



# Doing Business with the Asian Development Bank – Opportunities for Private Sector

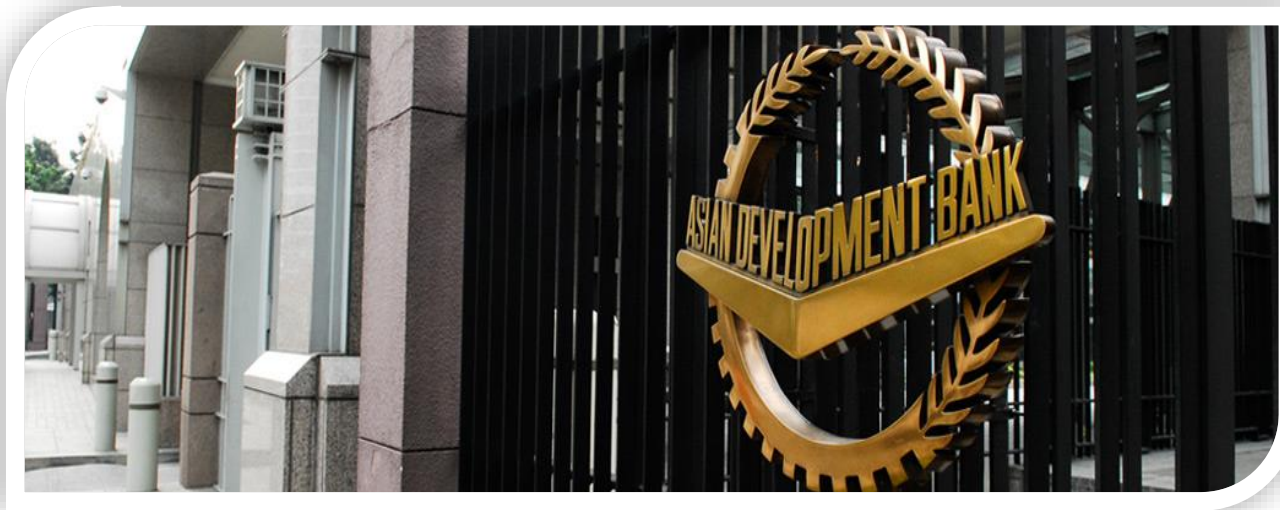
7 February 2024

Alain Borghijs

Deputy Representative

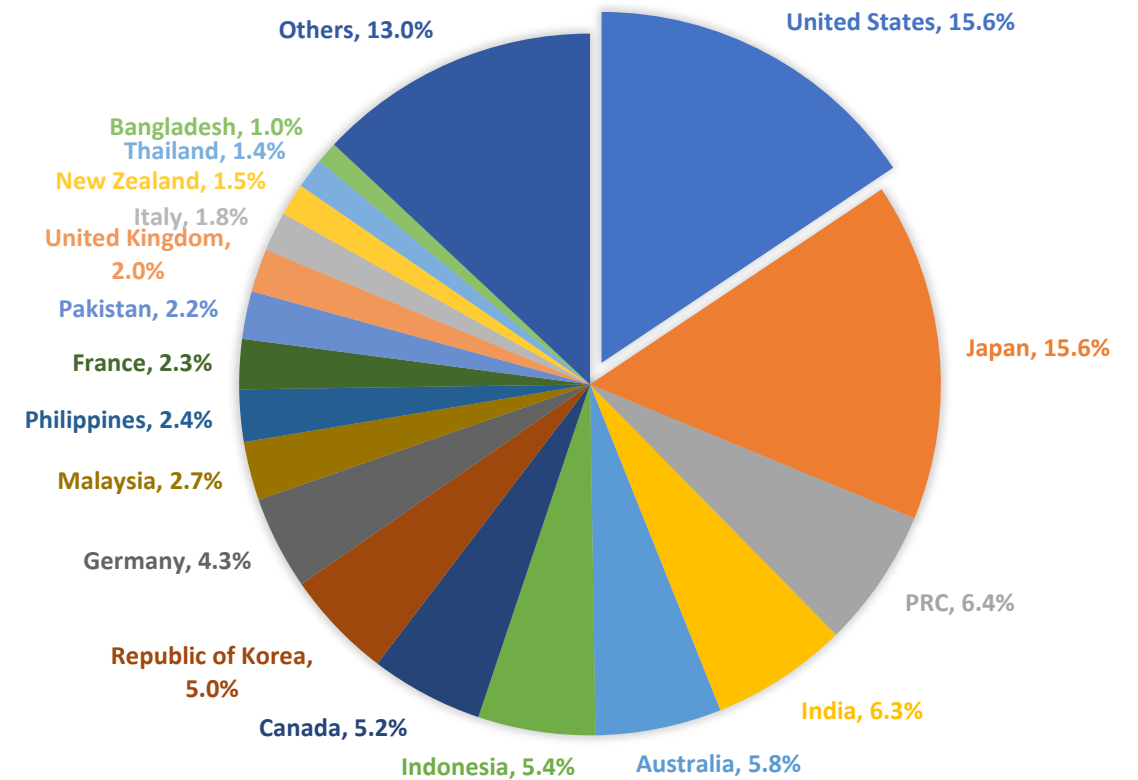
[North American Representative Office](#)

