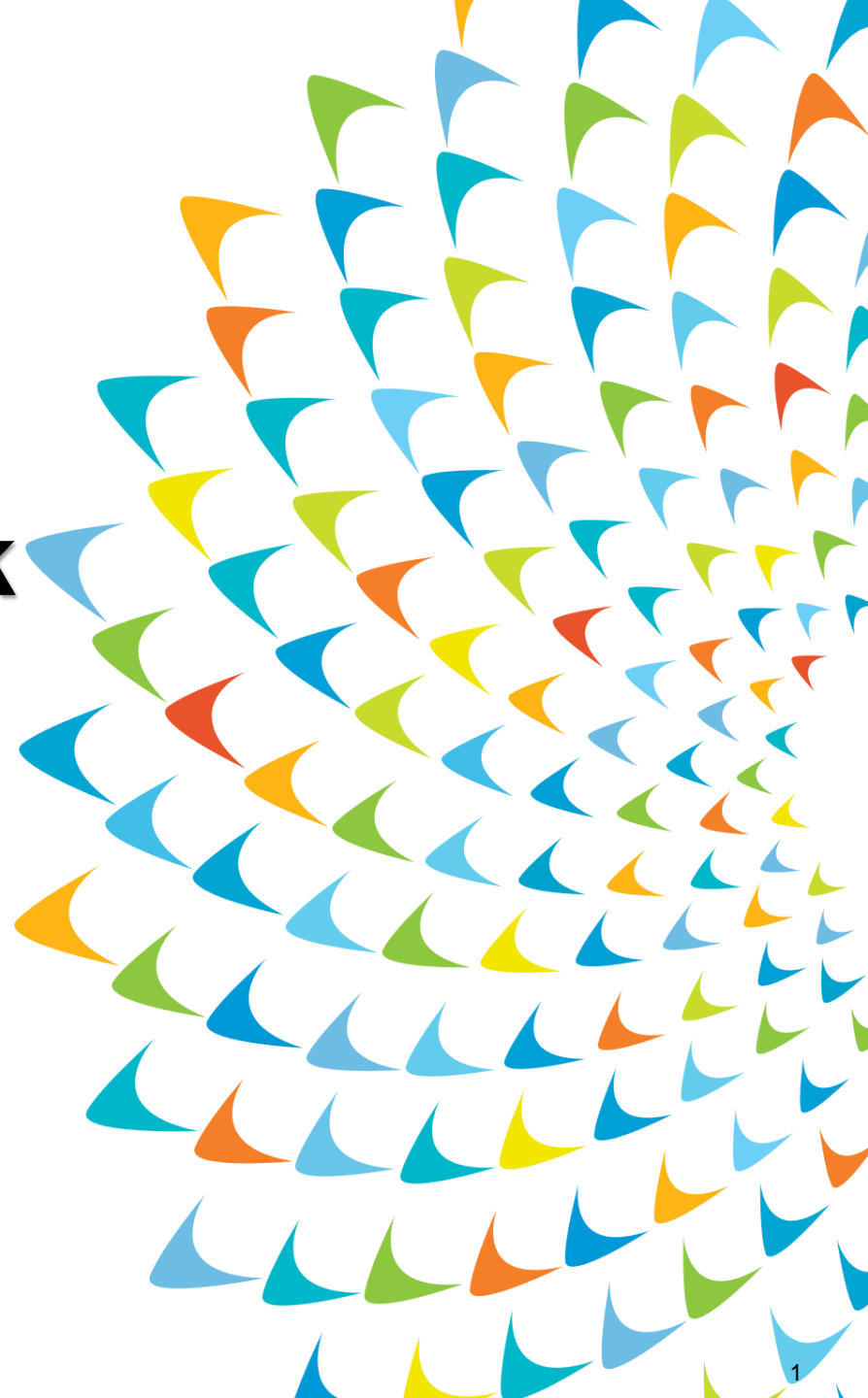




Luxembourg  
29 November 2019

# Overview of Asian Development Bank and ADB Procurement System

**Ashraf Mohammed**  
Procurement, Portfolio and Financial  
Management Department





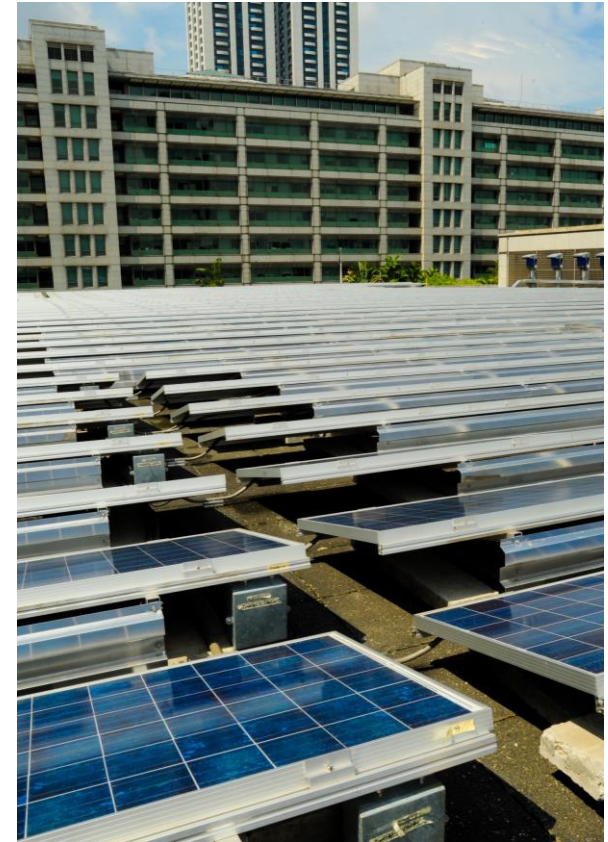
# Overview

*This morning:*

- Who is ADB?
- ADB operations – strategy and focus
- ADB procurement framework
- Consulting Services
- Bidding strategies

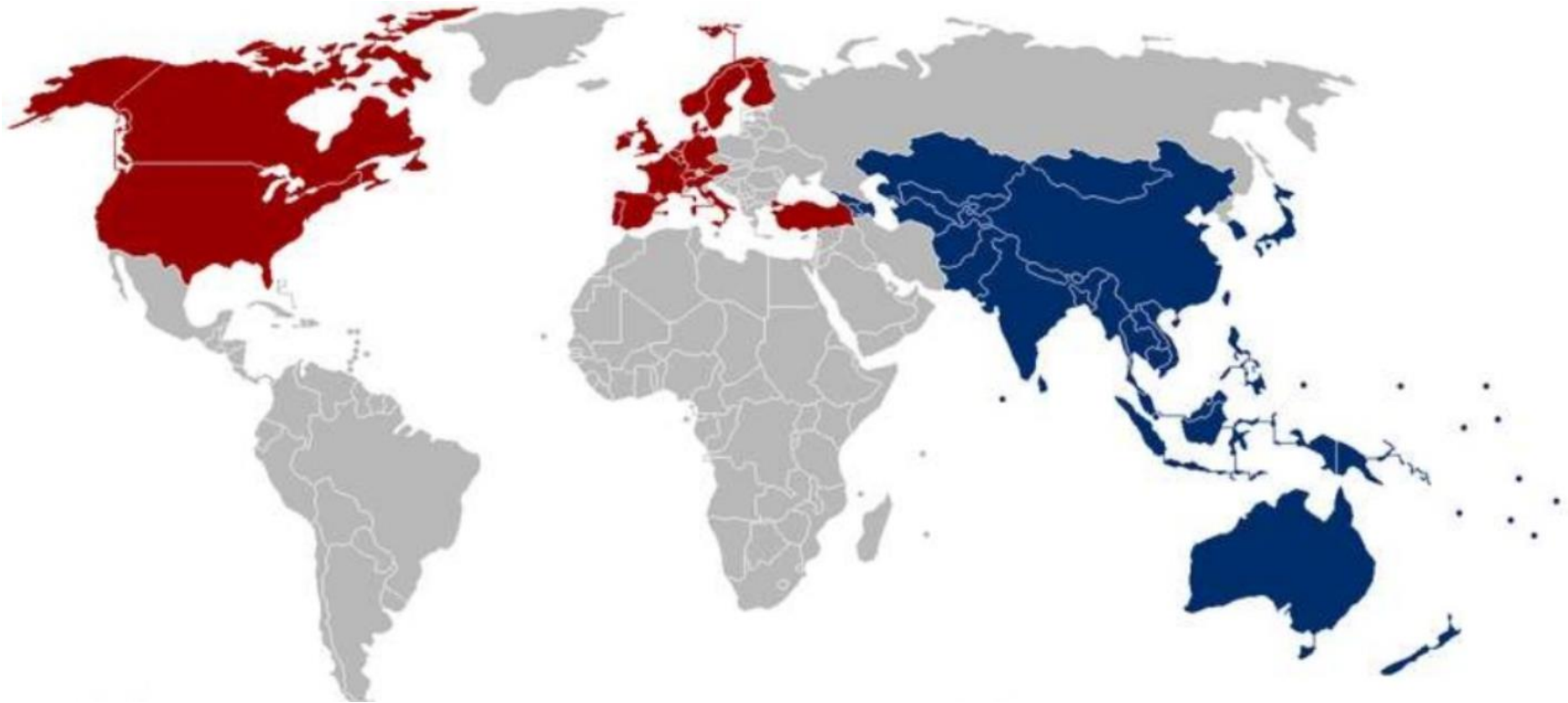


# Regional Multi-lateral Development Bank with HQ in Manila, Philippines





# ADB Member Countries



● 19 Non-regional

● 49 Regional Members

From 31 members at its establishment in 1966, ADB has grown to encompass 68 members—of which 49 are from within Asia and the Pacific and 19 outside.



