



# **Updates in Bidding Procedures: Safety and Security, Merit Point and Sustainability Criteria, Contract Management Plan**

**ADB Business Opportunities Seminar  
28 April 2025**

**Lila D. Mallory**  
Senior Procurement Specialist  
ADB Bangladesh Resident Mission



## What are MPC?



### Value for Money



**Merit Point Criteria (MPC), sometimes referred to as technical or rated-type criteria, are used to assess non-price attributes in the bidding process using merit points.**



**Since 2025 onwards, ADB's default option is to adopt MPC in evaluation bids using a combined technical and price score.**



# What are MPC?



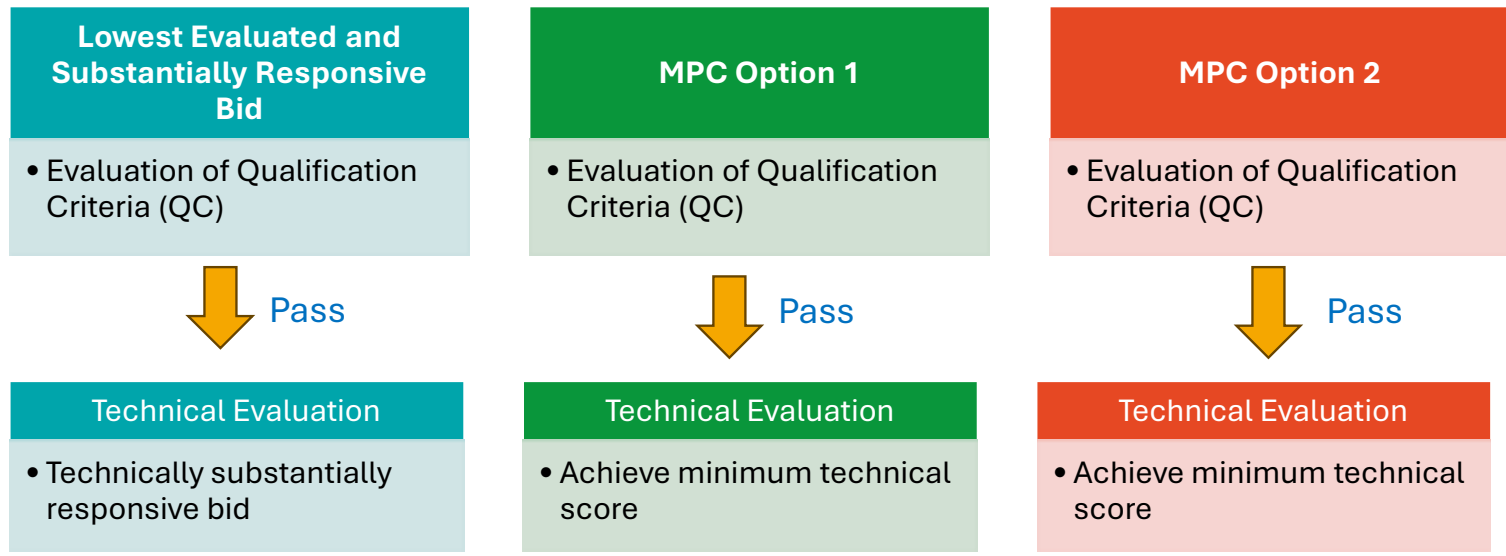
<https://www.adb.org/documents/merit-point-criteria-bid-evaluation>



<https://www.adb.org/documents/implementation-merit-point-criteria-transport-sector-contracts>



# How are MPC used?



1S1E	<ul style="list-style-type: none"><li>The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid</li></ul>	<ul style="list-style-type: none"><li>The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid</li></ul>	<ul style="list-style-type: none"><li>Total score will be calculated by combining the technical and price scores (using a formula)</li></ul>
1S2E	<ul style="list-style-type: none"><li>Open the bids passed QC and technically substantially responsive bid</li><li>The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid</li></ul>	<ul style="list-style-type: none"><li>Open the bids had minimum technical score.</li><li>The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid</li></ul>	<ul style="list-style-type: none"><li>Open the bids had minimum technical score.</li><li>Total score will be calculated by combining the technical and price scores (using a formula)</li></ul>



