



# Asian Development Bank Business Opportunities Seminar

Doing Business with ADB and the ADB Procurement System

Italy  
21 June 2021

# Why pursue ADB-Financed Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds is assured



Internationally accepted procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

# Tendering

## International Best Practice Procedures

- Advertisement of Opportunities
- Public Bid Opening
- Robust Bid Evaluations Procedures
- Focus on Quality of bids
- Publication of Results
- Process Oversight by ADB
- Debriefing and Complaints Mechanism
- Robust Fraud and Corruption Procedures



# Roles and Responsibilities (Loan & Grant)

## **Borrower**

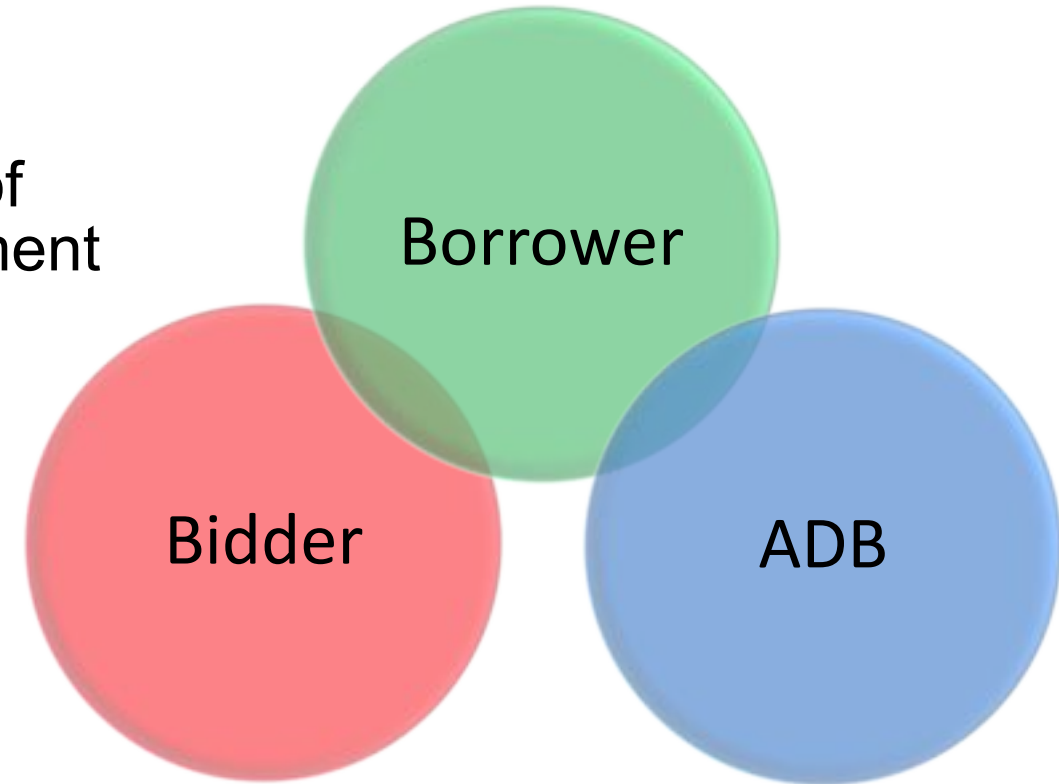
Responsible for implementation of Projects and integrity of procurement process through all stages.

## **Bidder**

Bidder responsible for submitting complying bid and completing contract on agreed terms

