ADB Business Opportunities Seminar

2 November 2016

Zurich, Switzerland

Presented by

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Director, Procurement Division 2
(East Asia, Southeast Asia and Pacific Operations)
Operations Services and Financial Management Department

Presentation Outline

- ADB at a Glance
- ADB's Operations by Regions, Countries and Sectors
- ADB's Sector Business Opportunities and Contract Awards to Swiss companies
- ADB's Strategic Approach to it's New Procurement Policy
- How to be successful when bidding for ADB contracts
  - ADB Consulting Opportunities
  - ADB Goods and Works Opportunities

Overview

Regional Multilateral Development Bank

- Established in 1966
- Partnership of 67 countries
- 42 client countries
- Headquarters in Manila with 29 resident missions and 3 representative offices (Tokyo, Frankfurt, and Washington, DC)
- 3000+ employees from 61 member countries

ADB's Vision: An Asia and Pacific Region Free of Poverty

Partners

- Governments
- Private sector
- Nongovernment organizations
- Development agencies
- Community-based organizations
- Foundations

Almost all ADB projects rely on consultants and contractors

Strategy 2020*

Strategic Agenda

- Inclusive Social Development
- Environmental Sustainability
- Regional Cooperation for poverty reduction

Five Core Specializations

- Infrastructure
- Environment including climate change
- Regional Cooperation and integration
- Financial sector development
- Education
- Other: Health Agriculture Disaster Assistance

* http://www.adb.org/documents/strategy-2020-working-asia-and-pacific-free-poverty

ADB Operations

Main Instruments

- Loans and Grants
- Technical Assistance
- Finance ++:
  - Significant leveraging through official and commercial co-financing
  - Policy Advice, Knowledge Provision & Capacity Development

Lending

- Sovereign engagement with Governments
- Non-Sovereign lending to private/corporatized enterprises in developing countries through loans, equity investments, guarantees
- AAA credit rating helps mobilize funds for development activities

Overview of ADB Operations
Private Sector Operations

- To catalyze investments, ADB uses
  - ✓ Equity Investments
  - ✓ Loans
  - ✓ Guarantees
  - ✓ Complementary Financing Schemes
- Supported sectors include
  - ✓ Capital Markets and Financial Sector
    - ➢ Banks, Capital market institutions, Leasing or non-bank financial institutions, Insurance companies, Funds
  - ✓ Infrastructure Sector
    - ➢ Power, transportation, water supply, waste treatment, telecommunications

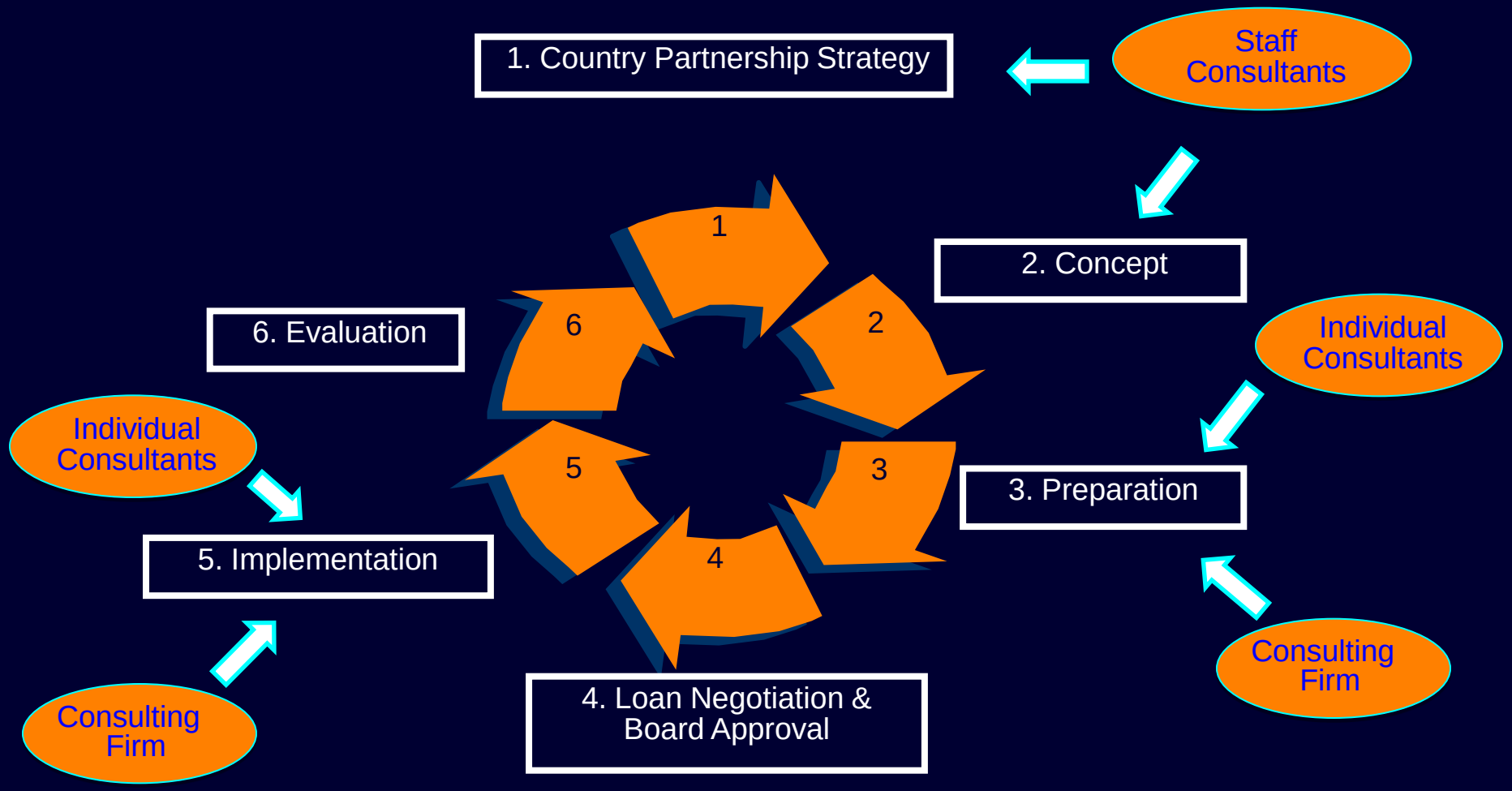
ADB 2006-2015 Approvals

Table 1: Approvals*, 2006–2015
($million)

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Sovereign	7,115	9,415	9,310	13,702	11,361	11,344	11,127	12,589	11,571	13,669
Nonsovereign	805	981	1,400	1,474	1,240	1,561	1,375	1,539	1,918	2,626
Subtotal	**7,920**	**10,396**	**10,709**	**15,176**	**12,601**	**12,905**	**12,502**	**14,128**	**13,490**	**16,295**
Technical Assistance	148	161	189	202	174	145	151	155	159	141
Cofinancing	1,541	1,135	5,085	5,355	5,162	7,324	8,272	6,645	9,222	10,735
Total Operations	**9,609**	**11,691**	**15,983**	**20,733**	**17,936**	**20,374**	**20,925**	**20,928**	**22,871**	**27,171** *

Approvals include loans, grants, equity investments, and guarantees.
Source: Operations Services and Financial Management Department, ADB.

Overview of ADB Operations - Project Cycle



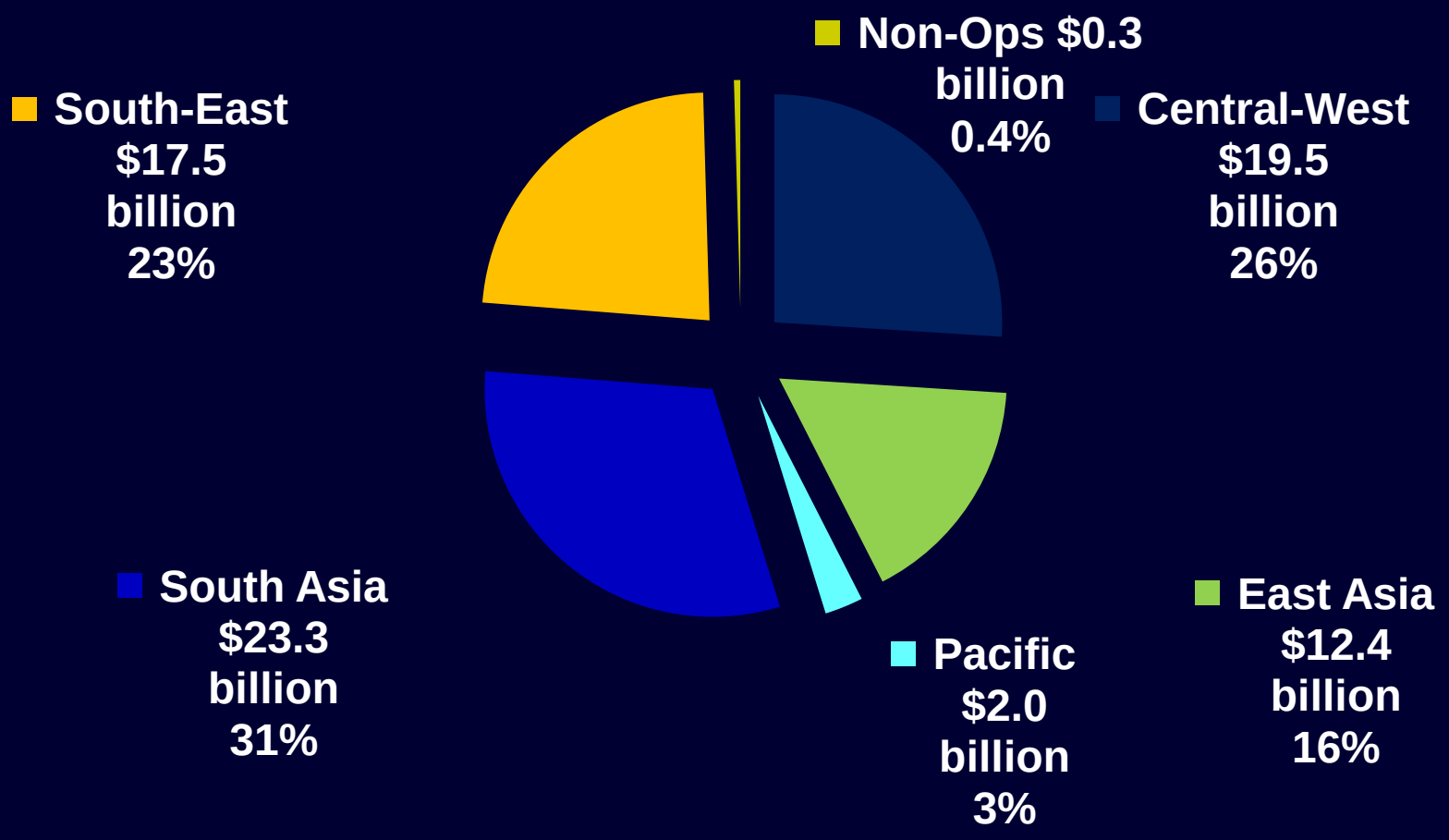
Largest Borrowers

- Uncontracted loan and grant funds: $27.6 Billion (2015)

2012	2013	2014	**2015**
India	India	India	India
PRC	PRC	PRC	PRC
Indonesia	Pakistan	Pakistan	Pakistan
Viet Nam	Indonesia	Viet Nam	Indonesia
Bangladesh	Philippines	Philippines	Bangladesh
Philippines	Bangladesh	Bangladesh	Kazakhstan

