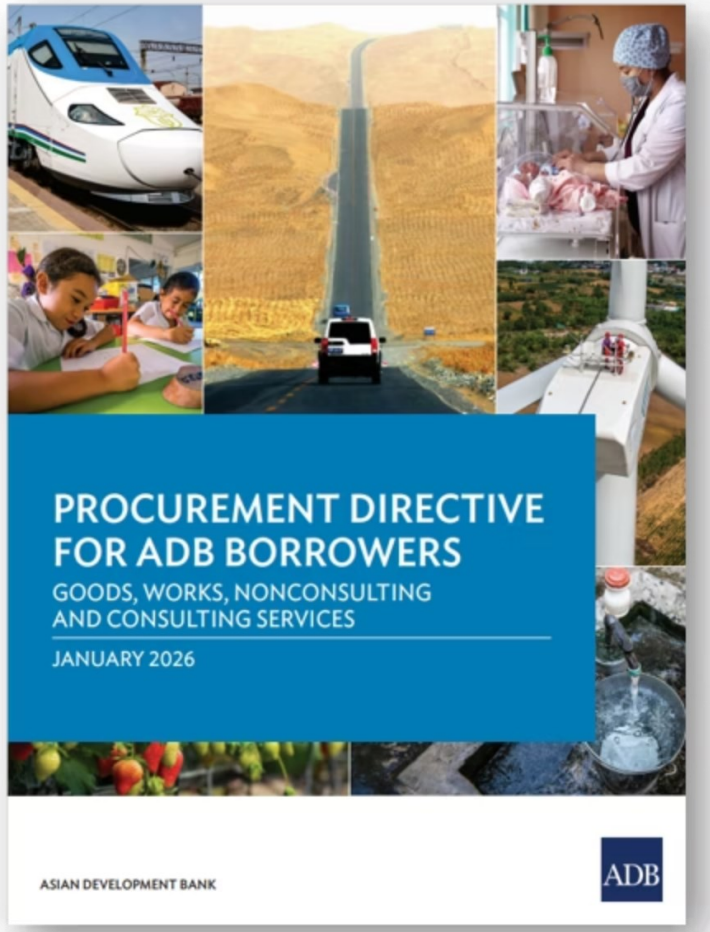
Providers of Goods, Works & Services

- Comply with requirements in bidding documents and contracts with Borrowers.

Procurement Directive for ADB Borrowers

What's Changed?





ADB's 2026 Procurement Reform

Improving Quality and Enhancing Value for Money Outcomes

Key Updates Effective 1 January 2026

Objectives of the 2026 Reform



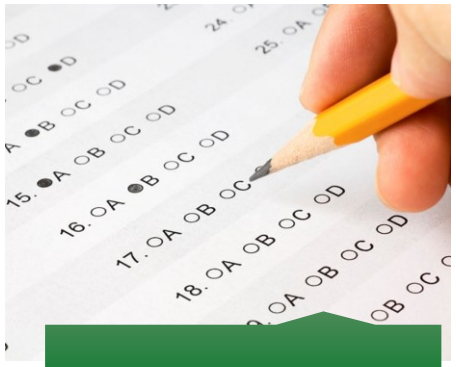
Promote Innovation and Enhance Supplier Base	• Early market engagement, collaborative forms of contracting.
Improve Quality and Value for Money	• Merit point criteria on internationally advertised goods[1], works and nonconsulting services contracts.
Reward Sustainable Procurement	• Focus on environmental, social, economic & institutional considerations.
Foster Economic Growth and Local Development	• Local labor requirement on internationally advertised works contracts.

What's Changing?





Early market engagement



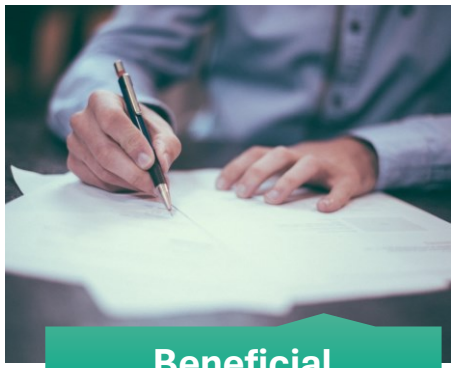
Merit point criteria



Local participation



Contract management



Beneficial ownership



Sustainable procurement



Collaborative contracting



Prequalification

Merit Point Criteria Evaluation



Required for internationally advertised goods*, works and nonconsulting services to advance quality, sustainability and value for money



*Excludes pharmaceuticals, vaccines, commodities, and low-value off-the-shelf goods.