## **ADB**

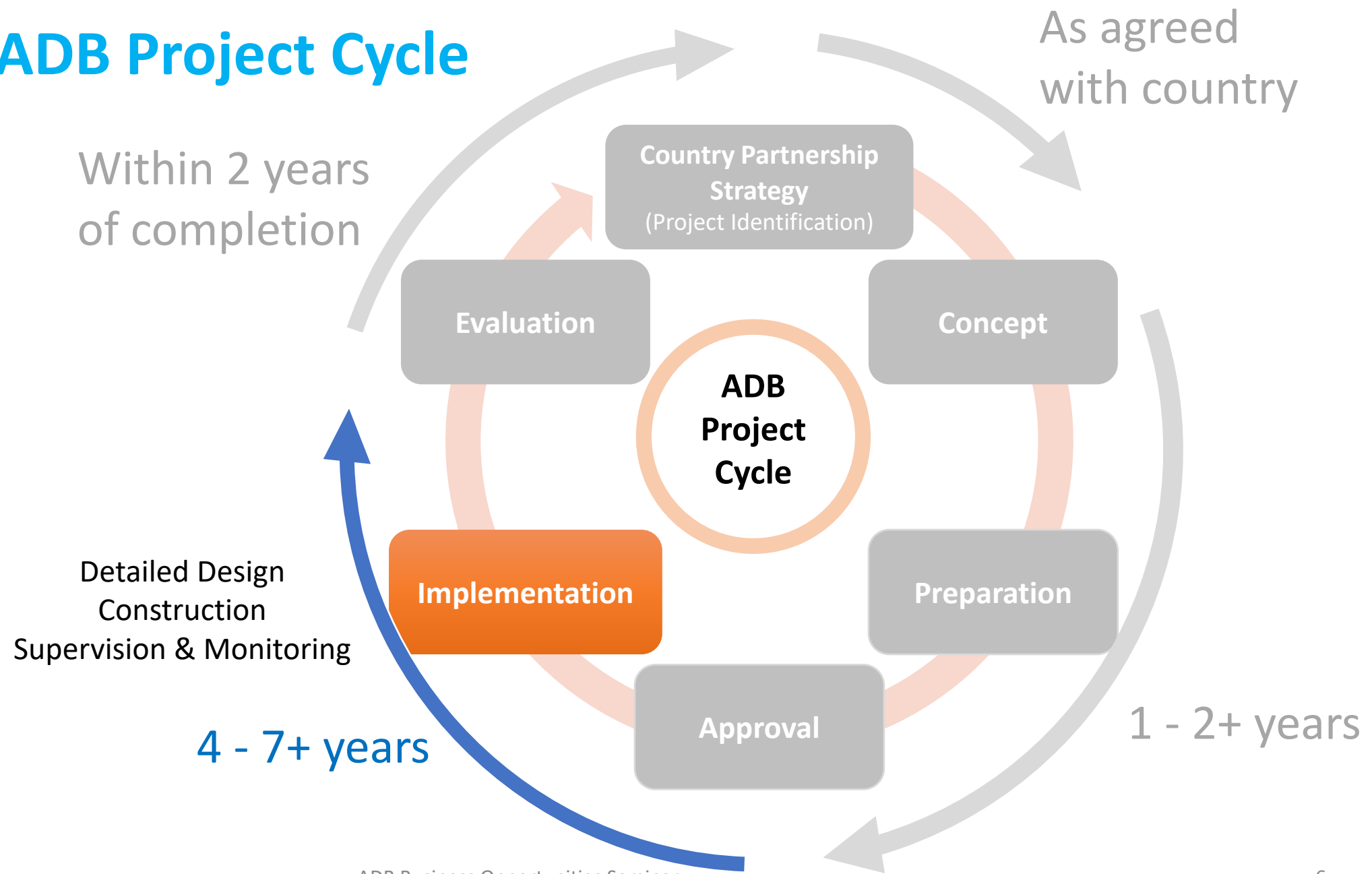
Satisfies itself through reviews and other modalities that the procurement process is carried out in accordance with ADB Requirements