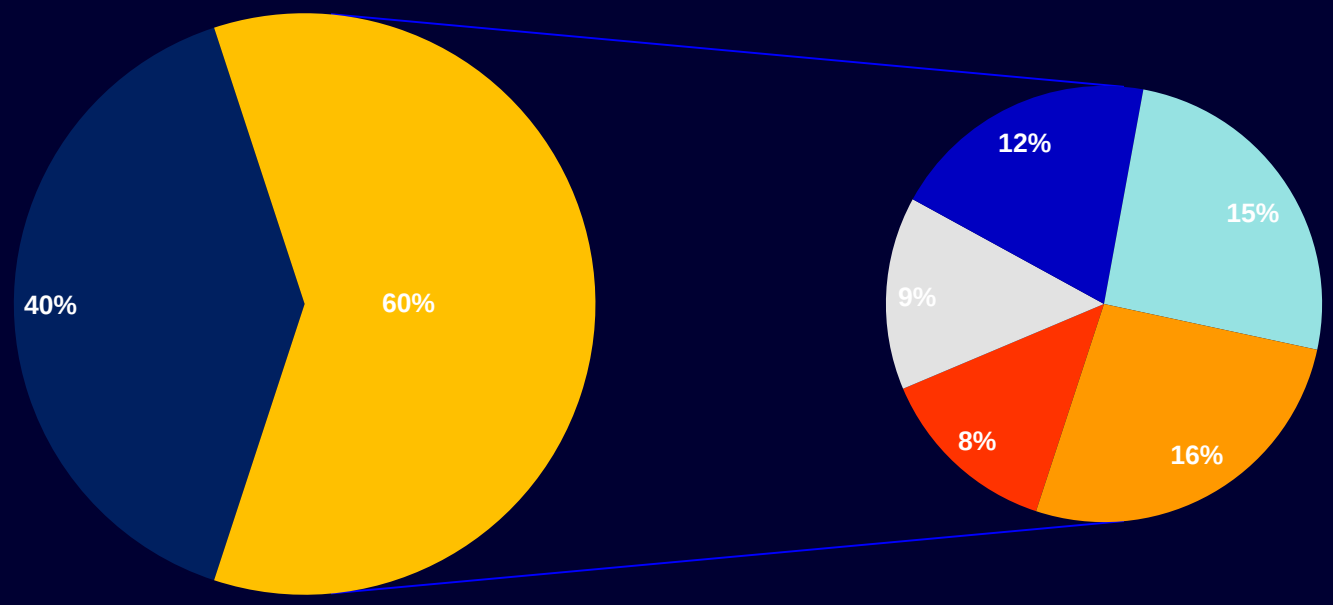
ADB Operations

Portfolio Distribution by Sub-Region



ADB Operations

Portfolio Distribution by Large Countries

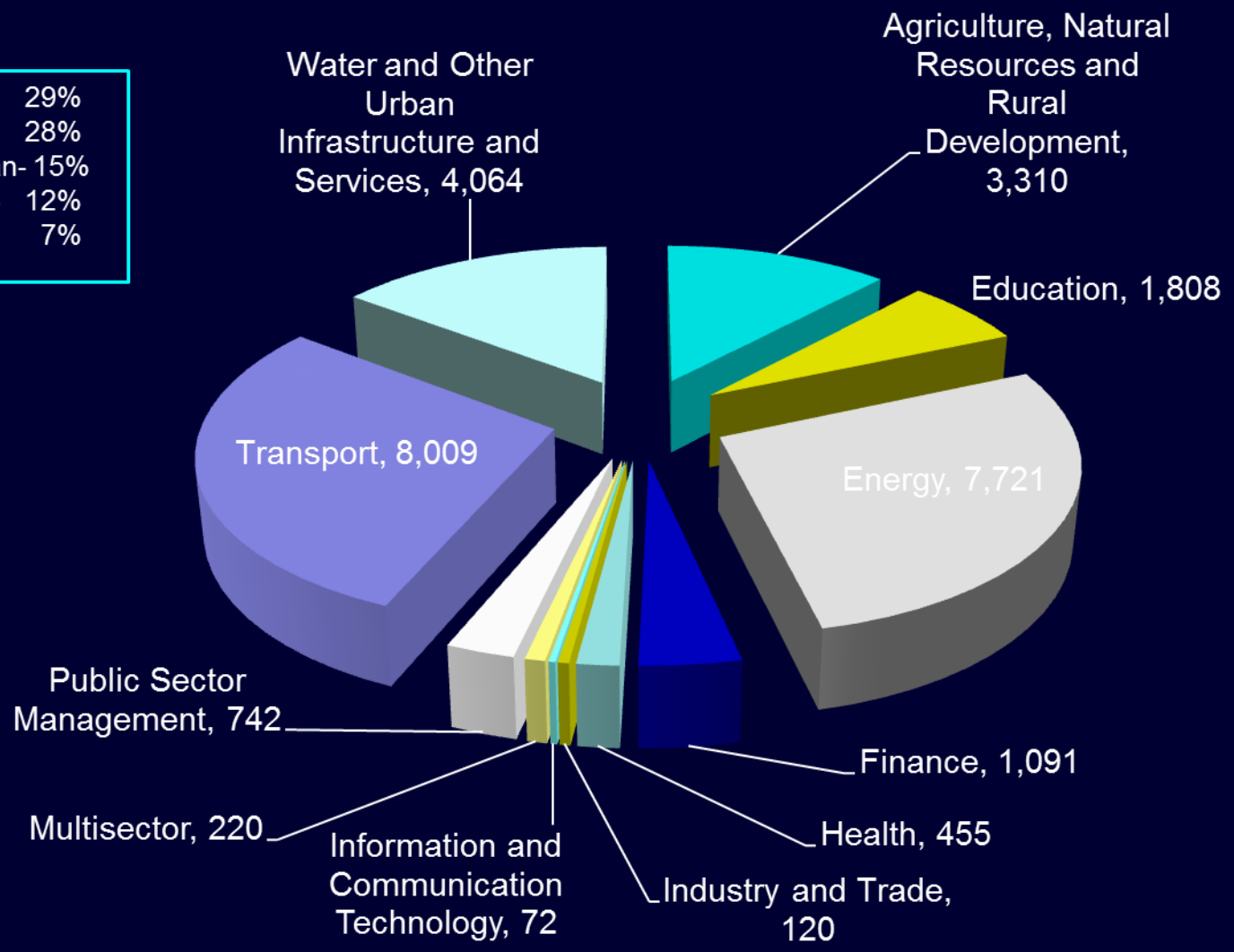


- Others
- Bangladesh
- Pakistan
- Viet Nam
- People's Republic of China
- India

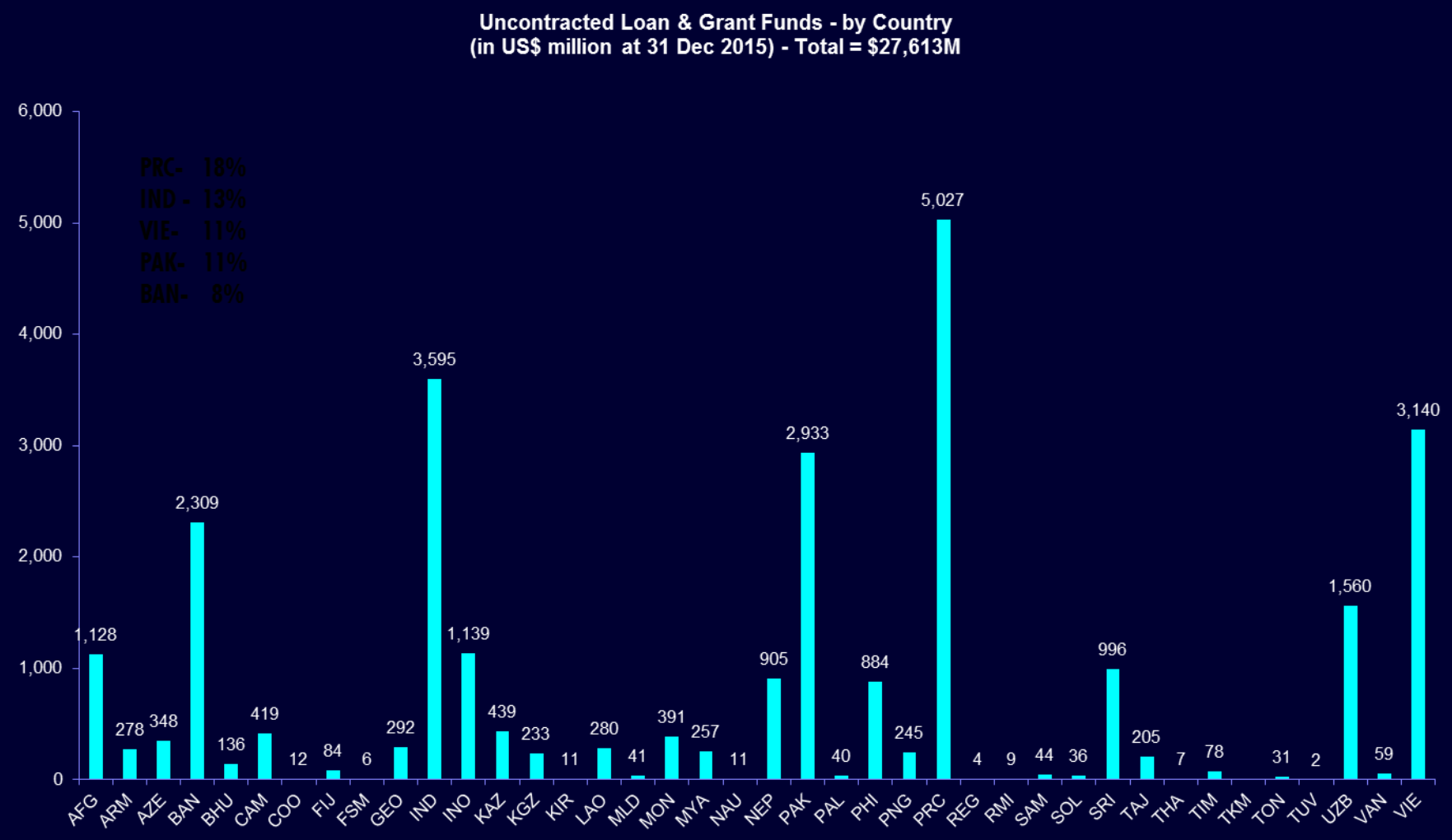
ADB Business Opportunities: by Sector

Uncontracted Loan and Grant Funds - by Sector
(in US$ million at 31 Dec 2015) - Total = $27,613M

Transport -	29%
Energy -	28%
Water/Urban-	15%
Agriculture-	12%
Education-	7%



ADB Business Opportunities: By Country



Business Opportunities: Goods and Works

Supply of Goods:

Machinery, Equipment, Computers, Furniture

Civil Works:

Roads, Railways, Bridges, Irrigation Canals, Schools, etc.

Turnkey Contracts:

Power Plants, Pump Stations, Water Treatment Plants, Solid Waste Treatment Plants, Heating Plants, Airports, etc.

Business Opportunities: Consulting Services

Project Preparation:

Feasibility Studies, Preliminary Design, ADB Safeguard Policies, Capacity Building, Procurement

Project Implementation:

Surveys, Detailed Design, Construction Supervision, Project Management, Capacity Building, Procurement

Knowledge Products:

Studies, Capacity Building, Knowledge Sharing

Staff Consultants:

Administrative Assistance to ADB Operations

Switzerland's Share of ADB Financed Contracts

Top 5 Contractors/Suppliers from Switzerland Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2011–31 December 2015

Contractor/Supplier	Sector	Contract Amount ($ million)
ABB Switzerland Ltd.	ENE	3.59
Rittmeyer Ltd.	ENE	0.34
United Nations Conference on Trade and Development	PSM	0.24
Total		4.17

ENE = Energy, PSM = Public Sector Management.

