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ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

Beyond procurement: driving better outcomes for people and our planet

Manila (Philippines)

24 Sep, 2026 / 3:30 - 5:00 pm

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**OPEN
CONTRACTING
PARTNERSHIP**

Section 1
***Introduction to Open Contracting
Partnership (OCP)***

Our approach

We help partners across government, civil society and the private sector to transform public procurement by

Only we bring these together, at scale.

**1
Designing
goal-driven
reforms**

To transform public procurement, we rethink it to focus on goals and outcomes, rather than a compliance-driven bureaucratic process.

**2
Co-creating
digital
solutions**

Powered by open data, digital solutions are the game changer to reaching scale and digital transformation.

**3
Building
coalitions
of change**

We build feedback loops and empower all actors to work together in the open to deliver results.



G7 Ministerial Commitment



G20
Global
Smart Cities
Alliance



Open
Government
Partnership



Patrick J McGovern
FOUNDATION



Read about open contracting on:



Section 2

What is open contracting?



"As I hurtled through space, one thought kept crossing my mind - every part of rocket was supplied by lowest bidder."

John Glenn

#1

**Procurement is government's
#1 corruption risk**

57%

**OECD foreign bribery cases
involve bribes for public
contracts**

30%

**Companies say corruption
prevented them from winning
contracts in EU**



Open contracting: a global norm

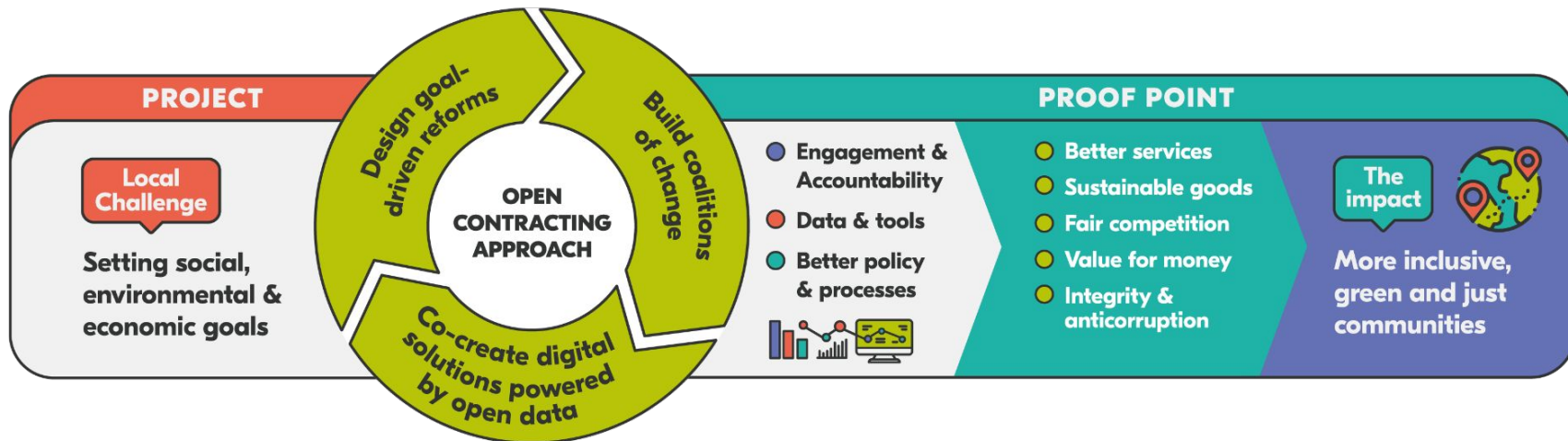
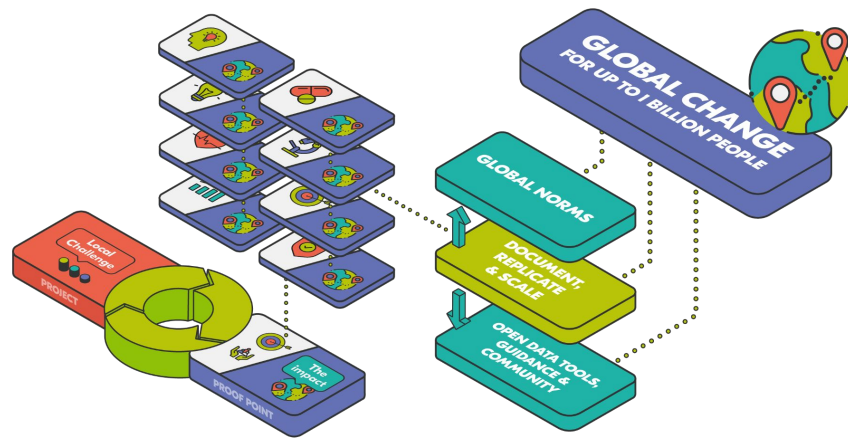


**OPEN
CONTRACTING
PARTNERSHIP**

Now in over 50 countries around the world

OPEN CONTRACTING PARTNERSHIP

Theory of Change



Use cases

Apart from specific business use cases, open contracting also helps in pursuit of SDG goals.



