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ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

Getting procurement right: An open contracting guide to winning and delivering contracts

Manila (Philippines)

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**OPEN
CONTRACTING
PARTNERSHIP**

Section 1

Read the room

Reading the room

What do you find hard on ADB financed projects as:

- 1. Government**
- 2. Private sector**
- 3. Civil Society Organization**
- 4. ADB staff**

What would make it easier for you to plan/prepare or win/deliver contracts? What help do you need?

Section 2

Introduction to Open Contracting Partnership (OCP) and Open Contracting

Our approach

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

**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:





"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**



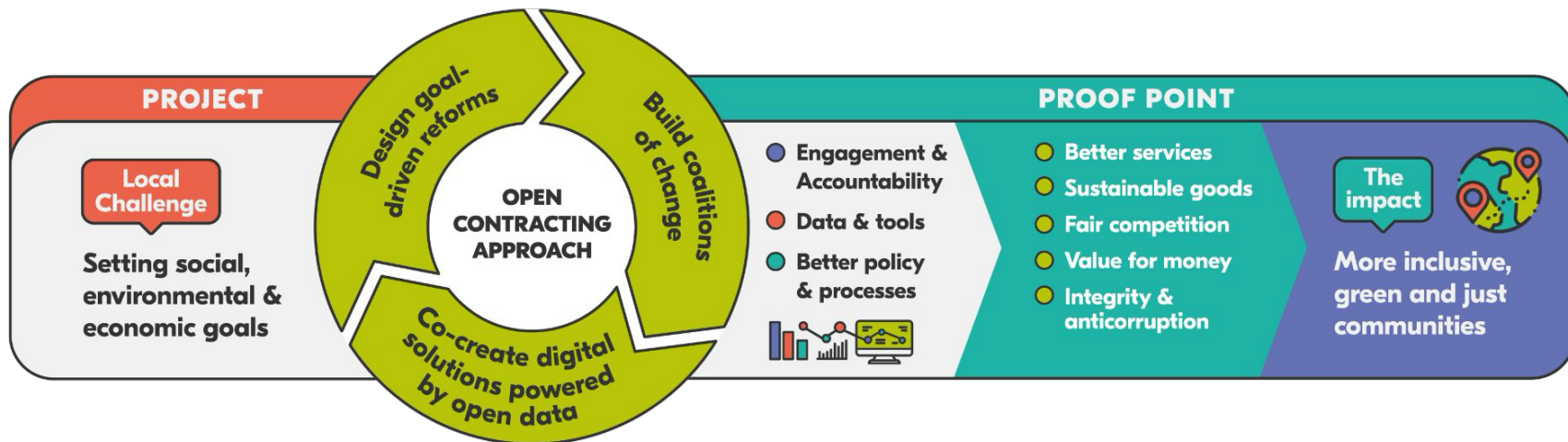
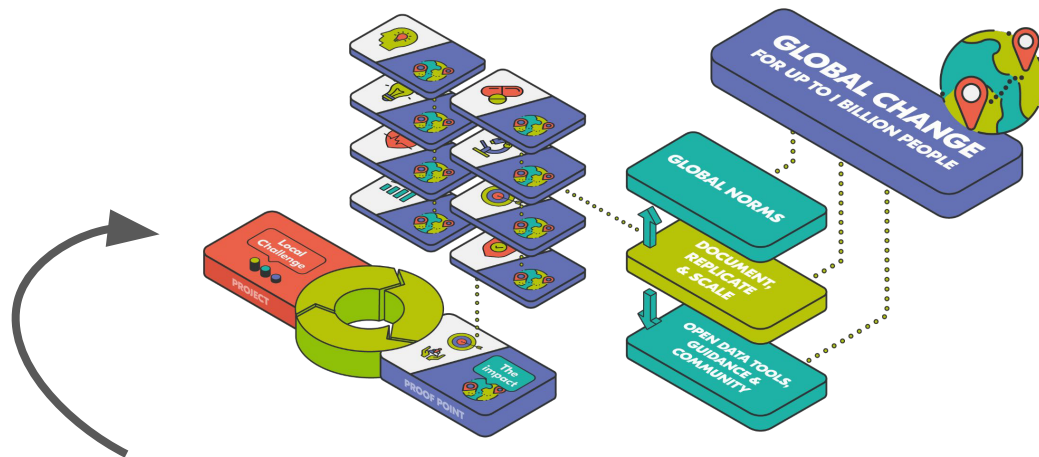
Open contracting: a global norm



**OPEN
CONTRACTING
PARTNERSHIP**

Now in over 50 countries around the world

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

**ADB's new procurement directive for
borrowers published in January 2026**

Procurement directive for ADB borrowers

1. ADB's new Procurement Directive 2026 **supersedes** the previous ADB Procurement Regulations
2. Governs **every contract** financed by ADB - goods, works, consulting and non-consulting services. **No exceptions.**
3. Defines **operational procedures** to be followed by borrowers implementing the ADB Procurement Policy 2017
4. Whether you are bidding for a contract, supervising one, or financing one - this directive **governs the overall procurement**

How many of you know about the new directive?
How many of you have read the new directive?
How many of you know how it impacts your work?