Switzerland's Share of ADB Financed Contracts

Top 5 Consultants from Switzerland Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2011–31 December 2015

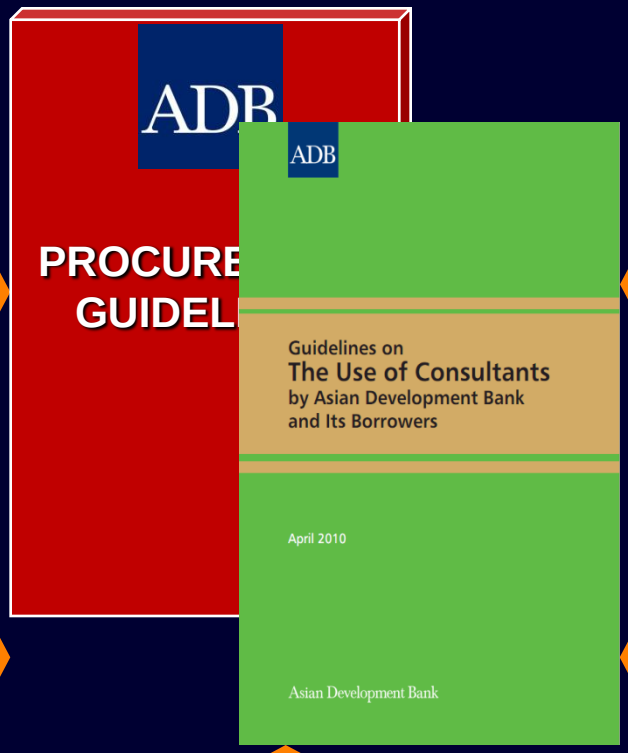
Consultant	Sector	Contract Amount ($ million)
Poyry Switzerland Ltd	ENE	12.95
Business & Finance Consulting	IND	8.34
Renardet S.A.	TRA	8.27
International Federation of Red Cross & Red Crescent Societies	MUL	2.50
United Nations Conference on Trade and Development	PSM, TRA	2.34
Individual Consultants		1.95
Others		3.43
Total		39.78

ENE = Energy, IND = Industry and Trade, MUL = Multisector, PSM = Public Sector Management, TRA = Transport.

ADB's Current Procurement and Consulting Policies

ADB Charter

Other MDBs



Commercial Practices

ADB Board Policy

ADB Experience

ADB's Strategic Approach to it's New Procurement Policy:

Key Suggestions and Way Forward

Three Pillars

Time	Quality	Delivery System
End to end procurement time	Suppliers, contractors and consultants	Robust design, effective implementation

Action plan includes specific time-bound measures to address each of the above.

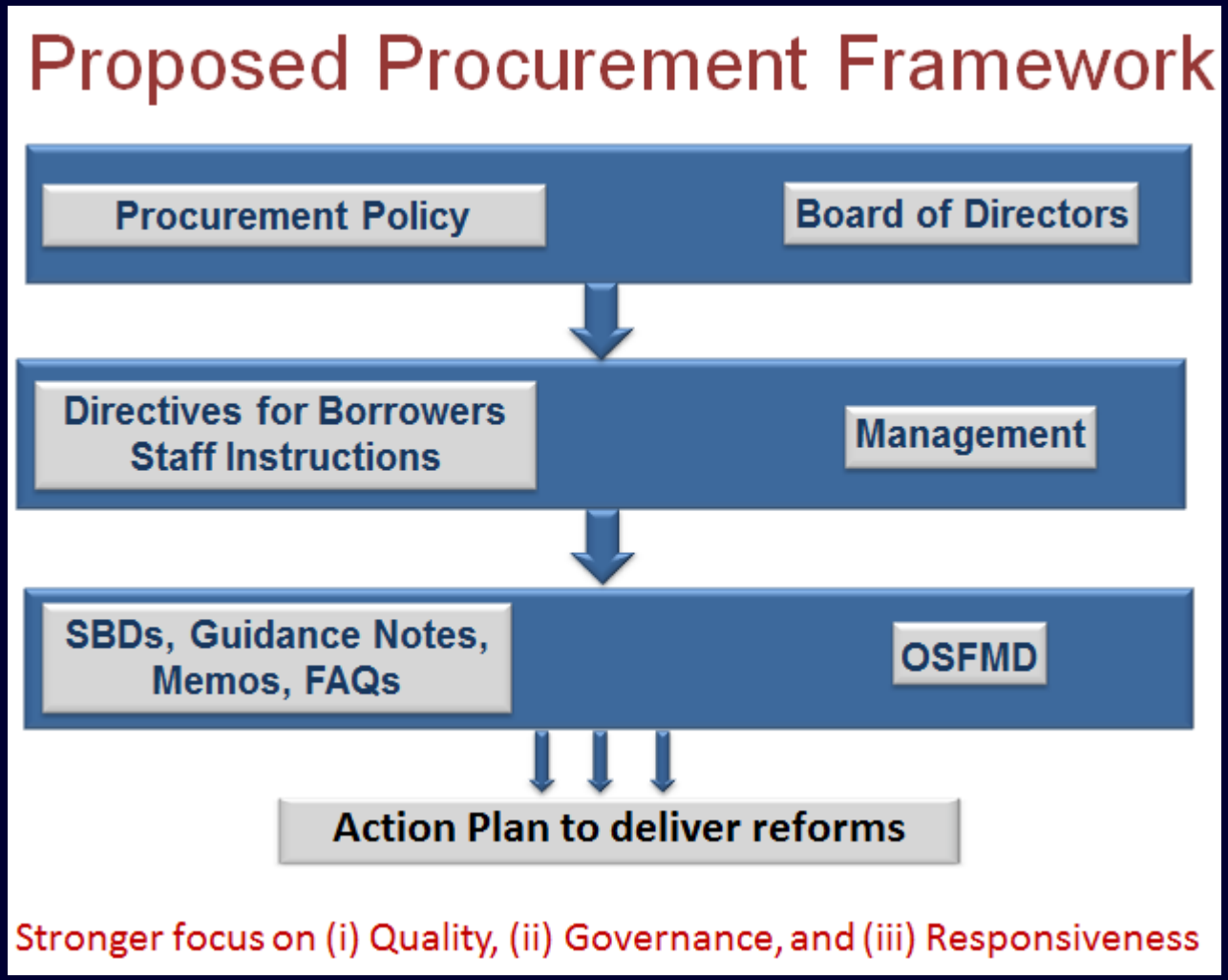
ADB's Strategic Approach to it's New Procurement Policy:

Key Suggestions and Way Forward

- Less prescriptive policy, principles-based
- Simplify procurement procedures and make them more flexible
- Respond to emerging needs, offer new procurement methods and modalities
- Focus on quality, engage better contractors and consultants
- Reduce end-to-end procurement time
- Decentralize procurement functions
- Enable procurement of high value technologies
- Stronger measures to prevent conflict of interest, and corruption

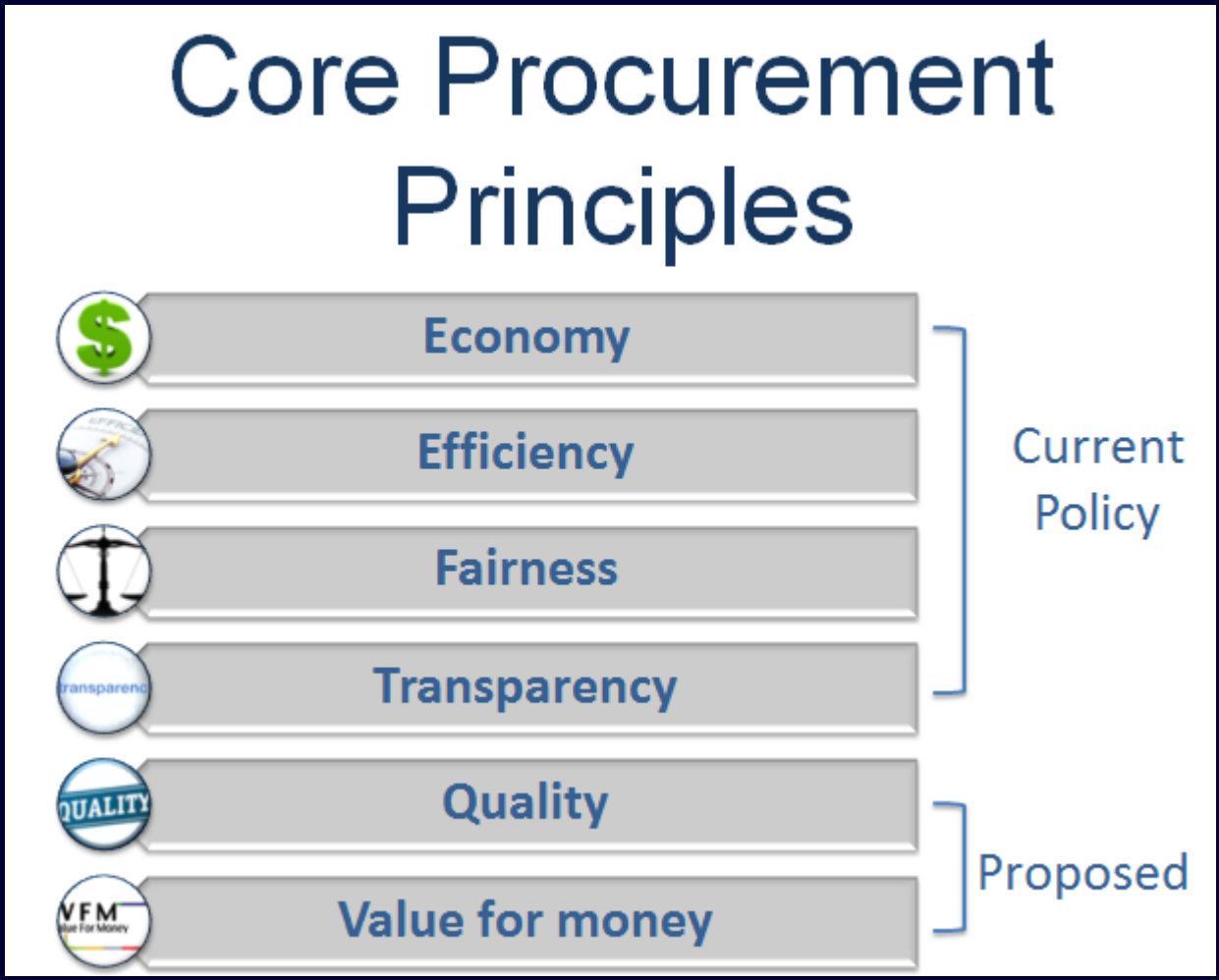
ADB's Strategic Approach to it's New Procurement Policy:

Key Suggestions and Way Forward



ADB's Strategic Approach to it's New Procurement Policy:

Key Suggestions and Way Forward



ADB's Strategic Approach to it's New Procurement Policy:

Key Suggestions and Way Forward

Value for Money

- Optimal benefits
- In addition to initial cost, also consider:
  - costs over the economic life
  - fit-for-purpose
  - socio-economic and environmental development benefits
- Facilitate high technology procurement

ADB's Strategic Approach to it's New Procurement Policy:

Key Suggestions and Way Forward

Quality

- Facilitate high and proprietary technology
- Covers bidding or selection criteria designed to ensure high quality of inputs
- Includes consulting services
- Encourage high quality suppliers, contractors and consultants

ADB Consulting Opportunities

Who ADB works with?

ADB projects rely on Consultants and Contractors

- Consulting Firms
- Individual Consultants
  National / International
- Non-Government Organizations / Civil Society Organizations
- Research Institutes
- Foundations, Centers of Excellence
- Professional Organizations

Types of Consulting Assignments

- Technical Assistance Consulting Assignments (ADB recruits)
  - PPTA (Project preparation)
  - CDTA (Advisory TA)
  - RETA (Regional TA)

- Staff Consulting Assignments (ADB recruits)
  - Project preparation
  - Evaluation
  - Others

- Others (ADB recruits)
  - ABD engages consultants for ‘in-house’ projects, (e.g. Information Systems and Technology Project, building services, etc.), internal training, auditing, institutional/organizational reviews etc.