# Strategy 2030

## ADB's vision

ADB aims to achieve a

**PROSPEROUS**  
**INCLUSIVE**  
**RESILIENT**  
**SUSTAINABLE**

ASIA AND THE PACIFIC



....while sustaining efforts to eradicate extreme poverty



# Seven operational priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Other key approaches



Expanding private sector operations

One-third of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

\$1 in private sector operations financing matched by \$2.50 of cofinancing by 2030



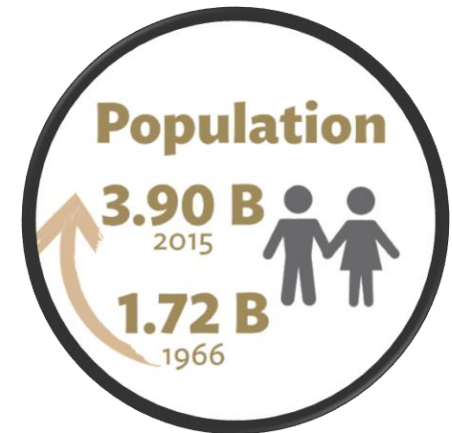
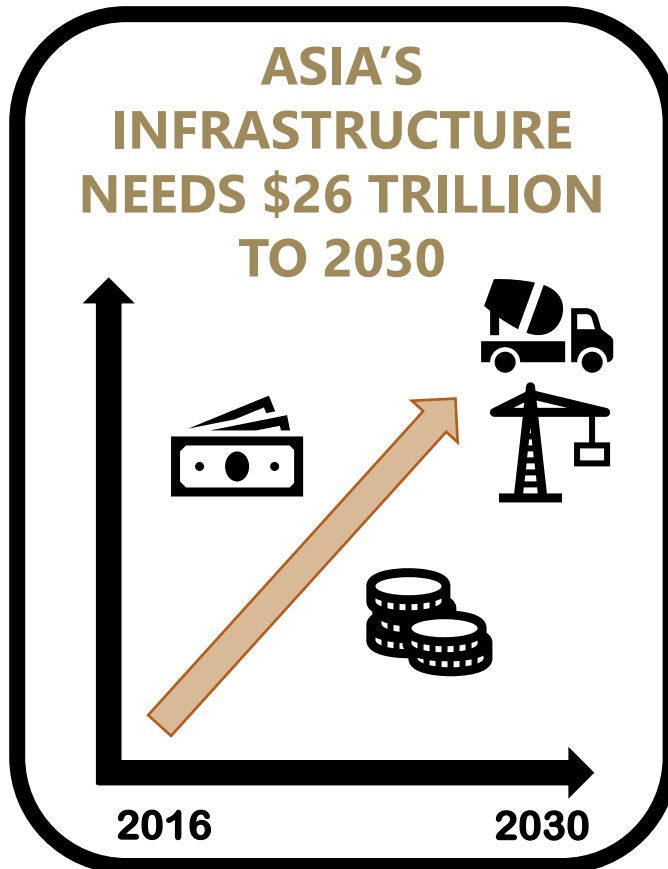
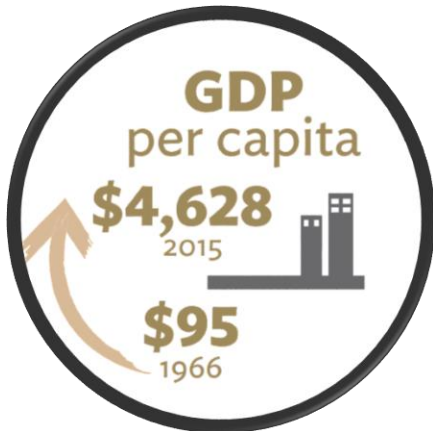
Strengthening knowledge services



# ADB Operations



# Overview of ADB operations







# Overview of ADB operations

## Main instruments:

- Loans and grants
- Technical assistance
- Equity and guarantees

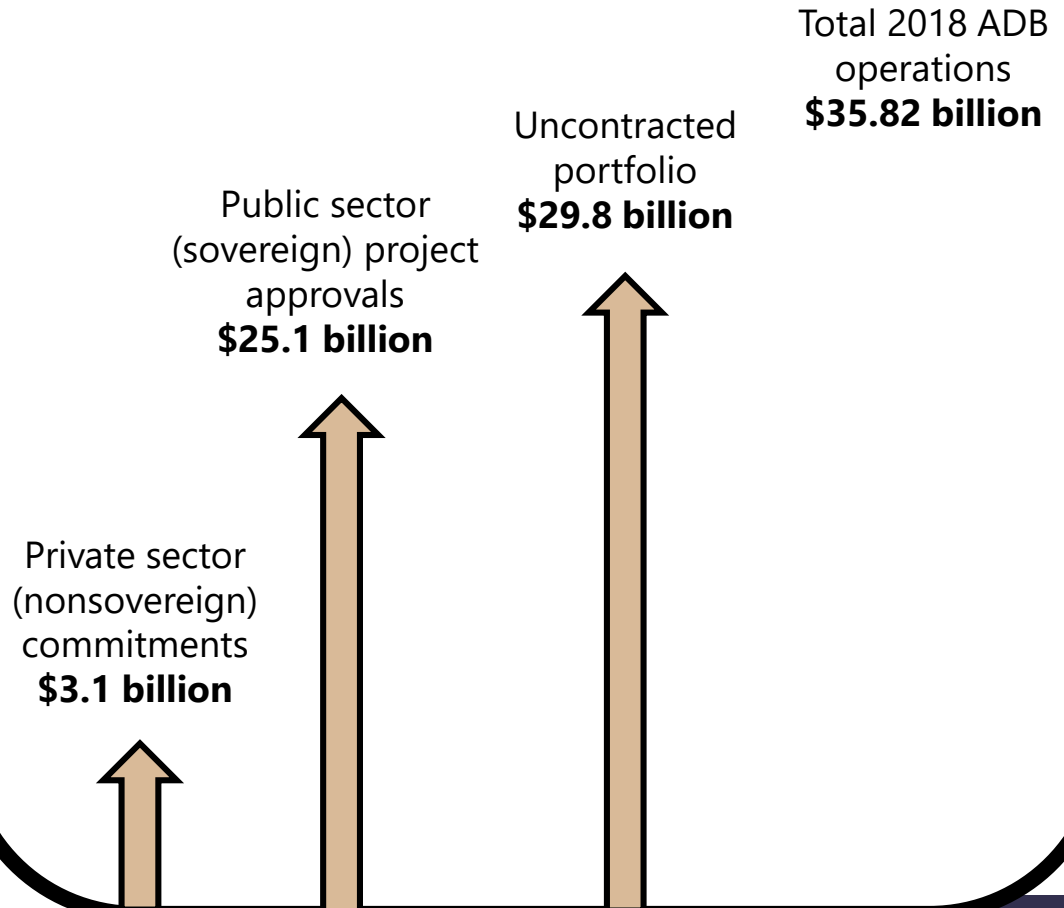
## Delivered through:

- ADB's own resources (ordinary; concessional; special funds)
- Cofinancing

## Focused on: "Finance ++"

- Leveraging cofinance, policy advice, knowledge, provision, and capacity development