# 1. ADB Strategy and Operations



# ADB SHAREHOLDERS

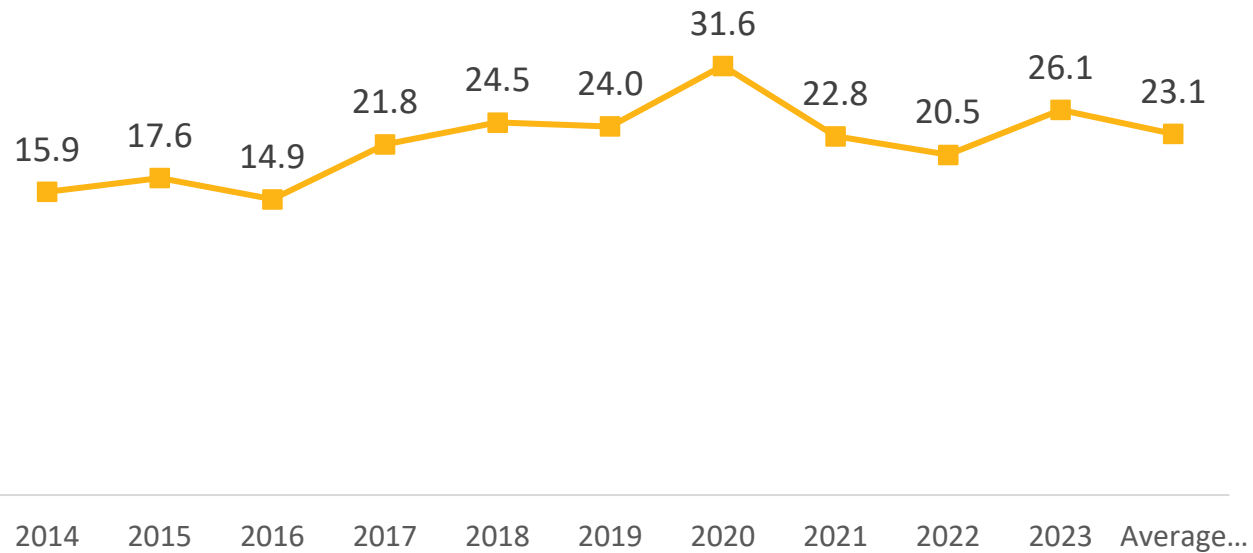
- Founded in 1966
- Vision statement: To achieve a **prosperous, inclusive, resilient, and sustainable** Asia and the Pacific, while sustaining its efforts to eradicate extreme poverty
- ADB's core business: Finance and Advice for Development Solutions
- Ambition to deliver \$100 billion climate financing from 2019–2030



# AREAS OF EXPERTISE



# ANNUAL COMMITMENTS (2014–2025)



# OUTSTANDING PORTFOLIO (2021)



## 2. ADB Private Sector Engagement & Procurement Statistics

# Why Pursue ADB Funded Contracts?

1. Assured financing for goods, works, and services
2. Internationally accepted fair and transparent procurement procedures
3. Strong oversight by ADB
4. Gateway to new opportunities in fast growing economies across multiple sectors
5. Expanding Opportunities: ADB's operations are rapidly growing

# Types of business opportunities

- **Services**
  - **Consulting:** Project preparation & implementation, detailed design, site supervision (PMC), knowledge products, policy/advisory, staff consultants
  - **Non-consulting:** Surveys, training, translation, event management
- **Supply of goods**
  - Machinery, equipment, ICT, furniture, medical equipment
- **Civil works**
  - Roads, railways, bridges, hospitals, airports, schools, etc.
  - EPC - Power plants, pump stations, water treatment plants, heating plants





# When is Private Sector engaged in ADB Projects?



# Relationships, Roles, and Responsibilities in Procurement

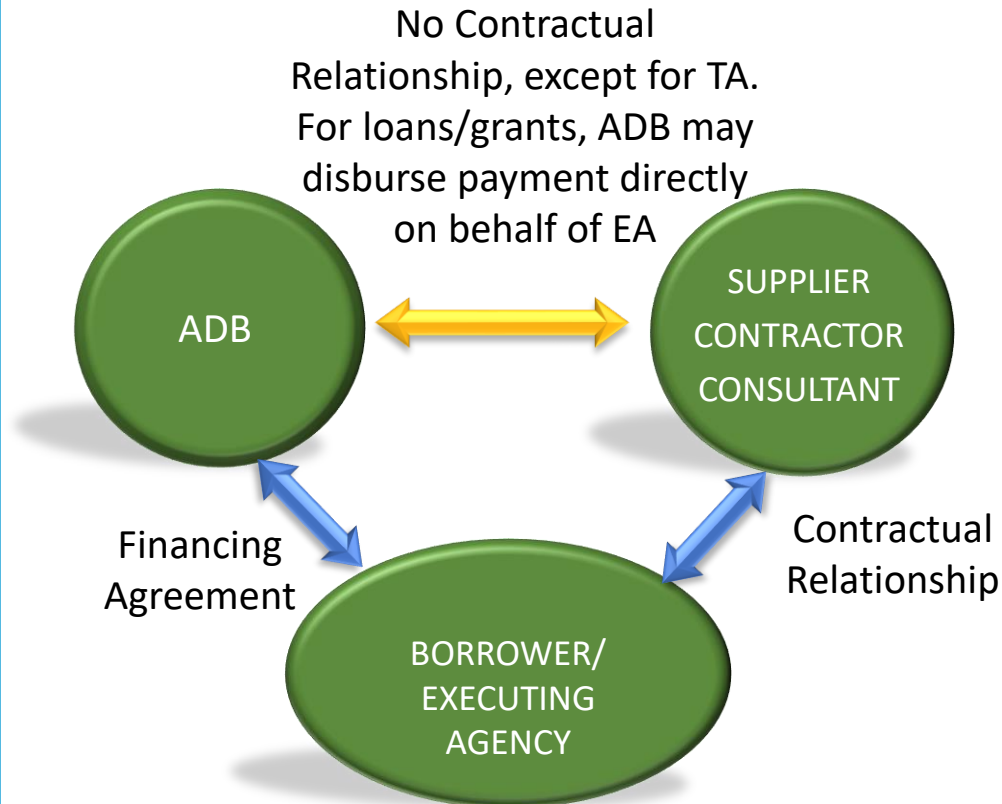
**Two primary “streams” of procurement:**