Market
opportunities



Value for
money



Public
integrity



Service
delivery



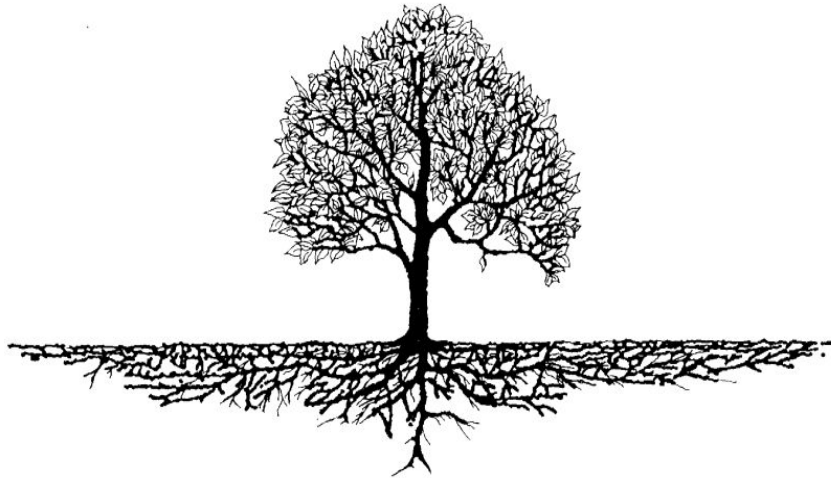
Internal
efficiency

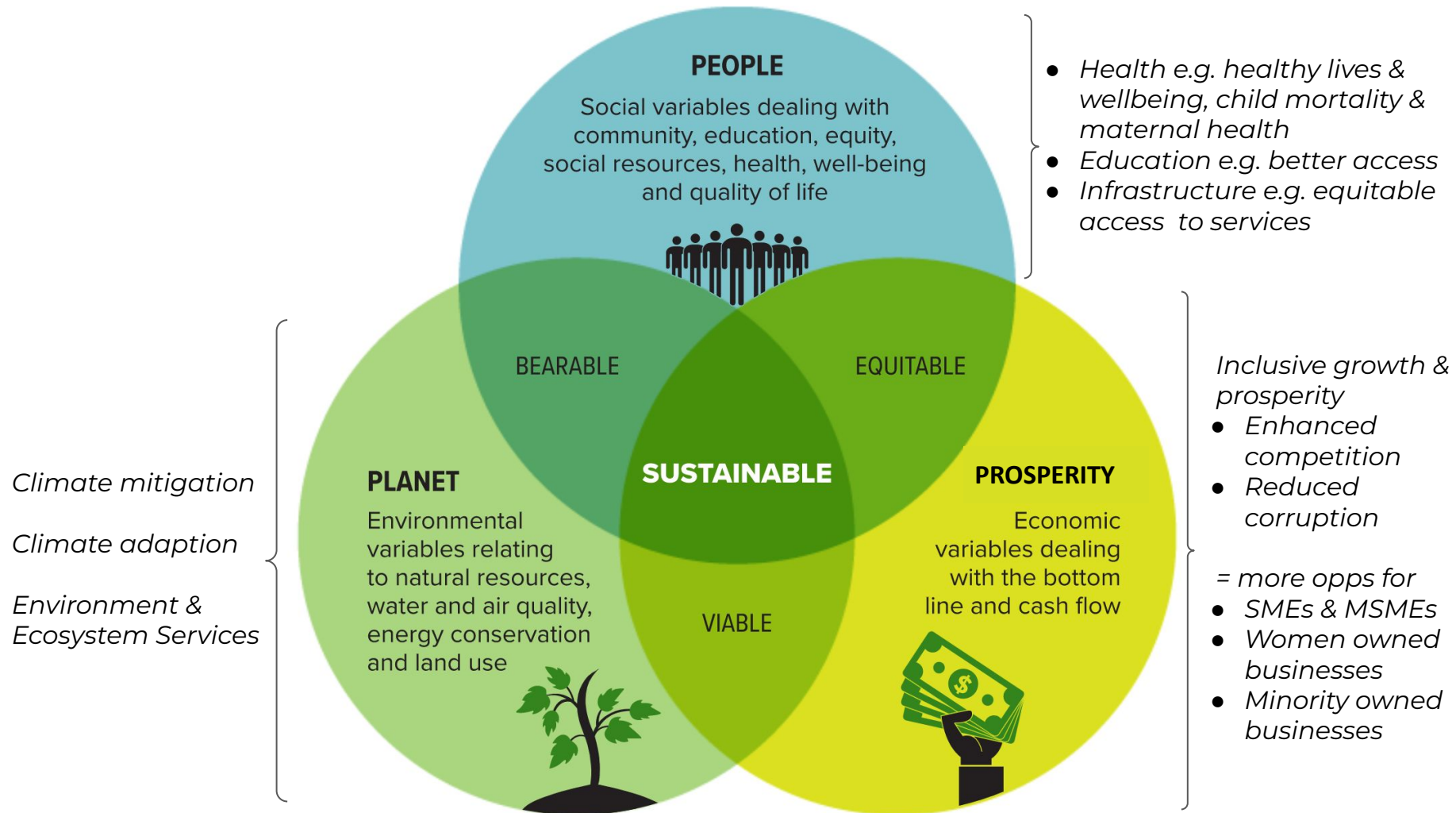


Section 3

People, planet and prosperity

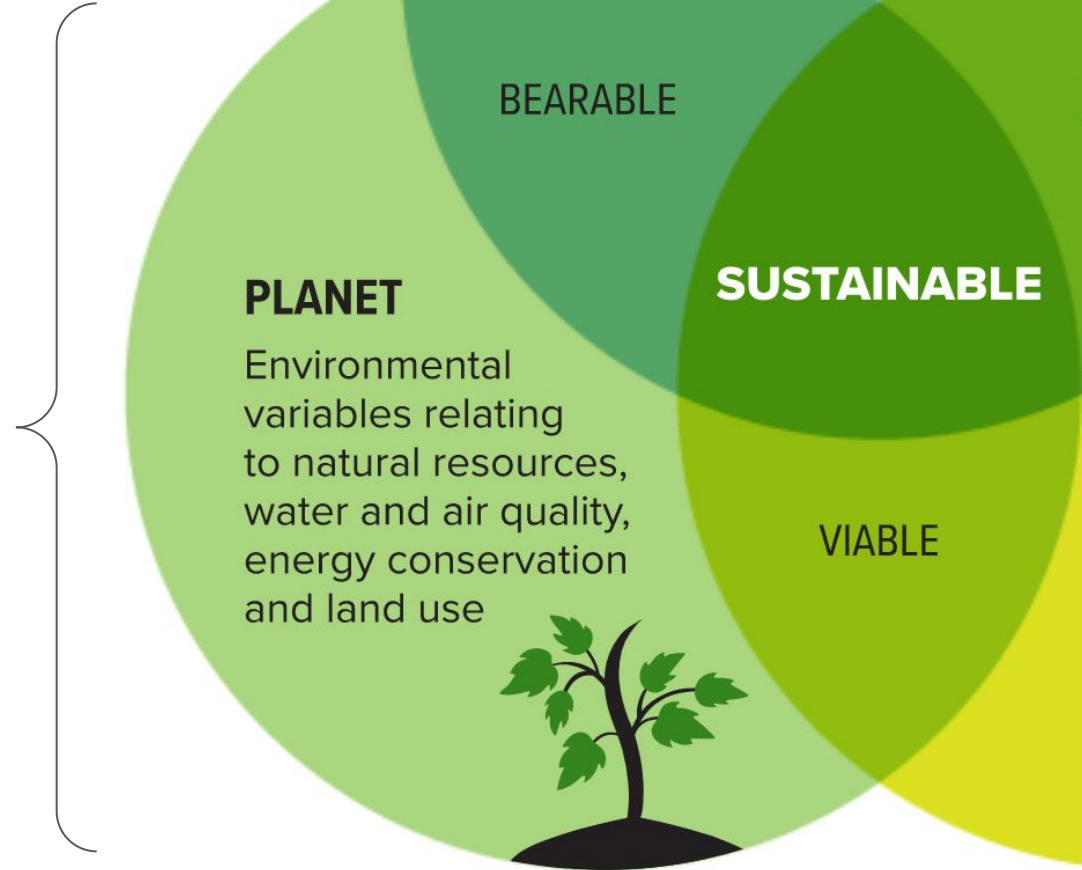
- What is the problem you are trying to solve?