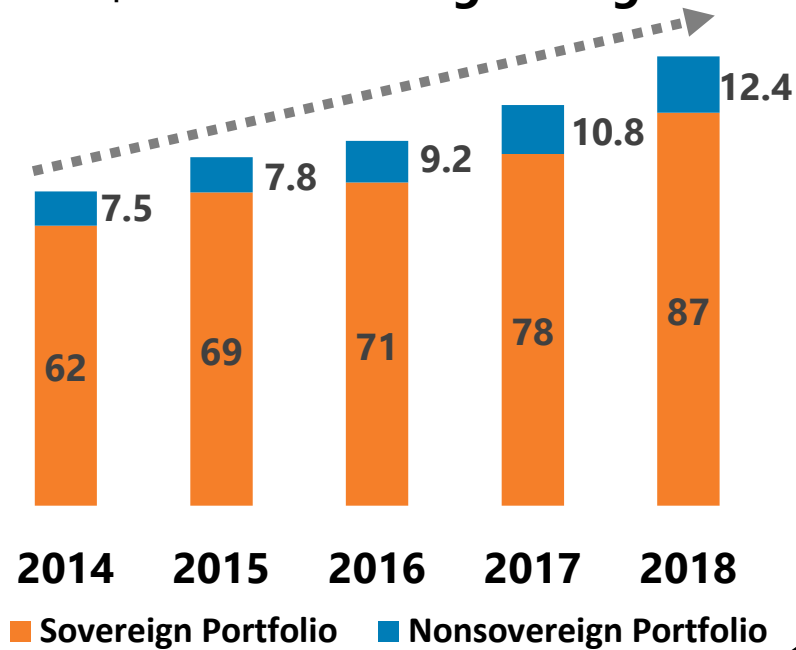
## ADB 2018 OPERATIONS





# Overview of ADB operations

**Active portfolio:**  
**\$99 billion and growing**



## Types of business opportunities

### Goods and civil works (through EAs)



~4000  
contracts in 2018



~\$12.5 billion  
contracted in  
2018

### Consulting services (through ADB or EAs)



~5000  
contracts in 2018

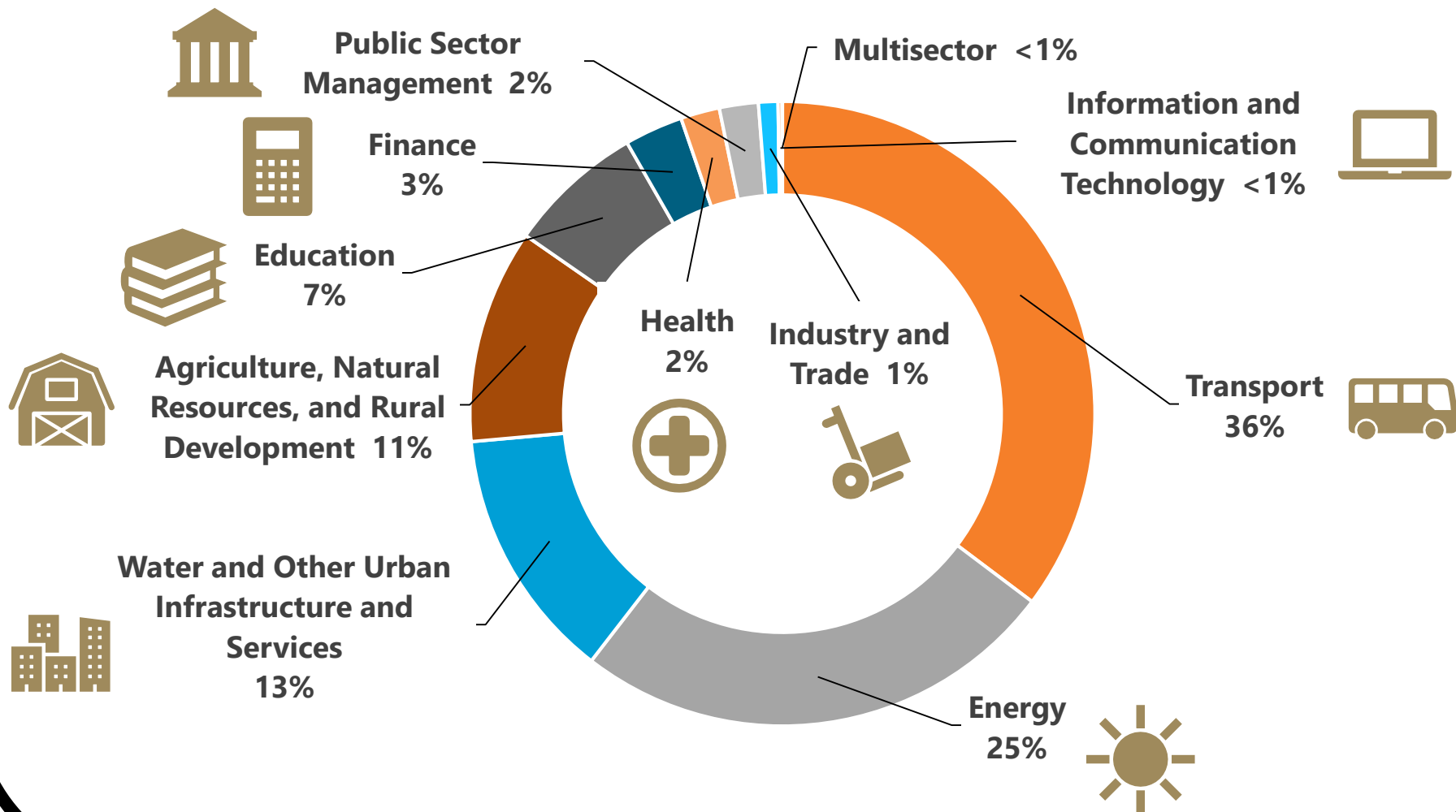


~\$736 million  
contracted in  
2018



# Overview of ADB operations

What do we work on?  
(Share of project portfolio by sector, 2018)





# Overview of ADB operations

## Who do we support?

Our 46 DMCs: their governments & private sector

## To support our clients, we work with:

- Private sector
- NGOs and CBOs
- Foundations
- Academia & think tanks
- Donors & international organizations

Our biggest borrowers in 2018:





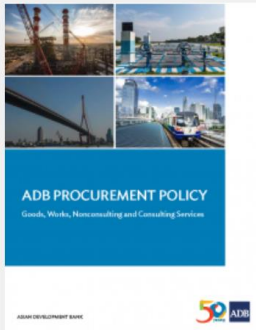
# Procurement Framework



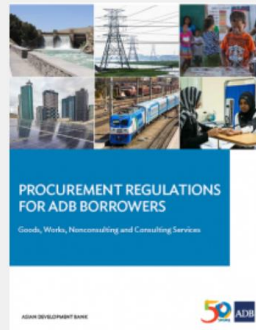
# ADB's procurement frameworks

For projects with concept papers approved **on or after 1 July 2017**

ADB's new procurement framework comprises a Procurement Policy and Procurement Regulations for ADB Borrowers. It modernizes project procurement processes through a principles-based approach, to meet the diverse needs of clients as ADB scales up its operations in line with Strategy 2030.



ADB Procurement Policy



Procurement Regulations for ADB Borrowers

For projects with concept papers approved **before 1 July 2017**

ADB's Procurement Guidelines and Guidelines on the Use of Consultants defined the policies and procedures for selecting, contracting, and monitoring suppliers of goods, works, and services for ADB-financed projects.



Procurement Guidelines



Guidelines on the Use of Consultants





# Key drivers for ADB's new procurement framework



Increased lending operations

Evolving needs of developing member countries







Harmonization with multilateral development banks

Need to improve delivery systems





# ADB's procurement principles

Principles		Outcomes
	<b>Fairness</b>	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	<b>Economy</b>	Using price, quality, and any nonprice attributes to deliver viable projects.
	<b>Efficiency</b>	Ensures procurement processes are proportional to value and risks.
	<b>Transparency</b>	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	<b>Quality</b>	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	<b>Value for Money</b>	Obtain optimal benefits through effective, efficient, and economic use of resources.



# ADB Procurement System

**ADB Procurement Policy**  
(Goods, Works, Nonconsulting and Consulting Services)

**Procurement Regulations for ADB Borrowers**  
(Goods, Works, Nonconsulting and Consulting Services)

## Guidance Notes





# ADB Procurement System

## New Features

### **Previous Framework** (Red Book + Green Book)

### **Current Framework Additionality**

- Strategic Procurement Planning
- Value for Money
- Quality
- High Level Technology
- Alternative Procurement Arrangement
- Contract Management
- Framework Agreement for Consultants
- Standstill Period
- History of Nonperforming contracts
- Abnormally Low Bids
- Electronic Reverse Auction



# Key features of ADB's new procurement framework



Risk-Based Procurement

Focus on Beginning-to-End Procurement Support

Decentralization and Delegation of Authority

Alternative Procurement Arrangements

Tracking and Monitoring of Procurement Complaints





# New approach to consulting services

## Faster consultant selection

- Fewer transactions require ADB's prior review
- Fewer submissions to ADB
- Increased support for framework agreements
- Use of e-procurement systems to reduce procurement time and effort
- Shorter advertising periods (use of eGP)

## Flexibility in selecting consultants

- Eligibility and shortlisting requirements have been relaxed
- Alternative procurement arrangements

## Value for money

- Supporting quality, value for money and high-level technologies
- 90:10 ratios for Quality- and Cost-Based Selection

## Stronger support for planning and contract management

- ADB support for consulting transactions from beginning to end
- More planning up-front reduces review times later in the process
- Consultant complaint handling procedures are fairer and more transparent





# Expected Impacts



With the implementation of the new policy and framework, ADB expects to:

- Improve project quality and deliver greater value-for-money
- Reduce time to deliver procurement outcomes
- Attract more quality suppliers bidding for projects
- Lower transaction costs
- Strengthen DMC procurement capacity
- Improve borrower and supplier relationships.



All leading to a stronger, better, faster, more relevant ADB and improved development outcomes.





