Overview of the ADB’s Procurement

Presentation by

Galiya Ismakova

Principal Procurement Specialist, Operations Services and Financial Management Department, Asian Development Bank

November 2016
Regional Multi-lateral Development Bank with HQ in Manila, Philippines
Asian Development Bank

ADB is an international development finance institution whose mission is to help its developing member countries reduce poverty and improve the quality of life of their people.

Headquartered in Manila, and established in 1966, ADB is owned and financed by its 67 members, of which 48 are from the region and 19 are from other parts of the globe.

Established in 1966, ADB has committed $231.53 billion in loans to the vision of an Asia and Pacific region free of poverty.
Asian Development Bank

ADB’s main partners are governments, the private sector, nongovernment organizations, development agencies, community-based organizations, and foundations.


In pursuing its vision, ADB’s main instruments comprise loans, technical assistance, grants, advice, and knowledge.

Although most lending is in the public sector - and to governments - ADB also provides direct assistance to private enterprises of developing countries through equity investments, guarantees, and loans. In addition, its triple-A credit rating helps mobilize funds for development.
Core Areas of Operations

ADB estimates that 80% of its aggregate operations will fall within the five core areas:

1. Infrastructure
2. Environment
3. Regional Cooperation and Integration
4. Finance Sector Development
5. Education
ADB and Australia

Australia is a founding member of ADB.

Australia has contributed $8.52 billion in capital subscription as of 31 December 2015. It has contributed and committed $2.16 billion to Special Funds since joining in 1966.

Companies and consultants from Australia have been awarded $1.82 billion in procurement contracts on ADB-financed projects since 1967.
## Board of Directors

<table>
<thead>
<tr>
<th>Region 1</th>
<th>Region 2</th>
<th>Region 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Philippines, Pakistan, Kazakhstan; Maldives; Marshall Islands; Mongolia; Timor-Leste</td>
<td>United States</td>
<td>Japan</td>
</tr>
<tr>
<td>People's Republic of China</td>
<td>Canada; Denmark; Finland; Ireland; Netherlands; Norway; Sweden</td>
<td>Republic of Korea; Papua New Guinea; Sri Lanka; Taipei, China; Uzbekistan; Vanuatu; Viet Nam</td>
</tr>
<tr>
<td>Cook Islands; Fiji; Indonesia; Kyrgyz Republic; New Zealand; Samoa; Tonga</td>
<td>Australia; Azerbaijan; Cambodia; Hong Kong, China; Kiribati; Fed. States of Micronesia; Georgia; Nauru; Palau; Solomon Islands; Tuvalu</td>
<td>Belgium; France; Italy; Portugal; Spain; Switzerland</td>
</tr>
<tr>
<td>Brunei-Darussalam Malaysia; Myanmar; Nepal; Singapore; Thailand</td>
<td>Afghanistan; Bangladesh; Bhutan; India; Lao PDR; Tajikistan; Turkmenistan</td>
<td>Austria; Germany; Luxembourg; Turkey; United Kingdom</td>
</tr>
</tbody>
</table>
Sovereign & Nonsovereign Approvals (2015, $ million)

<table>
<thead>
<tr>
<th></th>
<th>Sovereign</th>
<th>Nonsovereign</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cofinancing</td>
<td>$6,142</td>
<td>$4,593</td>
</tr>
<tr>
<td>Technical Assistance</td>
<td>$365</td>
<td>$1,341</td>
</tr>
<tr>
<td>Guarantees</td>
<td>$13,304</td>
<td>$2,150</td>
</tr>
<tr>
<td>Grants</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity Investments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loans</td>
<td>$136</td>
<td>$5</td>
</tr>
</tbody>
</table>

ADB Business Opportunities
Approvals by Modality (in $ million)

- Investment Support, $19,823 - 73%
- Policy-Based Support, $5,443 - 20%
- Results-Based Lending, $1,639 - 6%
- Technical and Advisory Support, $267 - 1%
## Largest Borrowers