- 1) ADB Technical Assistance (ADB = buyer)
- 2) ADB-financed projects (borrower = buyer)

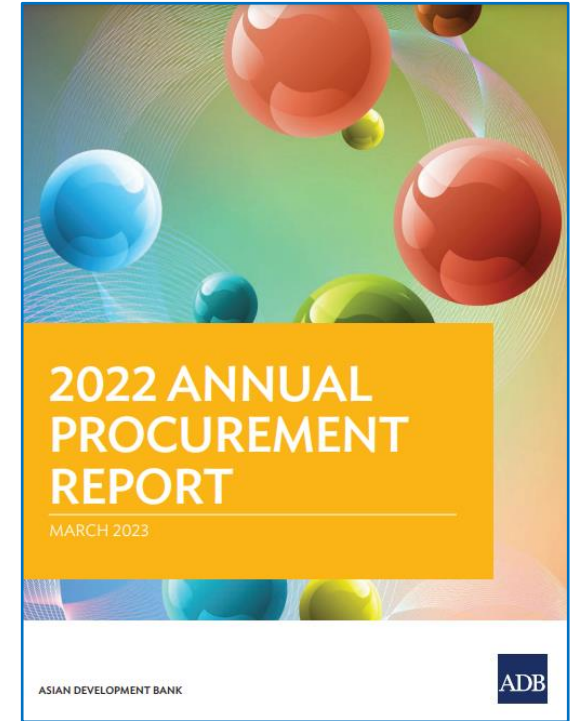
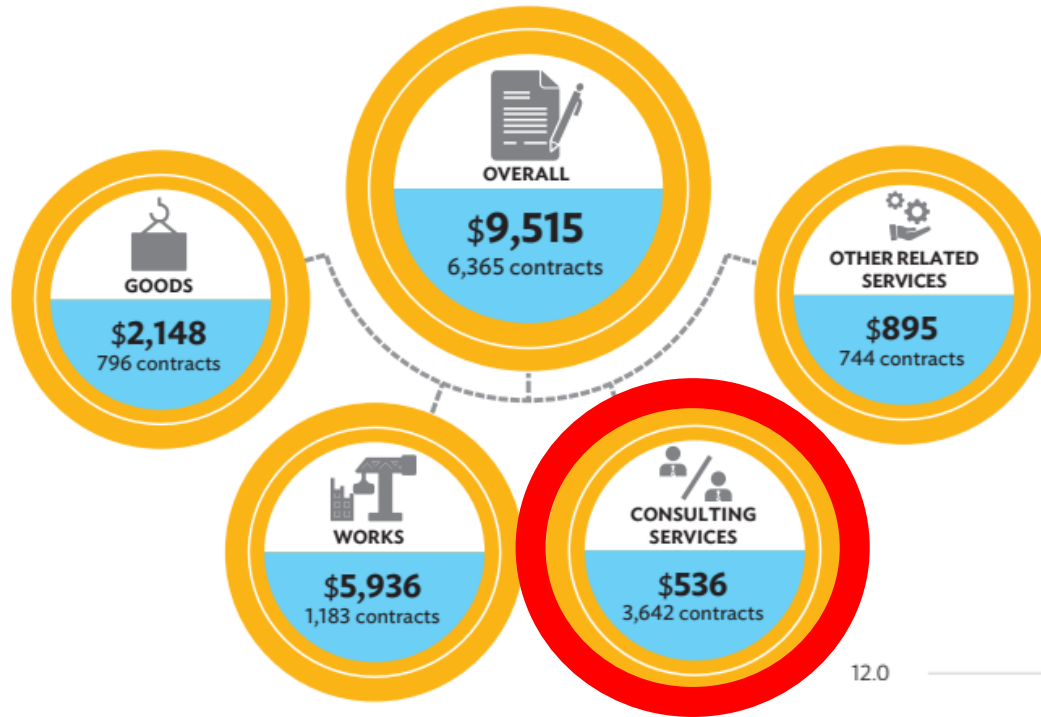
The **Borrower** (Executing Agency) is responsible for procurement of goods, works and services