Responsibilities under the directive

Borrower

1. Responsible and accountable for carrying out procurement activities financed by ADB in accordance with the Procurement Policy and Procurement Directive.

2. Developing the procurement strategy and procurement plan, initiating, receiving, and evaluating bids, as well as awarding and managing contracts.

ADB

1. Ensure funds are used only for the purpose for which the financing was provided.

2. Monitor and provide oversight of the procurement processes, under a risk-based approach.

3. Review procurement undertaken by the borrower to confirm that it is carried out in accordance with **ADB six procurement principles.**

Six things that the directive emphasises (contd...)

Strategic Procurement Planning (SPP) is must

- borrowers **must develop SPP report** for every project, outlining (i) procurement objectives (ii) proposed evaluation approach and methodology (iii) market analysis (iv) risk management approach (v) where **merit point criteria (MPC)** is to be used.

Merit Point Criteria (MPC)***

- now **applies to all internationally advertised** Open Competitive Bidding contracts - price alone no longer wins

What is MPC?

Is a structured method for evaluating both price and nonprice attributes of a bid and ensuring optimal value for money.

Early Market Engagement

- **shall be done by the borrower** for all internationally advertised contracts.

- **aims to** provide a better understanding of the market, refine the borrower's requirements, identify potential risks and opportunities, and inform the procurement strategy.

Six things that the directive emphasises

Beneficial Ownership disclosure

- All successful bidders of internationally advertised contracts will be **required to disclose** their Beneficial Ownership prior to contract execution.

Sustainable procurement

- To promote integration of **economic, social, environmental, and institutional benefits** in the procurement process

- Sustainable procurement considerations must be identified during SPP

- In MPC evaluation method, up to **25% of total technical** points can be assigned to sustainability criteria

Electronic procurement

- eGP systems are **strongly recommended** across the full procurement cycle

- like communications with bidders, advertisements, notices and amendments, distribution of procurement documents, submission of bids or proposals, evaluation, and disclosure of contract awards.

Section 4

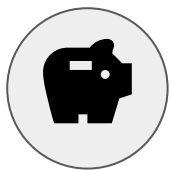
ADB core procurement principles and Merit Point Criteria (MPC)

What is Merit Point Criteria (MPC)?

*MPC is an approach which help borrowers make balanced, fact-based, and transparent decisions on bid quality and value for money adhering to the **six-core principles of ADB procurement***

*It is a structured method for evaluating both **price and non-price attributes** of a bid and ensuring optimal value for money.*

Six core principles of ADB procurement



Economy



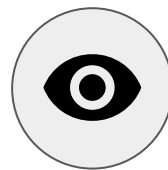
Efficiency



Fairness



Quality



Transparency



Value for Money

How MPC helps to align with the principles?

Increase efficiency by

- 1. attracting reputable bidders through clear, quality-focused evaluation criteria*
- 2. reducing rebidding and cost overruns through realistic assessments that reflect market conditions and local capacity.*

Deliver value for money by

- 1. balancing cost, quality, and sustainability in bid evaluation*
- 2. strengthening long-term project outcomes*

Reduce risk and improve quality by

- 1. embedding project-specific requirements into the evaluation process*
- 2. ensuring that contract awards are based on sound technical merit and life-cycle value.*

Enhance fitness for purpose by

- 1. tailoring evaluation criteria to contract objectives and key success factors.*

Promote fairness and transparency by

- 1. translating requirements into a quantifiable, consistent, and evidence-based evaluation process*
- 2. building confidence among bidders through clear and objective evaluation practices.*

Fun fact:

Open Contracting approach, tools and guidance can help achieve each of these principles.