- What is the impact you are trying to achieve?





What do we mean by *planet*?

- *Climate mitigation*
- *Climate adaptation*
- *Environment & Ecosystem Services*





**Public procurement is responsible for
15% of all greenhouse gas emissions**

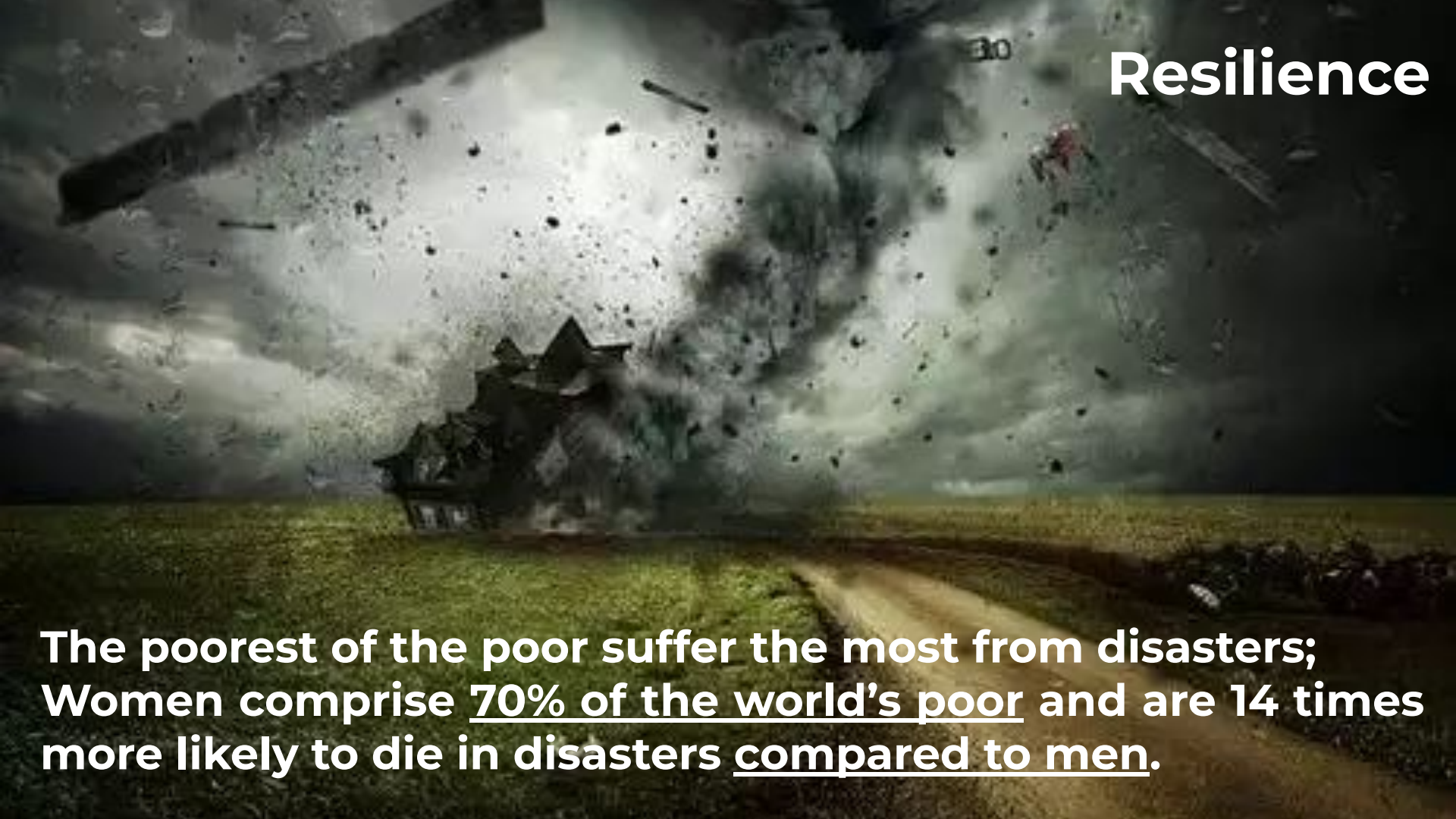
Transport produces 25% of emissions in Latin America