**ADB** (under TAs) or **Borrower** select and recruit Consultants

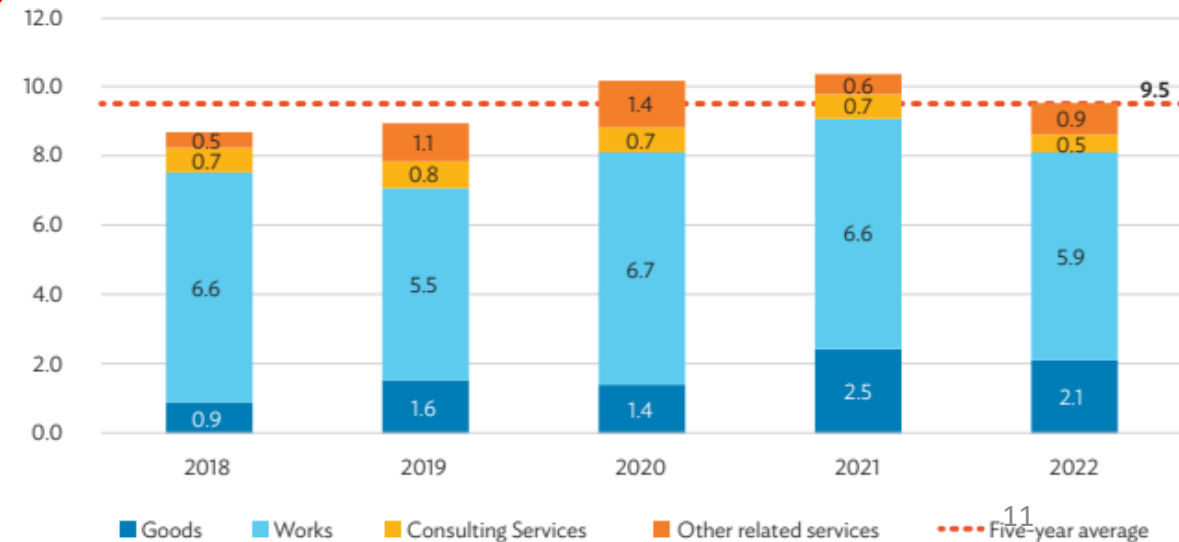
**Oversight:** ADB reviews the procurement activities of EAs to ensure that proceeds of its financing are used in accordance with the bank’s rules. This is done on either a prior review or post-review basis



# Procurement Volume 2022



Learn more about ADB procurement activities by reading the 2022 Annual Procurement Report. Available [here](#)



# Consulting procurement by region (2020-2023)



# ADB Procurement Dashboard

Operational Procurement by Region, US\$ million



Contract Year

2020

Modality

- (All)
- Investment Support
- Policy-based Support
- Result-based Lending

Nature of Procurement

- (All)
- Consulting Services
- Goods
- Works
- Other Related Services

Region

- (All)
- Central and West Asia
- East Asia
- Pacific
- South Asia
- Southeast Asia

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



## USERS

external and internal



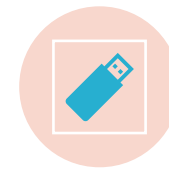
## COVERAGE

Vast, multiple options



## INFORMATION

region, member, nationality, nature, origin, sector



## ACCESS TO DATA

downloading options

# Procurement with US Firms, 2019-2023

## Consulting Services

- Total: ~\$3.3 billion
- US awards: \$225 million
- Rank: 2<sup>nd</sup>

## Goods

- Total: ~\$8.2 billion
- US awards: \$215.6 million
- Rank: 5<sup>th</sup>

## Works

No contracts for works awarded during this period

# 3. Procurement Practices - Consulting Services

# Types of Consultants



Consulting Firms

Technical Assistance, Loans and Grants



Individual Consultants



Staff Consultants

ADB staffing budget

## Recruitment may be national or international

- International consultant may be from any ADB member country
- 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.



# Procurement Methods to Recruit Firms

QCBS

- Quality & Cost Based Selection

QBS

- Quality Based Selection

CQS

- Consultants Qualifications Selection

FBS

- Fixed Budget Selection

LCS

- Least Cost Selection

DC

- Direct Contracting

# 4. Bidding Strategies

## Tips when considering ADB-financed projects/assignments

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

**ASK QUESTIONS**

## Common Mistakes in preparing bids

- Bids not signed or Bids signed by a person who is not authorized signatory
- No Bid Security or Bid Securing Declaration (if required)
- Insufficient Amount of Bid Security, Incorrect Validity Period
- Lack of Supporting Documents (JV Agreements, Audited Financial Statements, Past Performance Certificates)
- Incomplete Bids / Partial Bids
- Absence of test reports (if required) as per bidding documents
- Inclusion of financial offer with technical offer where bid conditions require them to be separated (i.e. under 1S2E bid procedure)

- Failure to provide a Signed letter of Bid, a correct Bid Validity Period and the required Bid Security or Bid Securing Declaration and Priced BOQs are grounds for immediate disqualification of the Bid.

- Minor omissions to the documents required by the Bidding Documents may be clarified. Multiple minor omissions may add up to a major omission and if clarified would give the Bidder an unfair advantage

