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Bidding Strategy & Opportunity

ADB BUSINESS OPPORTUNITIES SEMINAR SERIES 2026

PEOPLE. PARTNERSHIPS. POSSIBILITIES.

10 August 2026 | Jakarta, Indonesia

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Solving Complex Challenges Together



Bidding Strategy

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Solving Complex Challenges Together

Tips for winning ADB-financed assignments



- Collect relevant business intelligence – network!
- Focus on performance and reputation for successful work
- Express interest
- Understand the country, project, and client requirements
- Position yourself to your competitive advantage
- Study the bidding documents and understand the selection method and evaluation criteria
- Engage partnership with firms likely to be shortlisted
- Prepare a responsive and strong technical proposal
- Seek clarifications in writing
- Be ready for possible bid extensions or amendments

What Not To Do



- Failure to disclose conflict of interest (e.g., employees from EA included in a proposal)
- Firm or JV partners not from an ADB member country
- Submitting proposal late
- Failure to respond to client requirements
- Conditional bids
- Incomplete/noncompliant bids, e.g., missing bid security, letter of bid not signed, JV agreement missing, bid envelopes not properly marked, etc.
- Integrity violations in the bidding process

When in doubt, always seek written clarification

Debriefing and Complaints



Debriefing:

- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB).
- Debriefings are an excellent learning opportunity for future bids!
- If they are not satisfied with the explanation given, they may submit a complaint.

Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: https://www.adb.org/forms/complaints

How to report fraud:

- www.adb.org/site/integrity/how-to-report-fraud

For more:



To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:
https://www.linkedin.com/groups/3796524/

2) ADB Suppliers Network:
https://www.linkedin.com/groups/3796532/

Also follow “ADB Business Center”:
https://www.linkedin.com/showcase/adb-business-center/

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Finding Business Opportunities

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Where to find information:

ADB Project Procurement: Business Opportunities

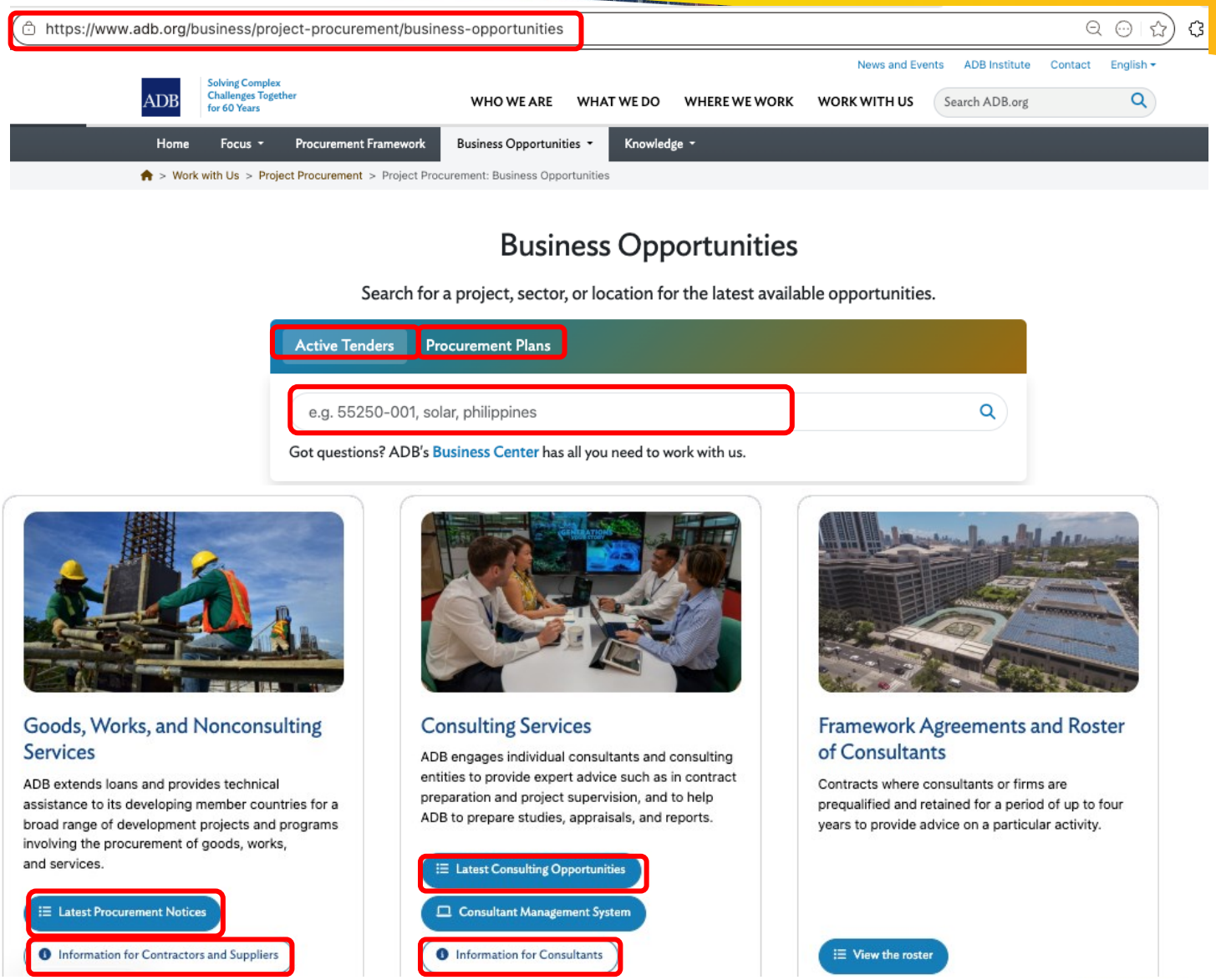


Link:

https://www.adb.org/business/project-procurement/business-opportunities

Key information:

- Latest procurement notices (goods, works, nonconsulting services)
- Latest consulting opportunities
- Information for contractors/suppliers and consultants



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Where to find information:

ADB Projects & Tenders



Link:

- https://www.adb.org/work-with-us
- https://www.adb.org/projects/tenders

Key Information:

- Projects & Tenders



Where to find information:

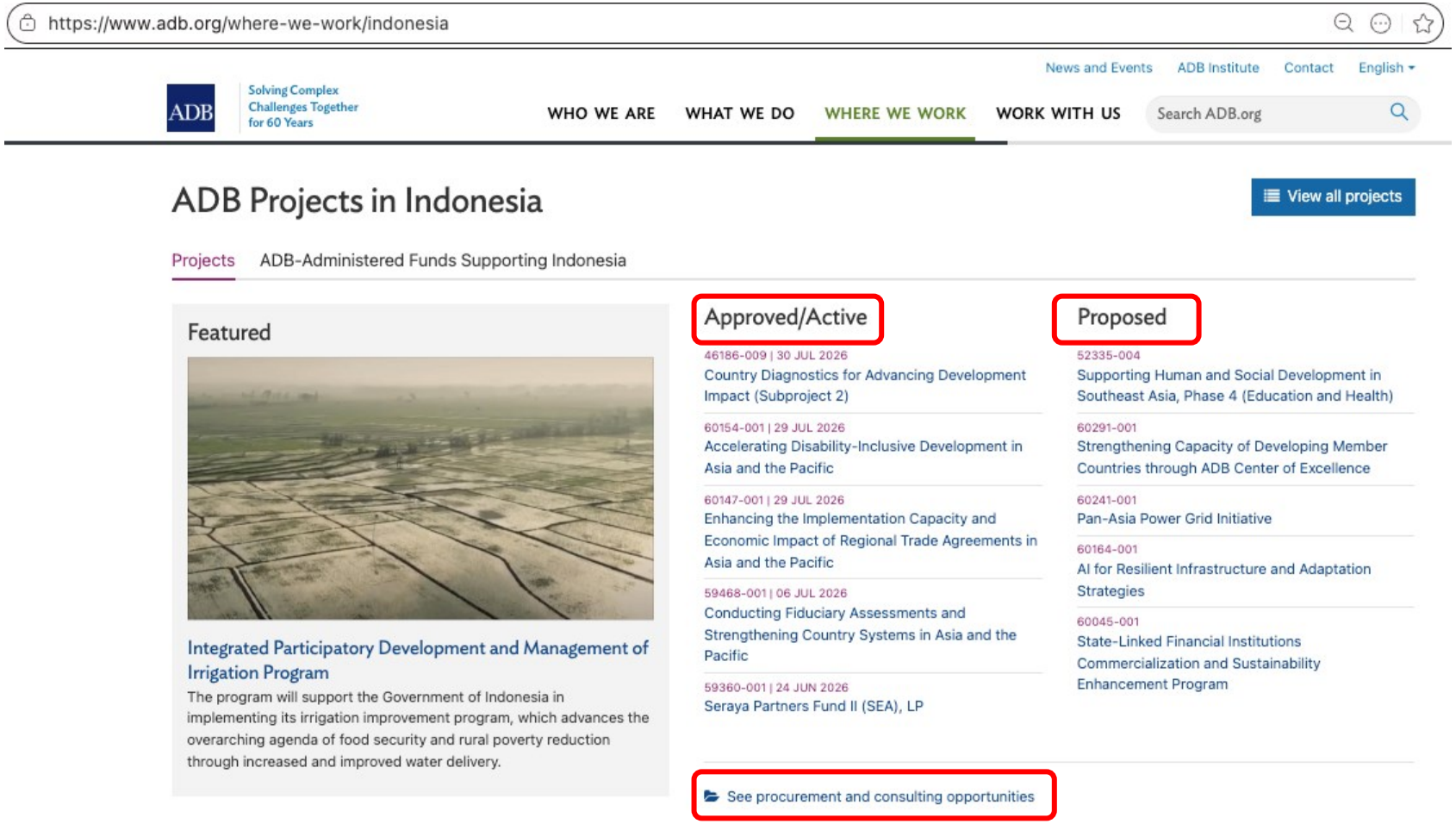
ADB Projects & Business Opportunities in Indonesia



Link:
https://www.adb.org/where-we-work/indonesia

Key Information:

- Approved/Active Projects
- Proposed Projects
- Procurement and Consulting Opportunities