<table>
<thead>
<tr>
<th>Year</th>
<th>Country</th>
<th>Year</th>
<th>Country</th>
<th>Year</th>
<th>Country</th>
<th>Year</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>India</td>
<td>2013</td>
<td>India</td>
<td>2014</td>
<td>India</td>
<td>2015</td>
<td>India</td>
</tr>
<tr>
<td>2012</td>
<td>PRC</td>
<td>2013</td>
<td>PRC</td>
<td>2014</td>
<td>PRC</td>
<td>2015</td>
<td>PRC</td>
</tr>
<tr>
<td>2012</td>
<td>Indonesia</td>
<td>2013</td>
<td>Pakistan</td>
<td>2014</td>
<td>Pakistan</td>
<td>2015</td>
<td>Pakistan</td>
</tr>
<tr>
<td>2012</td>
<td>Viet Nam</td>
<td>2013</td>
<td>Indonesia</td>
<td>2014</td>
<td>Viet Nam</td>
<td>2015</td>
<td>Indonesia</td>
</tr>
<tr>
<td>2012</td>
<td>Bangladesh</td>
<td>2013</td>
<td>Philippines</td>
<td>2014</td>
<td>Philippines</td>
<td>2015</td>
<td>Bangladesh</td>
</tr>
<tr>
<td>2012</td>
<td>Philippines</td>
<td>2013</td>
<td>Bangladesh</td>
<td>2014</td>
<td>Bangladesh</td>
<td>2015</td>
<td>Kazakhstan</td>
</tr>
</tbody>
</table>
# ADB Procurement

## Consulting Services (Loans, TAs, Grants)

<table>
<thead>
<tr>
<th>Rank</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>1&lt;sup&gt;st&lt;/sup&gt;</td>
<td>AUS</td>
<td>IND</td>
<td>IND</td>
</tr>
<tr>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
<td>IND</td>
<td>AUS</td>
<td>GER</td>
</tr>
<tr>
<td>3&lt;sup&gt;rd&lt;/sup&gt;</td>
<td>USA</td>
<td>USA</td>
<td>UKG</td>
</tr>
<tr>
<td>4&lt;sup&gt;th&lt;/sup&gt;</td>
<td>UKG</td>
<td>VIE</td>
<td>AUS</td>
</tr>
<tr>
<td>5&lt;sup&gt;th&lt;/sup&gt;</td>
<td>GER</td>
<td>PHI</td>
<td>FRA</td>
</tr>
</tbody>
</table>
## Australia’s Share of ADB-Administered Contracts

### AUSTRALIA'S SHARE OF PROCUREMENT CONTRACTS

2014-2015 - Project and Program Loans combined, Grant and Technical Assistance

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount ($million)</th>
<th>% of Total</th>
<th>Amount ($million)</th>
<th>% of Total</th>
<th>Cumulative as of 31 Dec 2015</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goods, Works and Related Services</td>
<td>41.40</td>
<td>0.49</td>
<td>4.10</td>
<td>0.04</td>
<td>723.14</td>
<td>0.50</td>
</tr>
<tr>
<td>Consulting Services</td>
<td>47.39</td>
<td>8.52</td>
<td>46.81</td>
<td>7.34</td>
<td>1,101.10</td>
<td>10.35</td>
</tr>
</tbody>
</table>
### Goods and Works - Contracts Awarded Projects Only

<table>
<thead>
<tr>
<th>Loans and Grants (2013 -2015)</th>
<th>$100,000-$1 million</th>
<th>$1-20 million</th>
<th>$20 million and above</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Number of Contracts per year</td>
<td>1,881</td>
<td>699</td>
<td>86</td>
</tr>
<tr>
<td>Average Contract Size</td>
<td>$0.35</td>
<td>$4.80</td>
<td>$53.62</td>
</tr>
</tbody>
</table>
### Consulting Services - Contracts Awarded