## 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). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

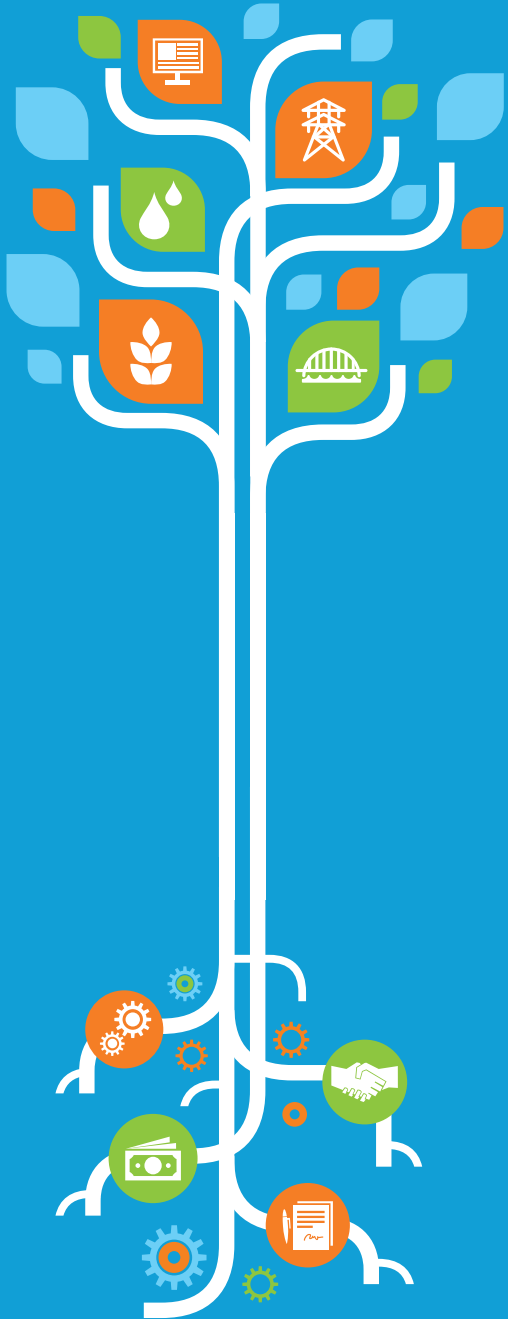
## Complaints:

- 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](http://www.adb.org/site/integrity/how-to-report-fraud)

# 5. Finding Information



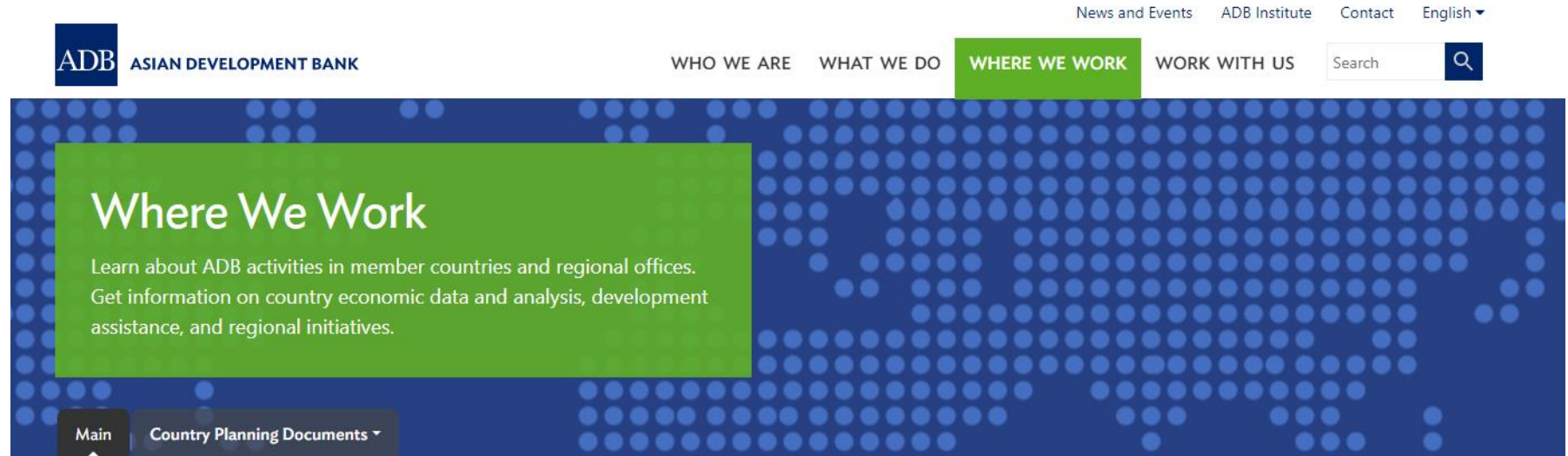
# Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Project information
- [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

Operational  
Procurement



# How to find Information on our Website






Home > Where We Work

## Countries with Operations

<https://www.adb.org/where-we-work/main>

### A

- Afghanistan 
- Armenia 
- Azerbaijan 

### B

- Bangladesh 
- Bhutan 


### K

- Kazakhstan 
- [Русский]
- Kiribati
- Kyrgyz Republic 


### L

- Lao People's Democratic Republic 

### S

- Samoa
- Solomon Islands
- Sri Lanka 

### T

- Tajikistan 
- Thailand 
- Timor-Leste 



# Project Information

## ADB Projects in Bangladesh

[View all projects](#)

### Featured



#### Securing a Sustainable Water Resource for Dhaka

Bangladesh embraces the world's largest river delta but is in dire need of drinkable water.

### Approved/Active

56171-001 | 16 JAN 2023

Supporting Water Supply and Sanitation Regulatory Mechanism Development

56089-001 | 19 DEC 2022

Strengthening Vocational High Schools in South Asia

55117-001 | 14 DEC 2022

Adaptation Metrics to Scale Up and Align Investment with Climate-Resilient Development

42169-024 | 14 DEC 2022

Greater Dhaka Sustainable Urban Transport Project - Additional Financing

56172-001 | 13 DEC 2022

Support for Preparation of South Asia Subregional Economic Cooperation Dhirasram Inland Container Depot Project

### Proposed

50192-004

Supporting Fourth Primary Education Development Program-Additional Financing

50140-002

Improving Computer and Software Engineering Tertiary Education Project

56004-001

Gas Sector Efficiency Improvement Program

53378-001

Strengthening Agricultural Tertiary Education Project

56229-001

Support for Climate Financing

[See procurement and consulting opportunities](#)