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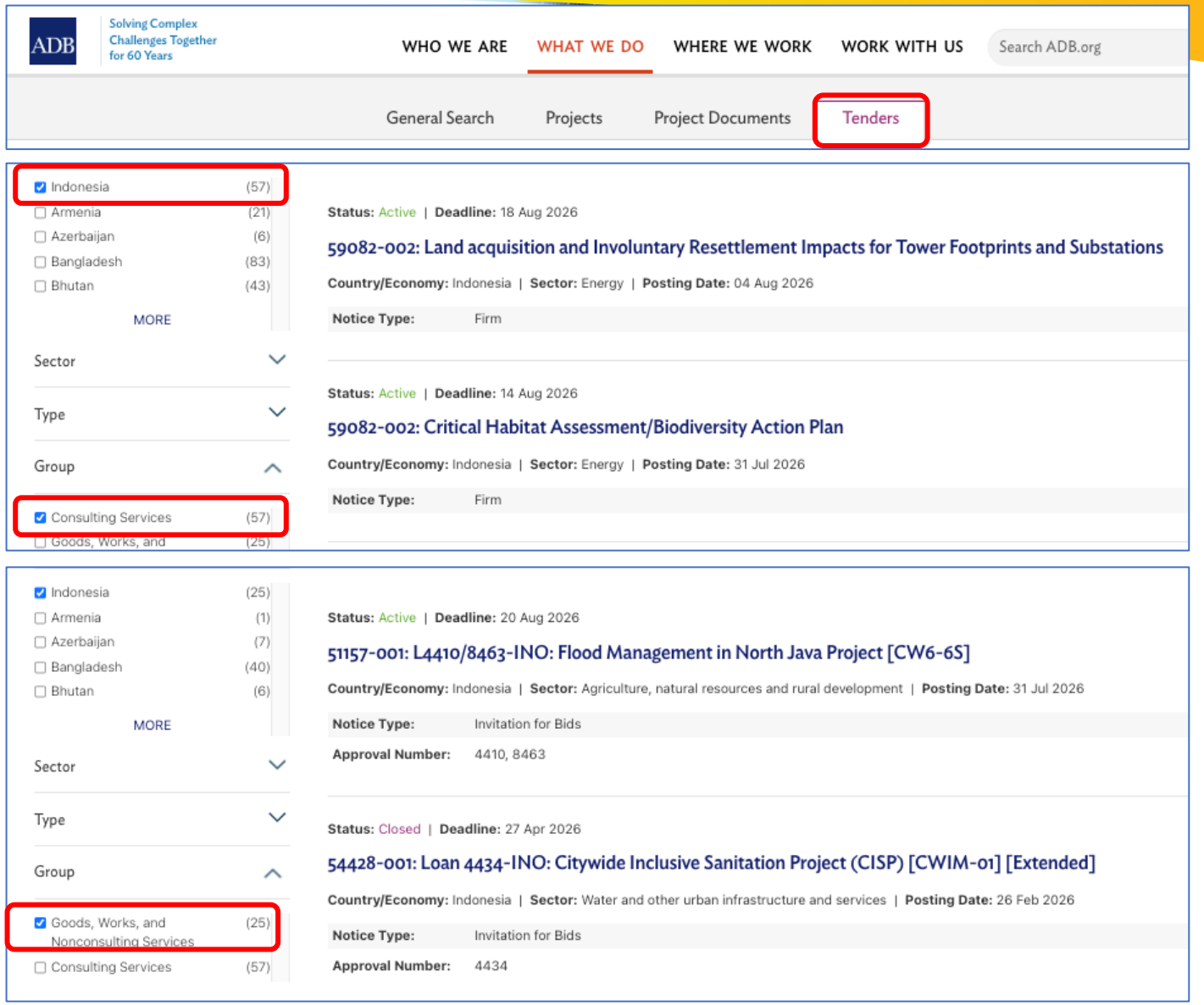
Where to find information:

Tenders: Specific Procurement Notices



Specific Procurement Notices:

- Invitation for bids
- Invitation for firms (CSRN link)
- Etc.