- Loan Project Consulting Assignments (Government recruits)
  - Project implementation supervision/support
  - Capacity building
  - Monitoring & Evaluation

7-Step Business Development Plan to Succeed in ADB-Financed Consulting Contracts

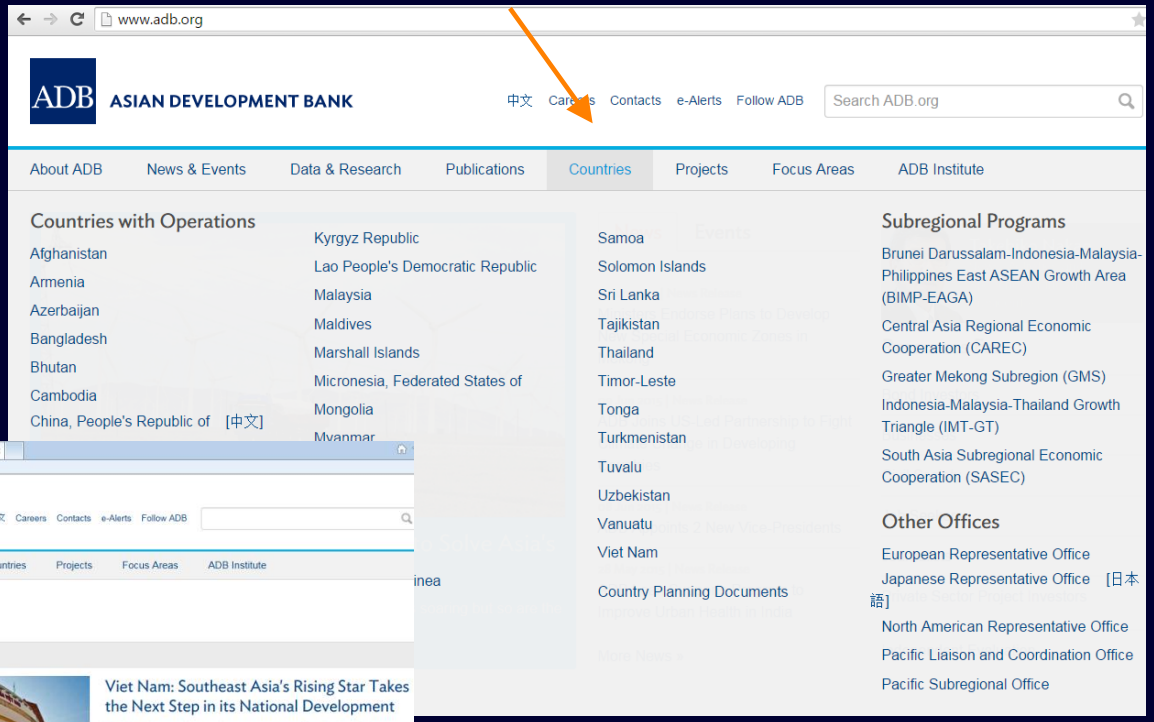
1. Collect relevant business intelligence
2. Build your brand name
3. Express interest
4. Know the country of the assignment and project site
5. Offer partnership to firms likely to be shortlisted
6. Prepare a responsive and strong technical proposal
7. Focus on Performance

Step 1: Collect relevant business intelligence

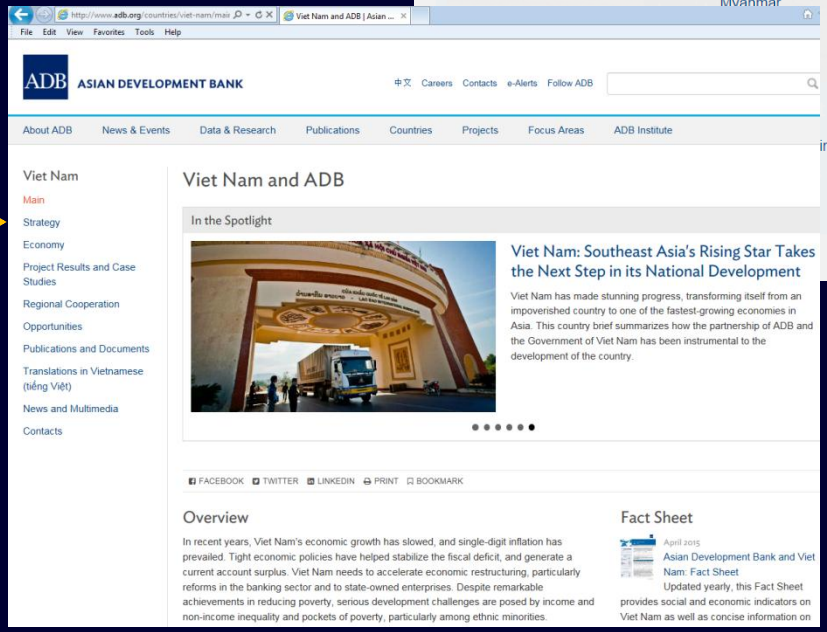
- Study Country Partnership Strategy (CPS) and Country Operations Business Plans (COBP)
- Obtain information from procurement plans (and project documents)
- Check ADB website for opportunities in the Consulting Services Recruitment Notices (CSRN) section

Step 1: Collect relevant business intelligence

http://www.adb.org
Click on “countries”



Click on “Strategy” →



Step 1: Collect relevant business intelligence

Country Operations Business Plans

- Viet Nam: Country Operations Business Plan (2015-2017)
- Viet Nam: Country Operations Business Plan (2014-2016)
- Viet Nam: Country Operations Business Plan (2013–2015)
- Viet Nam: Country Operations Business Plan (2012-2014)
- Viet Nam: Country Operations Business Plan (2009-2011)

Country Partnership Strategies

- Viet Nam: Country Partnership Strategy (2012-2015)
- Viet Nam: Country Strategy and Program (2007-2010)
- Viet Nam: Country Strategy and Program (2002-2004)
- GMS Assistance Plan (2001-2003): The Greater Mekong Subregion Ec
- Country Assistance Plan (2001-2003): Viet Nam

Country Partnership Strategy Final Review

- Viet Nam: Country Strategy 2007-2010 - Final Review

Country Partnership Strategy Updates

- Viet Nam: Country Strategy and Program Update (2006-2008)
- Viet Nam: Country Strategy and Program Update (2005-2006)
- Viet Nam: Country Strategy and Program Update (2003-2005)
- Viet Nam: Country Strategy and Program Update (2002-2004)

http://www.adb.org/documents/viet-nam-co | Viet Nam: Country Operati...

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Viet Nam: Country Operations Business Plan (2014-2016)

Institutional Document | December 2013

Tiếng Việt

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The country operations business plan (COBP) 2014-2016 for Viet Nam describes the consistency of the business plan with the country partnership strategy for 2012-2015, including grants and projects in the pipeline.

The country operations business plan (COBP) 2014-2016 for Viet Nam describes the consistency of the business plan with the country partnership strategy for 2012-2015, including grants and projects in the pipeline.

DOWNLOAD

Contents

Consistency of the Business Plan with the Country Partnership Strategy

Indicative Resource Parameters

Summary of Changes to Lending and Nonlending Programs

Appendixes

Step 1: Collect relevant business intelligence

ADB

Country Operations Business Plan

December 2013

Viet Nam
2014–2016

INDICATIVE ASSISTANCE PIPELINE

Table A3.1: Lending Products, 2014–2016

Project/Program Name	Sector	Targeting Classification	Primary Theme	Division	Year of PPTA/PDA	Cost ($ million) Total	ADB OCR	ADB ADF Loans	ADB ADF Grants	ADB Total	Gov't	Co-finance[a]
2014 Firm												
Integrated Rural Development Sector Project in the Central Provinces (additional)	ANR	GI	GRO/CAD /GOV	VRM	2013	90.66	0.00	85.66	0.00	85.66	5.00	0.00
Improving Competitiveness Program [formerly Business Environment Reform/Economic Management and Competitiveness Credit]	PSM	GI	GRO/SOD /GOV/PSD	VRM		275.47	185.47	90.00	0.00	275.47	0.00	0.00
State-Owned Enterprise Reform and Corporate Governance Facility (MFF $630 million) PFR 2	PSM	GI	GRO/GOV /PSD	SEPF		335.00	310.00	10.00	0.00	320.00	15.00	0.00
Water Sector Investment Program (MFF $1.0 billion) PFR 3	WSM	GI	ENV/CAD /PSD	SEUW	2011	180.72	152.53	0.00	0.00	152.53	28.19	0.00
Ho Chi Minh City Third Ring Road TA Loan	TCT	TI	GRO	SETC	2010	13.72	0.00	12.58	0.00	12.58	1.14	0.00
Second Lower Secondary Education for the Most Disadvantaged Areas	EDU	TI	GRO/CAD /GEN	SEHS	2012	88.80	0.00	80.00	0.00	80.00	8.80	0.00
Ha Noi and Ho Chi Minh City Power Transmission Development Sector	ENE	GI	GRO/ENV	SEEN	2012	441.00	180.00	0.00	0.00	180.00	100.00	161.00
Strengthening Sustainable Urban Transport for Ha Noi Metro Line 3	TCT	GI	GRO/ENV /SOD	SETC	2011	65.00	0.00	10.00	0.00	10.00	6.00	49.00
Improvement of Road Safety and Climate Resilience on National Highways	TCT	GI	GRO/SOD /ENV	SETC	2011	145.00	0.00	50.00	0.00	50.00	10.00	85.00
Total						**1,635.37**	**828.00**	**338.24**	**0.00**	**1,166.24**	**174.13**	**295.00**

Step 1: Collect relevant business intelligence

Navigate from adb.org to the Consulting Services Portal

http://www.adb.org/ | Asian Development Bank

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- Board of Governors
- Board of Directors
- President
- Management
- Departments and Offices
- Knowledge Management
- Policies and Strategies
- Partners
- Annual Meetings
- History
- FAQs

Financing Operations
- Public Sector (Sovereign) Financing
- Private Sector (Nonsovereign) Financi
- Funds and Resources
- Asian Development Fund
- ASEAN Infrastructure Fund
- Investor Information [日本語]

Opportunities
- Careers
- Business Opportunities
- Consulting Services
- ADB-Japan Scholarship Program

http://www.adb.org/site/business-opportunit | Operational Procurement: ...

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Business Opportunities
- Main
- Operational Procurement: Consulting Services
  - Procurement Plans
  - Shortlisted Firms
  - Contracts Awarded - Consulting Services
  - Documents on Consulting Services
  - Indefinite Delivery Contracts
- Operational Procurement: Goods, Works, and Related Services
- Institutional Procurement
- Transaction Advisory Services
- Contacts

Operational Procurement: Consulting Services

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Overview

ADB engages individual consultants and consulting entities (firms, universities, NGOs, etc.) for a wide range of assignments. For example, consulting entities are retained for pre-investment, sector, or other studies, detailed design, contract preparation, and project supervision. Individual consultants, whether hired directly or through consulting entities, provide expert advice and help the ADB to prepare studies, appraisals, and reports.

Consultant Management System (CMS)

Latest Consulting Services Recruitment Notices

Title	Posting Date	Closing Date
48140-001 National Program Manager, Securities Clearing, Settlement, and Custody Expert	06 May 2015	16 Jun 2015

Key Document

Guidelines on the Use of Consultants by Asian Development Bank and Its Borrowers

Online Training

Videos and Guides on how to use CMS for Consulting Firms

Videos and Guides on how to use CMS for Individual Consultants

LinkedIn

Visit the ADB Consultants' Network on LinkedIn to find national or international contacts with whom to form alliances. The site is open to both individuals and company representatives. Join the group

Step 1: Collect relevant business intelligence

http://www.adb.org/projects/documents/search/country/vie/subtype/procurement-plans-1200/type/project_ Project Documents | Asian ...