<table>
<thead>
<tr>
<th>2013 -2015 Averages</th>
<th>Average Number of Contracts Per Year</th>
<th>Average Value of Contracts Awarded ($M)</th>
<th>Annual Average Value of Contracts Awarded ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firms</td>
<td>Indiv.</td>
<td>Firms</td>
<td>Indiv.</td>
</tr>
<tr>
<td>ADB Administrative Budget (Staff Consultants)</td>
<td>17</td>
<td>895</td>
<td>0.09</td>
</tr>
<tr>
<td>ADB Technical Assistance</td>
<td>227</td>
<td>2,114</td>
<td>0.54</td>
</tr>
<tr>
<td>ADB Loans</td>
<td>450</td>
<td>0.56</td>
<td>253</td>
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<td>ADB Loans</td>
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<td></td>
<td>0.56</td>
</tr>
</tbody>
</table>
ADB Project Cycle and Business Opportunities

Staff consultants
PPTA consultants
Loan/Grant consultants
Suppliers/Contractors
Staff consultants
Information on ADB Projects – Proposed Projects
Information on Projects – Approved Projects

Projects

- Approved Projects

- Proposed Projects
- Project Documents
- Project Cycle
- Operations
- Project Results and Case Studies

Archive

Advanced Search

Projects

Focus Areas

ADB Institute

Refine by Country

- Afghanistan (37)
- Bangladesh (12)
- China (5)
- India (21)
- Papua New Guinea (4)
- Pakistan (6)
- Philippines (37)
- Thailand (22)
- Vietnam (22)

Filter by Financing

- Agriculture, natural resources and rural development (22)
- Education (9)
- Energy (84)
- Finance (63)
- Health (9)
- Other (98)

Agriculture

- Bangladesh (9)
- China (8)
- India (8)
- Indonesia (3)
- Philippines (10)
- Vietnam (6)

Filter

- Show More

Search

Countries

Project Records

Results 1 to 25 of 260

Status: Approved

Kyrgyz Republic

50024-001 (Technical Assistance 9212)
Skilling and Entrepreneurship for Inclusive Growth Sector Development Program

Approved 22 Oct 2016

Georgia

49957-002 (Technical Assistance 9211)
East-West Highway (Khevi-Ubis Section) Improvement Project

Approved 21 Oct 2016

Papua New Guinea

50204-001 (Technical Assistance 9209)
Supporting Public Financial Management (Phase 3)

Approved 19 Oct 2016

Kiribati

43072-015 (Grant 9502)
South Tarawa Sanitation Improvement Sector Project - Additional Financing

Approved 17 Oct 2016

China, People's Republic of

48358-002 (Technical Assistance 9206)
Shaxi Inclusive Agricultural Value Chain Development

Approved 14 Oct 2016
Project Documents
Operations - Project Design and Management

How does ADB design and manage projects?
ADB provides financing for projects with developing member countries (DMCs) that will support inclusive economic growth, environmentally sustainable growth, and regional integration. Projects are identified in partnership with DMCs during strategic sector and country planning processes. The various stages from country programming, project design to project completion and evaluation are known collectively as ADB's project cycle.

Below are key guidelines and resources on the design and management of ADB
Policies and procedures

Guidelines on Use of Consultants by ADB and Its Borrowers

Procurement Guidelines

Project Administration Instructions
Guidelines on the Use of Consultants by ADB and Its Borrowers - Sources

ADB Charter

Commercial Practices

Other MDBs

ADB Board Policy

Guidelines on The Use of Consultants By Asian Development Bank and Its Borrowers

April 2013
Asian Development Bank

ADB Experience
Consulting services

ADB Oversight

- The Borrower (Executing Agency) is responsible for selection of consultants funded under Loans and Grants
- ADB is responsible for selection of consultants under Technical Assistance projects and for Staff Consultancies
- ADB reviews the selection of consultants by EAs to ensure compliance with ADB Guidelines
Summary of Recruitment Cycle

Consulting Services Recruitment Notice (CSRN)

ADB/EA prepares Short-list

ADB/EA issues Request for Proposal (RFP)