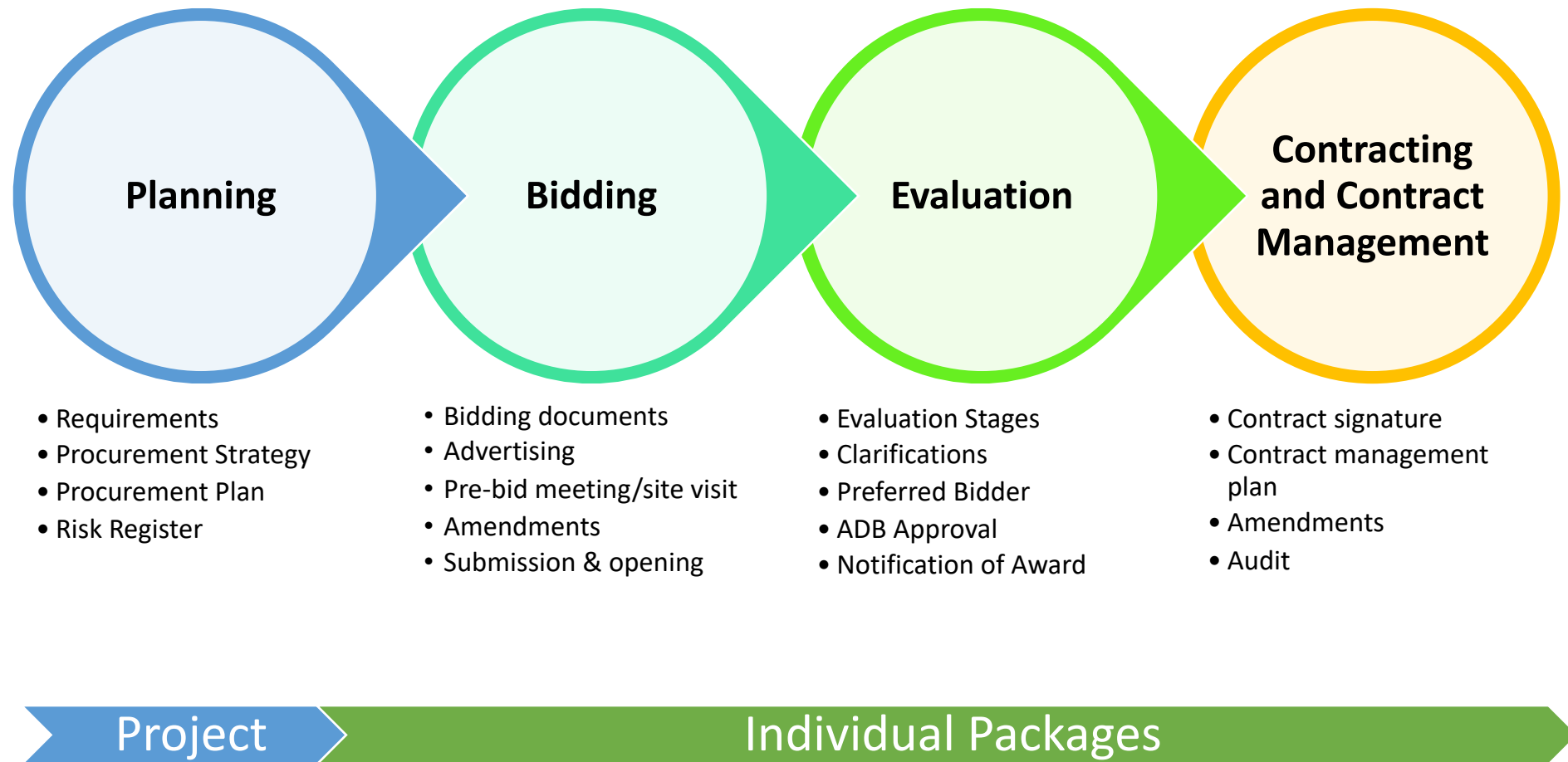


# Goods & Works

# ADB Project Cycle



# Procurement Process



# Procurement Methods – Goods & Works

## *Open Competitive Bidding (OCB)*

Request for Quotations (RFQ)

Limited Competitive Bidding

Direct Contracting (DC)

Framework Agreements

Electronic Reverse Auction

Borrower's Force Account



# Salient Points in Goods & Works Procurement

- Use of user guides and standard bidding documents – ability to adapt to market
- International and national advertisement depending on complexity and market
- Various Procedural Options for Bid Evaluation (1S1E, 1S2E, 2S, 2S2E)
- Evaluation can be pass/fail, scoring system, hybrid
- ADB Review System – Prior and Post Review (sampling)
- Others: Advance Contracting; Abnormally Low Bids; Debriefing & Complaints

# User Guides & Standard Bidding Documents

- ADB uses a Standard Bidding Document for Internationally Advertised contracts.
- Bid instructions only incorporate minor adjustments for individual tenders.
- Documents have nine sections
- May use various conditions of contract
- Can be found at:

<https://www.adb.org/documents/procurement-goods-guide>



# Procurement of Works via OCB Standard Bidding Documents (SBD)\*

## Part I: Bidding Procedures

- Section 1: Instructions to Bidders (ITB)
- Section 2: Bid Data Sheet (BDS)
- Section 3: Evaluation & Qualification Criteria (EQC)
- Section 4: Bidding Forms (BDF)
- Section 5: Eligible Countries (ELC)

## Part II: Requirements

- Section 6: Employer's Requirements (ERQ)

## Part III: Conditions of Contract & Contract Forms

- Section 7: General Conditions of Contract (GCC)
- Section 8: Particular Conditions of Contract (PCC)
- Section 9: Contract Forms (COF)

\*An Invitation for Bids (IFB) accompanies the package, but does not form part of the bid documents.