# ADB Procurement System

## ADB Procurement Documents

Prequalification

Goods

Works (Large and Small Contracts)

Plant: Design, Supply, Install

Information Technology Products and Services (**New**)

Design-Build-Operate (**New**)

Request for Quotations (Goods and Works)

Consulting Services

Non-consulting Services (**New**)



# ADB Procurement System

## ADB Procurement Methods

- Strategic Procurement Planning **New**
- Limited Competitive Bidding
- Request for Quotations
- Framework Agreement (consulting) **New**
- Electronic Reverse Auction **New**
- Direct Contracting
- Force Account
- Procurement from Specialized Agencies
- Procurement in Fragile Conflict-Affected and Emergency Situations **New**
- Procurement Agents
- Support to Government for Public-Private Partnerships
- Procurement of High-Level Technology **New**
- Community Participation in Procurement
- Procurement under Loans Guaranteed by ADB
- Procurement in Loans to Financial Intermediaries



# ADB Procurement System

## Roles and Responsibilities

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

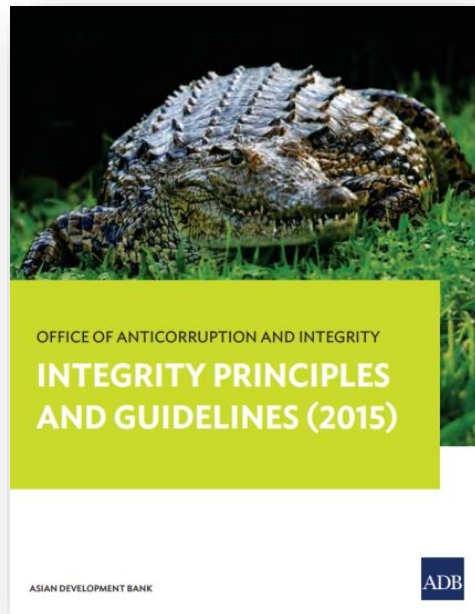
ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers



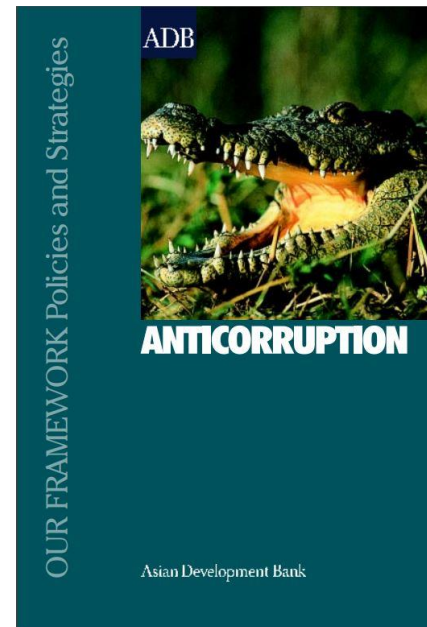
# ADB's Anticorruption Policy & Guidelines

Applies to executing and implementing agencies, contractors, consultants, suppliers, ADB staff, and anyone connected to an ADB-financed, -administered, or –supported activity.

<http://www.adb.org/site/integrity/publications>



Highest Ethical Standards



Zero Tolerance





# Integrity Violations

**CORRUPTION**



**FRAUD**



**COLLUSION**



**COERCION**



**MDB Harmonized Definitions**

**MISCONDUCT**



**CONFLICT OF INTEREST**



**OBSTRUCTIVE PRACTICE**



**ABUSE**







# Consulting Services

**Tips to win!**



# Register in Consultant Management System (CMS)

- Consulting opportunities are also visible through ADB's Consultant Management System (CMS) (<http://cms.adb.org>)
- Firms need to register for alerts to receive notices of all consulting opportunities
- Advertisement of Consulting opportunities (both EA and ADB) are through CMS.
- The RFP process for ADB Administered Contracts is through CMS\*



## 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.





# Key Features of CMS

## The **Consultant Management System** or **CMS**

(<http://cms.adb.org/>) is an Oracle web-based application where ADB does the following:

- advertise consulting services recruitment notices (CSRNs)
- recruit consultants
- manage contracts
- process consultants' performance evaluation reports

Using the CMS, consultants can do the following:

- register in ADB's consultant database
- create and update their profile
- search opportunities
- prepare and submit expressions of interest and proposals
- respond to non-committal inquiries (NCIs)

Access to the system is gained by typing a registered email address and password.



# **7-Step 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



# **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**



# 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 not from ADB member countries
- Proposal received late: insufficient time afforded to enter a proposal into CMS
- Noncompliant proposal – e.g., number of person-months
- Failure to respond to client requirements

When in doubt, ***ALWAYS seek written clarification.***



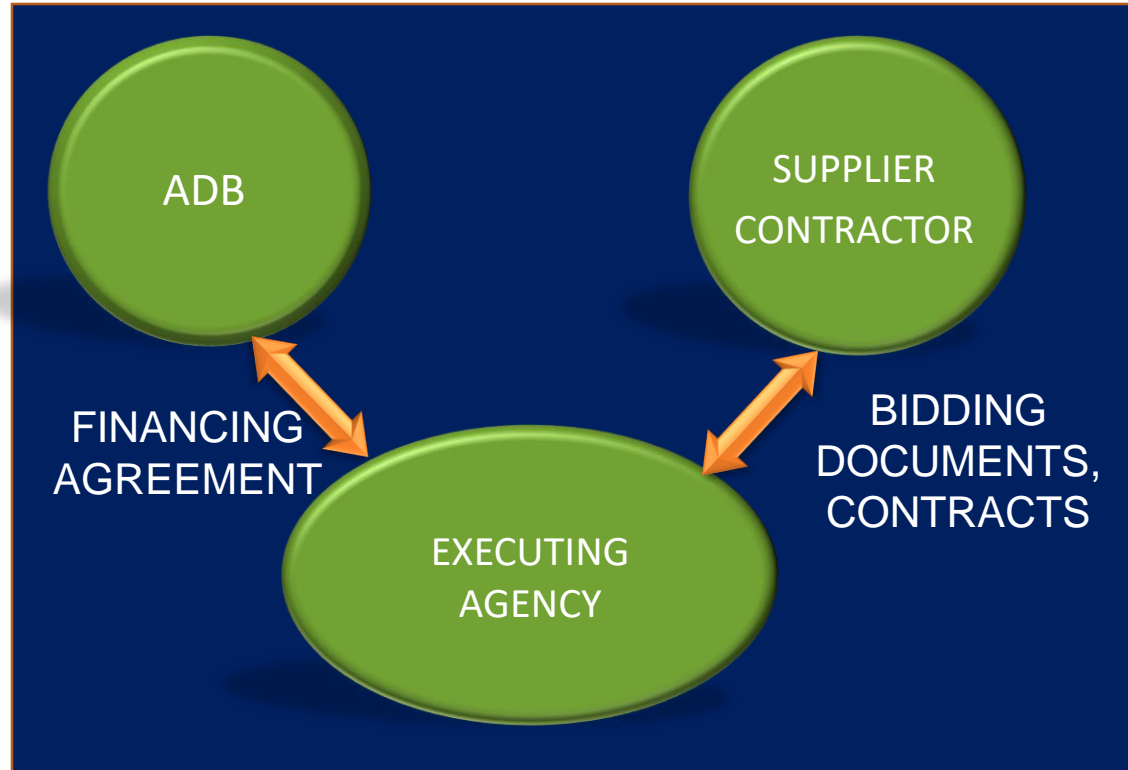
# **Bidding Strategy**

## **Advice on Bid Preparation**



# Contractual Relationships

- Executing agency is responsible for all procurement activities
- ADB oversees compliance with ADB's procurement rules





# 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!”

Seek official clarification before bid submission

BIDDING DOCUMENT	POTENTIAL ISSUES
Bid Conditions	<ul style="list-style-type: none"><li>• Unreasonable bid preparation period</li></ul>
Qualification Criteria	<ul style="list-style-type: none"><li>• Unclear which entity must comply with qualification criteria</li><li>• Ambiguous criteria</li><li>• Restrictive criteria</li></ul>
Requirements	<ul style="list-style-type: none"><li>• Incomplete, unclear, or restrictive requirements</li></ul>
Contract Conditions	<ul style="list-style-type: none"><li>• Unreasonable contract completion period</li><li>• Unbalanced risk allocation</li></ul>

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
- Do not submit conditional bid
- 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





# Debriefing and Complaints

## Debriefing:

- Unsuccessful bidders may request debriefing from executing agency. If they are not satisfied with the explanation given, they may contact ADB directly.