ADB/EA evaluates Technical Proposal

Public opening of Financial Proposal

ADB/EA does overall ranking

ADB/EA conducts negotiations and signs contract
## Selection Methods

<table>
<thead>
<tr>
<th>Selection Method</th>
<th>Technical Proposal Evaluation</th>
<th>Financial Proposal</th>
<th>Selection procedure</th>
</tr>
</thead>
<tbody>
<tr>
<td>LCS – Least Cost Selection</td>
<td>&gt;= 750 out of 1000</td>
<td>Lowest priced</td>
<td>Firm with lowest priced responsive proposal wins</td>
</tr>
<tr>
<td>QCBS – Quality and Cost based selection</td>
<td>&gt;= 750 out of 1000</td>
<td>Competitive</td>
<td>Firm representing the best combination of quality and price wins</td>
</tr>
<tr>
<td>FBS – Fixed Budget Selection</td>
<td>&gt;= 750 out of 1000 And Highest Technical Score</td>
<td>&lt;= budget (Quality-cost ratio 50:50, 70:30; 80:20; 90:10)</td>
<td>Firm with the best technical proposal and the financial proposal within the budget wins</td>
</tr>
<tr>
<td>QBS – Quality Based Selection</td>
<td>&gt;= 750 out of 1000 And Highest Technical Score</td>
<td>Supporting documents to prove financial position of the firm, remuneration of experts, social and overhead charges</td>
<td>Negotiations are conducted with the firm that presented the best technical proposal</td>
</tr>
<tr>
<td>CQS – Consultants’ Qualification Selection</td>
<td>Amplified Expression of Interest (EOI) Structured EOI submission &gt;= 750 out of 1000</td>
<td></td>
<td>Negotiations are conducted with the firm that presented the best expression of interest</td>
</tr>
<tr>
<td>SSS – Single Source Selection</td>
<td>&gt;= 750 out of 1000</td>
<td>Supporting documents to prove financial position of the firm, remuneration of experts, social and overhead charges</td>
<td>Negotiations are conducted with the firm that is selected without benefit of competition</td>
</tr>
</tbody>
</table>
Information on the web
Consultant Management System (CMS)
## Searching Consulting Services

### Recruitment Notices (CSRNs)

CSRNs provide detailed information on consulting services required for ADB-financed or administered projects, including terms of reference. Filter to specific advertisements of interest by ticking the appropriate check boxes and clicking Search. Alternatively, click on the numeric links at the end of each row to view advertisements of the indicated type.

**Consulting Opportunities**

Consulting Services Recruitment Notices (CSRN)

### Search

**By Country**

- Select All
- Afghanistan (4)
- Austria (1)
- Azerbaijan (2)
- Bangladesh (12)
- Bhutan (3)
- Cambodia (12)
- China (11)
- Georgia (2)
- India (15)
- Indonesia (3)
- Kazakhstan (5)
- Kiribati (1)
- Kyrgyz Republic (3)
- Lao People’s Democratic Republic (6)
- Maldives (2)
- Marshall Islands (1)
- Mongolia (9)
- Myanmar (2)
- Nepal (3)
- Pakistan (16)
- Papua New Guinea (4)
- Philippines (18)

**By Sector**

- Select All
- Agriculture, natural resources and rural development (21)
- Education (22)
- Energy (13)
- Finance (2)
- Health (8)
- Industry and trade (1)
- Information and communication technology (1)
- Multisectoral (6)
- Public sector management (21)
- Transport (20)
- Water and other urban infrastructure and services (12)
- Uncategorized (36)

**By Expertise**

Enter the exact text to further filter your search by expertise.

### By Eligibility of Consultant Country

- Select All
- Open to Member Countries Only (171)

### By Engagement Period

- Select All
- Less than 3 months (12)
- 3 months to 1 year (102)
- More than 1 year (52)

### By Consultant Source

- Select All
- International (79)
- National (92)

### By Consultant Type

- Select All
- Firm (56)
- Individual (129)

### By Budget Amount

- Select All
- Less than $100,000 (116)
- $100,000 to $199,999 (13)
- $200,000 to $299,999 (8)
- $300,000 to $399,999 (2)
- $400,000 to $499,999 (5)
- $500,000 to $599,999 (2)
- $600,000 to $699,999 (1)
- $700,000 to $799,999 (1)
- $800,000 to $899,999 (1)
- $900,000 to $999,999 (1)
- $1,000,000 to $1,500,000 (4)
- Greater than $1,500,000 (1)
Lost in CMS? Try ADB Consultant Tutor
## Consulting Opportunities Recruitment Notice (CSRN)

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.