ECOBICI
SISTEMA DE TRANSPORTE INDIVIDUAL

Ecobici, Mexico City

0796



Resilience

**The poorest of the poor suffer the most from disasters;
Women comprise 70% of the world's poor and are 14 times
more likely to die in disasters compared to men.**

Asia is world's most disaster prone region

*In 2022, over 83% of reported natural hazards were flood and storm events.
Floods were the leading cause of death, people affected, and economic damage by a substantial margin.*

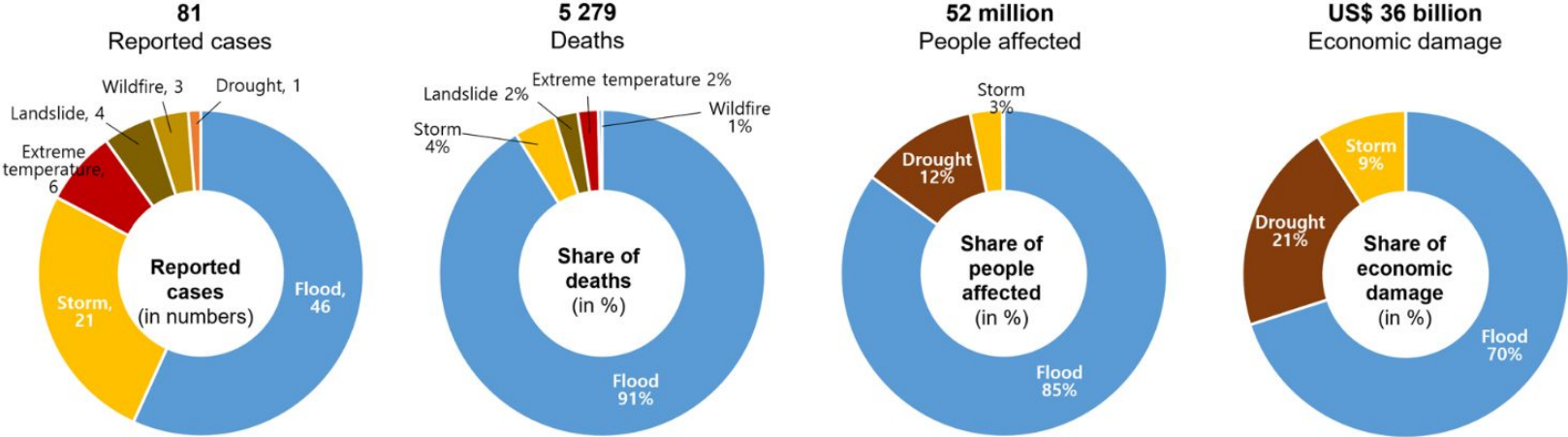
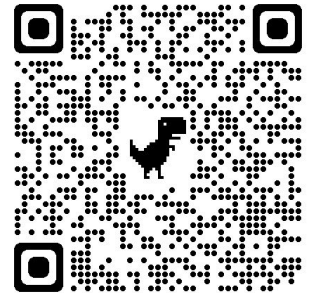


Figure 18. Overview of 2022 disasters in the Asia region.
Source: Economic and Social Commission for Asia and the Pacific (ESCAP); EM-DAT. ESCAP calculations are based on data from EM-DAT, accessed on 14 February 2023.
Note. The economic damages of some disaster occurrences are not presented in the figure due to data unavailability. In the figure, only cases reported in EM-DAT are considered.