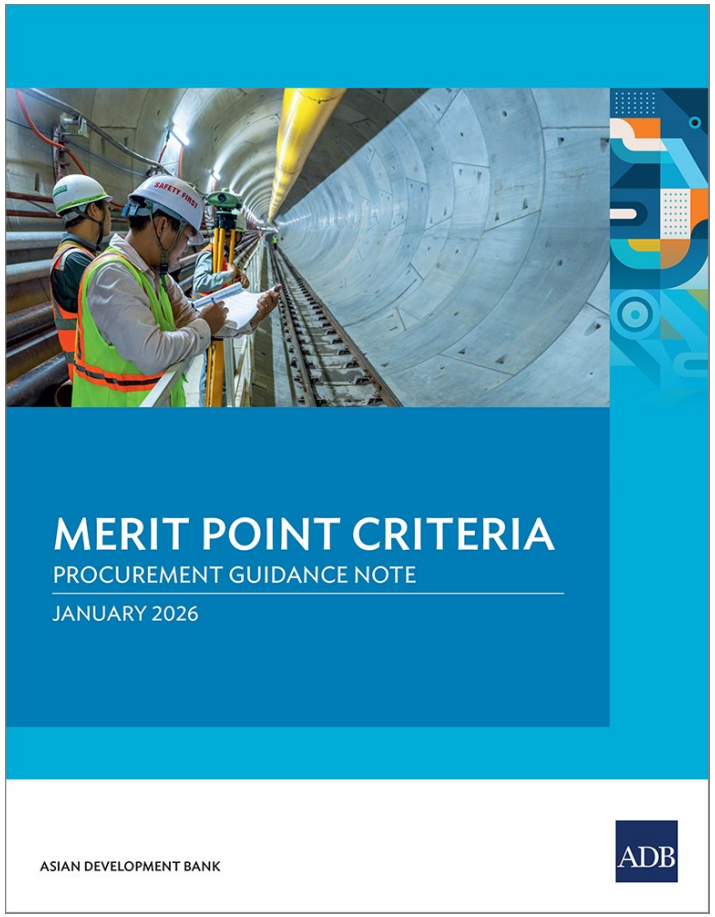
Focuses on value for money and fit for purpose procurement by evaluating bids on technical merit as well as cost.

Rewards quality and innovation, encouraging stronger, more competitive bids.

Establishes well-defined and consistent quality standards that level the playing field.

MPC – Knowledge Materials







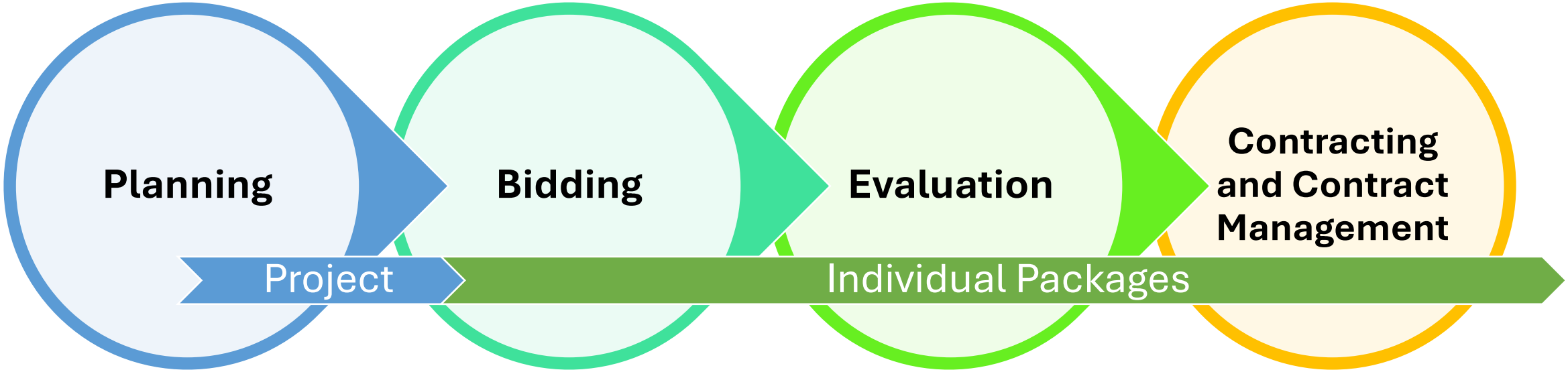
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Procurement Process