# Project Information

## Projects & Tenders

### Projects

### Documents

### Tenders

#### Filter results

[CLEAR ALL](#)

#### Country/Economy (1) [CLEAR]

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam
- Cambodia

#### Sector

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

#### Theme

- Environmentally sustainable growth
- Gender Equity and Mainstreaming
- Governance and capacity

Project data sheets for loans, grants, TAs

Search projects 

Results 1-20 of 761

[RSS](#) | [Sort by](#) 

Bangladesh 

#### Supporting Water Supply and Sanitation Regulatory Mechanism Development

56171-001; Bangladesh; Water and other urban infrastructure and services

Status: **Approved** Approval Date: 16 Jan 2023

#### Strengthening Vocational High Schools in South Asia

56089-001; Regional, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka; Education

Status: **Active** Approval Date: 19 Dec 2022

#### Greater Dhaka Sustainable Urban Transport Project - Additional Financing

42169-024; Bangladesh; Transport

Status: **Active** Approval Date: 14 Dec 2022

#### Adaptation Metrics to Scale Up and Align Investment with Climate-Resilient Development

55117-001; Regional, Bangladesh, Pakistan, Philippines; Public sector management

Status: **Active** Approval Date: 14 Dec 2022

#### Olam Global Agri Food Security Support Project

56198-001; Regional, Bangladesh, India, Indonesia, Nepal, Pakistan, Viet Nam; Agriculture, natural resources and rural development

Status: **Approved** Approval Date: 13 Dec 2022

#### Support for Preparation of South Asia Subregional Economic Cooperation Dhirasram Inland Container Depot Project

56172-001; Bangladesh; Transport

Status: **Approved** Approval Date: 13 Dec 2022

### Learn More About ADB Projects

[Project Glossary](#)

[Project Cycle](#)

[Project Design and Management](#)

[Access to Information](#)

[Statement of ADB's Sovereign Loans, 1968-2017](#)

### Related Documents

[All sovereign projects from 2005 onwards \(xls\)](#)

[Project Administration Instructions](#)

[Operations Manual](#)

<https://www.adb.org/projects/tenders><sup>27</sup>



Title	Cover Date
CHINA, PEOPLE'S REPUBLIC OF Yellow River Basin Green Farmland and High-Quality Agriculture Development Project: Procurement Plan	Feb 2024
CHINA, PEOPLE'S REPUBLIC OF Hubei Yichang Comprehensive Elderly Care Demonstration Project: Procurement Plan	Feb 2024
MALDIVES Responsive COVID-19 Vaccination for Recovery Project under the Asia Pacific Vaccine Access Facility: Procurement Plan	Feb 2024
CHINA, PEOPLE'S REPUBLIC OF Anhui Chao Lake Environmental Rehabilitation Project (Phase 2): Procurement Plan	Feb 2024
MONGOLIA Upscaling Renewable Energy Sector Project: Procurement Plan	Feb 2024
UZBEKISTAN National Road Development Project: Procurement Plan	Feb 2024
UZBEKISTAN Central Asia Regional Economic Cooperation Corridor 2 Karakalpakstan Road (A380 Kungrad to Daut-Ata Section) Project: Procurement Plan	Jan 2024
REGIONAL, MICRONESIA, FEDERATED STATES OF Improving the Quality of Basic Education in the North Pacific: Federated States of Micronesia Procurement Plan	Jan 2024 <sup>28</sup>





Login for Registered Users

CONSULTANT / EA

ADB STAFF

Don't have an account yet? [Register here.](#)

Claiming for a TA Contract? Visit **TA Claims Partner**



## Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.



## View Shortlisted Firms

ADB publishes the names and contact details of firms invited to submit proposals. This is for the information of consultants who wish to associate with them. Interested consultants should contact the firms directly.



## View Awarded Contracts

ADB Project contracts that are awarded to consulting firms are disclosed to the public. Visit the page to view the list of contracts awarded to consulting firms, along with associated contract details.



ADB

## Consultants to Register in CMS

<https://cms.adb.org>

Register and be part of ADB's pool of experts.

### Choose your account type.



#### Individual Consultants

All Individual Consultants must:

- Be a citizen of an ADB member country\*
- Be competent and qualified for the work they are recruited to perform
- Not be on any ADB sanction or suspension list due to integrity violations or poor performance, or on any recognized terrorism list

\*Note: Consultants from non-ADB countries may be engaged only if a project allows it.



#### Consulting Firms

All Consulting Firms must:

- Be legal entities that have the capacity to enter into binding and enforceable contracts with the ADB
- Be incorporated or legally established in an ADB member country\*
- Not be on any ADB sanction or suspension list due to integrity violations or poor performance, or on any recognized terrorism list
- Have a bank account for financial transactions

The ADB's requirements on place of incorporation or legal establishment are as follows:

- Corporations or companies must be incorporated in an ADB member country\*
- Partnerships that are not incorporated and have individual members must be duly registered in an ADB member country\*
- Universities, institutions, public sector organizations and non-governmental organizations (NGOs) that are not legally incorporated must provide details that establish their legal capacity to enter into binding and enforceable contracts with the ADB (e.g. by charter, statute, etc.)

\*Note: Consultants from non-ADB countries may be engaged only if a project allows it.



#### Executing Agencies

Executing Agencies (EAs) are government or non-government agencies that work with ADB to monitor/implement a project or program. The executing agency may also be a "borrower." To request an EA account for posting recruitment notices, email the following details to your ADB Project Officer, with [csrn@adb.org](mailto:csrn@adb.org), in copy.