Role of stakeholders in implementing MPC

Borrower

- Responsible for overall procurement process

- Develops the main criteria, subcriteria, and scoring methodology
- Establishes and manages the evaluation process
- Prepares an internal evaluation guide or manual
- Ensures that all evaluation records, score sheets, and narrative notes are complete, transparent, and defensible for audit and review by ADB.
- Signs the bid evaluation report and recommendation for award
- Monitoring and reporting on performance

Bidder

- Responsible for preparing bids in accordance with the criteria and requirements

- Avoids collusion, misrepresentation, or other forms of misconduct that compromise the integrity
- Provides complete, verifiable evidence supporting claims related to experience, technical approach
- Responds to clarifications if sought by the borrower during evaluation
- Once awarded, delivers commitments that contribute to high MPC score

ADB

- Ensures that borrower's procurement process, including use of MPC, complies with the Procurement Directive for ADB Borrowers.

- reviews key documents such as the bidding documents, including evaluation criteria, and bid evaluation report
- Provides technical guidance, training, and tools to help borrowers apply MPC consistently
- examines the bidding process including evaluation after award to ensure proper application of MPC and compliance
- Monitors lessons learned from projects using MPC and updates procurement guidance, templates, training materials

Examples of criteria and sub-criteria in MPC

1. **Sustainable procurement** > resource efficiency, waste management, low-carbon solutions, climate impact mitigation
2. **Community, social, and local participation** > local employment, gender inclusion, and stakeholder engagement.
3. **Risk management** > identification of project risks and mitigation strategies
4. **Quality management** > procedures for inspection, testing, and continuous improvement
5. **Key personnel** > qualifications, experience, and availability of proposed staff
6. **Site organization** > staffing plan, logistics, and management structure
7. **Design and construction methodology** > technical approach, sequencing, innovation, and efficiency
8. **Health and safety** > systems for occupational safety, worker welfare, and emergency response
9. **Materials, equipment, and logistics** > adequacy, sourcing, and delivery strategy
10. **Testing, commissioning, and handover** > processes for ensuring readiness and quality control

Section 5

Where and how can open contracting help

Mexico City Ecobici:

Better pre-market engagement & vendor outreach

Expanding service

from 6,500 to 9,300 bikes and from 480 to 687 bike stations

54%

lower expected operating cost

More residents

in more neighborhoods will have access to a sustainable, affordable, and user-friendly form of public transportation

Early market engagement

Peddling openness: Mexico city's journey to procure a better bike share system

Challenge

City needed to promote **competition** in a concentrated marketplace, learn more about the **latest bike share technology** and innovations, and provide better and expanded service at the **same or lower budget**.

- **Limited service providers** — *few vendors globally can provide bike share services end-to-end*

- **Rapid technology change** *over past 10 years made technical specifications complex and difficult to define*

- **Multiple industries** *involved (operations, software, apps, advertising) — hard to bundle into one tender*

- **Procurement law** *mandated lowest-bid selection — prevented best-value awarding*

Early market engagement

Open Contracting powered solutions

1. **Leadership committed** publicly to open & competitive process
2. First-ever Request for Information (**RFI**) published in Mexico city
3. Second RFI issued to navigate pandemic disruptions
4. Multiple **open dialogues** held with vendors
5. **Virtual public square** for citizen & civil society feedback on tender documents
6. Dedicated transparency **website** launched from day one
7. **Cross-departmental** reform team (transport + digital)
8. Technical annex designed to **guarantee quality** even within lowest-bid law
9. **Reverse auction** used to preserve competition after failed tenders
10. **OCDS disclosure** commitment made post-award

Early market engagement

Lessons learnt

1. Leadership mandate unlocks reform
2. Cross-department teams outperform siloed ones
3. Early market research pays for itself
4. Transparency builds resilience when plans change
5. Agility matters as much as planning (tender was declared void twice)
6. Contract award is not the finish line
7. Embed good practice into systems, not just people
8. One success can initiate changes in entire procurement culture of a city

Beneficial Ownership

A case study from Chile

Challenge

New Public Procurement Law contained a series of provisions aimed at preventing conflicts of interest between public sector officials and businesses. **To achieve this, it is necessary to consult the owners or final beneficiaries of the companies operating in the procurement system**

Expected Results

Implement new systems that prevents the occurrence of transactions with conflicts of interest, by **using information of BO and non-procurement data** to enrich the "surveillance" activities of the ChileCompra Observatory.

Beneficial Ownership

A case study from Chile

How did OCP support

1. **Using public procurement data and incorporating new data collection** methods that facilitated the implementation of the reforms.
2. **A key innovation of the reform is the integration of Beneficial Ownership Transparency (BOT) into the procurement system**
3. **Cross sectoral engagement and feedback.** To implement the reforms ChileCompra developed incentives to suppliers and launched campaigns to public buyers to increase compliance and awareness of the new reforms.