Preparing a Bid/Proposal



Understand the country, project, and client requirements,

- Collect relevant business intelligence – **network**!
- Engage in **partnerships** with firms likely to be shortlisted, involve in-country partners where possible, consider JVs
- If in doubt, get official **clarification**
- Carefully review **qualification and evaluation criteria** and use these to help writing the content and detail of your bid
- Attend **pre-bid meetings** and site visits

Submit a professional **proposal**:

- **Comprehensive**, fully address all the requirements
- Includes all **supporting documents**
- **Signed** by an authorized individual
- Submitted before the **deadline**
- Cite relevant **technical and regional experience** – the more significant and similar the better
- Emphasize your **methodology for delivery** – **innovate** if you can
- Propose a strong **project manager** and **experienced experts**
- **Don't deviate** from standard bidding document forms and conditions - can lead to rejection
- No integrity violations, d**isclose conflicts of interest**

Focus on **performance and reputation** for successful work

Be ready for possible bid **extensions** or amendments

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Types of Consultants



Firms

- Private Sector
- CSO/NGO
- Universities
- International Organizations

Individuals

- Private Individual
- Individual through firm
- Resource Person

Recruitment may be national or international

- International may be for any ADB member country (global if eligibility restriction waived)
- A firm is considered national if it is legally incorporated in that DMC
- An individual is national if a citizen of the DMC or, if a national from another member country, he/she legally resides and works in that DMC.

Consultants to Register in CMS (cms.adb.org)



ADB Consultant Management System

Overview | FAQ

Welcome to the Asian Development Bank's Consultant Management System

Consultant Management System (CMS) is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.

CONSULTANTS

Consultants create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

Click here to know who can register as consultants in CMS.
By using this service, you are accepting the CMS Terms and Conditions.

ADB PROJECT TEAM MEMBERS

ADB Project Team Members can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.

EA REPRESENTATIVES

Executing Agencies (EAs) can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy csrn@adb.org with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
4. Duration of the recruitment for the project

Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

Click here to view the list of advertisements of consulting opportunities.

Login

Login using your registered username and password.

Username
Password
Login | Login Assistance

Note: ADB users can login using their Oracle username and password.

Registration

New user? Register now!

Register as Consulting Firm
Register as Individual Consultant

Need Help?

For inquiries regarding the system, please email cmshelp@adb.org.

CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact cmshelp@adb.org.

CMS Team

NOTE: CMS undergoes weekly maintenance activities from

Overview



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Identifying opportunities for contracts with project executing agencies and ADB