1. Name and address of the agency
2. ADB Agency Code (*can be obtained from ADB Project Officer/Analyst*)
3. Preferred Username
4. First and Last Name of the agency representative
5. Email address of the agency representative

Note: This registration procedure is for EAs only and does not apply to either consulting firms or individual consultants.



# CMS – Consulting Opportunities

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](#)

**COVID-19 Related Assignment**

---

**Consultant Type**

Firm (44)

Individual (233)

---

**Eligibility of Consultant Country**

Open to Member Countries Only (277)

Non-Member Countries Allowed (0)

---

**Engagement Period**

Less than 3 months (7)

3 months to 1 year (198)

More than 1 year (72)

---

**Country**

---

**Sector**

---

**Engagement Type**

---

**Selection Method**

---

**Consultant Source**

---

**Budget Amount**

**Search by Expertise**

◀ Previous 1-25  Next 25 ▶

Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
<a href="#">LOAN 49026-004 VIE: Climate Resilient Inclusive Infrastructure for Ethnic Minorities Project I - BD-CS1 Consultancy for FS Updating, Preparation of Bidding Document and Construction/Installation Supervision</a>	Consultancy for FS Updating, Preparation of Bidding Document and Construction/Installation Supervision	Firm	24	01-Feb-2024	11-Mar-2024 11:59 PM	
<a href="#">LOAN-4335 IND: Early Childhood Development in Meghalaya Project - PKG-104 Information technology and app development (55350-001)</a>	Comprehensive Performance Monitoring and Management System	Firm	12	06-Feb-2024	08-Mar-2024 11:59 PM	
<a href="#">TA-10187 BAN: Smart Metering Energy Efficiency Improvement Project - Methane Leakage, Loss Reduction, and Operational Efficiency Improvement Plan for Gas Distribution in Bangladesh (56004-001)</a>	Gas distribution	Firm	24	07-Feb-2024	07-Mar-2024 11:59 PM	
<a href="#">TA-10187 BAN: Smart Metering Energy Efficiency Improvement Project - Energy Transition and Decarbonization Strategy for the Gas Distribution Sector in Bangladesh (56004-001)</a>	Energy Transition and Decarbonization	Firm	24	07-Feb-2024	07-Mar-2024 11:59 PM	
<a href="#">LOAN 54272-001 UZB: Climate-Smart Water Management Improvement Project - CSWMP-CS-01 Project Management Consultant</a>	Project Management Consultant	Firm	60	31-Jan-2024	04-Mar-2024 11:59 PM	
<a href="#">LOAN-4426 UZB: Rural Roads Resilience Sector Project - C03 Subproject preparation consultant (57004-001)</a>	Subproject preparation consultant	Firm	22	01-Feb-2024	01-Mar-2024 11:59 PM	
<a href="#">TA-6839 UZB: Enhancing Private Sector Participation in Agriculture - CONSULTING FIRM (55241-001)</a>	Agriculture Finance and Private Investment Enhancement, PPP Infrastructure and Capacity Building	Firm	9	07-Feb-2024	28-Feb-2024 04:00 PM	
<a href="#">TA-6815 REG: Technical consulting firm for Tender Process (KAZ: Karaganda University Hospital Project) (55299-001)</a>	Health PPPs	Firm	18	03-Feb-2024	26-Feb-2024 04:00 PM	
<a href="#">TA-9133 REG: Strengthening Financial Inclusion Through Responsible Finance Practices - Digital Financial Literacy (49324-001)</a>	digital financial literacy, capacity building, financial inclusion	Firm	15	06-Feb-2024	26-Feb-2024 11:59 PM	

# Consulting Services Recruitment Notices (CSRN) Profile

Profile Terms of Reference Cost Estimate

## Selection Profile

Consultant Type	<b>Firm</b>	Source	<b>National</b>
Selection Method	<b>Fixed Budget Selection (FBS)</b>	Technical Proposal	<b>Simplified Technical Proposal (STP)</b>
Selection Title	<a href="#">Climate Resilient Inclusive Infrastructure for Ethnic Minorities Project I</a>		
Package Number	<b>BD-CS1</b>	Package Name	<b>Consultancy for FS Updating, Preparation of Bidding Document and Construction/Installation Supervision</b>
Advance Action	<input checked="" type="radio"/> <b>Yes</b> <input type="radio"/> <b>No</b>	Approval Number	
Engagement Period	<b>24 MONTH</b>	Approval Date	
Consulting Services Budget	<b>USD 150,000</b>	Estimated Commencement Date	<b>01-Jun-2024</b>
Budget Type	<input type="radio"/> <b>Estimated</b> <input checked="" type="radio"/> <b>Maximum</b>		
Open to non-Member Countries	<input type="radio"/> <b>Yes</b> <input checked="" type="radio"/> <b>No</b>		

## Additional Information

Possibility of contract extension In general, ADB consulting contracts may be extended to a reasonable degree when doing so is justified within ADB's core procurement principles. Any extensions are subject to operational needs, consultant performance, and continued availability of funds.

Specific considerations for this assignment, if any, are discussed here: **The contract can be extended**

Possibility of consideration for downstream assignment  **Yes**     **No**     **Not known**

Indefinite Delivery Contract (IDC)  **Yes**     **No**

Country of assignment **Viet Nam**

Country of eligibility for national consultants **Same as country of assignment**

Individuals who have appropriate authorization to legally reside and work in the country of the assignment but do not hold the nationality of that country may also be considered as national consultants.