## Section 3 - Evaluation and Qualification Criteria



Source: <https://www.paralleltech.com/how-to-evaluate-uc-providers/>

### Qualification

V



<https://www.evergage.com/wp-content/uploads/2019/11/Blog-Image-11.01.2019-300x214.png>

### Evaluation

Part I:  
Bidding Procedures

- Section 3: Evaluation & Qualification Criteria (EQC)

# Key Steps in Process



Prequalification  
(optional step)



Bidding



Bid Opening



Evaluation



Award



Contract  
Management

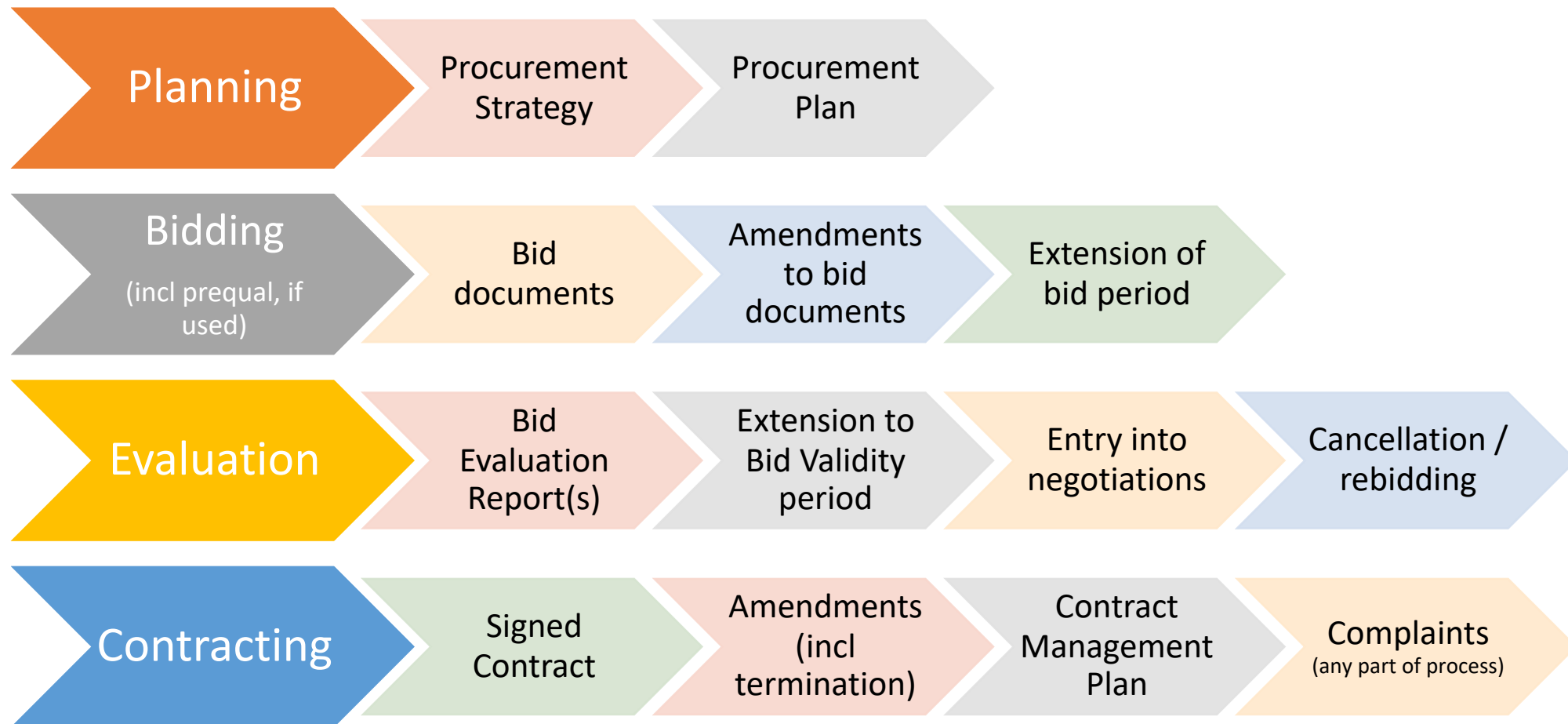
# Common Mistakes

- Bids not signed
- No Bid Security or Bid Securing Declaration (if required)
- Insufficient Amount of Bid Security, incorrect validity period
- Lack of Supporting Documents
- Incomplete Bids / Partial Bids
- Absence of test reports if required
- Conflicts of interest not disclosed
- Inclusion of financial offer with technical offer where bid conditions require them to be separated

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

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

# ADB Oversight



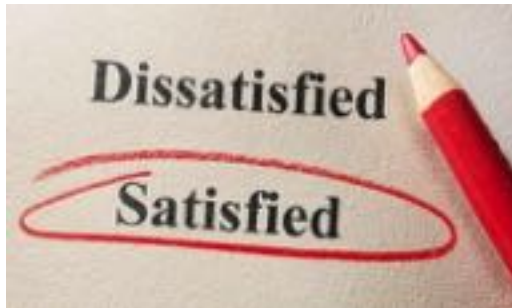
# Debriefing and Complaints



[https://www.debriefnow.com/images/DebriefNow\\_cg\\_men\\_intersection.jpg](https://www.debriefnow.com/images/DebriefNow_cg_men_intersection.jpg)