## Complaints:

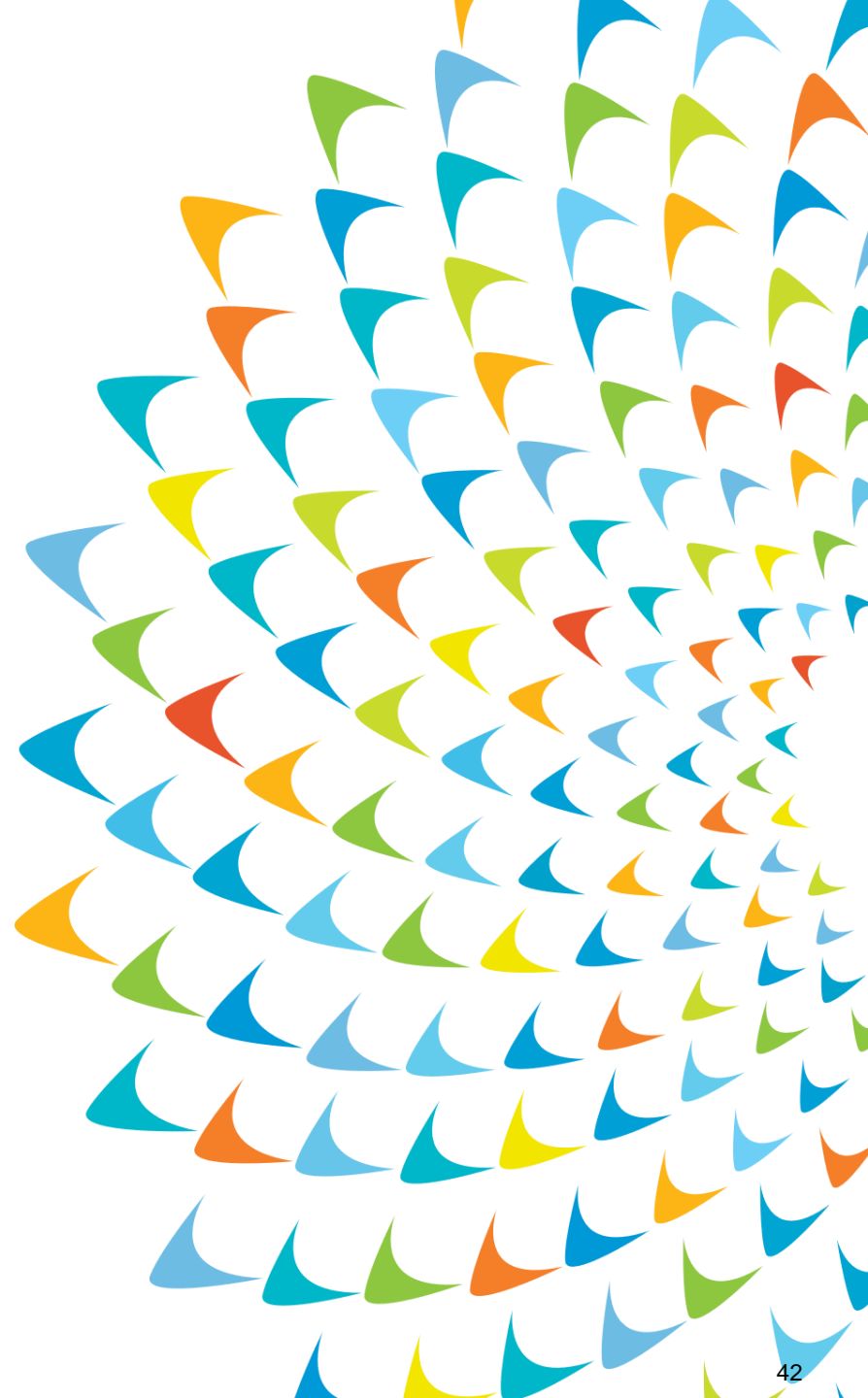
- Bidders may file complaint directly with ADB and may copy ADB on correspondence with executing agencies.
- Complaints to ADB should be submitted through online form: <https://www.adb.org/forms/complaints>

## How to report fraud:

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



Thank you!  
Questions?

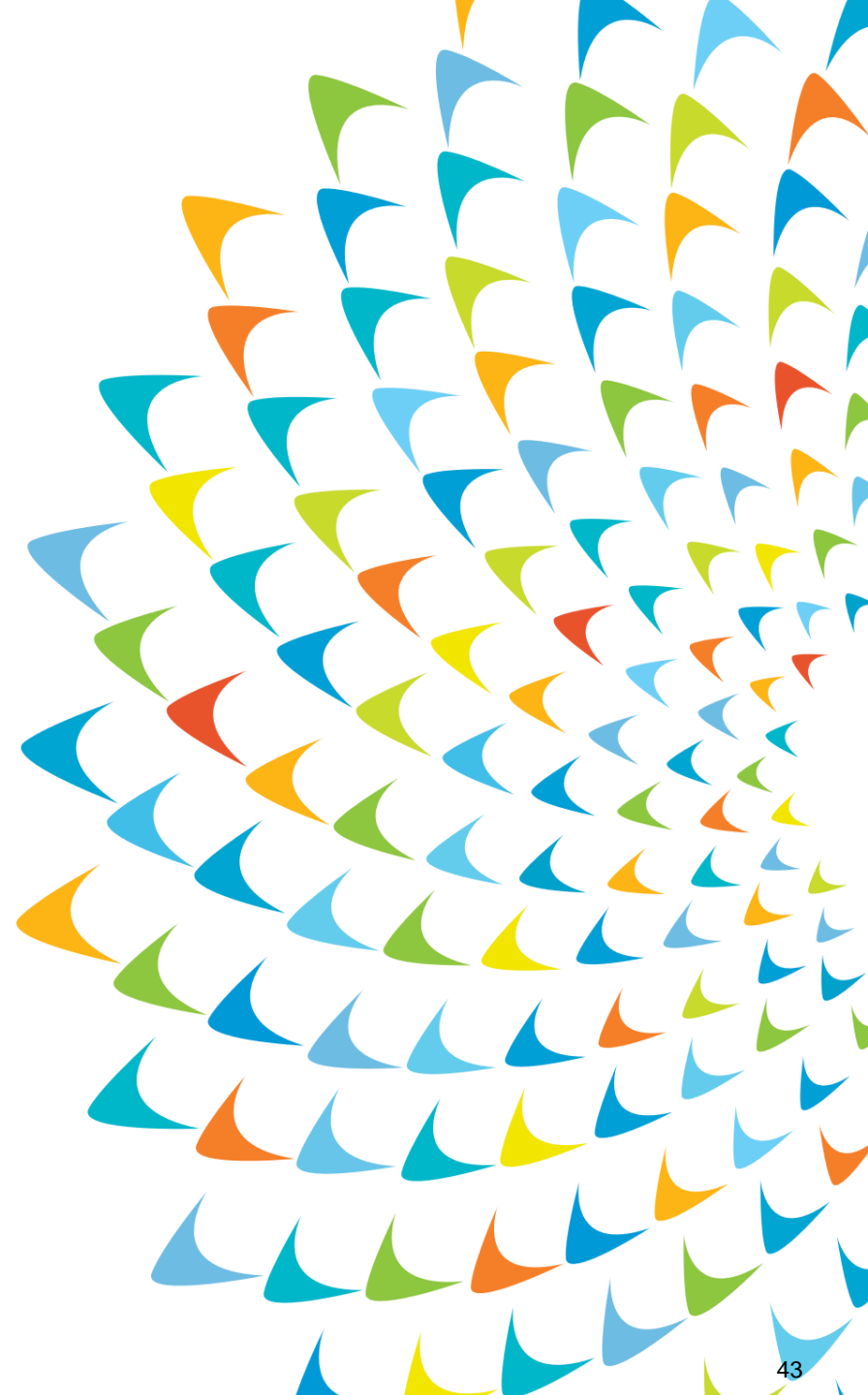




Luxembourg  
29 November 2019

# ADB Business Opportunities

**Ashraf Mohammed**  
Procurement, Portfolio and Financial  
Management Department





# Why pursue ADB funded contracts?

- Assured financing for goods, works, and services
- Gateway to new opportunities in fast growing economies across multiple sectors
- ADB's operations are rapidly growing
- Internationally accepted fair and transparent procurement procedures
- Strong integrity oversight



# Types of business opportunities

- 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, heating plants, airports, etc.
- Consulting services
  - Project preparation & implementation, knowledge products, staff consultants
- Nonconsulting services
  - Surveys, training, translation, event management



# Top Suppliers by Member State

Procurement Ranking – Goods			
	2016	2017	2018
1	PRC	PRC	PRC
2	IND	IND	BAN
3	JPN	SWE	IND
4	VIE	INO	SWE
5	PAK	BAN	VIE



# Top Suppliers by Member State

Procurement Ranking – Works			
	2016	2017	2018
1	PRC	PRC	PRC
2	IND	IND	IND
3	BAN	KOR	GER
4	AZE	VIE	BAN
5	VIE	BAN	PAK



# Top Suppliers by Member State

Procurement Ranking – Consulting Services			
	2016	2017	2018
1	KOR	AUS	KOR
2	UKG	KOR	IND
3	AUS	IND	UKG
4	IND	USA	FRA
5	PHI	UKG	AUS





# Top Suppliers by Amount

## Top 5 Suppliers of Goods (2016–2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	ABB AB SWEDEN	9	255.33
2	INDUSTRI KERETA API PT	2	100.90
3	HAOTIAN ENERGY CONSERVATION EQUIPMENT CO. LTD.	2	61.91
4	PHILIPS LIGHTING INDIA LIMITED	1	50.90
5	XIAMEN GOLDEN DRAGON BUS CO. LTD	1	50.88



# Top Suppliers by Amount

## Top 5 Suppliers of Works (2016–2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SIEMENS AG	17	864.38
2	LARSEN & TOUBRO LTD.	12	510.10
3	CHINA COMMUNICATIONS CONSTRUCTION CO. LTD.	18	462.05
4	DAEWOO ENGG. AND CONST. CO. LTD. & L&T LTD. (JV)	1	416.82
5	MAX INFRASTRUCTURE LTD.	3	401.66



# Top Suppliers by Amount

## Top 5 Consulting Services Firms (2016–2018)

	Name	No. of Contracts	ADB Amount (\$ million)
1	SMEC INTERNATIONAL PTY. LTD.	30	141.41
2	EGIS INTERNATIONAL	24	71.35
3	OVE ARUP & PARTNERS INTERNATIONAL LIMITED	5	53.35
4	KOREA CONSULTANTS INTERNATIONAL CO. LTD.	4	53.07
5	DOHWA ENGINEERING CO. LTD.	7	50.42



# Business opportunities

- Supply of goods
  - Machinery, equipment, computers, furniture
- Civil works
  - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
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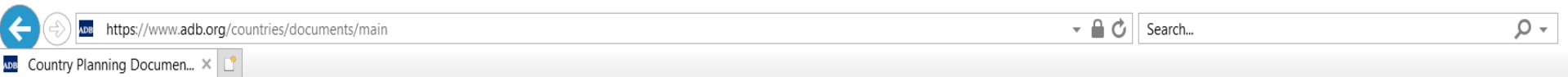


# Identifying opportunities for contracts with project executing agencies and ADB

- Country partnership strategies
- Country operations business plans
- 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
- (*ADB only*) Institutional procurement notices



# Country partnership strategies



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## Country Planning Documents



### Regional/Country Strategies and Operations Business Plans

The country partnership strategy (CPS) is ADB's primary platform for designing operations to deliver development results at the country level. ADB works with each developing member country to map out a medium-term development strategy and a 3-year country operations business plan (COBP) to implement it.