Intelligent Data Solution for Disaster Risk Reduction



IDS-DRR in Assam, India



Patrick J McGovern
FOUNDATION



IDS DRR Intelligent Data Solution
for Disaster Risk Reduction

Analytics

Datasets

Resources

About us

Select Boundary

Revenue Circle

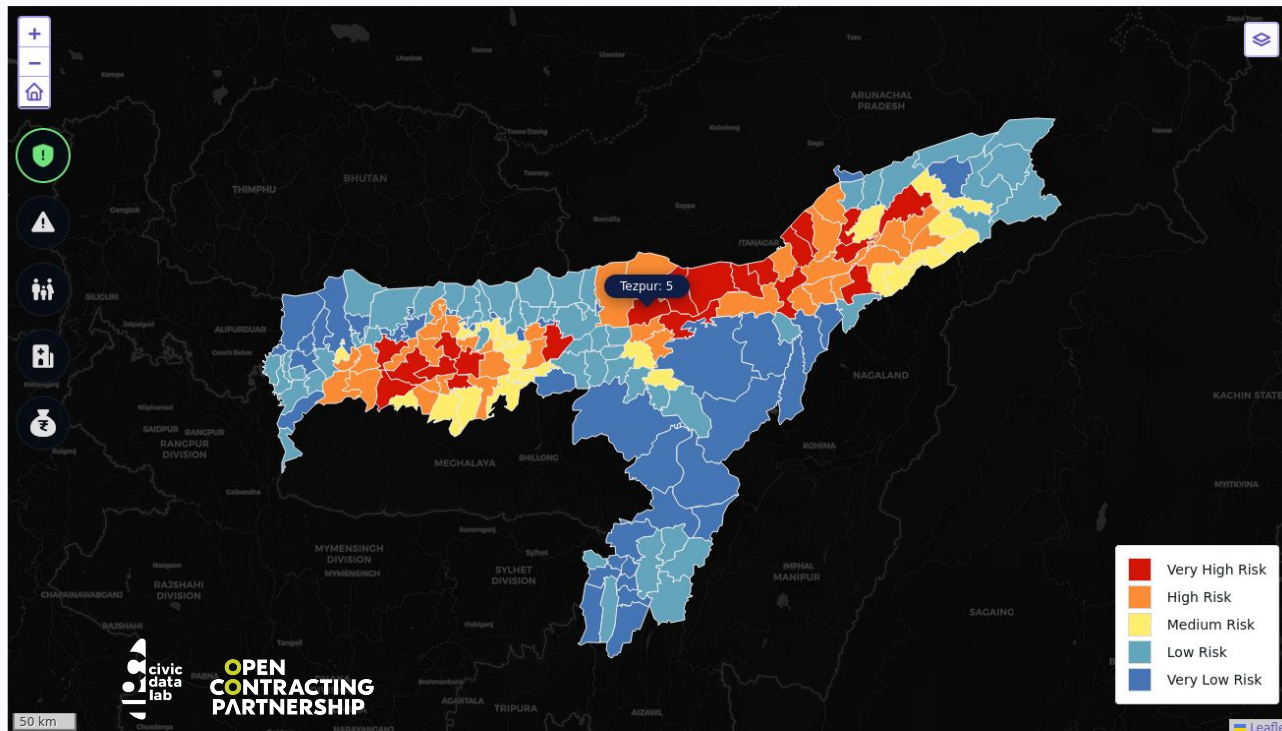
Select one or more Region

Tezpur x

☐ All Regions

Select Month

8 / 2023



Risk Score

Download Report

Tezpur Revenue Circle

Cumulative till Aug 2023 ⓘ

Tezpur

5/6

Government Response Score : 3/6

Flood Hazard Score : 5/6

Exposure Score : 3/6

Vulnerability Score : 2/6

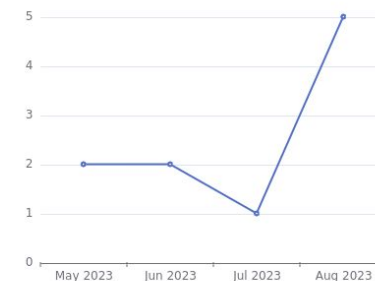
TIME TRENDS

Past 3 months

Past 1 year

All Data

Tezpur



Infrastructure is one of the leading causes of biodiversity decline. Current environmental standards insufficient to protect biodiversity and habitats.



Lesotho Highlands Water Project

- Multi-billion dollar water transfer/hydropower project
- Bribes were paid to win contracts and evade environmental regulations
- Irreversible impacts to river ecosystem health and endangered fish species

Red flags for conservation

INFRASTRUCTURE SAFEGUARDS
FOR NATURE

2023



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- A new guide with a set of indicators that help stakeholders identify infrastructure risks, in particular how they affect nature. We identified:

- **22 indicators** as red flags for conservation
- **31 indicators** from our existing red flags for integrity resource – which identify potential corruption risks from public contracts – that may also affect conservation.



Red flags for conservation:

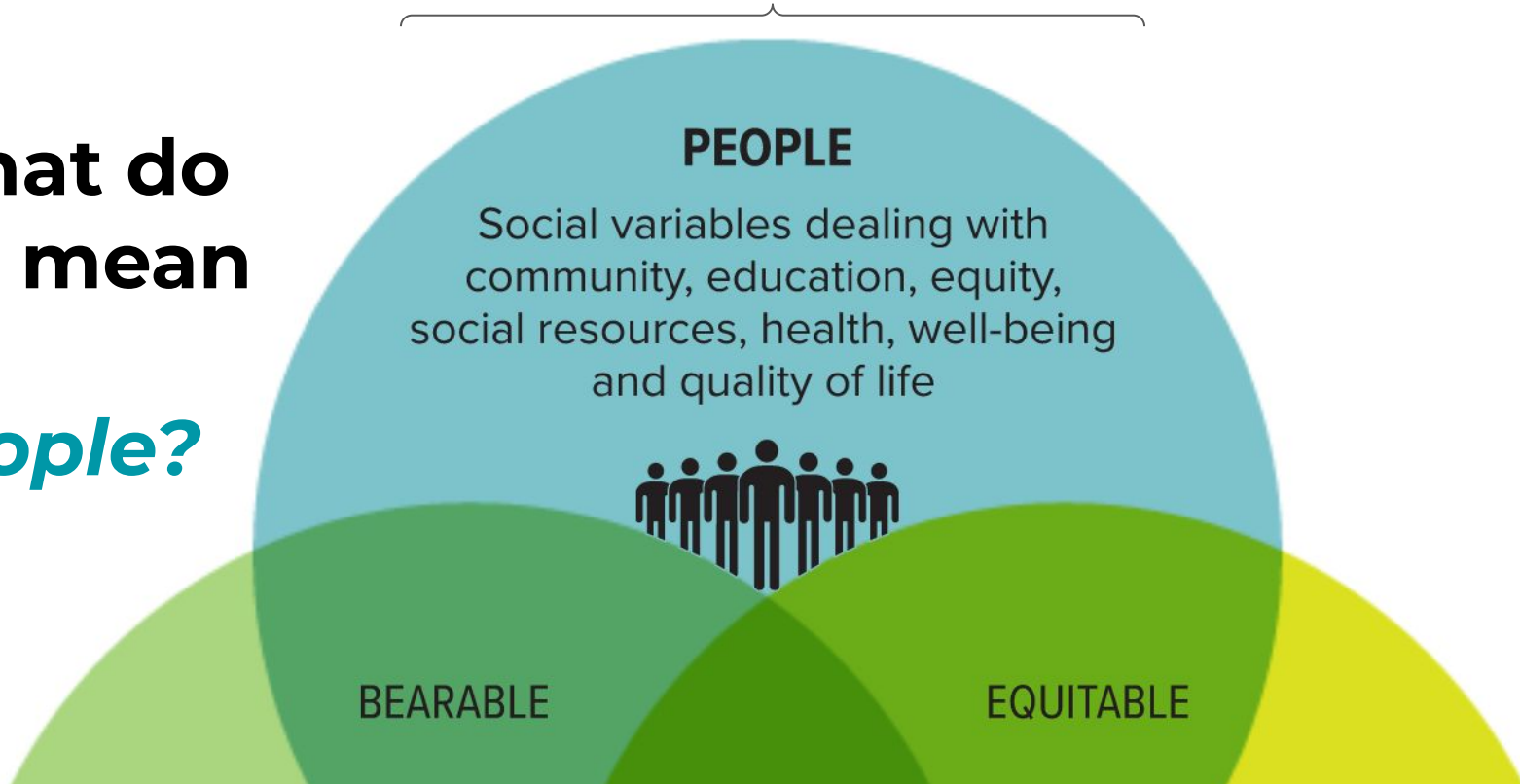
What are they?