## Debriefing:

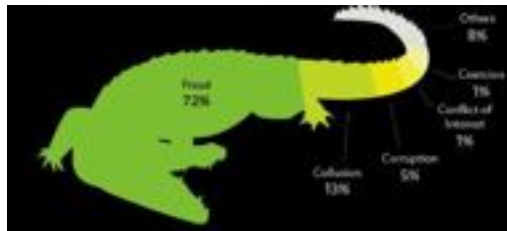
- Unsuccessful bidders may request debriefing from Executing Agency (EA). If they are not satisfied, they may contact ADB directly.



This Photo by Unknown Author is licensed under [CC BY-SA](#)

## Complaints:

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with Executing Agencies (EAs). [www.adb.org/forms/complaints](http://www.adb.org/forms/complaints)



<https://www.adb.org/news/adb-steps-anticorruption-efforts-enhance-asias-development>

## Anticorruption and Integrity:

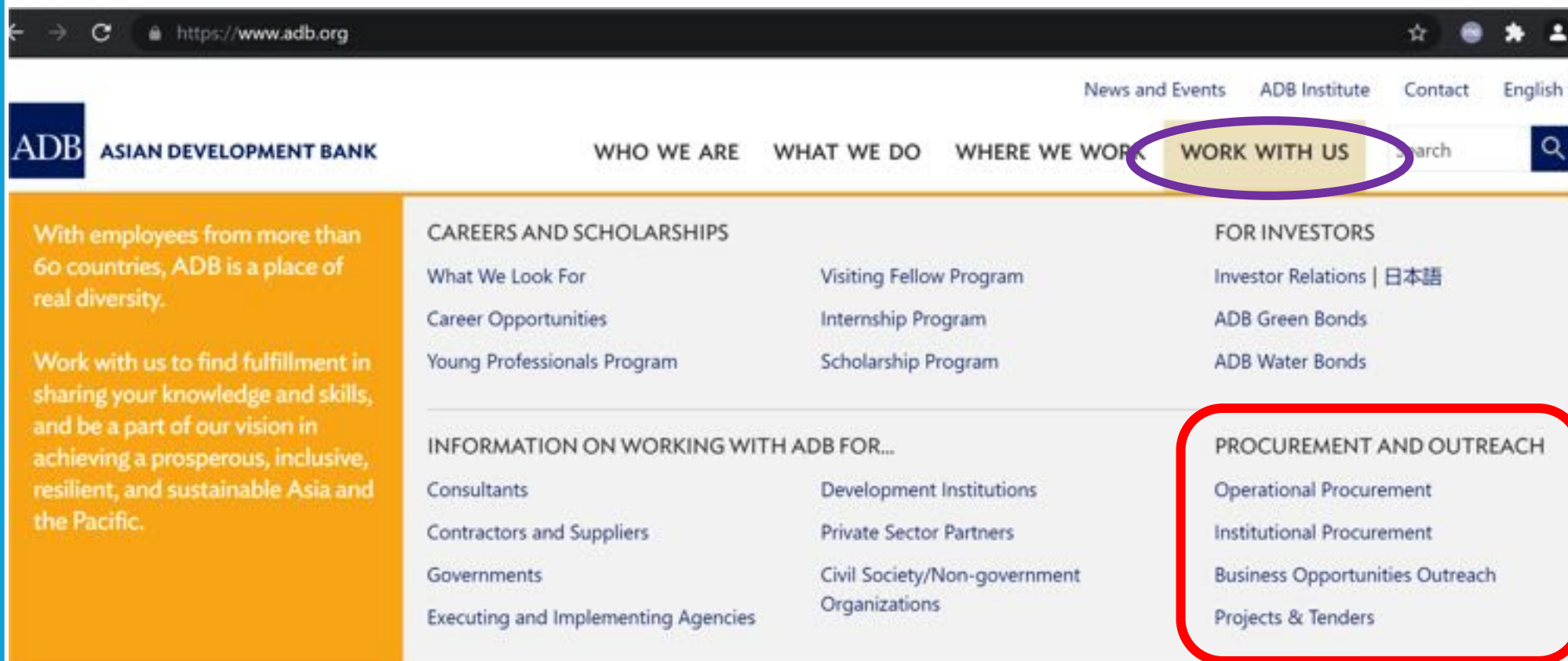
- [www.adb.org/site/integrity/main](http://www.adb.org/site/integrity/main)