The regional cooperation strategy (RCS) outlines how an ADB-defined region or subregion in Asia and the Pacific can work together to foster economic growth and cooperation. The strategy is implemented through a 3-year regional cooperation operations business plan (RCOBP).

- Country Partnership Strategies
- Country Operations Business Plans
- Regional Cooperation Strategy and Programs



# Country partnership strategies



## Country Partnership Strategy

ADB ASIAN DEVELOPMENT BANK

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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)
3. Gender Analysis (Summary)

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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 (2015-2019)

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)

January 2016

### Transforming Partnership: People's Republic of China and Asian Development Bank, 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)



# Country operations business plans

Browser address bar: <https://www.adb.org/countries/documents/main>

Browser tabs: Country Planning Documen... x



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## Country Planning Documents



### Regional/Country Strategies and Operations Business Plans

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- Country Partnership Strategies
- **Country Operations Business Plans**
- Regional Cooperation Strategy and Programs





# Country operations business plans

ADB

## 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	OCR	ADB ADF		Gov't	Co-finance
								Loans	Grants		
<b>2016 Firm</b>											
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
<b>Total (2016 Firm)</b>						<b>3,425.53</b>	<b>1,450.0</b>				<b>1,975.53</b>

January 2016

People's Republic of China  
2016–2018



# Procurement plans

*This is a new page. The old "business opportunities" pages will soon be phased out*

Secure | <https://www.adb.org/projects/documents/doctype/Procurement%20Plans>

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**COUNTRY**

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

**TYPE (1) [Clear]**

- Loan Agreement
- Loan Agreement
- Periodic Financing Request Reports
- Procurement Plans**
- Progress Reports
- Project Performance Evaluation Reports
- Project Preparatory Technical Assistance Reports

Procurement plans, reports, safeguards, etc.

Search

Results 1-20 of 1017 [x Procureme...](#) [RSS](#) [Sort by v](#)

<b>Water Resources Project Preparatory Facility: Procurement Plan</b> 45206-001; Nepal; Type: Procurement Plans	Document Date: 16 Aug 2018
<b>Improving Growth Corridors in Mindanao Road Sector Project: Procurement Plan</b> 41076-048; Philippines; Type: Procurement Plans	Document Date: 15 Aug 2018
<b>Batumi Bypass Road Project: Procurement Plan</b> 50064-001; Georgia; Type: Procurement Plans	Document Date: 15 Aug 2018
<b>Water Sector Investment Program - Tranche 3: Procurement Plan</b> 41456-043; Viet Nam; Type: Procurement Plans	Document Date: 09 Aug 2018
<b>Water Sector Investment Program - Project 2: Procurement Plan</b> 38411-043; India; Type: Procurement Plans	Document Date: 06 Aug 2018

**Key Documents**

- Reports and Recommendations of the President
- Procurement Plans**
- Safeguard Policy Statement
- Public Communications Policy

**Request for Information**  
ADB documents and information that you have not been able to find on our website. »



# Procurement plans

## PROCUREMENT PLAN

### Basic Data

<b>Project Name:</b> Improving Growth Corridors in Mindanao Road Sector Project	
<b>Project Number:</b> 41076-048	<b>Approval Number:</b> 3631
<b>Country:</b> Philippines	<b>Executing Agency:</b> Dept. of Public Works & Highways
<b>Project Financing Amount:</b> US\$ 503,000,000 <b>ADB Financing:</b> US\$ 380,000,000 <b>Cofinancing (ADB Administered):</b> <b>Non-ADB Financing:</b> US\$ 123,000,000	<b>Implementing Agency:</b> N/A
	<b>Project Closing Date:</b> 30 June 2024
<b>Date of First Procurement Plan:</b> 14 December 2017	<b>Date of this Procurement Plan:</b> 15 August 2018, 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
PR06	Alicia - Malangas Road	31,000,000.00	ICB	Prior	1S1E	Q2 / 2018	Prequalification of Bidders: N Domestic

### 3. Consulting Services Contracts Estimated to Cost \$100,000 or More

The following table lists consulting services contracts for which the recruitment activity is either ongoing or expected to commence within the next 18 months.

Package Number	General Description	Estimated Value	Recruitment Method	Review (Prior/ Post)	Advertisement Date (quarter/year)	Type of Proposal	Comments
CS	Construction Supervision	16,000,000.00	QCBS	Prior	Q2 / 2018	FTP	Assignment: International Quality-Cost Ratio: 90:10 Advance Contracting: N Comments: Complex



# General procurement notices

https://www.adb.org/projects/tenders/type/advance-notice-1536



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Projects Documents **Tenders**

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

### SECTOR

- Agriculture, natural resour...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communi...

### TYPE (1) [Clear](#)

- Advance Notice**
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification
- Prequalified applicants

### GROUP

Procurement of goods, works, and consulting services

Search

Results 1-20 of 237 [x Advance N...](#)

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

#### IND: Promoting Public Private Partnership in Madhya Pradesh Road Sector Project

Status: **Active** Deadline: Not available

51375-001; Date posted: 09 Aug 2018

Notice Type: Advance Notice

#### SRI: Northern Province Sustainable Fisheries Development Project

Status: **Active** Deadline: Not available

49325-002; Sri Lanka; Agriculture, natural resources and rural development; Date posted: 27 Jul 2018

Notice Type: Advance Notice

#### IND: Visakhapatnam Chennai Industrial Corridor Development Program – Project 2

Status: **Active** Deadline: Not available

48434-004; Date posted: 17 Jul 2018

Notice Type: Advance Notice

#### 48409-LAO: Climate-Friendly Agribusiness Value Chains Sector Project

Status: **Active** Deadline: Not available

48409-004; Lao People's Democratic Republic; Agriculture, natural resources and rural development; Date posted: 29 Jun 2018

Notice Type: Advance Notice

#### 51122- Power System Reliability Strengthening Project

Status: **Active** Deadline: Not available

51122-002; Sri Lanka; Energy; Date posted: 27 Jun 2018

Notice Type: Advance Notice

### Key Documents

[Procurement Plans](#)

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# General procurement notices

**ADB**

## Advance Contracting Notice

---

Date: 23 September 2019

Country/Borrower: Republic of Uzbekistan

Title of Proposed Project: 48414-UZB: Central Asia Regional Economic Cooperation (CAREC) Corridor 2 Karakalpakstan Road Project (A380 Kungrad to Daut-Ata Section – 240 km)

### Name and Address of Executing/Implementing Agency:

Committee for Roads  
Office Address: Mustaqillik Avenue 68-a, 100000, Tashkent, Uzbekistan  
Telephone: +998 (71) 239-41-52  
Facsimile number: +998 (71) 239-14-06  
E-mail: info@uzavtoyul.uz

### Brief Description of the Project:

The project aims to upgrade and widen the existing Kungrad to Daut-Ata A380 highway in Kungrad district of the Republic of Karakalpakstan, with a total length of about 240 kilometers (km) to improve one of the main international trade routes of the country and a regional transit corridor. The project road is part of Central Asia Regional Economic Cooperation (CAREC) Corridor 2.

The project will improve regional connectivity, transport efficiency, and create more job opportunities. In addition to civil works, the project also includes implementation support and capacity development, improve the road safety, and provide supply and installation of intelligent transport system (ITS) and weigh-in-motion systems (WIM) for axle load control.

The Project is expected to be completed by 31 December 2025.

### Brief Description of Works and Consulting Services to be Procured:

Under the project, the following civil works packages will be procured using open competitive bidding (international advertisement):

- Reconstruction of 240 km road section from km 964 to km 1,204 on A380 (Kungrad to Daut -Ata section) – two contract packages with 3 lots each (total 6 lots)
- Supply and installation of weigh-in-motion systems (WIM)
- Supply and Installation of intelligent transport systems (ITS)

One civil works package for community development will be procured using open competitive bidding (national or local advertisement).