<table>
<thead>
<tr>
<th>Project</th>
<th>Sector</th>
<th>Consultant Source</th>
<th>Consultant Type</th>
<th>Open to Non-Member Countries</th>
<th>Expertise</th>
<th>Engagement Period</th>
<th>Budget in USD/Published</th>
<th>Deadline (Manila local time)</th>
<th>Remarks</th>
</tr>
</thead>
</table>
**Consulting Services Recruitment Notice**

**TA 50318.001 KAZ: Fostering the Development of Renewable Energy Generation in Kazakhstan**

- **Date Published:** 26-Oct-2016
- **Deadline of Submitting EOI:** 24-Nov-2016 11:50 PM Manila local time

**Selection Profile**

- **Consultant Type:** Firm
- **Selection Method:** Quality and Cost-Based Selection (QCRS)
- **Selection Title:** Fostering the Development of Renewable Energy Generation in Kazakhstan

**Technical Proposal**

- **Source:** International Simplified Technical Proposal (STP)

**Agencies**

<table>
<thead>
<tr>
<th>Primary Agency</th>
<th>Country</th>
<th>Agency Role</th>
<th>Contact Person</th>
<th>View Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kazakhstan Electricity Grid Operating Company (KEGOC)</td>
<td>Kazakhstan</td>
<td>Executing Agency</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Publishing History**

<table>
<thead>
<tr>
<th>Type</th>
<th>Publication Date</th>
<th>Published By</th>
<th>Duration of Advertisement</th>
<th>Deadline</th>
<th>View Remarks</th>
</tr>
</thead>
</table>
Consulting Services Recruitment Notice

A DB

Profile Terms of Reference Cost Estimate

Terms of Reference

Objective and Purpose of the Assignment

A. Summary

1. Asian Development Bank (ADB) will recruit a firm of consultants to strengthen the capacity of country’s transmission system operator, JSC Kazakhstan Electric Grid Operating Company (KNEOC), in planning and modeling the integration of variable power generation sources into the national grid in Kazakhstan and to perform a long-term transmission planning studies on the integration, part of whose work will be utilized for future ADB financing opportunity. KEEDOC will be Implementing Agency for the technical assistance (TA). A project management unit (PMU) will perform the overall project coordination. KEEDOC will allocate sufficient resources and qualified personnel to PMU to accomplish the task. The PMU will closely work with the consultants.

2. The assignment requires total of 21 person-months of input. The consultants will be recruited in line with ADB’s Guidelines on the Use of Consultants (2013, as amended from time to time).

B. Background

3. The Government of Kazakhstan set a goal to have 3% and 20% of its generation from renewable sources by 2020 and 2030, respectively. Preliminary studies were carried out to determine the renewable resources, and three regions were identified for construction of renewable energy generation. However, the reinforcements that are required to the existing grid to facilitate the renewable resources are to be determined. The specific grid reinforcements that are required to maintain grid code compliant operation from both steady state and dynamic response point of view should be determined through electrical studies. Thus, the client intends to employ a reputable consultant to identify what steps need to be taken in Kazakhstan for the economical and reliable integration of renewable energy projects into the grid.

4. The software platform currently used by the client does not have the capability to model variable generation. Thus, for the purpose of the proposed study and for future applications, the system data should be migrated to an industry standard planning software tool. The decision was made to procure a simulation software which has wide interface in Russian language. The consultant would help the client migrate the data to the selected software platform. In addition, it is a study task for the consultant to model and integrate the projected renewable generation to...
Consulting Services
Recruitment Notice

TA 50318.001 KAZ: Fostering the Development of Renewable Energy Generation in Kazakhstan
Date Published: 26-Oct-2016  Deadline of Submitting EOI: 24-Nov-2016 11:59 PM Manila local time

<table>
<thead>
<tr>
<th>Profile</th>
<th>Terms of Reference</th>
<th>Cost Estimate</th>
</tr>
</thead>
</table>

### Cost Estimate

#### Competitive Items

- Remuneration and Other Expenses: \( \text{USD} 562,000 \)

#### Non-Competitive Items

- Provisional Sums: \( \text{USD} 4,000 \)
- Contingency: \( \text{USD} 4,000 \)

#### Sub-total

- **Total**: \( \text{USD} 570,000 \)
Consulting Services Recruitment Notice and Consultant Management System

Consulting Services Recruitment Notice (CSRN) publishes notices of consulting opportunities for firms and individual consultants funded by Technical Assistance projects, Loan and Grant projects and through Internal Administrative Budget of ADB (Staff Consultants).