COVID-19 Related Assignment  **Yes**     **No**

## Contact Information

Project Officer **To Tan Thi**  
**Binh Dinh Provincial Agriculture and Rural Development Works Investment Project Management Unit**  
 Email [ppmunbinhdinh@gmail.com](mailto:ppmunbinhdinh@gmail.com)

## CSRN Additional Information / Attachments

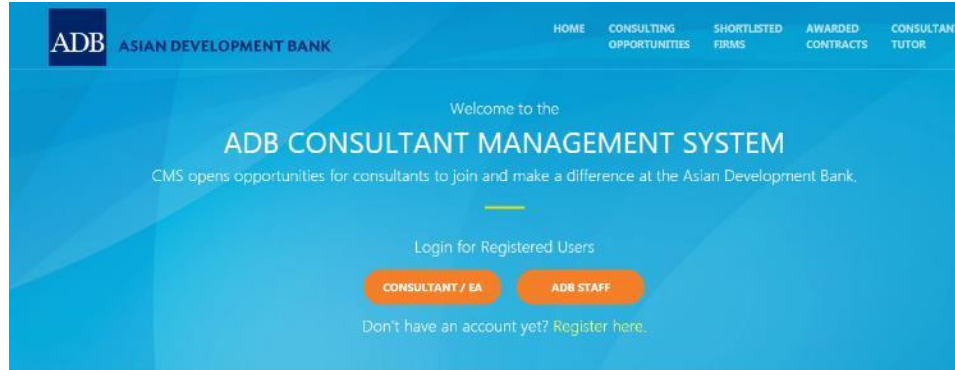
Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete
<a href="#">CSRN</a>	File		CSRN Additional Information	SYSADMIN	01-Feb-2024	One-Time		

## Agencies

Primary	Agency	Country	Agency Role	Contact Person	View Details
<input checked="" type="checkbox"/>	Binh Dinh Provincial People's Committee	Viet Nam	Executing Agency		32



# Register for alerts



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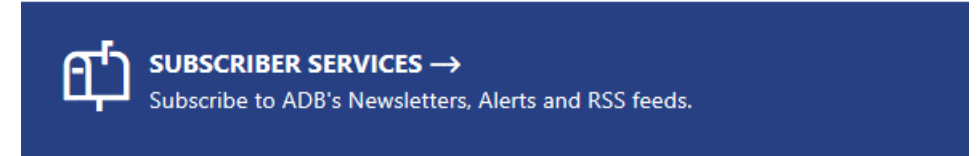
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**Alerts**  
Links to content posted on ADB.org delivered to your inbox daily or weekly.  Daily  Weekly  Off

**Events**  On  Off

**News Releases and News from Country Offices**  On  Off

**Procurement Notices (Goods and Works)**  
Note: Weekly notifications on consulting opportunities available for registered users of the [Consultant Management System \(CMS\)](#).  On  Off

**Project Information and Documents**  On  Off

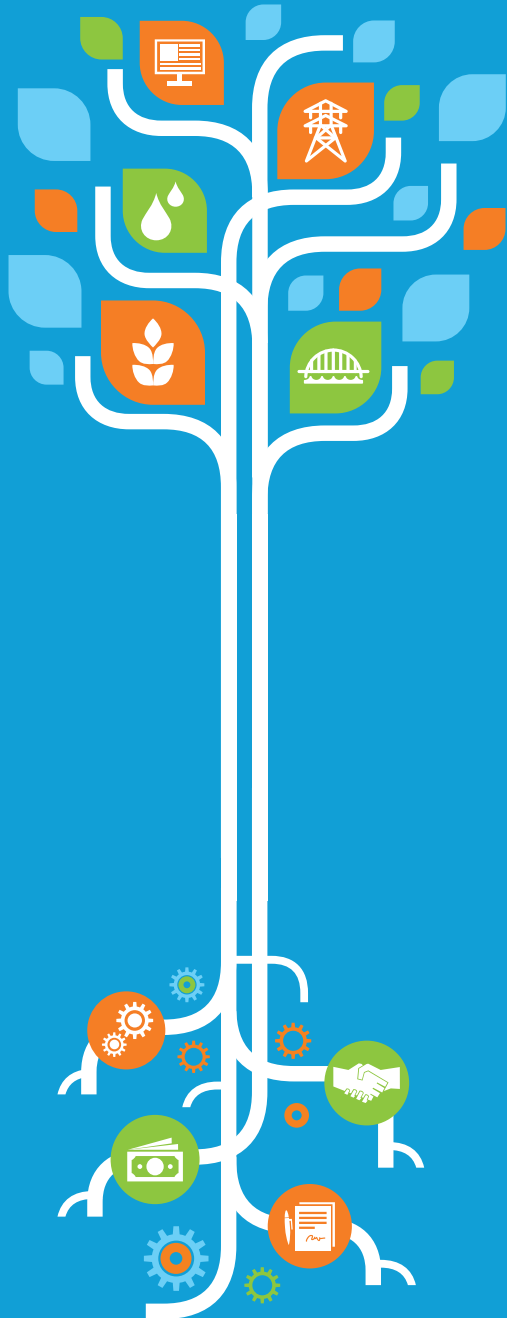
**Publications**  On  Off

**Safeguard Documents**  On  Off

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

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





For more information: [adb.org](http://adb.org)

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/>

**3) Also follow “ADB Business Center”:**

<https://www.linkedin.com/showcase/adb-business-center/>

Contact: Alain Borghijs [aborghijs@adb.org](mailto:aborghijs@adb.org)