The following consulting services are envisaged under the project: (i) works supervision consultant for road reconstruction; (ii) works supervision consultant for WIM/ITS; (iii) audit firms, and (iv) individual consultants for implementation support and capacity building.

Asian Development Bank





# Specific procurement notices

https://www.adb.org/projects/tenders/type/firm-consulting-1566/type/individual-consulting-1516/type/invitation-bids-1521/type/invitation-prequalification-1611



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Projects Documents **Tenders**

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### COUNTRY

- Regional
- Afghanistan
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- Bangladesh
- Bhutan
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### SECTOR

- Agriculture, natural resour...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communi...

### TYPE (4) [Clear]

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification
- Prequalified applicants

### GROUP

Procurement of goods, works, and consulting services

Search

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

#### Legal Translator

49288-001; Regional; Finance; Date posted: 21 Aug 2018

Status: **Active** Deadline: 27 Aug 2018

Notice Type: Individual - Consulting

#### Knowledge and Innovation Support for ADB's Water Financing Program - Water Strategy and Management Specialist

42384-012; Regional; Agriculture, natural resources and rural development; Date posted: 21 Aug 2018

Status: **Active** Deadline: 27 Aug 2018

Notice Type: Individual - Consulting

#### Project Coordinator (POC)

52174-001; Bangladesh; Water and other urban infrastructure and services; Date posted: 21 Aug 2018

Status: **Active** Deadline: 27 Aug 2018

Notice Type: Individual - Consulting

#### Finance Specialist

50130-001; Uzbekistan; Energy; Date posted: 21 Aug 2018

Status: **Active** Deadline: 27 Aug 2018

Notice Type: Individual - Consulting

#### Research Analyst

51193-001; Regional; Public sector management; Date posted: 21 Aug 2018

Status: **Active** Deadline: 27 Aug 2018

Notice Type: Individual - Consulting

### Key Documents

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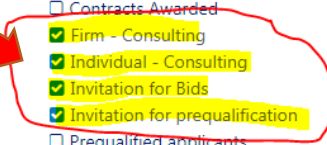
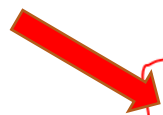
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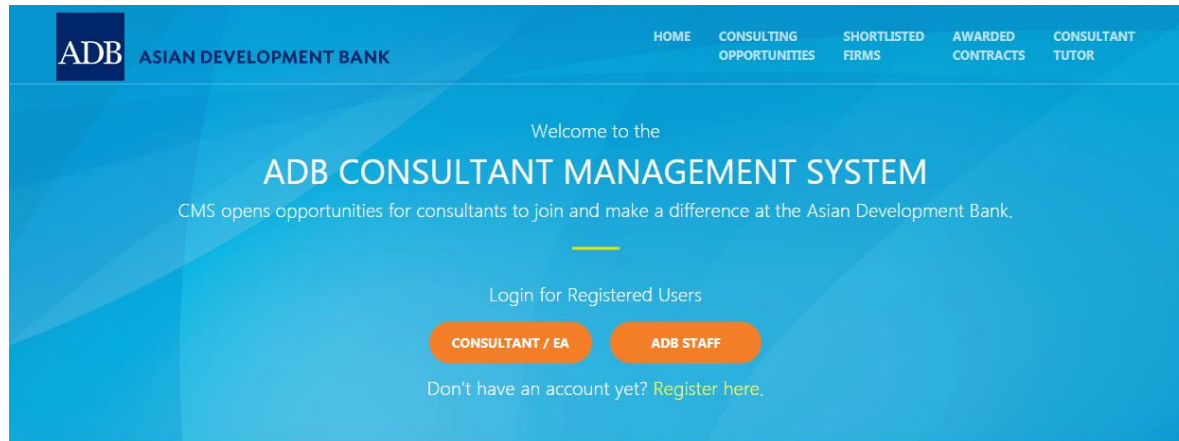






# Specific procurement notices

- Consulting opportunities are also visible through ADB's Consultant Management System (CMS) (<http://cms.adb.org>)
- EOIs and proposals for consulting contracts with ADB are submitted in CMS



## 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.





# Hop-on opportunities: contracts awarded

## PROJECTS & TENDERS

### Projects Documents **Tenders**

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#### COUNTRY

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

#### SECTOR

- Agriculture, natural resources an...
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communication...
- Infrastructure

#### TYPE (1) [Clear]

- Advance Notice
- Contracts Awarded**
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification
- Other Notice

#### GROUP

Procurement of goods, works, and consulting services

Search

Results 1-20 of 3532 [x Contracts...](#) [CSV](#) [RSS](#) [Sort by v](#)

#### IOM PHASE 2

46490-001; Myanmar; Health; Contract date: 30 Nov 2018 Status: **Awarded** Deadline: Not available

Notice Type: Contracts Awarded

Approval Number: Grant 9176

Executing Agency: Ministry of Health and Sports

Contractor Name: INTERNATIONAL ORGANIZATION FOR MIGRATION

Address: 50-B THIRI MINGALAR 2ND STREET KAMAYUT TOWNSHIP YANGON REP.UNION OF MYANMAR

Total Contract Amount (US\$): 647,000.00

#### MLBGP, CIVIL WORKS, LOT 1 OF BINZHOU TAIYU WHEAT INDUSTRY CO., LTD SUB PROJECT(SHD\_12\_TY\_1)

40682-013; China, People's Republic of; Energy; Contract date: 30 Nov 2018 Status: **Awarded** Deadline: Not available

Notice Type: Contracts Awarded

Approval Number: Loan 2632

Executing Agency: Ministry of Agriculture

Contractor Name: BEIJING YINGHERUI ENVIRONMENTAL TECHNOLOGY

Address: BEIJING CHINA,PEOPLE'SREP.OF

Total Contract Amount (US\$): 2,818,465.00

Contract Amount (US\$): 2,268,269.00

Financed by ADB (US\$):

ECO-FARMING FOR LOT 2 OF BINZHOU TAIYU WHEAT INDUSTRY

#### Key Documents

- [Procurement Plans](#)
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# Hop-on opportunities: prequalified contractors / consultants

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### Projects Documents **Tenders**

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- Regional
- Afghanistan
- Azerbaijan
- Bangladesh
- China, People's Republic of
- Cook Islands
- Fiji
- ...

#### SECTOR

- Agriculture, natural resource...
- Energy
- Transport
- Water and other urban infras...

#### TYPE (1) [Clear]

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification
- Prequalified applicants

#### GROUP

#### STATUS

Procurement of goods, works, and consulting services

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

**50299 SRI: South Asia Subregional Economic Cooperation Port Access Elevated Highway Project [PAEH-CW-01]** Status: **Active** Deadline: Not available

50299-001; Sri Lanka; Transport; Date posted: 04 Jul 2018

Notice Type: Prequalified applicants

**Loan No. 3512-FJI: Urban Water Supply and Wastewater Management Investment Program, Tranche 1 [1.1.1 and 1.1.2]** Status: **Active** Deadline: Not available

49001-003; Fiji; Water and other urban infrastructure and services; Date posted: 31 Oct 2017

Notice Type: Prequalified applicants

Approval Number: 3512

**Loan 3316/Grant 0455-MYA: Mandalay Urban Services Improvement Project [MYWW/4.0]** Status: **Active** Deadline: Not available

47127-002; Myanmar; Water and other urban infrastructure and services; Date posted: 26 Jul 2017

Notice Type: Prequalified applicants

Approval Number: 3316, 0455

**Loan No. 49228-IND: Rajasthan State Highway Investment Program - Tranche 1 [Package 3]** Status: **Active** Deadline: Not available

49228-002; India; Transport; Date posted: 22 Sep 2016

Notice Type: Prequalified applicants

Approval Number: Loan 3534

#### Key Documents

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The Asian Development Bank (ADB) is committed to achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific, while sustaining its efforts to eradicate extreme poverty. It assists its members and partners by providing loans, technical assistance, grants, and equity investments to promote social and economic development.

## Headquarters

6 ADB Avenue, Mandaluyong City 1550, Metro Manila, Philippines

+63 2 8632 4444 +63 2 8636 2444

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### Development Asia Articles

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On  Off

### Evaluation Reports

On  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 \(CMS\)](#).