Typically, TA and Staff consultants are engaged by ADB, while Loan and Grant consultants are engaged by the Borrowers.

ADB requests online submission of expression of interest, while borrowers may choose to request EOIs offline.

To express interest online, consultant (or consulting firm) needs to be registered in Consultant Management System (CMS).

There are 2 types of CMS registration – i) simplified (shall not take more than 15 minutes to complete; ii) full (depends on the qualifications). Full registration is required prior to issuance of contract.
Typical Shortlisting Criteria – From Long List to Short List

Long list shall include all eligible consultants that expressed interest.

Short list is drawn, using the following criteria and conditions:

- The shortlisted firms meet the eligibility criteria.
- The shortlisted firms meet the technical competence, as determined by the recruiting party.
- Short lists normally comprise six firms.
- The shortlisted firms meet the requirements for country/regional experience/s, considering any preference that has been expressly indicated by the recruiting party.
- For international assignments, short lists should have a wide geographic spread and should normally not have more than two firms from any single country. Short lists should include at least one firm from a developing member country (DMC), unless no qualified firm from a DMC has been identified. For shortlisting and where a consortium comprises firms from a range of countries, only the country where the lead firm/partner is registered will be considered for a geographical spread, but all the firms in the consortium must meet the eligibility requirements.
- For national recruitments, the short list may comprise entirely national firms (registered in the project country). However, if foreign firms express interest, they should be considered.
You are shortlisted – What’s next?

1. Carefully examine all portions of Request for Proposal (RFP), especially Instructions to Consultants (ITC), Data Sheet, TOR, Summary Evaluation Sheet and Personnel Evaluation Sheet.

2. Examine adequacy of budget. Consider total budget versus competitive budget (excluding provisional sums and contingency).

3. Examine contract template and make sure you are OK with it (the template is unlikely to change at your request later).

4. Assemble the best team you can afford within the budget specified. Special consideration – selection of Team leader and deputy team leader (if applicable). Be guided by Summary Evaluation Sheet and Personnel Evaluation Sheet in your efforts of assembling the team.

5. If in-house expertise is not sufficient to fully meet requirements of the TOR, consider independent consultants or consultants from other firms.

Contd.
You are shortlisted – What’s next?

6. Don’t hesitate to clarify RFP, if it is not clear or contain inconsistencies.
7. Remember eligibility criteria and check nationality of proposed experts. (International experts shall be from ADB member countries, national experts from project country). If, in doubt, raise clarification.
8. Remember of the deadline, don’t attempt to assemble the proposal (especially submitted through CMS) in the last hour. Target submission 2 days prior to deadline (you can always work on proposal by returning it to “Draft” status and then submitting it again before the deadline).
9. Don’t give conditional/restrictive proposal – this might disqualify it.
10. Consider joining firm/entity that have been shortlisted either in association/JV or by supplying individual consultants.
11. Individual consultants can be present in more than 1 proposal, if they are not full-time employee of one of the shortlisted firms.
Consulting Services – Hop-on Opportunities - Shortlisted Firms
Searching information on shortlisted firms