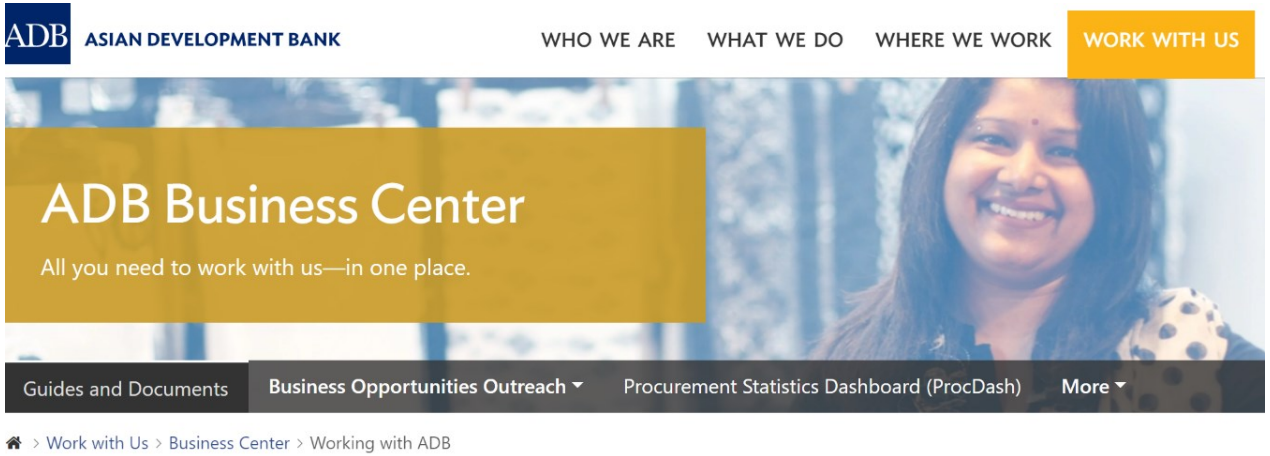
- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
  - Advance notices
  - Invitation for prequalification
  - Invitation for bids
  - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
  - Prequalified contractors / consultants
  - Contracts awarded
- Institutional procurement notices (ADB only)

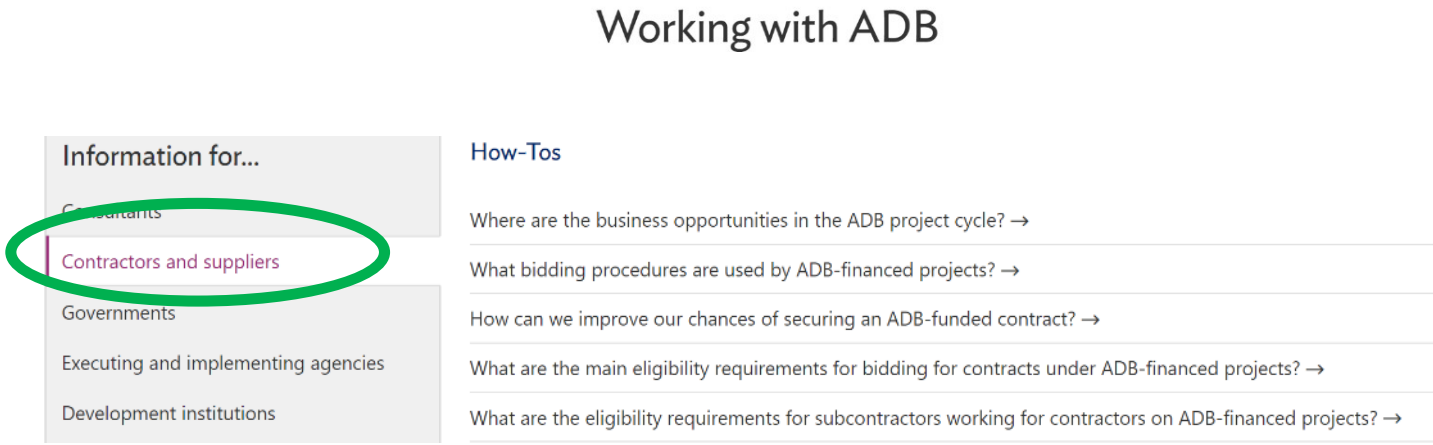
Operational Procurement

How to find Information on our Website



Business Center
www.adb.org/business





- How-Tos
- Policy & Directive
- Procedures & Guidance
- Documents & Forms

Projects & Tenders - www.adb.org/projects



Projects & Tenders | Projects | Documents | Tenders

Filter results CLEAR ALL

Country/Economy

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Cambodia
- China, People's Republic

Sector (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Theme

Type (1) [CLEAR]