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### Project Information and Documents

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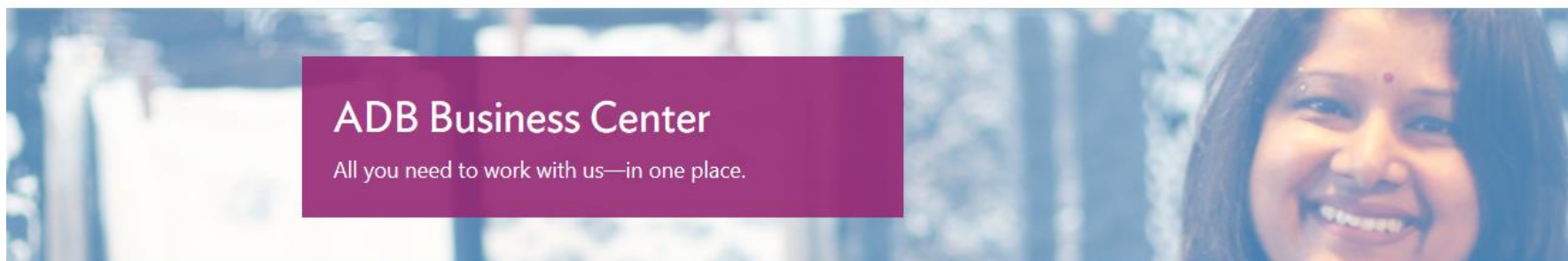
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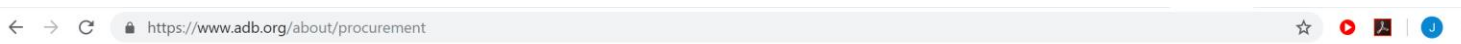
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Information for...	How-Tos
<a href="#">Consultants</a>	<a href="#">How can I become an individual ADB consultant? →</a>
<a href="#">Contractors and suppliers</a>	<a href="#">How can my company consult for ADB? →</a>
<a href="#">Governments</a>	<a href="#">How can I become an ADB transaction advisory services consultant? →</a>
<a href="#">Executing and implementing agencies</a>	<a href="#">What is the Consultant Management System? →</a>
<a href="#">Development institutions</a>	<a href="#">Where are the business opportunities in the ADB project cycle? →</a>
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<a href="#">Civil society/non-government organizations</a>	<a href="#">How to submit an Expression of Interest (EOI) for a consulting assignment? →</a>
<a href="#">All Audiences</a>	<a href="#">If I am not shortlisted for a consulting contract, will I be informed and am I entitled to feedback? →</a>
	<a href="#">How will my company know the status of our consulting proposal? →</a>



# ADB's new "Procurement" page

<https://www.adb.org/about/procurement>



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## Procurement

Goods, Works, Non-Consulting and Consulting Services



## Operations Procurement

The Procurement, Portfolio and Financial Management Department (PPFD) provides fiduciary oversight of procurement of goods, works, non-consulting and consulting services. PPFD supports ADB staff and borrowers on procurement planning and implementation, contract management, and related risk assessment and mitigation throughout the project life cycle. It also leads procurement and consulting services innovation and capacity building initiatives.



### Goods, Works, and Non-Consulting Services →

ADB extends loans and provides technical assistance to its developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.



### Consulting Services →

ADB engages individual consultants and consulting entities to provide expert advice such as in contract preparation and project supervision, and to help ADB to prepare studies, appraisals, and reports.

## Institutional Procurement

ADB's Office of Administrative Services (OAS) procures goods, works, and services necessary for institutional use in its headquarters and field offices to support its operations.

[More on Institutional Procurement →](#)



# ADB's new "Procurement" page

<https://www.adb.org/about/procurement>

Browser address bar: <https://www.adb.org/site/business-opportunities/operational-procurement/goods-services>

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- Operational Procurement: Goods, Works, and Related Services
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- Advance Action
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- Procurement Plans
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- Contracts Awarded
- Institutional Procurement
- Contacts

Business Opportunities >

## Project Procurement: Goods, Works, and Related Services



ADB extends loans and provides technical assistance to its developing member countries (DMCs) for a broad range of development projects and programs. These ADB-financed projects involve the procurement of goods, works and services (other than consulting services) from external suppliers.

[View latest procurement notices](#)

Browser address bar: <https://www.adb.org/site/business-opportunities/operational-procurement/consulting>

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- Indefinite Delivery Contracts
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## Project Procurement: Consulting Services



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.

[View Latest Consulting Opportunities](#) [CSRN Portal](#)

### Consultant Management System (CMS)

The CMS lets consultants create and update their profile, search opportunities, send expressions of interest, respond to non-committal inquiries, and prepare and submit proposals. Users log in to the system by typing their registered email address and password. [Read more information on the CMS.](#)





## BUSINESS OPPORTUNITIES

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Consulting Services](#)

[Operational Procurement: Goods,  
Works, and Related Services](#)

[Institutional Procurement](#)

[Guiding Principles](#)

[Resources](#)

[Institutional Procurement  
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[Major Contracts and Purchase  
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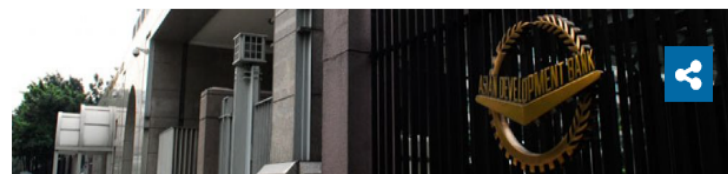
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# Institutional/Corporate Procurement



The Asian Development Bank procures quality goods and services for its own institutional use. ADB procures its requirements at competitive market prices using the most appropriate procurement method.

Institutional procurement methods vary depending on the estimated value and/or nature of goods and services being procured. These procurement methods are: open competitive bidding, limited tendering, shopping, and direct or sole source contracting. Where open competitive bidding is used, procurement notices are advertised through this site and/or relevant publications or websites. Interested vendors may go to [Institutional Procurement Notices](#) for ongoing and future open competitive bidding exercises for the year.

Register as a supplier in ADB's Supplier Information Management Portal. If interested, please email us at [ipcontracts@adb.org](mailto:ipcontracts@adb.org) with a message of intent to become an institutional (corporate) supplier of ADB with the (a) contact email address; and (b) registered business name for firms or complete name for individuals.

In all its institutional procurement activities, ADB staff is guided by the principles of fairness, transparency and integrity.

## Related Links

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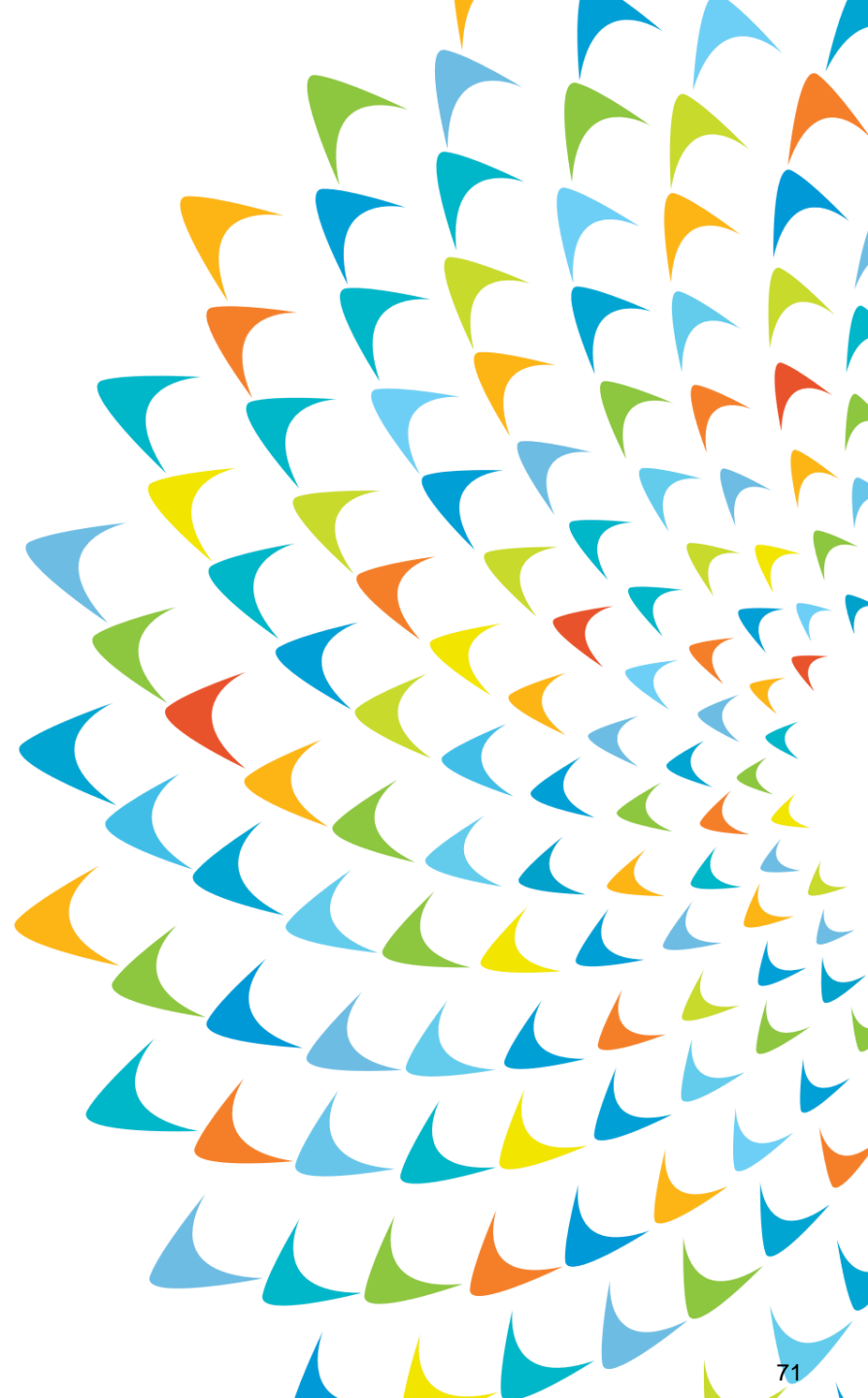
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## Procurement Notice

[Invitations to Bid / other notices](#)



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