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Project Documents

Results 1 to 25 of 69 | Countries: Viet Nam | Type: Procurement Plans | Content type: Project Document

Country	Document Title	Type	Cover Date
Viet Nam	Greater Mekong Subregion Ha Noi-Lang Son, Greater Mekong Subregion Ha Long-Mong Cai, and Ben Luc-Long Thanh Expressways Technical Assistance Project	Procurement Plans	Jun 2015
Viet Nam	Sustainable Rural Infrastructure Development Project in Northern Mountain Provinces	Procurement Plans	Jun 2015
Viet Nam	Second Upper Secondary Education Development Project: Procurement Plan	Procurement Plans	May 2015
Viet Nam	University of Science and Technology of Hanoi Development (New Model University) Project: Procurement Plan	Procurement Plans	Apr 2015
Viet Nam	Strengthening Water Management and Irrigation Systems Rehabilitation Project: Procurement Plan	Procurement Plans	Apr 2015
Viet Nam	Ha Noi and Ho Chi Minh City Power Grid Development Sector Project: Procurement Plan	Procurement Plans	Apr 2015
Viet Nam	Secondary Cities Development Project: Procurement Plan	Procurement Plans	Feb 2015
Viet Nam	Ha Noi Metro Rail System Project (Line 3: Nhon-Ha Noi Station Section): Procurement Plan	Procurement Plans	Jan 2015
Regional, Viet Nam	GMS Kunming-Haiphong Transport Corridor - Yen Vien-Lao Cai Railway Upgrading Project: Procurement Plan	Procurement Plans	Jan 2015
Viet Nam	Strengthening Sustainable Urban Transport for Ha Noi Metro Line 3: Procurement Plan	Procurement Plans	Oct 2014
Viet Nam	Integrated Rural Development Sector Project in the Central Provinces - Additional Financing: Procurement Plan	Procurement Plans	Oct 2014
Viet Nam	Ho Chi Minh City Outer Ring Road 3 Technical Assistance Project: Procurement Plan	Procurement Plans	Oct 2014
Viet Nam	Second Lower Secondary Education for the Most Disadvantaged Areas Project: Procurement Plan	Procurement Plans	Sep 2014

Refine by Type

- Project Document

Refine by Country

Afghanistan (25)
Armenia (10)
Azerbaijan (9)
Bangladesh (55)
Bhutan (15)
See more

Refine by Subject

Agriculture and natural resources (16)
Capacity development (4)
Climate change (1)
Economics (4)
Education (11)
See more

Refine by Year

2015 (9)

Search Procurement Plans by:

- Country
- Year
- Sector

http://www.adb.org/projects/documents/search/type/project_document/subtype/procurement-plans-1200

Step 1: Collect relevant business intelligence

Excerpt from Procurement Plan

D. Consulting Services Contracts Estimated to Cost More than US$ 100,000

General Description	Contract Value	Recruitment Method	Advertisement Date (quarter/year)	International or National Assignment	Comments
Training - OST	702,000	FBS	Q3/2009	International	Awarded
Training-OST for	600,000	FBS	Q1/2011	International	EOIs evaluated
Lot 1: Excellent students of in-country master degree program batch 1;	395,000	FBS	Q1/2011	International	EOIs evaluated
Lot 2: Educational managers administering postgraduate training programs in universities and Ministry of Education and	205,000	FBS	Q1/2011	International	EOIs evaluated

Step 1: Collect relevant business intelligence

ADB

Consultant Management System

Consulting Services Recruitment Notice (CSRN)

Search | Reset

TIP The Consulting Services Recruitment Notice (CSRN) provides detailed information on consulting services required for ADB-financed or administered projects. It includes terms of reference and is posted on ADB's website for periods of at least 7 days (individual consultants), 15 days (firms under ADB-administered projects), and 1 month (firms under EA-administered projects), to give consultants sufficient time to prepare expressions of interest (EOIs) that specifically address project requirements.

Search

By Country

Select All | Select None

- Afghanistan (4)
- Armenia (1)
- Australia (1)
- Azerbaijan (1)
- Bangladesh (7)
- Cambodia (3)
- China (7)
- Georgia (2)
- India (13)
- Indonesia (8)
- Kazakhstan (2)
- Kyrgyzstan (2)
- Lao People's Democratic Republic (3)
- Mongolia (8)
- Myanmar (1)
- Nepal (7)
- Pakistan (4)
- Philippines (26)
- Regional (36)
- Samoa (1)
- Singapore (1)
- Sri Lanka (6)
- Tajikistan (1)
- Thailand (2)
- Turkmenistan (2)
- Tuvalu (4)

By Sector

Select All | Select None

- Agriculture and Natural Resources (18)
- Education (17)
- Energy (6)
- Finance (8)
- Health and Social Protection (1)
- Industry and Trade (1)
- Multisector (20)
- Public Sector Management (13)
- Transport and ICT (11)
- Water and Other Municipal Infrastructure and Services (6)
- Others (28)

By Consultant Source

Select All | Select None

- International (69)
- National (60)

By Consultant Type

Select All | Select None

- Firm (48)
- Individual (81)

By Duration

Select All | Select None

- Less than 3 months (12)
- 3 months to 1 year (75)
- More than 1 year (42)

By Budget Amount

Select All | Select None

- Less than $100,000 (76)
- $100,000 to $199,999 (15)
- $200,000 to $299,999 (10)
- $300,000 to $399,999 (4)
- $400,000 to $499,999 (3)
- $500,000 to $599,999 (0)
- $600,000 to $699,999 (2)
- $700,000 to $799,999 (3)
- $800,000 to $899,999 (1)
- $900,000 to $999,999 (2)
- $1,000,000 to $1,500,000 (7)
- Greater than $1,500,000 (6)

Search Recruitment Notices

Step 1: Collect relevant business intelligence

ADB

Consultant Management System

Consulting Services Recruitment Notice (CSRN)

Back

TIP Click icon on the last column to display the advertisement or click on the project name for information about the project. You can sort advertisements by clicking on the headers.

Project	Sector	Consultant Source	Consultant Type	Expertise	Duration	Budget in USD	Published	Deadline	Remarks	View CSRN
LOAN-2761 BAN: Third Primary Education Development Project - ASC1 THIRD PART VALIDATION (42122-013)	Education	National	Firm	SURVEY EXPERTISE	4 Months	50,000	19-Jun-2012	18-Jul-2012		
TA-4847 BAN: TA 4847-BAN: Institutional Support for Railway Reforms - Component iii Performance and Financial Audits (32234-013)	Transport and ICT	International	Firm	Financial and performance audits	4 Months	230,000	02-Jul-2012	31-Jul-2012		

Back

Business Opportunities Fair and ADB's Project Pipeline

- ADB's yearly Business Opportunities Fair -

Usually in the month of March; most recent was on 16 – 17 March 2016

http://www.adb.org/news/events/7th-adb-business-opportunities-fair-2016

- Background on the 2016 Business Opportunities Fair including Project Pipelines across countries and sectors

http://adbprocurementforum.net/?page_id=2388

Step 2: Build your brand name

- Visit ADB Headquarters/Resident missions
  - Visit departments responsible for projects
  - Brown-bag seminars
  - Business Opportunities Fairs
- Visit government executing agencies
- Register in ADB Consultant Management System (CMS)

Step 2: Build your brand name

ADB **Consultant Management System**

Overview | FAQ

Welcome to the Asian Development Bank's Consultant Management System

Consultant Management System (CMS) is an integrated web-based system that supports the ADB's consulting services recruitment, from advertising the opportunity to awarding consulting contracts. This portal will enable users to work with the different facilities available in CMS.

CONSULTANTS

Consultants create and update their profile, search opportunities, send Expressions of Interest (EOIs), respond to Non-Committal Inquiries (NCIs), and prepare and submit proposals. Login to the system by typing in your registered email address and password.

Since CSRN is now integrated in CMS, consultants are encouraged to complete their full registration to help facilitate EOI submission by tagging project and consulting experiences entered in their profile.

Click here to know who can register as consultants in CMS.
By using this service, you are accepting the CMS Terms and Conditions.

ADB PROJECT TEAM MEMBERS

ADB Project Team Members can access all CMS functions like creating a selection, advertising opportunities, sending Non-Committal Inquiries (NCIs), distributing Request for Proposals (RFPs), sending Notice to Proceed (NTPs), and approving requests, even while working outside of the ADB network. Login to the system by typing in your ADB Self-Service Username and Password.

EA REPRESENTATIVES

Executing Agencies (EAs) can access Consulting Services Recruitment Notice (CSRN) to post consulting opportunities for ADB-financed projects. Login to the system by typing in your registered Username and Password.

To obtain an EA account, email your ADB Project Officer and copy csrn@adb.org with the following details:

1. Email address of the agency representative
2. Full name of the agency representative
3. Name and address of the agency
4. Duration of the recruitment for the project

Consulting Services Recruitment Notice (CSRN)

The Consulting Services Recruitment Notice provides detailed information on the consulting services required for ADB-financed or administered projects. The CSRN includes the terms of reference and is posted on ADB's website for at least one month for firms for EA-administered projects, 15 days for firms for ADB-administered projects or 7 days for individual consultants before shortlisting.

This will provide consultants sufficient time to prepare EOIs that are more specific and focused on the project's requirements.

Click here to view the list of advertisements of consulting opportunities.

Login

Login using your registered username and password.

Username
Password
Login | Login Assistance

Note: ADB users can login using their Oracle username and password.

Registration

New user? Register now!

Register as Consulting Firm
Register as Individual Consultant

Need Help?

For inquiries regarding the system, please email cmshelp@adb.org.

CMS SYSTEM UPDATE

Dear CMS Users,

The changeover period from the Consulting Services Recruitment Notice (CSRN) to the Consultant Management System (CMS) has concluded. We thank you for your cooperation during this interim process.

Should you have any inquiries, contact cmshelp@adb.org.

CMS Team

NOTE: CMS undergoes weekly maintenance activities from

Step 3: Express Interest

- Check opportunities on ADB's website
- Submit Expression of Interest on time

ADB **Consultant Management System**

Consulting Services Recruitment Notice (CSRN)

TA 46263-001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan

Date Published: **04-Jul-2012** Deadline of Submitting EOI: **02-Aug-2012 11:59 PM GMT +08:00**

Back | Express Interest

Profile | Terms of Reference | Cost Estimate

Selection Profile

Consultant Type **Firm**
Selection Method **Quality and Cost-Based Selection (QCBS)**
Selection Title Central Asia Regional Economic Cooperation:
Package Number Package Name
Advance Action ⦿ **Yes** ○ **No**
Duration of Assignment **12 MONTH**
Consulting Services Budget **USD 1,225,000**
Budget Type ○ **Estimated** ⦿ **Maximum**

Additional Information

Possibility of contract extension ○ **Yes** ○ **No** ⦿ **Not k**
Possibility of consideration for downstream assignment ○ **Yes** ○ **No** ⦿ **Not k**
Country of assignment **Afghanistan; Azerbaij**
Country of eligibility for national consultants **Same as country of a**

Contact Information

Project Officer **Sunil Mitra**
Designation **Principal Transport Specialist**
Asian Development Bank
Email smitra@adb.org

Agencies

Primary	Agency	Cou
☑	Asian Development Bank	Reg

Publishing History

Type	Publication Date	Published By
Original	04-Jul-2012	Ana Maria Ignacio

ADB **Consultant Management System**

Consulting Services Recruitment Notice (CSRN)

TA 46263-001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan

Date Published: **04-Jul-2012** Deadline of Submitting EOI: **02-Aug-2012 11:59 PM GMT +08:00**

Back | Express Interest

Profile | Terms of Reference | Cost Estimate

Terms of Reference (Consulting Firm)

Primary Expertise **Transport** TOR Keywords **CAREC Midterm Review**

Objective and Purpose of the Assignment

Undertake a comprehensive stock take of the progress achieved and results realized during the first half implementation (2008–2012) of the CAREC Transport and Trade Facilitation Strategy (the Strategy) and Implementation Action Plan (the Action Plan) and develop an updated and refined Strategy and Action Plan.

Experts Needed

International

☑ Team Leadership from International Experts

	Expertise or Position	Inputs in PM	Primary Place of Assignment
1	Team leader/Transport Planner	10	Regional, Other
2	Macro and Trade Economist	4	Regional, Other
3	Transport Economist	4	Regional, Other
4	Freight Transport Specialist	5	Regional, Other
5	Passenger Transport Specialist	5	Regional, Other
6	Governance Specialist	2	Regional, Other
7	Cross-Border Facilitation/Logistics Specialist	3	Regional, Other
8	Regional Cooperation Specialist	2	Regional, Other
9	Gender Specialist	2	Regional, Other
10	Environment and Social Safeguard Specialist	4	Regional, Other

☑ Team Leadership from International Experts

National

☐ Team Leadership from National Experts

Step 3: Express Interest

- Considerations
  - Capacity to compete
  - Capacity to deliver
  - Go it alone or associate/joint venture
- Criteria
  - Eligibility – pass/fail
  - Management competence – (%)
  - Technical experience – (%)
  - Geographical experience – (%)

Step 4: Know the country and the project site of the assignment

- Get to know the EA
- Obtain first hand information
- Field assessment
- Identify local partner(s)
- Estimate the local costs

Step 5: Offer partnerships to firms likely to be shortlisted

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Business Opportunities

- Main
- Operational Procurement: Consulting Services
  - Procurement Plans
  - Shortlisted Firms
  - Contracts Awarded - Consulting Services
  - Documents on Consulting Services
  - Indefinite Delivery Contracts
- Operational Procurement: Goods, Works, and Related Services
- Institutional Procurement
- Transaction Advisory Services
- Contacts

Contracts Awarded - Consulting Services

FACEBOOK TWITTER LINKEDIN PRINT BOOKMARK

This page lists contracts awarded for consulting services with contract value above US$0.1 million.