- Nonsovereign
- Sovereign

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 809 RSS Sort by

Energy × Sovereign ×

	Status:	Approval Date:
Power Distribution Modernization Project (formerly Electricity System Strengthening and Sustainability Project) 49177-002; Timor-Leste; Energy	Approved	26 Oct 2021
Development of the Pacific Energy Regulators Alliance 49450-035; Regional, Cook Islands, Fiji, Micronesia, Federated States of, Kiribati, Nauru, Niue, Palau, Papua New Guinea, Marshall Islands, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu; Energy	Active	25 Oct 2021
Promoting Increased Renewable Energy Deployment, Energy Efficiency, and Power System Resilience 55079-002; Sri Lanka; Energy	Approved	14 Oct 2021
Power Sector Reform Support Program 54269-003; Uzbekistan; Energy	Approved	02 Oct 2021
Research on Addressing Climate Change in Ningxia through the Use of Science and Technology 55033-001; China, People's Republic of; Energy	Approved	28 Sep 2021

Projects & Tenders | Projects | Documents | Tenders

Filter results CLEAR ALL

Country/Economy

Sector (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and

Type

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Other Notice
- Prequalified applicants

Group

- Consulting Services
- Goods, Works, and Nonconsulting Services

Procurement of goods, works, and consulting services

Search tenders

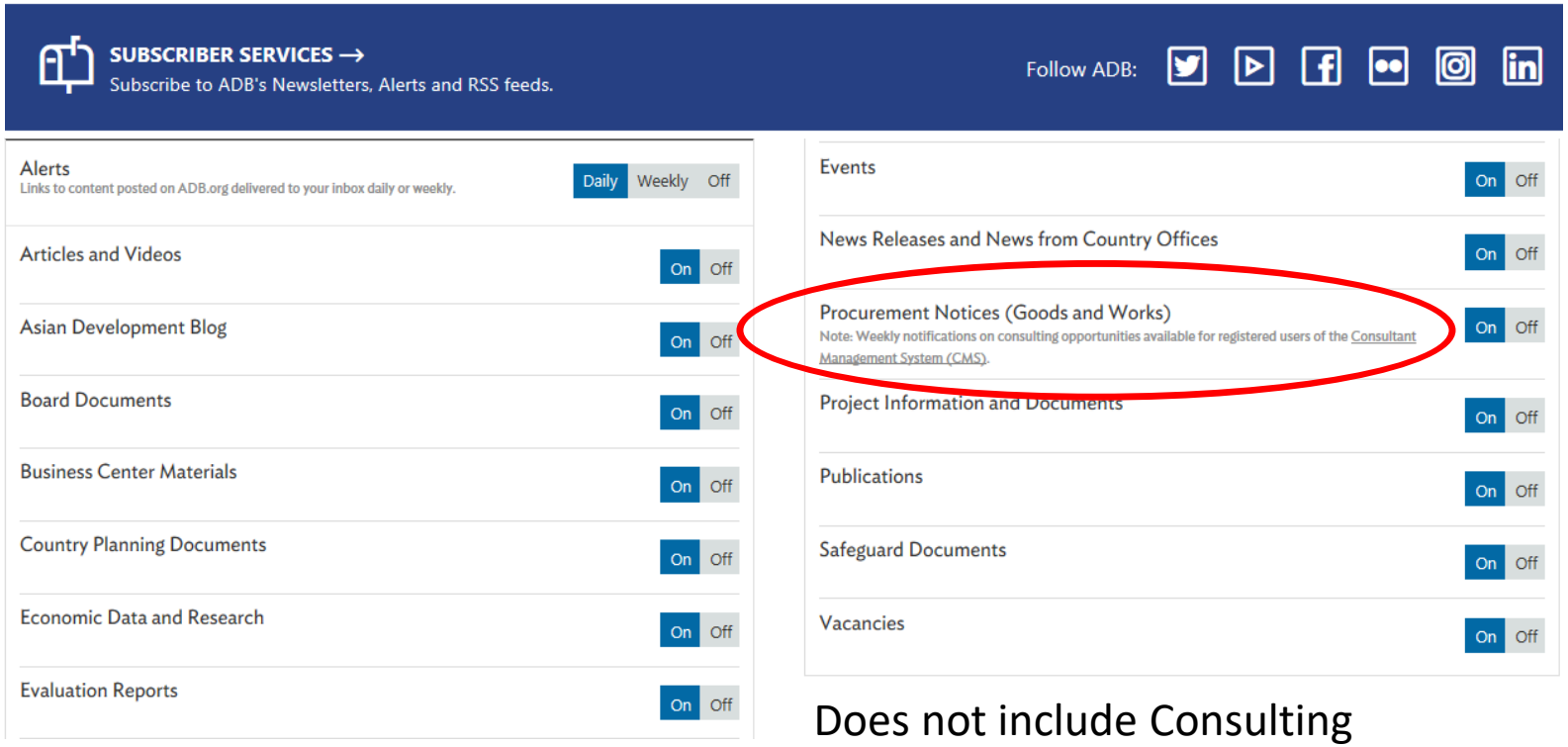
Results 1-20 of 3032 RSS Sort by

Energy ×

	Status:	Deadline:
51122-SRI: Power System Reliability Strengthening Project [OCB No: CEB/AGM/PRO/2021/OCB/PSRSP-P1B] 51122-002; Sri Lanka; Energy; Posting date: 28 Oct 2021 Notice Type: Invitation for Bids	Active	05 Jan 2022
National Senior Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Active	03 Nov 2021
National Transmission Engineer 52322-002; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Active	03 Nov 2021
Project Coordination Expert 54269-003; Uzbekistan; Energy; Posting date: 28 Oct 2021 Notice Type: Individual - Consulting	Active	03 Nov 2021