# Finding Info and Opportunities

# How to find Information on our Website



Business Center - [www.adb.org/business](http://www.adb.org/business)

Procurement - [www.adb.org/business/operational-procurement](http://www.adb.org/business/operational-procurement)

The screenshot shows the top section of the ADB Business Center website. At the top left is the ADB logo and the text "ASIAN DEVELOPMENT BANK". To the right are navigation links: "WHO WE ARE", "WHAT WE DO", "WHERE WE WORK", and "WORK WITH US" (which is highlighted in an orange box). Below this is a large banner with a smiling woman's face. On the left side of the banner, the text "ADB Business Center" is displayed in large white letters, with the tagline "All you need to work with us—in one place." underneath. Below the banner is a dark navigation bar with links: "Guides and Documents", "Business Opportunities Outreach" (with a dropdown arrow), "Procurement Statistics Dashboard (ProcDash)", and "More" (with a dropdown arrow). Below the navigation bar is a breadcrumb trail: "Home > Work with Us > Business Center > Working with ADB".

- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

The screenshot shows the "Working with ADB" section of the website. The title "Working with ADB" is centered at the top. Below the title is a section titled "Information for..." which contains a list of categories: "Consultants", "Contractors and suppliers" (which is circled in green), "Governments", "Executing and implementing agencies", and "Development institutions". To the right of this list is a section titled "How-Tos" which contains a list of links with right-pointing arrows: "Where are the business opportunities in the ADB project cycle? →", "What bidding procedures are used by ADB-financed projects? →", "How can we improve our chances of securing an ADB-funded contract? →", "What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →", and "What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →".





# Procurement - [www.adb.org/business/operational-procurement](http://www.adb.org/business/operational-procurement)

Guides and Documents | Operational Procurement | Institutional/Corporate Procurement | Projects and Tenders

Work with Us > Business Center > Operational Procurement

## 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.

### Advance Action

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.

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.

[All Advance Notices](#) [Archive](#)

### Prequalified Contractors

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 Prequalified Applicants](#) [Archive](#)

### Contracts Awarded

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 Awarded Contracts](#) [Archive](#)

- Procurement Plan
- Advance Action
- Prequalified Contractors
- Contracts Awarded
- Bidding Procedures

# Use Search Engines

adb procurement policy

[All](#)
[News](#)
[Images](#)
[Videos](#)
[Maps](#)
[More](#)
[Settings](#)
[Tools](#)

About 2,950,000 results (0.41 seconds)

[www.adb.org](#) > documents > adb-procurement-policy >

## ADB Procurement Policy | Asian Development Bank

The purpose of the **ADB Procurement Policy** is to inform those carrying out a project that is financed in whole or in part by a loan from **ADB**, an **ADB**-financed grant, or **ADB**-administered funds, of the **policies** that govern the **procurement** of goods, works, nonconsulting and consulting services required for the project.

[www.adb.org](#) > sites > default > files > adb-procuremen... > for

## ADB Procurement Policy - Asian Development Bank

The purpose of this **policy** is to inform those carrying out a project that is financed in whole or in part by a loan from the **Asian Development Bank (ADB)**, an **ADB**-financed grant, or by **ADB**-administered funds of the core principles that govern the **procurement** of goods, works, and nonconsulting and consulting services ...

### Videos

New ADB Policy Aims to Modernize Procurement

Asian... - Aug 29, 2018

Major Changes to ADB's Procurement Framework

Asian... - Jan 14, 2019

What is Procurement Review?

Asian... - Aug 29, 2019

ADB COBP

[All](#)
[News](#)
[Images](#)
[Videos](#)
[Maps](#)
[More](#)
[Settings](#)
[Tools](#)

About 14,700 results (0.40 seconds)

[https://www.adb.org](#) > documents > series > country-op... >

## Country Operations Business Plans | Asian Development Bank

The Country Operations Business Plan (**COBP**) describes the consistency of the business plan with the country partnership/regional cooperation strategy. ...

[https://www.adb.org](#) > documents > pakistan-country-o... >

## Pakistan: Country Operations Business Plan (2020–2022 ...

The country operations business plan (**COBP**) for Pakistan, 2020–2022 of the **Asian Development Bank (ADB)** is aligned with **ADB's** country partnership strategy ...