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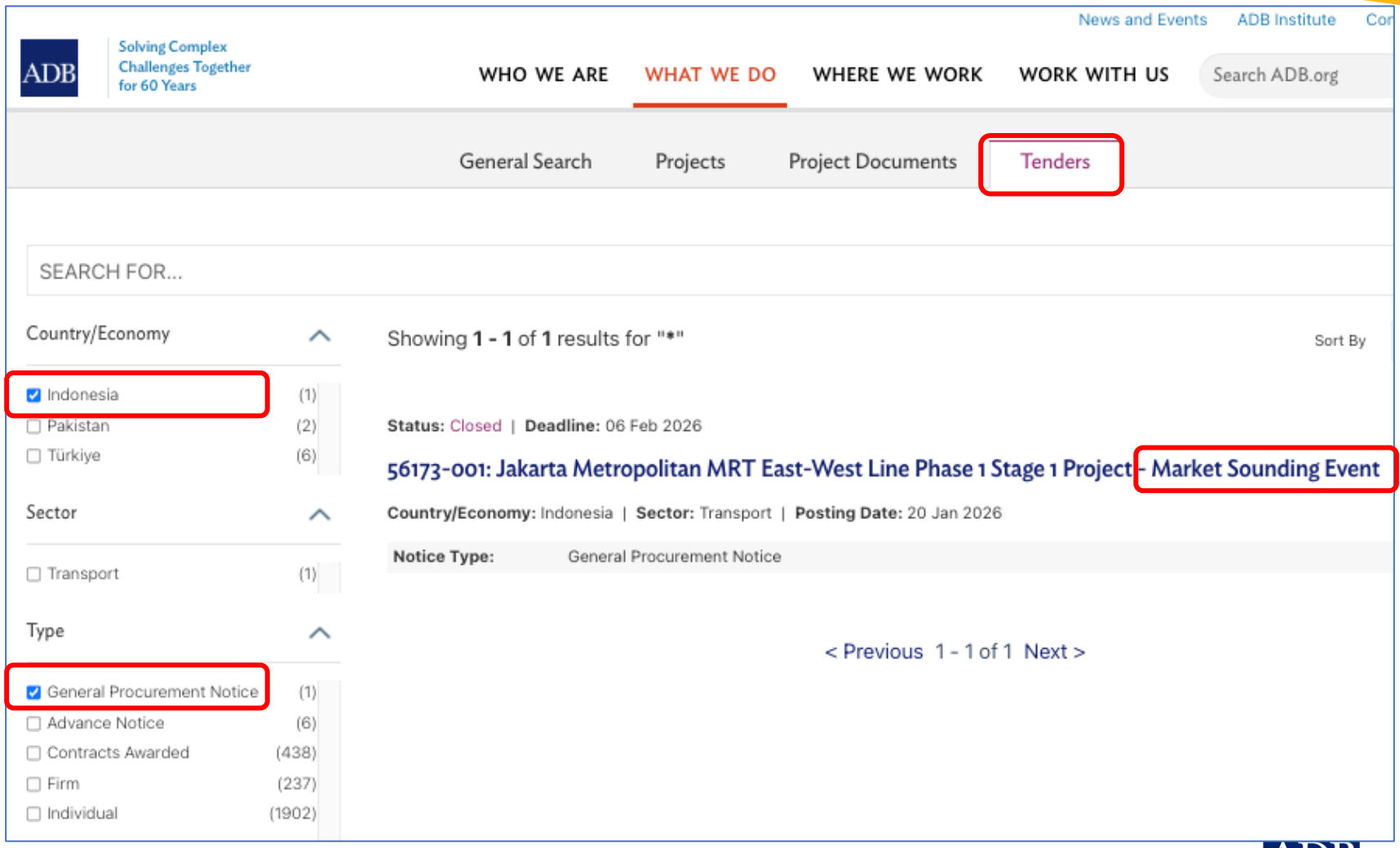
Where to find information:

Tenders: General Procurement Notices



General Procurement Notice:

- Market Sounding
- Early Market Engagement
- Etc.



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Where to find information:

Project Documents: Procurement Plans



Procurement Plans:
What We Do > Project Documents > Procurement Plans

Procurement Plans:

- Procurement plans describe and update the procurement of major goods, works and consulting services either ongoing or expected to take place related to a project or program.
- Check the Lists of Active Procurement Packages (Goods, Works, and Consulting Services)

https://www.adb.org/projects/documents?searchstax[query]=*&searchstax[page]=1&searchstax[order]=ds_date%20desc&searchstax[facets][0]=o...

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SEARCH FOR...

Country/Economy

- Indonesia (6)
- Armenia (2)
- Azerbaijan (1)
- Bangladesh (7)
- Bhutan (4)

MORE

Type

Showing **1 - 6** of **6** results for "*"

View Style | Sort By | Most Recent

Document Date: 30 Jul 2026

55063-001: Promoting Research and Innovation through Modern and Efficient Science and Technology Parks Project: Procurement Plan

Procurement plans describe and update the procurement of major goods, works and consulting services either ongoing or expected to take place related to a project or program. This document dated 30 July 2026 is provided for the ADB project 55063-001 in Indonesia.