Current | Archive

Technical Assistance

Title
Consulting Services: Technical Assistance – Contracts Awarded in April 2015
Consulting Services: Technical Assistance – Contracts Awarded in March 2015
Consulting Services: Technical Assistance – Contracts Awarded in February 20
Consulting Services: Technical Assistance – Contracts Awarded in January 20

Loans

Title
Contracts Awarded for Loan Projects - Consulting Services (March 2015)
Contracts Awarded for Loan Projects - Consulting Services (February 2015)
Contracts Awarded for Loan Projects - Consulting Services (January 2015)

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Shortlisted Firms - Consulting Services

FACEBOOK TWITTER LINKEDIN PRINT BOOKMARK

TA and Grants | Loans | Year-to-Date List

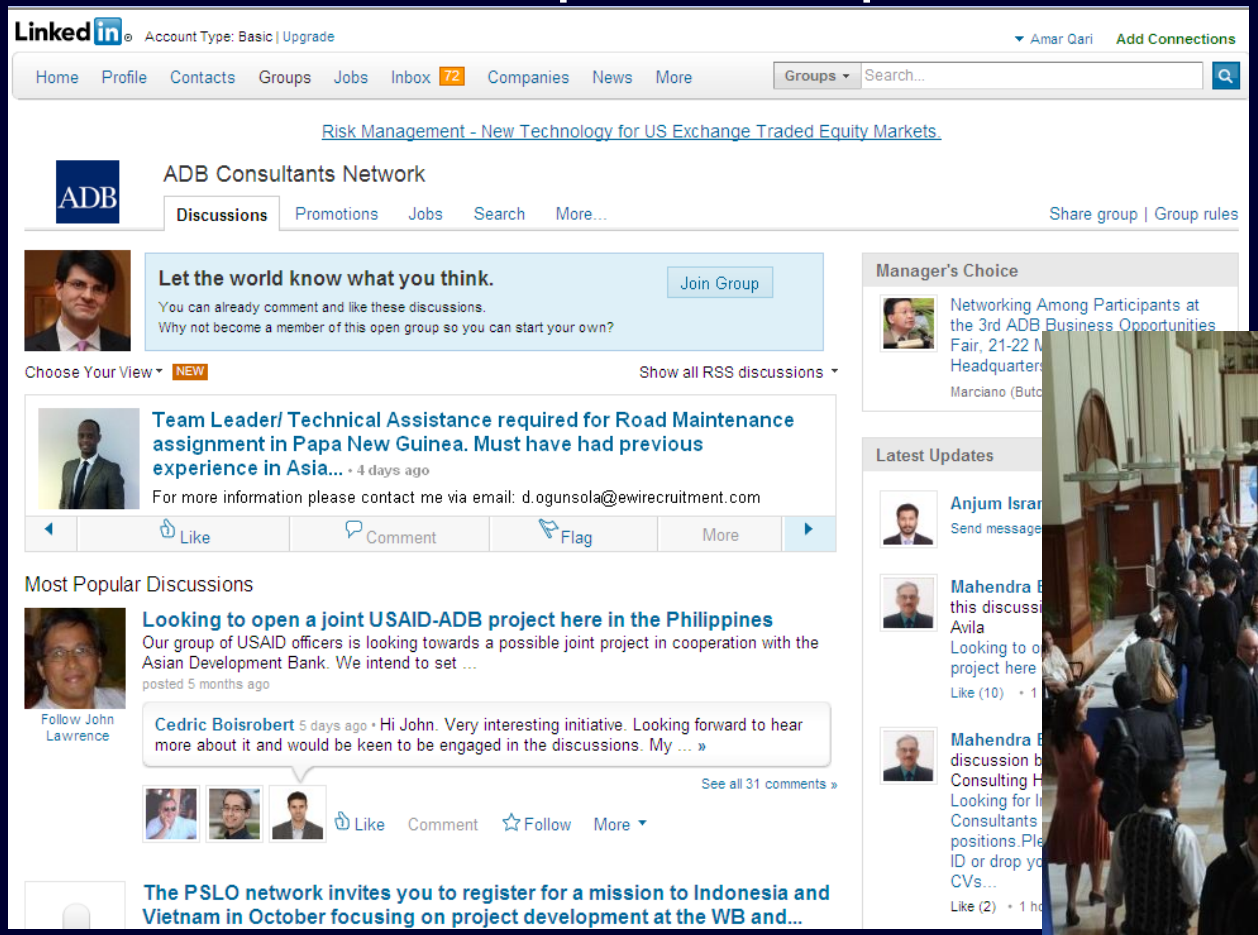
Current List of Shortlisted Firms for Technical Assistance and Grant-Financed Projects

Consulting firms have been shortlisted for the following technical assistance and grant-financed projects and proposals submission deadlines are indicated for every project. Consultants not shortlisted but interested in being considered for participation in technical proposals should contact the firms directly. Please do not contact ADB.

Country	Title
Regional	TA No. 8714: Promoting Carbon Capture and Storage in the People's Republic of China and Indonesia - Carbon Capture and Storage Center in PRC (Shanghai) (48282-001)
Bangladesh	TA No. 48432-001-BAN: Enabling Poor Women's Benefits from Enhanced Access to Energy in Hatiya Island - 1 1 (48432-001)
Bhutan	TA No. 8712: Institutional Strengthening for Skills Development - Social Research and Communications Firm (46175-001)
India	TA No. 7593: Capacity Development for Project Implementation - Training Program on Construction Management (43459-012)
Indonesia	TA No. 7554-INO: Analytical and Capacity Development Partnership - ACDP 40 - Strategies for Improving Basic Education School/Madrasah Effectiveness in Nusa Tenggara Timur (43273-012)
Lao People's Democratic Republic	TA No. 8837-LAO: Second Strengthening Higher Education Project - IF1 Campus Design and Site Preparation Consulting Firm (48127-001)

Step 5: Offer partnership to firms likely to be shortlisted

- Network with potential partners online and offline



ADB LinkedIn Networking Site

Business Opportunities Fair in Manila

Step 6: Prepare a responsive and strong technical proposal

The technical proposal usually carries 90% of the weight under Quality and Cost-Based Selection (QCBS) and 100% under Quality-Based Selection (QBS).

Key Success Factors:

- Understand client requirements (ADB, government)
- Study the Terms of Reference (TOR)
- Select the best personnel
- Visit the project site
- Follow the instructions in the Requests for Proposals (RFP)
- Understand the evaluation criteria
- Clarify your understanding in writing

Step 7: Focus on Performance

- ADB conducts Performance Evaluation Reviews (PER) for every consulting assignment and a poor performance record can affect a consultant's future opportunities with ADB
- Drivers of strong performance:
  - Good team leader
  - Relationships with EA
  - Relationships between International & National consultants
  - Managing replacements

Avoiding Common Mistakes

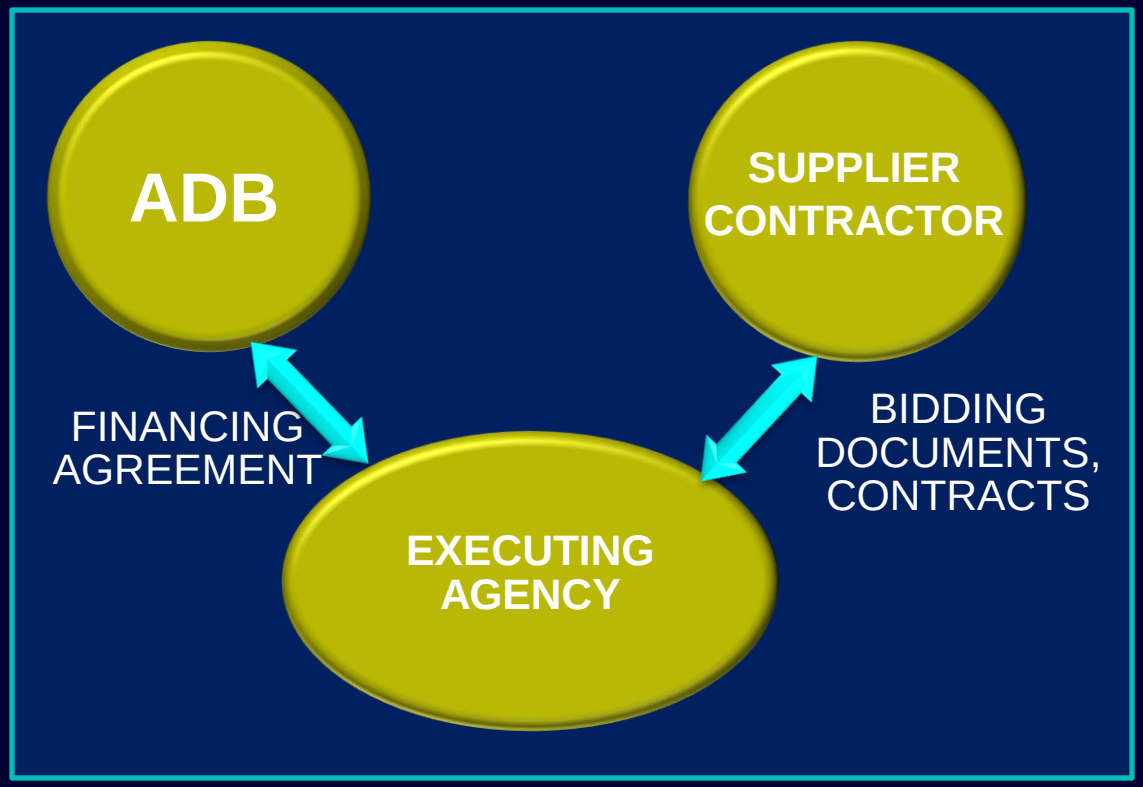
- Failure to disclose conflicts of interest, e.g. employees from an executing agency included in a proposal
- Firm or associates/experts not from ADB member countries
- Proposal received late: insufficient time afforded to enter a proposal into CMS
- Non-compliant proposal – e.g. number of person-months or inclusion of non-nationals for national expert positions
- Failure to respond to Client requirements

When in doubt, ALWAYS seek written clarification

ADB Goods and Works Opportunities

Contractual Relationships

- Executing Agency is responsible for all procurement activities
- ADB oversees compliance with ADB's Procurement Guidelines*



* ADB's review procedures are set forth in Project Administration Instruction 3 at http://www.adb.org/documents/project-administration-instructions

Procurement of Goods and Works - Forms of Procurement

- International Competitive Bidding
- Limited International Bidding
- National Competitive Bidding
- Shopping
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement Agents
- Inspection Agents
- Procurement in Loans to Financial Intermediaries
- Procurement under BOO / BOT / BOOT, Concessions and Similar Private Sector Arrangements
- Performance Based Procurement
- Procurement under Loans Guaranteed by ADB
- Community Participation in Procurement
- Procurement under Disaster and Emergency Assistance

Identifying Opportunities for Goods and Works Contracts

- Country Partnership Strategy
- Country Operations Business Plans
- Procurement Plans
- Specific Procurement notices
  - Invitation for Prequalification
  - Invitation for Bids
- Hop-on Opportunities
  - Prequalified Contractors
  - Contracts Awarded

Country Partnership Strategy

ADB

Country Partnership Strategy

January 2016

Transforming Partnership: People's Republic of China and Asian Development Bank, 2016–2020

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People's Republic of China: Country Partnership Strategy (2016-2020)

Institutional Document | January 2016

ADB's country strategy will support the government's reform agenda by focusing on the following strategic priorities: managing climate change and the environment, promoting regional cooperation and integration, supporting inclusive economic growth, fostering knowledge cooperation, and supporting institutional and governance reform.

These strategic priorities are aligned with the PRC's 13th Five-Year Plan 2016-2020, ADB's Midterm Review of Strategy 2020, and ADB's approach to supporting upper middle-income countries.