Beneficial ownership in Chile's public procurement reform



> Read the case study

> Read the story

Beneficial Ownership

A case study from Chile

Results

1. **New beneficial ownership registry** established linked to the procurement business process
2. As of March 2025, **39,039 out of the 66,000 companies** required to report their beneficial ownership had successfully registered in the system
 - a. **59% compliance rate within just three months** of the mandate taking effect.
3. The number of monthly conflict of interest cases detected by the preventive monitoring system of the Observatory of ChileCompra **has decreased 69% since** the implementation of the law.

Sustainable procurement

Assam (India) green budgeting boosts green public procurement trends

1

New instruments to enable buying green

Helped Assam introduce its first green budget

2022: **no green budget**

2023: **US\$2bn green budget**

2024: **US\$3.2bn (up 60%)**

2025: **US\$4.9bn (up 54%)**

2

Increased coverage

Expanded green budget coverage i.e. number of government departments required to buy green

2022: 0 departments

2023 & 2024: **14** departments

2025: **32** departments

3

Increase in green public procurement

% of total green procurement awarded **almost tripled** after the introduction of the Green Budget and shows a **quadruple increase** in second iteration.

>120 government officials from 18 departments trained

We are now replicating this in more states

Sustainable procurement

Assam (India) green budgeting boosts green public procurement trends

Green Scheme	Sub-schemes
Mitigation	Renewable energy
	Energy efficiency (e.g. retrofitting buildings)
	Forests (e.g. reforestation to absorb Co2)
Adaptation	Disaster risk reduction
	Coastal protection (e.g. flood defences)
	Resilient agriculture (e.g. irrigation, drought resistant crops)
Environment	Species protection (conservation or anti-poaching)
	Ecosystem restoration (rehabilitation of wetlands or coral reefs)
	Protected areas (establishment of national parks or wildlife sanctuaries)

HIGHLY FAVOURABLE

is when **100%** of the budget/contract/activity is targeted at a specific green scheme

MODERATELY FAVOURABLE

is when **40%** of the activity target a green scheme

UNFAVOURABLE

Is anything tagged **less than 40%**

Sustainable procurement

How can the data help you in driving socio-economic development?

Outcomes	Indicators	Information needs	Calculation method
Increasing employment through public contracting	Jobs created through public contracting	- Total value of contract award - New jobs created with the winning supplier	Value of contracts awarded / Total value of new jobs
	Apprenticeships secured during a contract	- Total value of contracts awarded - Total number of apprentices trained during the contract	Value of contracts awarded / Total number of apprenticeships
Increasing access for women to public procurement	Share of bids received by businesses which are women-led	- Number of bids received by businesses which are women-led - Total number of bids received	Bids by women- led businesses / Total number of bids
	Share of contracts awarded to women-led businesses	- Number of contracts awarded to women-led businesses - Total number of public contracts	Contracts awarded to women- led businesses / Total number of contracts

Sustainable procurement

Guide to detect impact of infrastructure projects on nature



A guide with set of indicators that help 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**



Open Sustainable Public Procurement Toolkit

co-designed by Open Contracting Partnership, [SPEND network](#) and [PUBLIC](#)

1

PLAN

What you can do to ensure that you establish the best framework for implementation

- ✓ Establish an enabling environment
- ✓ Prioritize
- ✓ Monitoring & evaluation
- ✓ Build support and capabilities
- ✓ Create an Action Plan

2

IMPLEMENT

How you can implement Open SPP during the procurement process

- ✓ Assess needs
- ✓ Choose a procurement method
- ✓ Engage with the market
- ✓ Set sustainability criteria
- ✓ Prepare contract obligations
- ✓ Monitor implementation

3

OPEN DATA & MEASURING PROGRESS

How you can use open data to drive and measure progress against sustainability goals

- ✓ Options for data use
- ✓ SPP uptake
- ✓ Carbon reduction
- ✓ Gender inclusion
- ✓ Economic development
- ✓ Life cycle costing



Sustainable procurement

1 Plan

- ✓ Establish an enabling environment
- ✓ Prioritize
- ✓ Monitoring & evaluation
- ✓ Build support and capabilities
- ✓ Create an Action Plan

2 Implement

- ✓ Assess needs
- ✓ Choose a procurement method
- ✓ Engage with the market
- ✓ Set sustainability criteria
- ✓ Prepare contract obligations
- ✓ Monitor implementation

3 Open data & measuring progress

- ✓ Options for data use
- ✓ SPP uptake
- ✓ Carbon reduction
- ✓ Gender inclusion
- ✓ Life cycle costing
- ✓ Economic Development

4 Sector guidance

- ✓ Construction sector
- ✓ ICT sector

Data use options depending on your data capacity

	Low	Medium	High
Option 3: Analyze contracts awarded	Track and monitor contracts awarded on simple spreadsheets and common analytics tools (e.g. Excel). Use tools such as Silver Eye to turn this data into OCDS.	Create dashboards that allow analysis of buyers, suppliers, categories., etc. Create flags on contracts registers or portals for key economic indicators: e.g. minority owned businesses or SMEs.	Link to contracts award data to other metrics, such as spend data, quality metrics from regulator data (for healthcare or education settings).