[https://think-asia.org](#) > handle >

## ABD Country Operations Business Plan: Uzbekistan 2021–2023

The country operations business plan (**COBP**), 2021–2023 of the **Asian Development Bank (ADB)** for Uzbekistan is consistent with the recent initiatives of the ...

[https://www.think-asia.org](#) > handle >

## ABD Country Operations Business Plan: Mongolia 2021

The **COBP** is in line with **ADB's** Strategy 2030.2 and the overarching goal of the CPS is to help Mongolia in sustaining inclusive growth during a period of economic ...

[https://www.devex.com](#) > funding > filter[donors[]]=ADB >

## ADB COBP 2020-2022 - Sustainable Energy Access in ...

ADB. Funding Activity, Programs, Tenders & Grants, Contract Awards ... **ADB COBP 2020-2022** - Sustainable Energy Access in Eastern Indonesia: Power ...

# Identifying Opportunities

- [Country Operations Business Plan \(COBP\)](#)
- [Project Procurement Plans](#)
- [Advance Notices](#)
- [Specific Notices](#)

[ADB website as a source of Information](#)

Up Stream



Immediate opportunities

# The Procurement Plan

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO WHERE WE WORK

PROJECTS & TENDERS

Projects Documents Tenders

Refine by

COUNTRY (1) [Clear]

- ☐ India
- ☐ Indonesia
- ☐ Kazakhstan
- ☐ Kiribati
- ☒ Kyrgyz Republic
- ☐ Lao People's Democratic Repu...
- ☐ Maldives
- ☐ Marshall Islands

TYPE (1) [Clear]

- ☐ Loan Agreement
- ☐ Loan Agreement
- ☐ Proactive Integrity Reviews
- ☒ Procurement Plans
- ☐ Program Safeguard Systems A...
- ☐ Progress Reports
- ☐ Progress Reports on Tranche R...
- ☐ Vividant Pacific Alliance

LANGUAGE

- ☐ English

YEAR

Search

Results 1-20 of 30

COVID-19 Pandemic Emergency Project: Procurement Plan  
54175-001: Kyrgyz Republic: Type: Procurement Plans  
Document Date: 18 Sep 2020

Central Asia Regional Economic Cooperation Corridor 3 (Bishkek-Osh Road) Improvement Project - Phase 4: Procurement Plan  
45169-001: Kyrgyz Republic: Type: Procurement Plans  
Document Date: 21 Jul 2020

Central Asia Regional Economic Cooperation Corridors 1 and 3 Connector Road Project (Phase 2) - Additional Financing: Procurement Plan  
48401-008: Kyrgyz Republic: Type: Procurement Plans  
Document Date: 26 Jun 2020

Central Asia Regional Economic Cooperation Corridors 1 and 3 Connector Road Project: Procurement Plan  
48401-007: Kyrgyz Republic: Type: Procurement Plans  
Document Date: 25 May 2020

Central Asia Regional Economic Cooperation Regional Improvement of Border Services Project: Kyrgyz Republic Procurement Plan  
46124-001: Regional: Kyrgyz Republic: Type: Procurement Plans  
Document Date: 07 Apr 2020

Issyk-Kul Wastewater Management Project: Procurement Plan  
50176-002: Kyrgyz Republic: Type: Procurement Plans  
Document Date: 11 Dec 2019

Multisector Activities Support Facility: Procurement Plan  
52256-003: Kyrgyz Republic: Type: Procurement Plans  
Document Date: 31 Jul 2019

- Lists all foreseen procurement on a project.
- Published once the project is approved
- Updated periodically
- Goods, Works and Services
- Includes salient points regarding tenders



# The Procurement Plan (Works)

## East–West Highway (Khevi–Ubisa Section) Improvement Project: Procurement Plan

### B. Lists of Active Procurement Packages (Contracts)

The following table lists goods, works, and consulting services contracts for which the procurement activity is either ongoing or expected to commence within the procurement plan duration.

lans | August 2018

Goods and Works							
Package Number	General Description	Estimated Value (in US\$)	Procurement Method	Review	Bidding Procedure	Advertisement Date (quarter/year)	Comments
KURP/CW/OCB-01	Construction of Khevi-Ubisa Section (E60 Highway Route)	348,100,000.00	OCB	Prior	1S1E	Q3 / 2018	Advertising: International No. of Contracts: 1 Prequalification of Bidders: No Domestic Preference Applicable: No Advance Contracting: Yes Bidding Document: Large Works Comments: Prior review required

National or International Advertising

Prequalification not common for Works

Domestic preference not applicable

Early bid release (before project approval)

Bidding Documents used for the tender

Procurement Modality (OCB, LCB, RFQ)