- Is spatial information on the proposed project available?
 - **If no**, it's a **red flag**
- If yes, does the proposed project area avoid overlap with any conservation or sensitive areas?
 - **If no**, it's a **red flag**
- Has this overlap been accounted for e.g. EIAs, CBAs etc to mitigate the negative impacts of the planned project?
 - **If no**, it's a **red flag**



- Health e.g. healthy lives & wellbeing, child mortality & maternal health
- Education e.g. better access to education
- Infrastructure e.g. equitable access to services

**What do
we mean
by
*people?***

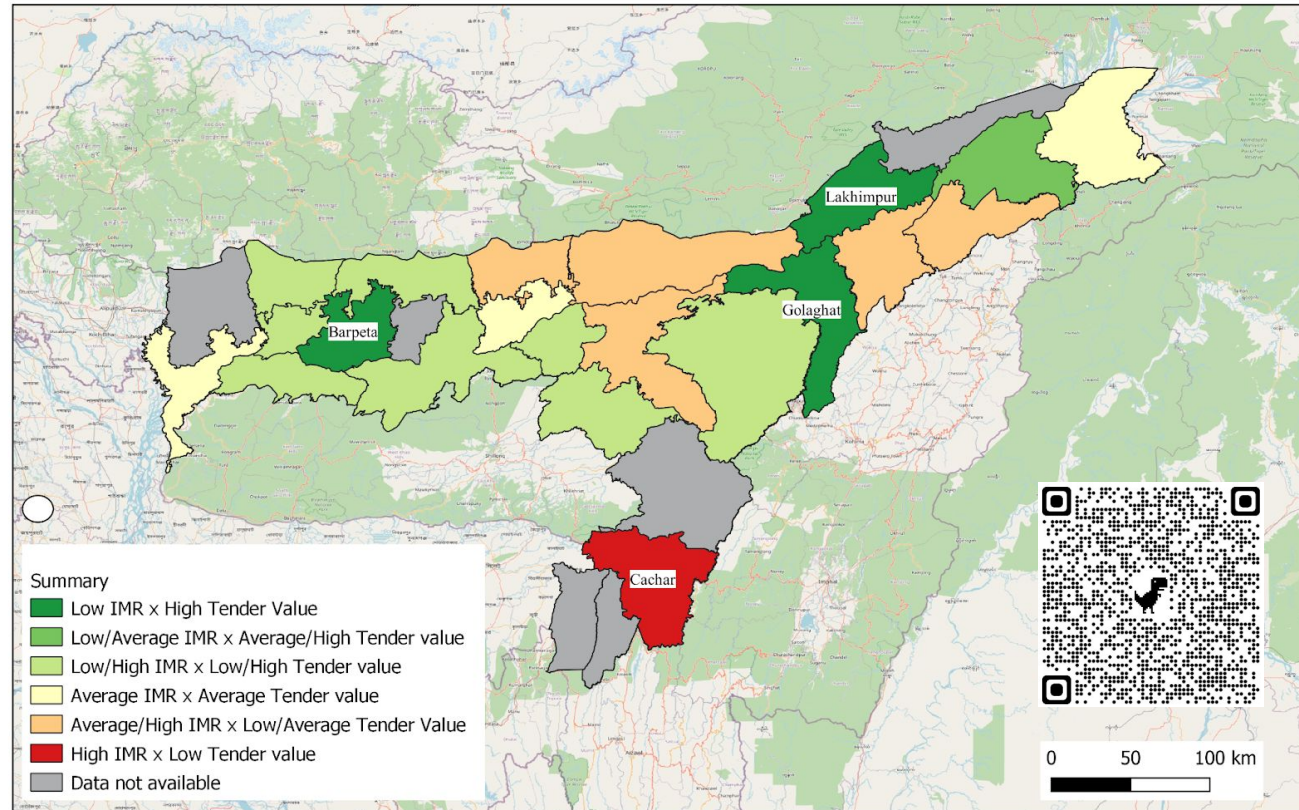




400 million people have no basic healthcare



Assam, India: Identifying gaps in procurement of maternal and child health infrastructure and services



<https://www.open-contracting.org/2022/04/06/using-data-analysis-to-spot-gaps-in-access-to-maternal-and-child-health-services/>

“When they ask me where I live, now I can give them an address.”

“Before, when I sent my resume, I could only write Villa 31. Now I can put my street and house number.”