Goods and Works - Subscribe to receive alerts* - https://alerts.adb.org

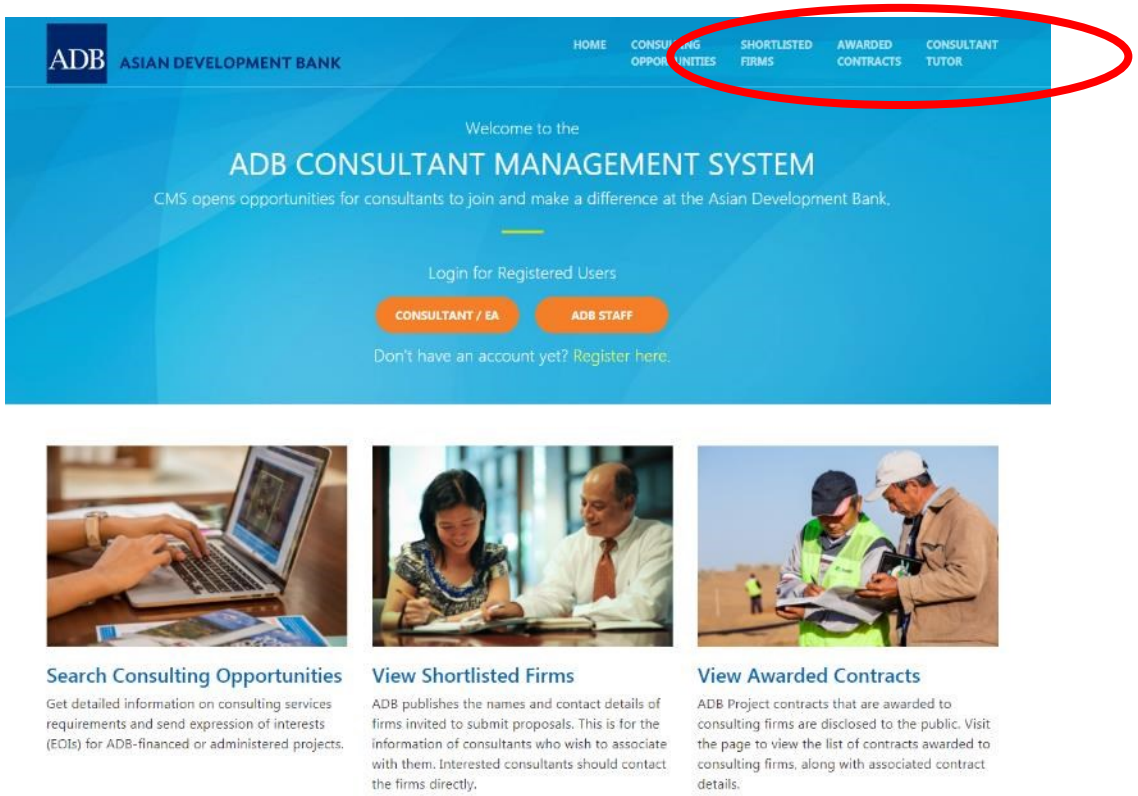


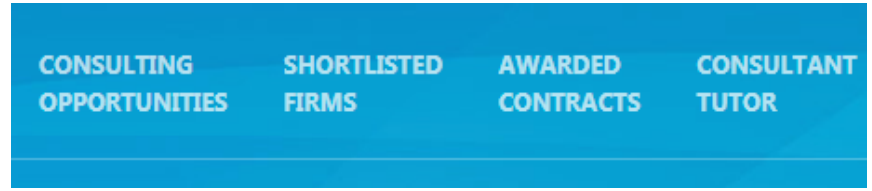


Does not include Consulting services Alerts which are received through http://cms.adb.org

Consulting – http://cms.adb.org





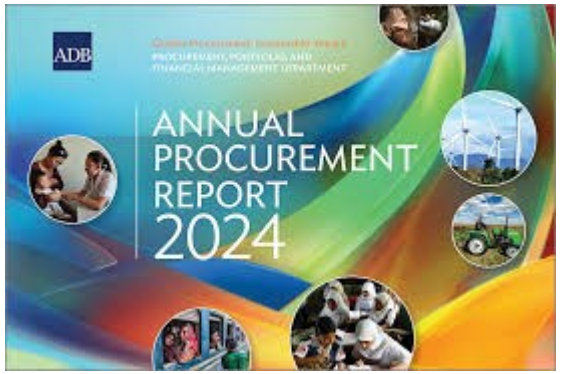


- Consulting opportunities are visible through ADB's CMS (http://cms.adb.org)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- Step-by-step guides available at http://consultanttutor.adb.org

Annual Procurement Report



[Operational Procurement | Asian Development Bank]