<table>
<thead>
<tr>
<th>Country</th>
<th>Project</th>
<th>Sector</th>
<th>RFP Issuance Date</th>
<th>Deadline for Submission of Proposals (Manila local time)</th>
<th>View Shortlist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tajikistan</td>
<td>TA No. 91:33, Water Resources Management in Pporn River Basin Project</td>
<td>Agriculture, natural resources and rural development</td>
<td>30-Sep-2016</td>
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<td>China</td>
<td>TA No. 91:41, Xintian Hetian Comprehensive Urban Development and Environmental Improvement - Project Design and Due Diligence Firm for Xintian Hetian Comprehensive Urban Development and Environmental Improvement</td>
<td>Water and other urban infrastructure and services</td>
<td>17-Oct-2016</td>
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<td>Indonesia</td>
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<td>TA No. 91:32, Preparing Urban Primary Health Care Services Delivery Project - Additional Financing - Firm</td>
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<td>TA No. 8809, Inclusive Business: Study to gather better information about the effects of PSOs targeting low income sectors</td>
<td>Energy</td>
<td>27-Sep-2016</td>
<td>28-Oct-2016 04:00 PM</td>
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<td>TA No. 91:33, Strengthening Financial Inclusion Through Responsible Finance Practices</td>
<td>Finance</td>
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<td>Multisector</td>
<td>11-Oct-2016</td>
<td>26-Oct-2016 04:00 PM</td>
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</table>
Consultant Management System  
eSourcing

Automated issuance of RFP and clarifications to consultants.

Not “drop box”! (Don’t expect to be able to drop proposal at the last minute!)

Consultants need time to enter details into CMS.

Submission is subject to verification against errors (need to be fixed, otherwise proposal will not be accepted and warnings (if explanation is provided, the proposal is accepted by the system).

Aim to submit a day before the deadline. You may still return the proposal to “Draft” if you need to make last minute changes.
Consulting Firms

Roll-out of engaging firms in CMS was held October 2010. This marks the first time an online system was used by firms in preparing and submitting their proposals for ADB-administered projects.

Along with the 7 May 2012 CMS-CSRN release, firms can now view Consulting Opportunities, submit Expressions of Interest (EOI), respond to Requests for Proposals (RFP), prepare and submit their Technical & Financial Proposals and Negotiate their contracts in one online system.

Consulting Firm Quick Reference Guides

- CMS Basics
- Managing Consulting Firm Profiles
- Searching Opportunities and Submitting EOIs
- Read this First! Tips for Responding to RFPs
- Responding to Request for Proposals
- Creating Technical Proposals
- Creating Financial Proposals
- Sending Clarification and Submitting Proposals
- Negotiating Contracts for Consultants
- Affiliating an Individual Consultant to a Firm
- Registration of Consulting Firms
- Adding and Modifying Payment Information
- Guide in Submitting Advances for Individual Staff Consultants engaged through a Firm
- Guide in Submitting Advances for Individual Staff Consultants engaged through a Firm
Business Opportunities

eLearning Videos
Consulting Services Under TAS (Transaction Advisory Services)

https://www.adb.org/site/business-opportunities/transaction-advisory-services

ADB may provide transaction advisory services over the entire range of activities associated with the development and implementation of PPP projects, including screening and identification of bankable PPP projects, advice on commercial and financial structures, conducting detailed due diligence, preparation of bidding documents and project contracts, marketing to potential investors and lenders, assistance in bid evaluation processes, and facilitation of financial closing.

When providing transaction advice, ADB may engage individual consultants and consulting entities to complement its internal resources. ADB staff will be guided by the Principles and Procedures Applicable to The Procurement of Consulting Services Under Transaction Advisory Services Provided by ADB when such consultants and consulting entities are financed entirely from client resources.

Documents on Transaction Advisory Services Consulting Services

- Principles and Procedures Applicable to The Procurement of Consulting Services Under Transaction Advisory Services Provided by ADB
- Templates for TAS Consulting Services
  - Expression of Interest (Firm)
  - Expression of Interest Template (Individual through a Consulting Entity)

https://www.adb.org/site/business-opportunities/institutional-procurement
Procurement of Goods and Works

ADB Procurement Guidelines (2015)
ADB Procurement

ADB Oversight

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

• ADB reviews the procurement activities of EAs to ensure compliance with ADB Guidelines
Finding ADB Business Opportunities

https://www.adb.org/site/business-opportunities/operational-procurement/goods-services/notices-current
Procurement Plans

https://www.adb.org/site/business-opportunities/operational-procurement/goods-services-pp

Procurement Plans - Goods, Works, and Services

The procurement plan provides information to the bidders on opportunities for expected and scheduled procurement related to a given project. Details of a procurement plan include a brief description of goods, works, or consultant services, to be procured; the method of procurement; contract cost estimates; project threshold values; expected advertisement dates; and ADB review procedure. After loan effectiveness, the procurement plan is updated as the need arises or at least annually for the duration of a project.