Country/Economy: Indonesia **Type:** Procurement Plans

PROCUREMENT PLAN

Basic Data

B. Lists of Active Procurement Packages (Contracts)

The following table lists goods, works, non-consulting and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.

Goods and Works

Package Number	General Description	Estimated Value (in US$)	Procurement Method	Evaluation Method	Bidding Procedure	Advertisement Date (quarter/year)	Comments

Consulting Services

Package Number	General Description	Estimated Value (in US$)	Selection Method	Review	Type of Proposal	Advertisement Date (quarter/year)	Comments

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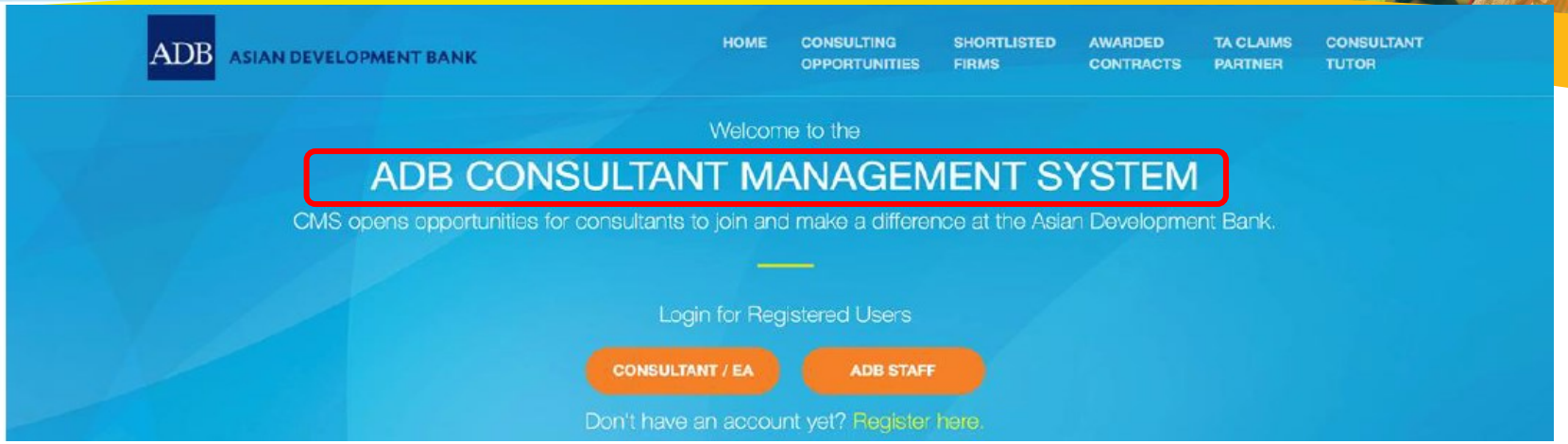
Where to find information:

Consulting Opportunities – CMS & CSRN



Link:

- **Consultant Management System (CMS):** https://cms.adb.org
- **Consulting Servcies Recruitment Notice (CSRN):** https://csrn.adb.org



Consulting Opportunities
Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkboxes or by entering keywords to search by expertise.

Refine by Clear All

Consultant Type
- Firm (46)
- Individual (126)

Eligibility of Consultant Country
- Open to Member Countries Only (171)
- Non-Member Countries Allowed (1)

Engagement Period
- Less than 3 months (4)
- 3 months to 1 year (107)
- More than 1 year (61)

Country
Select All | Select None
- India (14)
- Indonesia (11)