Contents

Country at a Glance
Development Trends and Issues
The Country Strategy
Strategy Implementation
Results Management
Appendixes

Linked Documents

1. Economic Analysis (Summary)
2. Poverty Analysis (Summary)

Download
455.44 KB

Related

More on ADB's work in the People's Republic of China

Also in this Series

Indonesia: Interim Country Partnership Strategy (2015)

Indonesia: Strategi Kemitraan Negara Sementara (2015)

پاکستان: ملکی شراکت کی حکمت عملی (2019-2015)

Maldives: Interim Country Partnership Strategy (2016)

Pakistan: Country Partnership Strategy (2015-2019)

Interim Pacific Approach, 2015

Sri Lanka: Interim Country Partnership Strategy (2015–2016)

Papua Niugini: Kantri Patnasip Strateji (2016-2020)

LIST OF LINKED DOCUMENTS
http://www.adb.org/Documents/CPS/?id=PRC-2016

Economic Analysis (Summary)
Poverty Analysis (Summary)
Gender Analysis (Summary)
Environment Assessment (Summary)
Private Sector Assessment (Summary)
Sector Assessment (Summary): Agriculture, Natural Resources, and Rural Development
Sector Assessment (Summary): Education
Sector Assessment (Summary): Energy
Sector Assessment (Summary): Finance
Sector Assessment (Summary): Health
Sector Assessment (Summary): Public Sector Management
Sector Assessment (Summary): Transport
Sector Assessment (Summary): Urban and Urban-Rural Development
Risk Assessment and Risk Management Plan (Summary)
Country and Portfolio Indicators
Country Cost-Sharing Arrangements and Eligible Expenditure Financing Parameters
Country Partnership Strategy Formulation
Country Operations Business Plan
Country Assistance Program Evaluation
Country Knowledge Plan (Summary)
Climate Change Assessment (Summary)
Regional Cooperation and Integration (Summary)

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Country Operations Business Plan

January 2016

People's Republic of China
2016–2018

Country Operations Business Plan

INDICATIVE ASSISTANCE PIPELINE

Table A1: Lending Products, 2016–2018

Project/Program Name	Sector	Poverty Targeting	Strategic Agendas and Drivers of Change	Division	Year of PPTA	Cost ($ million) Total	ADB OCR	ADB ADF Loans	ADB ADF Grants	ADB ADF Total	Gov't	Co-finance
2016 Firm												
Henan Hebi Qihe River Environmental Improvement and Ecological Conservation	ANR WUS	TI-M	IEG, ESG GEM,KNS PSD	EAER	2014	325.4	150.0				175.4	
Fujian Farmland Sustainable Utilization and Demonstration	ANR	No	IEG, ESG GEM,PAR	EAER	2014	220.0	100.0				120.0	
Shandong Groundwater Allocation and Protection	ANR	No	KNS,SGE IEG, ESG	EAER	2013	344.03	150.0				194.03	
Xinjiang Kelamayi Ecological Forest Infrastructure	ANR	No	KNS,SGE IEG,ESG	EAER	2014	179.0	100.0				79.0	
Jiangxi Xinyu Kongmu River Watershed Flood Control and Environmental Improvement	ANR WUS	TI-M	IEG, ESG GEM,KNS PSD, PAR	EAER	2015	306.0	150.0				156.0	
Gansu Jinta Concentrated Solar Power	ENE	GI	GCD,PAR ESG,IEG	EAEN	2013	143.0	100.0				43.0	
Qinghai Haidong Urban Rural Eco Development	ANR WUS	GI	ESG, IEG GCD,GEM	EASS	2014	250.0	150.0				100.0	
Chongqing Integrated Logistics Demonstration	TRA	GI	IEG, ESG RCI, GEM GCD,KNS PAR,PSD	EATC	2014	333.1	150.0				183.1	
Subregional Rail Link I (E'mei–Miyi)	TRA	GI	IEG, ESG GCD,GEM	EATC	2011	725.0	300.0				425.0	
Ningxia Liupanshan Poverty Reduction Rural Road Development	TRA	TI-G	IEG,GCD GEM	EATC	2014	600.0	100.0				500.0	
Total (2016 Firm)						**3,425.53**	**1,450.0**				**1,975.53**	

Procurement Plans

Project Name: Rajasthan Urban Sector Development Program	
Project Number: 42267-026	**Approval Number:** 3183/3182/8749/0413
Country: India	**Executing Agency**: Government of Rajasthan, Local Self Government Department (LSGD)
Project Procurement Classification: Category B **Project Procurement Risk:** Moderate	**Implementing Agency**: Rajasthan Urban Infrastructure Development Project
Project Financing Amount: US$ 612,000,000 **ADB Financing:** US$ 500,000,000 **Cofinancing (ADB Administered):** US$ 2,000,000 **Non-ADB Financing:** US$ 110,000,000	**Project Closing Date:** 30 June 2020
Date of First Procurement Plan: 24 October 2014	**Date of this Procurement Plan**: 12 October 2015, Version 1

2. Goods and Works Contracts Estimated to Cost $1 Million or More

The following table lists goods and works contracts for which the procurement activity is either ongoing or expected to commence within the next 18 months.

Package Number	General Description	Estimated Value	Procurement Method	Review (Prior/ Post)	Bidding Procedure	Advertisement Date (quarter/year)	Comments
Bhil/01	Providing Sewer Network with House connections etc. at	55,570,000.00	ICB	Prior	1S2E	Q3 / 2015	Prequalification of Bidders: N Domestic Preference Applicable: N

Procurement Plans

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Business Opportunities > Operational Procurement: Goods, Works, and Related Services >

Operational Procurement Notices - Goods, Works, and Services

Latest Procurement Notices

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Country	Type	Title	Date Posted	Deadline
Afghanistan	Invitation for Bid	0134- AFG- MFF: Energy Sector Development Investment Program – Project 1 Sheberghan Gas Fields Rehabilitation Project (Phase 2)[NPA/MOMP/94/W-1073/ICB, Procurement of Works for Rehabilitation, re-entry, Deepening, Testing and Completion of Two Existing We	10 Mar 2016	24 Apr 2016
Azerbaijan	Invitation for Bid	Loan No. 42401-AZE: Power Distribution Enhancement Investment Program - Tranche 1 [AI/ADB-1.1; AI/ADB-1.2]	19 Feb 2016	05 Apr 2016
Bangladesh	Invitation for Bid	2695-BAN (SF): City Region Development Project (CRDP) [CRDP/LGED/KHULNA/SIDA/UC/NCB/2016/W-03 Civil works in Gilabari urban center under Package No. W-03 of Khulna District]	11 Mar 2016	13 Apr 2016
Bangladesh	Invitation for Bid	2695-BAN (SF): City Region Development Project (CRDP) [CRDP/LGED/KHULNA/SIDA/UC/NCB/2016/W-04 Civil works in Gilabari urban center under Package No. W-04 of Khulna District.]	11 Mar 2016	13 Apr 2016
Bangladesh	Invitation for Bid	2695-BAN (SF): City Region Development Project (CRDP) [CRDP/LGED/KHULNA/SIDA/UC/NCB/2016/W-05 Civil works in Kotakhali urban center under Package No. W-05 of Khulna District.]	11 Mar 2016	13 Apr 2016
Bangladesh	Invitation for Bid	2695-BAN (SF): City Region Development Project (CRDP) [CRDP/LGED/KHULNA/SIDA/UC/NCB/2016/W-06 Civil works in Kotakhali urban center under Package No. W-06 of Khulna District.]	11 Mar 2016	13 Apr 2016

Procurement Plans

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Project Documents

Results 1 to 25 of 818 ✖ Content type: Project Document ✖ Type: Procurement Plans

Country	Document Title	Type	Cover Date
Azerbaijan	Road Network Development Program - Project 1: Procurement Plan	Procurement Plans	Mar 2016
China, People's Republic of	Shaanxi Qinling Biodiversity Conservation and Demonstration Project: Procurement Plan	Procurement Plans	Mar 2016
Regional, Viet Nam	Greater Mekong Subregion Biodiversity Conservation Corridors Project (Viet Nam): Procurement Plan	Procurement Plans	Mar 2016
Azerbaijan	Second Road Network Development Investment Program - Tranche 2: Procurement Plan	Procurement Plans	Mar 2016
Azerbaijan	Road Network Development Program - Tranche 4: Procurement Plan	Procurement Plans	Feb 2016
Bangladesh	Flood and Riverbank Erosion Risk Management Investment Program - Project 1: Procurement Plan	Procurement Plans	Feb 2016
China, People's Republic of	Hubei-Yichang Sustainable Urban Transport Project: Procurement Plan	Procurement Plans	Feb 2016
Viet Nam	Integrated Rural Development Sector Project in the Central Provinces	Procurement Plans	Feb 2016
Uzbekistan	Takhiatash Power Plant Efficiency Improvement Project: Procurement Plan	Procurement Plans	Feb 2016
Lao People's Democratic Republic	Northern Smallholder Livestock Commercialization Project: Procurement Plan	Procurement Plans	Feb 2016
China, People's Republic of	Shanxi Small Cities and Towns Development Demonstration Sector Project: Procurement Plan	Procurement Plans	Feb 2016
China, People's	Yunnan Chuxiong Urban Environment Improvement Project:	Procurement	Feb 2016

Refine by Type

✖ Project Document

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Regional (33)
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Armenia (11)
Azerbaijan (10)
Bangladesh (61)
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Procurement Plans

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Georgia: Sustainable Urban Transport Investment Program - Tranche 4

Sovereign Project | 42414-044

Status: Approved

Overview | Project Data Sheet | Documents | Stories

SUMMARY

LATEST PROJECT DOCUMENTS

Title	Date
Sustainable Urban Transport Investment Program - Tranche 4: Updated Initial Environmental Examination for Batumi Coastal Protection	Feb 2016
Project Agreement for Loan 3273-GEO: Sustainable Urban Transport Investment Program - Project 4	Oct 2015
Loan Agreement (Ordinary Operations) for Loan 3273-GEO: Sustainable Urban Transport Investment Program - Project 4	Oct 2015

CONSULTING NOTICES See also: CMS

No notices are currently available for this project.

PROCUREMENT NOTICES See also: Operational Procurement

No notices are currently available for this project.

PROCUREMENT DOCUMENTS

Title	Date

Project Details

Project Officer
Bertrand Goalou
Request for information

Approval Date
25 August 2015

Country
Georgia

Modality
Loan

Sector
Transport
Water and other urban infrastructure and services

Related Projects

42414-012
Georgia Sustainable Urban Transport Project

42414-013
Sustainable Urban Transport Investment Program - Facility Concept

42414-023
Sustainable Urban Transport Investment Program - Tranche 1

Specific Procurement Notices

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Operational Procurement Notices - Goods, Works, and Services

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ADB

Invitation for Bids

Date:	**23 April 2013**
Loan No. and Title:	**2636-VIE: Strengthening Water Management and Irrigation Systems Rehabilitation Project**
Contract No. and Title:	**Package No. 02/MD-HD: Procurement and Installation of Pumps, Motors and Electrical Panels**
Deadline for Submission of Bids:	**04 June 2013; 9:30 hours**

1. The Socialist Republic of Vietnam has received an ODA Loan from Asian Development Bank (hereinafter called "ADB") towards the cost of the Strengthening Water Management and Irrigation Systems Rehabilitation Project, and it intends to apply part of the proceeds of this loan to payments under the contract for **Package No. 02/MD-HD: Procurement and Installation of Pumps, Motors and Electrical Panels**.

ADB

Invitation for Prequalification

Date:	**25 March 2013**
Loan No. and Title:	**2730-VIE: Greater Mekong Subregion Ben Luc – Long Thanh Expressway Project**
Contract No. and Title:	**ICB A3 Civil Works (Km 16+600 – Km 18+713,5)**
Deadline for Submission of Bids:	**09 May 2013, 14:00 hours**

1. This Invitation for Prequalification follows the Procurement Plan for this project that appeared in ADB's Business Opportunities on 26 October 2010. The eligibility rules and procedures of ADB will govern the prequalification and the bidding process.
2. The Socialist Republic of Vietnam has received a loan from the Asian Development Bank (ADB) towards the cost of **Construction of GMS Ben Luc-Long Thanh Expressway Project**.