When ADB will review the Package

Package Structure (1S1E, 1S2E, 2S, 2S2E)

When it is expected the package will be advertised



# Goods & Works – Procurement Notices

ADB ASIAN DEVELOPMENT BANK

WHO WE ARE WHAT WE DO

PROJECTS & TENDERS

Projects Documents **Tenders**

Procurement of goods, works, and consulting services

Search

Results 1-20 of 21 ☒ Invitation f... ☒ Viet Nam ☒ Invitation f... ☒ Energy

**46391-VIE: Ha Noi and Ho Chi Minh City Power Grid [ADB-HNPC-THD-G02]** Status: Closed

46391-001: Viet Nam: Energy: Date posted: 05 Nov 2018

Notice Type: Invitation for Bids

**3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G01]** Status: Closed

42039-036: Viet Nam: Energy: Date posted: 27 Sep 2018

Notice Type: Invitation for Bids

Approval Number: 3374

**3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-G02]** Status: Closed

42039-036: Viet Nam: Energy: Date posted: 27 Sep 2018

Notice Type: Invitation for Bids

Approval Number: 3374

**3374-VIE: Power Transmission Investment Program, Tranche 3 [CT-W01]** Status: Closed

42039-036: Viet Nam: Energy: Date posted: 23 Aug 2018

Notice Type: Invitation for Bids

Approval Number: 3374

**Refine by** ☒ CLEAR ALL

**COUNTRY (1)** [Clear]

☐ Sri Lanka

☐ Tonga

☐ Turkmenistan

☐ Tuvalu

☐ Uzbekistan

☐ Vanuatu

☒ Viet Nam

**SECTOR (1)** [Clear]

☐ Agriculture, natural resources ...

☐ Education

☒ Energy

☐ Finance

☐ Health

☐ Industry and trade

☐ Transport

**TYPE (2)** [Clear]

☐ Advance Notice

☐ Contracts Awarded

☐ Firm - Consulting

☐ Individual - Consulting

☒ Invitation for Bids

☒ Invitation for prequalification

☐ Prequalified applicants

## Invitation for Prequalification

Date:	14 March 2018
Loan No. and Title:	Loan 3630/8335 Grant 0561--CAM: Provincial Water Supply and Sanitation Project
Contract No. and Title:	MH-PPWSPP01-- Plant Design, Supply, Installation, Commissioning and O&M Support for Battambang Water Supply
Deadline for Submission of Applications:	26 April 2018; 10:00 hours (local time)

1. This Invitation for Prequalification follows the Procurement Plan for this project that appeared on the Asian Development Bank (ADB) website on 8 December 2017.
2. The **Royal Government of Cambodia** has received financing from ADB toward the cost of **Provincial Water Supply and Sanitation Project**.

## Invitation for Bids

Date:	5 November 2018
Loan No. and Title:	46391-VIE: Ha Noi and Ho Chi Minh City Power Grid Development Sector Project
Contract No. and Title:	ADB-HNPC-THD-G02: 110kV Tran Hung Dao Substation: Supply of Materials and Equipment for Substation. Sub -- project: Rehabilitation and upgrade of 110kV Tran Hung Dao Substation - E12
Deadline for Submission of Bids:	17 December 2018 at 14:00 hours

1. The Socialist Republic of Viet Nam has received financing from the Asian Development Bank (ADB) toward the cost of **Ha Noi and Ho Chi Minh City Power Grid Development Sector Project**, and it intends to apply part of the proceeds of this financing to payments under the contract named above. Bidding is open to bidders from eligible source countries.

# Find Advertised Opportunities

Goods, Works and Non-consulting Services –  
EA Administered

- International Advertisement
  - On [www.adb.org](http://www.adb.org) for contracts >\$1m
  - On a freely and publicly accessible website in English; and in a newspaper of national circulation (in English if available) or website in borrowers country.
- National Advertisement: In a newspaper of national circulation or website



# Subscribe to receive alerts\* - <https://alerts.adb.org>



## SUBSCRIBER SERVICES →

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### Alerts

Links to content posted on ADB.org delivered to your inbox daily or weekly.

**Daily** Weekly Off

#### Articles and Videos

On Off

#### Asian Development Blog

On Off

#### Board Documents

On Off

#### Business Center Materials

On Off

#### Country Planning Documents

On Off

#### Economic Data and Research

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 \(CMS\)](#).

On Off

#### Project Information and Documents

On Off

#### Publications

On Off

#### Safeguard Documents

On Off

#### Vacancies

On Off

Does not include Consulting services Alerts  
which are received through  
<http://cms.adb.org>

# THANK YOU!

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