<table>
<thead>
<tr>
<th>Countries</th>
<th>Title</th>
<th>Cover Date</th>
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<tbody>
<tr>
<td>Armenia</td>
<td>North-South Road Corridor Investment Program - Tranche 1: Procurement Plan</td>
<td>Oct 2016</td>
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<tr>
<td>India</td>
<td>Rajasthan Urban Sector Development Program: Procurement Plan</td>
<td>Oct 2016</td>
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Procurement– Hop-on Opportunities - Prequalified Firms
Advance Procurement Action

Advance Action - Goods, Works, and Services

If requested by the borrower, ADB is prepared, in urgent cases, to authorize procurement prior to loan approval. This is particularly when early contracting of goods or works would be crucial for timely completion of the project or when substantial financial benefits would accrue.

In such cases, ADB will approve the draft prequalification or bidding documents before they are issued and ensure that requirements for public advertising and notification of bid invitation be followed.

ADB’s approval of such advance procurement is with the explicit understanding that it does not commit ADB to approve the project and loan, and that future ADB financing depends on compliance with ADB’s procedural requirements.

Latest Notices

<table>
<thead>
<tr>
<th>Country</th>
<th>Title</th>
<th>Date</th>
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<tr>
<td>Armenia</td>
<td>ARM: Armenia–Georgia Border Regional Road (M6 Vanadzor–Bagratashen) Improvement Project</td>
<td>20 Oct 2016</td>
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Procurement Documents

Procurement Guidelines

ADB’s Procurement Guidelines require that borrowers must use the appropriate standard procurement documents issued by ADB for International Competitive Bidding.

ADB’s standard procurement documents for the prequalification of bidders, for the procurement of goods, and for the procurement of works (large contracts) are based on Master Procurement Documents prepared jointly by multilateral development banks and other public international financing institutions.
Institutional 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...
Institutional Procurement Notices

Invitation to bid (ITB)

<table>
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<tr>
<th>Title</th>
<th>Start date</th>
<th>End date</th>
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<tr>
<td>Supply, Installation and Preventive Maintenance Services for Medical and Physiotherapy Equipment</td>
<td>27 Oct 2016</td>
<td>04 Nov 2016</td>
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</table>
Institutional Supplier Registration

Suppliers interested to supply goods and/or services for the institutional requirements of ADB and its various units at its headquarters are encouraged to register in the Supplier Management System (SMS).

Before you proceed to register, please take note of the following:

1. Suppliers need not be registered in the SMS to participate in the ADB solicitation process, but the possibility of being shortlisted is greater for those who are registered.
2. However, registration to the system is mandatory and pre-requisite to the conclusion of any Contract or a Purchase Order for the provision of institutional goods and/or services.
3. Suppliers’ applications will be validated and evaluated. Potential suppliers should be confident with releasing the required business information and documentation. The SMS has sufficient security protection for confidential
Supplier Management System

Only applicable for Institutional procurement (not for Procurement under ADB loans/ grants)
LinkedIn Groups

ADB Consultants network - 4889 members (as of 26 October 2016)

[https://www.linkedin.com/groups/3796524/profile](https://www.linkedin.com/groups/3796524/profile)

ADB Suppliers network – 496 members (as of 26 October 2016)

[https://www.linkedin.com/groups/3796532/profile](https://www.linkedin.com/groups/3796532/profile)
For More Information

www.adb.org
http://www.adb.org/Procurement/default.asp
http://www.adb.org/Procurement/bidding-procedures.asp
http://www.adb.org/Procurement/prequalification-bid-documents.asp
http://www.adb.org/Documents/Manuals/PAI/default.asp
http://www.adb.org/Documents/Manuals/Operations/
http://www.adb.org/Documents/Manuals/Consulting-Services-Operations-
Manual/CSOM.pdf
http://www.adb.org/Opportunities/InstitutionalProcurement/del-pro.asp
http://www.adb.org/Opportunities/InstitutionalProcurement/sup-reg.asp