Hop-on Opportunities – Contracts Awarded

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Contracts Awarded - Goods, Works, and Services

This section contains contracts awarded for goods and civil works with contract value above US$1.0 million. An archive of the previous year's contract awards is also provided.

Current | Archive

Loans

Title	File
Contracts Awarded for Loan Projects - Goods and Civil Works (January 2016)	pdf (116.51 KB) | xlsx (20.91 KB)

Grants

Title	File
Contracts Awarded for Grant Projects -- Goods & Civil Works (January 2016)	pdf (82.91 KB) | xlsx (13.91 KB)
Contracts Awarded for Grant Projects – Goods & Civil Works (January 2016)	pdf (82.91 KB) | pdf (82.91 KB)

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Goods & Civil Works: Loans – Contracts Awarded in January 2016

LOAN NO.	:	**2695-BAN(SF)**
Project Name	:	CITY REGION DEVELOPMENT PROJECT
Executing Agency	:	Local Government Engineering Department
Name of Contractor	:	MEGHNA STRUCTURAL ENGINEERING LTD.
Address	:	131/2, NEW ESKATON ROAD (1ST FLOOR), DHAKA BANGLADESH
Nature of Contract	:	CONSTRUCTION
Contract Description	:	WATER SUPPLY WORKS UNDER AHULIA URBAN CENTRES CRDP/LGED/DPHE/NCB/2015/WS-01
Total Contract Amount	:	US$ 1,369,480.45
Contract Amount Financed by ADB	:	US$ 1,013,028.26
Date of Contract	:	21-Jan-16
Sector	:	Urban water supply
LOAN NO.	:	**3138-BAN(SF)**
Project Name	:	MFF:FLOOD&RIVERBANK EROSION RISK MANAGEMENT INVESTMENT
Executing Agency	:	Bangladesh Water Development Board
Name of Contractor	:	M.M BUILDERS & ENGINEERS LTD.
Address	:	HOUSE 127, RD. 10, BLOCK C, NIKETON GULSHAN-1, DHAKA-1212 BANGLADESH
Nature of Contract	:	CONSTRUCTION
Contract Description	:	UNDERWATER RIVERBANK PROTECTION WORKS ALONG LG PADMA RIVER REACH-1 (0 TO

Hop-on Opportunities – Prequalified Contractors

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Prequalified Contractors - Goods, Works, and Services

The prequalification of contractors are undertaken for most large, ADB-financed civil works contracts, turnkey contracts and contracts for the supply of expensive and technically complex equipment. ADB reviews and approves the prequalification process conducted by the Borrower's executing agency and publishes lists of prequalified contractors for contracts with estimated value of $10,000,000 and above.

Current List

Archive

Country	Title	Date
Afghanistan	Grant No. 0244-AFG: MFF Road Network Development Investment Program - Project 2	
Bangladesh	Loan No. 2382 BAN: Dhaka Water Supply Sector Development Program	
Bangladesh	Loan Nos. 2701/2702-BAN: Padma Bridge Multipurpose Project	
China, People's Republic of	Loan No. 2709-PRC: Yunnan Integrat	
China, People's Republic of	Loan No. 2657-PRC: Guangxi Southw	
China, People's Republic of	Loan No. 2709-PRC: Yunnan Integrat	
China, People's Republic of	Loan No. 2004-PRC: Ningxia Roads D	
China, People's Republic of	Loan No. 2600-PRC: Anhui Integrated	

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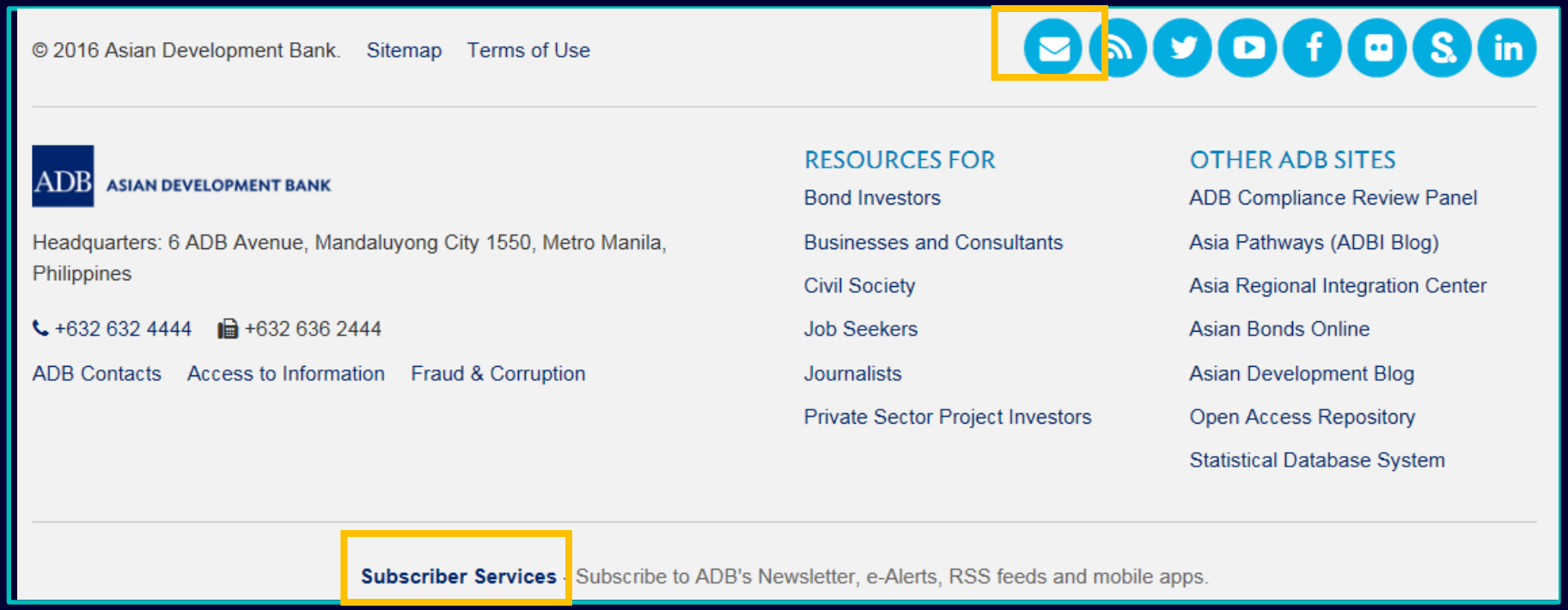
Prequalified Contractors As of Feb 2011

Grant No./Project: 0244-AFG: MFF Road Network Development Investment Program - Project 2 MPW/441 and 800/ADB/ICB: Civil Works for Rehabilitation and Construction of Ring Road from Qaisar to Laman)

Contract: Civil Works

Prequalified Contractors	Country
1 Corsan Corviam Construccion, S.A.	Spain
2 ECCI-C Metag Joint Venture	USA-Turkey
3 Polat-Cengiz Joint Venture	Turkey-Turkey

Link to e-Alerts at bottom of adb.org Home Page



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ADB Contacts Access to Information Fraud & Corruption

RESOURCES FOR

Bond Investors

Businesses and Consultants

Civil Society

Job Seekers

Journalists

Private Sector Project Investors

OTHER ADB SITES

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Asia Pathways (ADBI Blog)

Asia Regional Integration Center

Asian Bonds Online

Asian Development Blog

Open Access Repository

Statistical Database System

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- Step 1: Resources and Opportunities
- Step 2: Countries
- Step 3: Subjects
- Step 4: Personal Information *

Please select at least one option to complete your subscription. Need help?

Resources [Uncheck all]

- ☑ Articles, Case Studies and Multimedia
  Web articles, videos, photo essays, and project results and case studies from ADB or ADBI
- ☑ Asian Development Blog
  Opinion and commentary from ADB and other experts on development issues
- ☑ Board Documents
  Documents from ADB's Board of Directors that are for public disclosure, such as board committee reports, minutes of the meetings of the board of directors, and chair's summaries. See an example.
- ☑ Country Planning Documents
  Planning documents that are produced in partnership with developing member countries to guide ADB's operations at the country level. See an example.
- ☑ Economic Data and Research
  Includes the Asian Development Outlook and Update, Key Indicators, Working Papers, and technical briefs containing economic research, reports, and analysis published by ADB or ADBI. See an example.
- ☑ Evaluation Reports
  Reports prepared by ADB's Independent Evaluation Department on individual projects and programs, sector and thematic evaluations, and annual evaluation reports. See an example.
- ☑ Events
  Scheduled events that are organized or supported by ADB or ADBI.
- ☑ News Releases
  Announcements to media of a launch, event, report, or project.
- ☑ Projects
  Information about sovereign and nonsovereign projects and programs, including project data sheets and project documents. See an example.
- ☑ Publications
  Specialized papers, serials and books published by ADB or ADBI. See an example.
- ☑ Safeguard Documents
  Project documents that provide information on assessments, measures, monitoring, and due diligence conducted for Environment, Resettlement, and Indigenous Peoples safeguards. More about ADB Safeguards

Opportunities

- ☐ Employment Opportunities
- ☐ Procurement Notices

Business Opportunities Fair and ADB's Project Pipeline

- ADB's yearly Business Opportunities Fair –

Usually in the month of March; most recent was on 16 – 17 March 2016

http://www.adb.org/news/events/7th-adb-business-opportunities-fair-2016

- Background on the 2016 Business Opportunities Fair including Project Pipelines across countries and sectors

http://adbprocurementforum.net/?page_id=2388

Bidding Strategy

Advice on Bid Preparation

Think strategically!

Position yourself according to your competitive advantage.

- Ability to operate in countries that do not generate significant bidder interest
  - Afghanistan
  - Cambodia
  - Pakistan
  - Solomon Islands
  - Papua New Guinea
  - Timor-Leste and other Pacific States
- Experience in country and with executing agency
- Access to information regarding local joint venture partners and subcontractors
- Access to information regarding availability of key inputs
  - Materials
  - Labor
  - Equipment

Seek clarification. "Don't wait 'til it's too late!"

BIDDING DOCUMENT	POTENTIAL ISSUES
Bid Conditions	• Unreasonable bid preparation period
Qualification Criteria	• Unclear which entity must comply with qualification criteria • Ambiguous criteria • Restrictive criteria
Requirements	• Incomplete, unclear or restrictive requirements
Contract Conditions	• Unreasonable contract completion period • Unbalanced risk allocation

Write to ADB directly if the executing agency fails to respond promptly or there is a complaint against the executing agency.

Advice on Bid Preparation
--- What to do ---

- Do not add conditions
- Submit bid within the stipulated deadline
- Ensure following steps are taken by the Executing Agency during bid opening
  - All relevant prices are read out
  - All discounts are read out
  - Presence and amount of bid security is read out
  - No envelope remains unopened
  - The record is signed by all bidders present and by the buyer
- Be Aware of Possible Bid Extension

Advice on Bid Preparation
--- What to do ---

Final check of bid

- Amount, validity and text of Bid Security
- Signatures and power of attorney
- Joint venture agreement enclosed
- References enclosed
- Discounts in covering letter or appropriate place as specified in the bidding document
- Marking of envelopes as appropriate

Advice on Bid Preparation
--- What not to do ---

- No Bid Security
- Insufficient Amount of Bid Security
- Lack of Supporting Documents
- Incomplete Bids
- Partial Bids
- Absence of test reports if required
- Bids not signed
- Conflicts of interest not disclosed

Prohibited Practices

Corrupt Practice

The offering, giving, receiving, or soliciting, directly or indirectly, anything of value to influence improperly the actions of another party (e.g. bribery, kickbacks, extortion, bid manipulation)

Fraudulent Practice

action or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation (e.g., false bid security/bank guarantees, work certificates, financial statements)

Collusive Practice

an arrangement between two or more parties designed to achieve an improper purpose, including influencing improperly the actions of another party (e.g. leaking of bid information, rigged specifications)

Coercive Practice

impairing or harming, or threatening to impair or harm, directly or indirectly, any party or its property to influence improperly the actions of a party

Debriefing and Complaints

Debriefing:

- Unsuccessful bidders may request debriefing from Executing Agency (EA). If they are not satisfied with the explanation given, they may contact ADB directly.

Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with Executing Agencies (EAs).

How to report fraud:

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

For further information, please contact:

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