**Residents of Villa 31,
Buenos Aires**



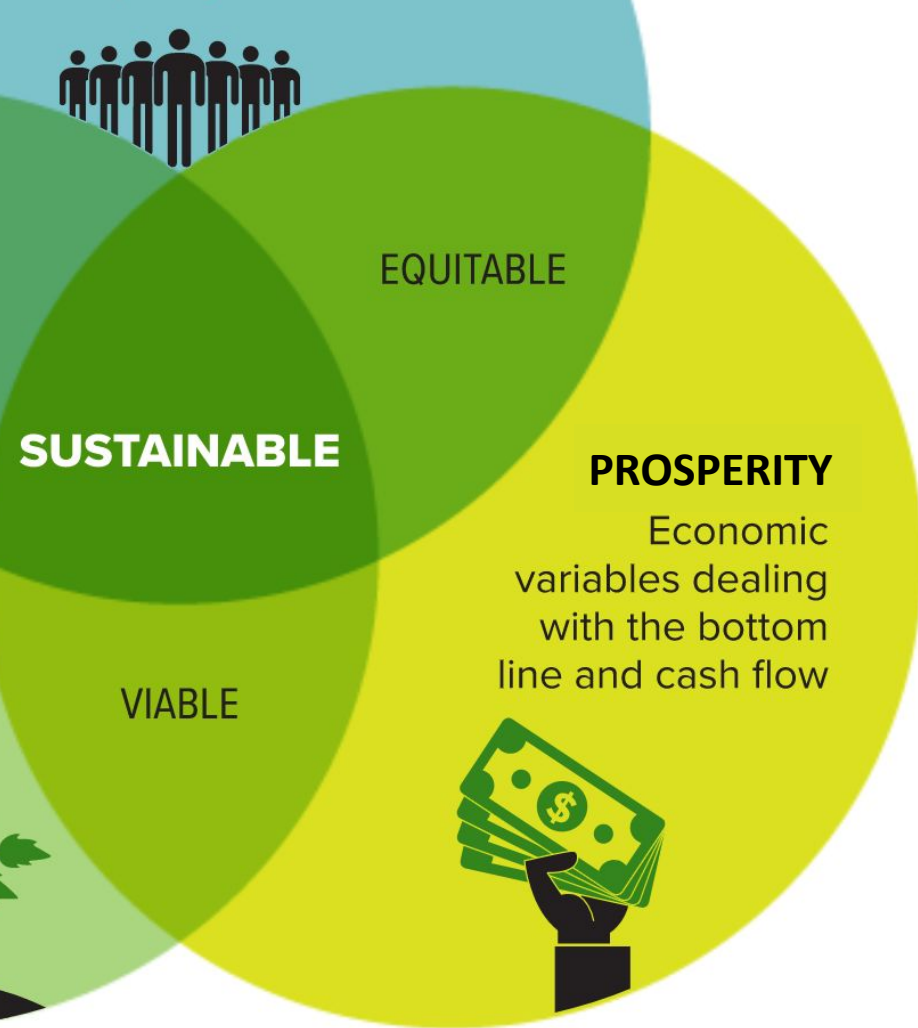
Inclusive infrastructure: empowering marginalised communities to improve infrastructure planning and procurement in Villa 31 (Buenos Aires)

In Buenos Aires' informal settlements (known as 'Villas'), streets had no names, and there were no sewers, storm drains, or clean drinking water systems. In Villa 31, 40,000 inhabitants were 'invisible', often left without official recognition or access to even the most basic public services.

Open contracting approach: Civil society organizations and residents used new access to information and open data tools to advocate for improved access to public infrastructure services in the villas. This meant **building participation and inclusion processes into the design and development stages** so that villa residents could have a say in how the US\$300 million public infrastructure budget should be spent.

Results:

- A **new centralized unit** was created in the city government to strengthen the monitoring and evaluation of the public works in Villa 31, to **increase inclusion** of residents in the planning and procurement of infrastructure projects.
- This **civic monitoring partnership model** is now being expanded from Villa 31 to other informal settlements, reaching more than 200,000 inhabitants in the city.



Inclusive growth & prosperity

- Enhanced competition
- Reduced corruption

= more opportunities for

- SMEs & MSMEs
- Women owned businesses
- Minority owned businesses

A high-angle photograph of children in a school cafeteria. In the center, a young boy with brown hair, wearing a dark blue jacket with white stripes on the sleeves, sits at a bright green plastic table. He is looking directly at the camera with a slight smile. To his right, another boy is partially visible, also at the table. In the foreground, two more children are seated at the same table, their blue trays containing sandwiches, apples, and green cups. The floor is a light-colored, speckled tile. Other green plastic chairs and tables are visible in the background, with other children seated at them. A teal banner with white text is overlaid across the middle of the image.