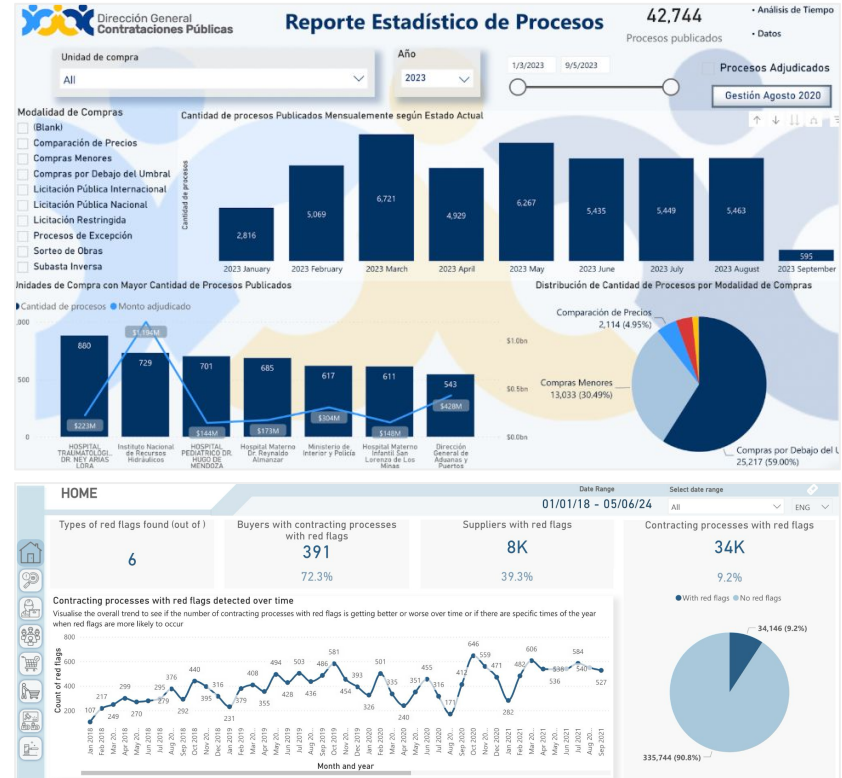
eGovernment Procurement (eGP) Systems

Using open data in Dominican Republic to address corruption risks

With our support, the procurement agency DNCP developed a data-driven corruption risk monitoring system built on open contracting data, a BI tool to visualize risks, and strengthened the institutional capacity of government buyers to address risks, improve cross-agency coordination and increase collaboration with civil society.

Results

1. Real-time monitoring of all procurement processes through the country's electronic procurement system using **21 red flag indicators**
2. More than **60 suppliers debarred** for violations
3. Less unresolved complaints & canceled tenders
4. Single-bid tenders decreased across all methods
5. More than **20,000 new suppliers** have registered



Core principles for building effective digital public procurement systems

01



Radical Rethink

Digital-native design.

Don't digitize existing paperwork!

02



Design around users

Inclusive UX.

Design for procurers, small businesses, and civic users of information.

03



End-to-End Cycle

Full lifecycle.

Cover the entire process from planning to implementation of public contracts.

04



Market Insights

Data-driven.

Capture data as well as transactions to see whole market patterns.

05



Local Ownership

Sustainability.

Locally owned & maintained for continuous improvement.

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

¿Questions?

OPEN
CONTRACTING
PARTNERSHIP

Let us find out

1. Who has won contracts with the ADB?

2. What strategies have been working for you?

Section 6

What you can do next

Most in demand OCP tools



Red Flags in Public Procurement. A guide to using data to detect and mitigate risks

Our red flags guide provides a methodology to calculate a list of risk indicators that...



Toolkit: Implementing Open and Sustainable Public Procurement

En français En español Em português Sustainable procurement will require governments...



Buying AI: Tips and tools for public procurement

This guidance offers practical and hands-on tips to get the best results from your AI...

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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