ADB Procurement Dashboard

https://data.adb.org/dashboard/operational-procurement-statistics

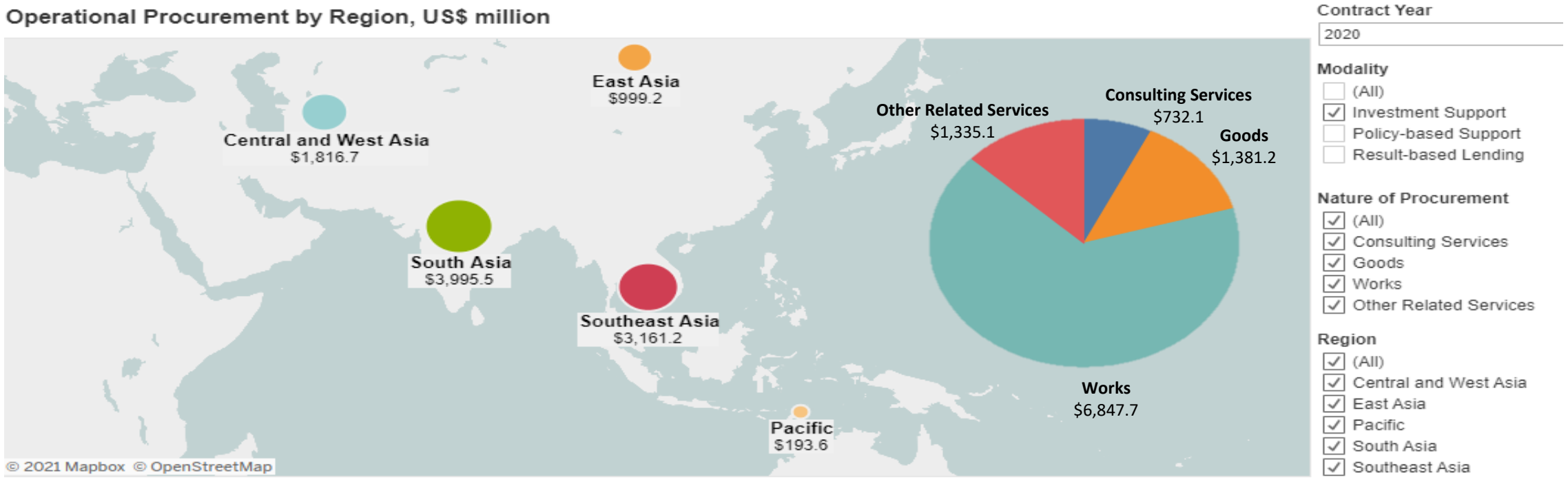


USERS
external and internal

COVERAGE
past 5 years

INFORMATION
region, member, nationality, nature, origin, sector

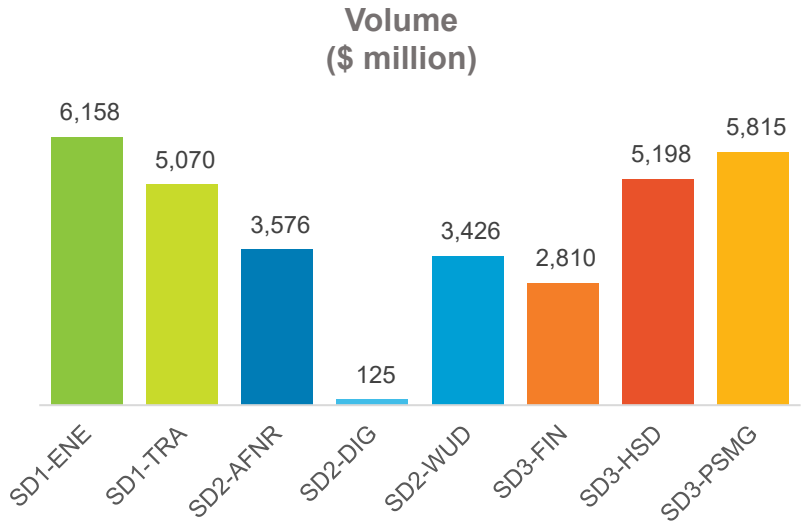
ACCESS TO DATA
downloading options

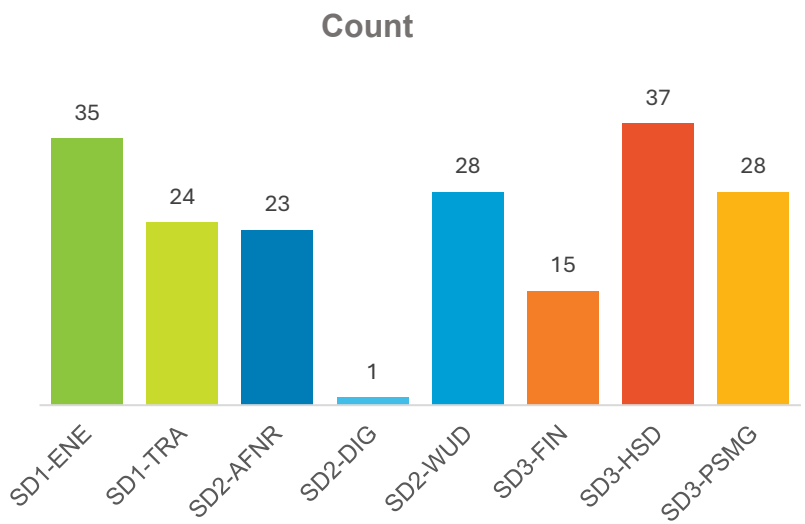


Pipeline by Sector



2026 Approval Pipeline
(As of 14 November 2025)





1. Energy (ENE)
2. Transport (TRA)
3. Water-Urban (WUD)
4. Human and Social Development (HSD)
5. Agriculture, Food, Nature, and Rural Development (AFNR)
6. Finance (FIN)
7. Public Sector Management and Governance (PSMG)



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