## Benefits of MPC

- Optimises VFM
- Increases likelihood of participation by and award of contract to reputable contractors
- Improved participation if use of MPC is communicated in advance
- Rewards bids that exceed minimum requirements
- Improves quality of performance (H&S, environment, timely delivery, sustainability, cost effectiveness)
- Ability to hold contractors to promises in bids through KPIs
- **Specific to Line 5:** Use of advance construction techniques for tunnelling, top-down excavations, logistics in urban area, MRT systems, approach to interfacing



## Other implications of MPC



- Increased detail of evaluation process, perhaps involving additional time and expert resources
- Potential that the lowest price is not the winning bid (under Option 2)
- Importance of awareness of approval authorities to the approach

# ADB Sustainable Procurement





It's  
more than  
just green

# Sustainable Public Procurement

Achieved through:

- Policy and Regulation
- Contract Requirements
- Specification
- Criteria Setting

Informed by prioritization and  
market analysis



**Strategically Aligned  
with Public Goods**

- SDGs
- Sendai Framework for DRR
- Quality infrastructure investment partnership
- Greenhouse gas protocol
- Women entrepreneur finance code

ENVIRONMENTAL



SOCIAL



ECONOMIC



INSTITUTIONAL



Do good both through what is built  
and through how it is built



# Sustainable procurement

ADB

## Covers almost every aspect of ADB operations

- Infrastructure projects
- Country policy support
- Public and private sectors

## Leveraging its impacts beyond ADB operations

Annual Global Government Procurement totals \$13T. Improving sustainability in this spending can have huge potential for delivering global public good.