BOGOTÁ, COLOMBIA

Better deals for school meals

COLOMBIA: IMPROVING COMPETITION AND EFFICIENCY THROUGH OPEN CONTRACTING

6% decrease in direct contracts in favor of competitive awards

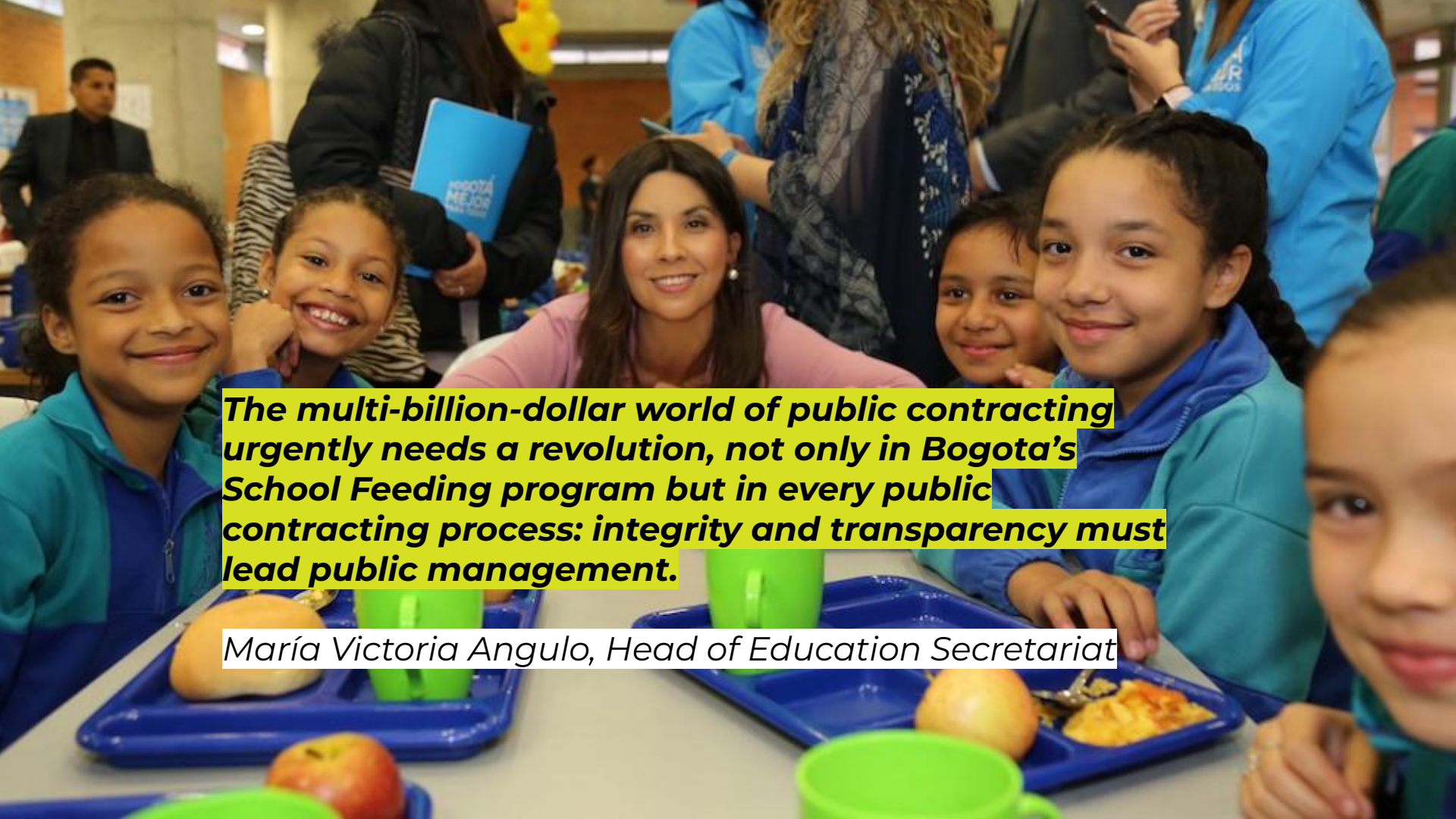


17% increase (3.6 from 3.2 before) in the average number of bidders among national agencies



Increased supplier diversity with 55 suppliers, specialized companies & providers from 14 before



A photograph of María Victoria Angulo, Head of Education Secretariat, sitting at a table with several young school children. They are all smiling and looking towards the camera. They are eating a meal from blue trays, which include green cups, apples, and some food. In the background, other people are visible, some wearing blue jackets with 'BOGOTÁ MEJORA' written on them. One person in the background is holding a blue folder with the same text.

The multi-billion-dollar world of public contracting urgently needs a revolution, not only in Bogotá's School Feeding program but in every public contracting process: integrity and transparency must lead public management.

María Victoria Angulo, Head of Education Secretariat

Governments spend one-fifth of their budgets
buying goods and services
BUT
women-owned businesses
supply **only 1%** of this market.

Gender and inclusion



Palmira, Colombia: Empowering women farmers

What we did

- 1) Reviewed the local supply chain (market research and engagement e.g. main crops available, market capacity etc)
- 2) Reformed procurement processes to be more inclusive (inc. explicit tender criteria, upfront payments)
- 3) Engagement & matchmaking (support on how to participate, advance notice etc, business fairs, connecting to producers to supply chains etc)

30% of the value of food purchases now supplied by local farmers.

Half of these were women led producers

Dominican Republic: Gender responsive procurement



Inclusive growth for gender responsive procurement

Insufficient information on what was being purchased or who was winning contracts. Plus less than 2% of contracting opportunities were advertised publicly.

Barriers to participation inc. 1) use of technical language in tenders, 2) late payments excluded MSMEs (usually women-owned) 3) lack of trust and perceptions of corruption

Solutions:

- 5% of all MSME procurement spend must be awarded to women owned businesses
- Use of data and data tools to identify gaps in participation and demonstrate improvements e.g. new data capture fields for gender and work to improve supplier registry to show women-owned suppliers
- Workshops and training to enhance capacity (esp. how to bid for gov contracts)
- Encouraged participation in women's associations, networking events and shared spaces

Results: 16% increase in contracts awarded to smaller businesses led by women
(almost 30% in 2019 compared to only 10% in 2012)

¿Questions?

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Section 4

Are you already thinking of this?

Let us find out

1. Are you already applying some of these concepts in your line of work

2. As borrower (procurement agency), as ADB staff or as a bidder?

3. Please share some examples with us.

Section 5

What next?

OPEN CONTRACTING PARTNERSHIP

Menu of Services



Intensity of engagement	Types of support offered
LOW	- Simple data support (less than 3 hours) for data publication and data use by government - Signposting to guidance and resources - Basic advocacy on why open contracting matters
MEDIUM	- Comments on draft legislation, TORs, project documents, briefing notes for decision makers - Co-design and/or comments on project plans - Policy and legislation support and guidance - Articulating political commitments and mandates (including OGP) - Feedback on progress and areas for improvement - Regional and global shared learnings (virtual and in person) - Bespoke advocacy on why open contracting matters
HIGH	- Workshops and trainings on problem identification, stakeholder collaboration, data publication, monitoring, etc. - Peer support and fellowship - Embedding technical support and internal capacity through hiring of consultants - Help to develop budget/funding proposals - Documentation and MEL support - Specific advocacy missions, including bespoke local campaigning and documentation

English OCP Post-event survey

[www.surveymonkey.com/
r/ocp-post-event](https://www.surveymonkey.com/r/ocp-post-event)

Scan QR code below to access
the survey on your device.





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