Search by Expertise Go

Project	Expertise	Consultant Type	Engagement (Months) Period	Published	Deadline (Manila local time)	View CSRN
TA-10705 REG: Digital Trade Specialist Consulting Services - Trade and Supply Chain Finance Capacity Development (37909-045)	digitalization, trade finance, supply chain finance	Firm	12	16-Jun-2026	07-Jul-2026 04:00 PM	
TA-9924 REG: Promoting an Interconnected, Inclusive, and Resilient Association of Southeast Asian Nations Capital Market - Development of the ASEAN Diamonds Framework (53169-001)	finance, economics, corporate governance	Firm	5	16-Jun-2026	07-Jul-2026 04:00 PM	
LOAN 55063-001 INO: Promoting Research and Innovation through Modern and Efficient Science and Technology Parks Project - CS/PMU/01 Project Management Specialist	Project Management Specialist	Individual	23	09-Jun-2026	22-Jun-2026 11:59 PM	
LOAN 55063-001 INO: Promoting Research and Innovation through Modern and Efficient Science and Technology Parks Project - CS/PMU/04 Project Performance Monitoring Specialist	Project Performance Monitoring Specialist	Individual	11.9	09-Jun-2026	22-Jun-2026 11:59 PM	
TA-10257 REG: Supporting Human and Social Development in Southeast Asia - National Senior Procurement Specialist	Procurement	Individual	8.5	14-Jun-2026	21-Jun-2026 11:59 PM	

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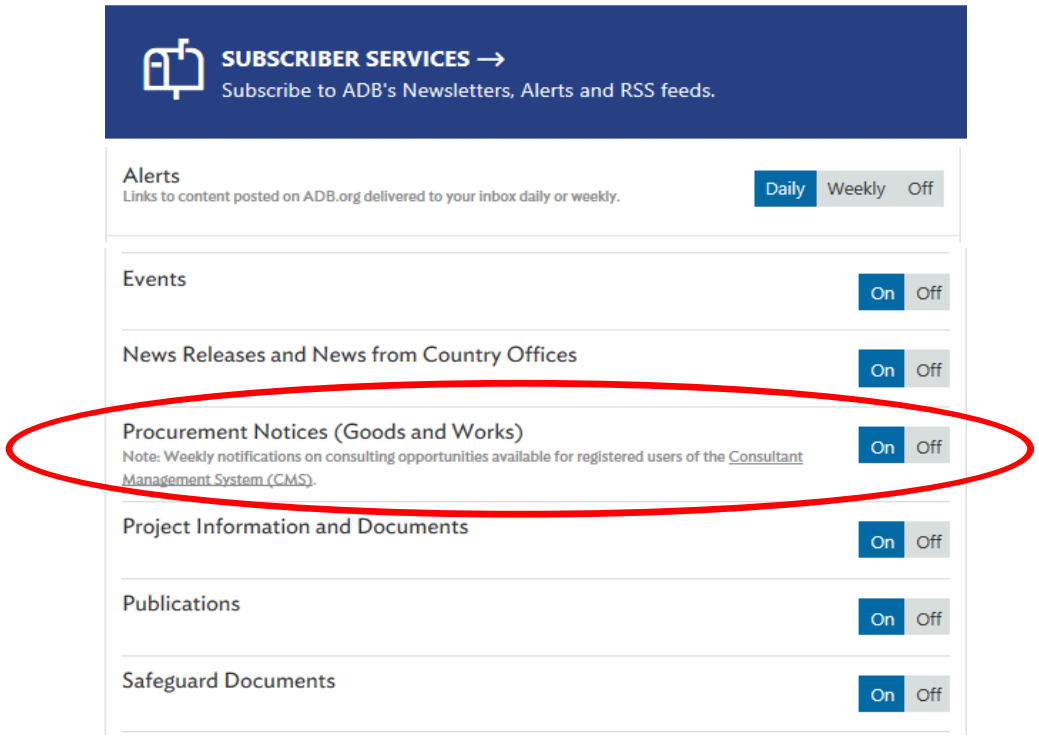
Register for alerts



ADB's CMS System: http://cms.adb.org



Goods & Works Notices: https://alerts.adb.org



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Thank you!

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