**Amplifier of** environmental, social and economical impacts through market shaping

ADB



# Sustainable procurement in ADB



Focus in 2025

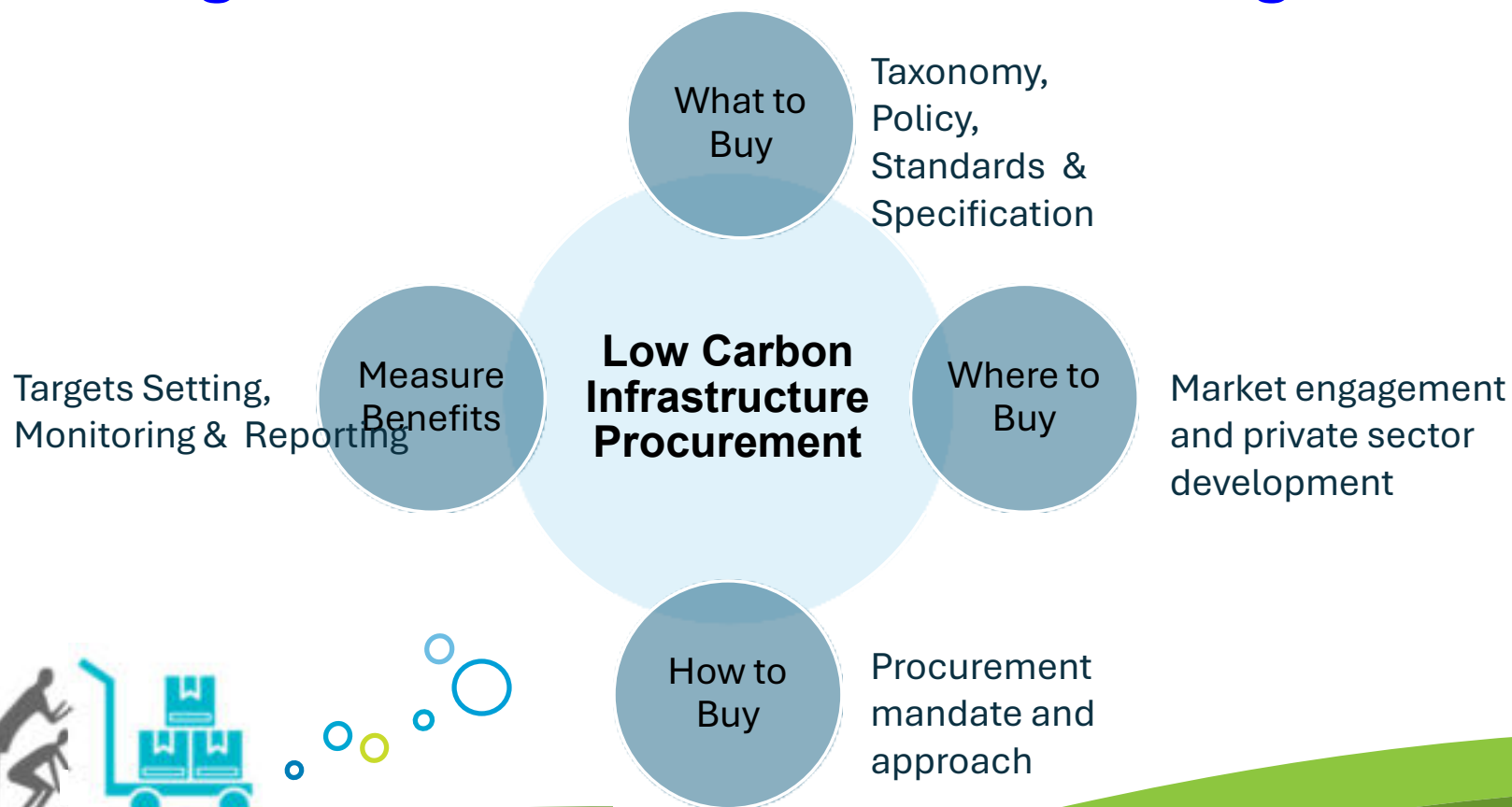
## Progress achieved so far

2021-2022	ADB guidance note on sustainable procurement <b>developed</b>  Standard bidding document templates <b>updated</b>	2023-2024	MDBs joint statement <b>issued</b>  Build4Skills Resources <b>published</b>  Pilot suspp criteria + carbon measurement <b>launched</b>  Green construction materials market research <b>underway</b>  Initial DMC country diagnostic <b>Completed</b>  Sustainable Procurement Resource Hub <b>Launched</b>
-----------	---	-----------	---

1. Understand carbon emission of ADB's construction projects to inform potential procurement intervention
2. Heavy construction materials market maturity assessment and industry dialogue
3. Support DMC country system strengthening in SPP
4. Progress/ impact evaluation, monitoring and reporting
5. Strengthened collaboration and partnerships between governments, market, civil society, international organizations



# Bringing public and private sector together towards green, inclusive and innovative growth





# Low Carbon Procurement Application on ADB financed infrastructure projects



- Country & Market Research - SPP considerations
- Adopt Low Carbon Specification for Heavy Construction Materials – e.g. Concrete/Cement, Steel
- Adopt Energy Efficient Standards for building design and plant equipment procurement
- Pilot Construction Stage Carbon Measurement reporting requirements inclusion Contract
- Pilot Carbon Management Considerations in MPC SPP Criteria
- Circular and O&M considerations in scope setting and evaluation





# MDB Joint Statement on Sustainable Procurement



A joint statement on Sustainable Procurement developed by a MDB working group, chaired by ADB, was endorsed by the Heads of Procurement of 12 MDBs in September 2023.

A sub-working group focusing on low carbon procurement was formed.





# Sustainable Procurement Resource Hub



- Common online platform launched in 2024 on knowledge for development context relating to SPP
- Searchable from the lens of **sectors, thematic/impact areas, countries, heavy construction industry supply chains**
- Facilitate exchange between MDB, Govts, Market, Research Institutes/Thinktanks
- Practical resources and case studies on application



Visit <https://www.sppresourcehub.org>

JOIN US BY SUBMITTING A RESOURCE/  
CASE STUDIES.



[www.adb.org](http://www.adb.org)

*Thank  
you*



Lila Mallory  
Senior Procurement Specialist  
Procurement, Portfolio and Financial Management  
Department (PPFD)