



Asian Development Bank
Business Opportunities

Business Opportunities
for
Suppliers and Contractors



Business Opportunities

How to win contracts?

1. Get to know ADB's Procurement System
2. Check ADB's Website

www.adb.org/business/opportunities

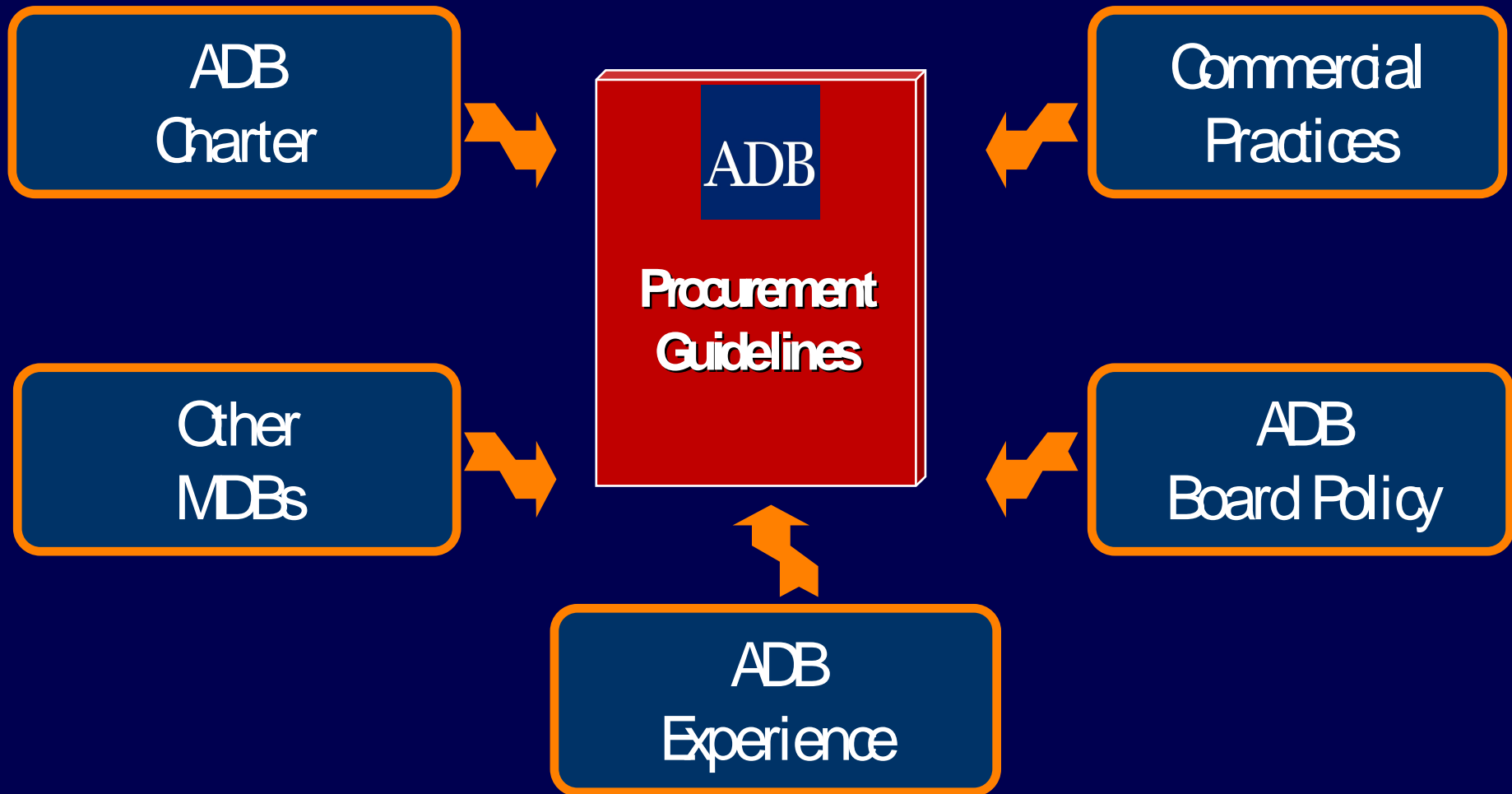


Business Opportunities

ADB's Procurement System



Procurement System Sources





Procurement System Responsibilities

Responsibility for Procurement Actions

- The Borrower (Executing Agency) is responsible for all procurement activities
- ADB will review the procurement activities to ensure that the ADB's Procurement Guidelines are followed



Procurement System Eligibility

Eligibility by Nationality

- Goods must be produced in a member country
- Supplier must be a national of a member country

Other Eligibility Factors

- No conflicts of interest
- Not sanctioned by ADB or the UN



Procurement System Basics

Economy and Efficiency

Fairness

Transparency

Development of Domestic Industries



Business Opportunities

Anti-corruption



Procurement Basics

Anticorruption Policy - Definitions

- Corrupt Practice
- Fraudulent Practice
- Collusive Practice
- Coercive Practices



Procurement Basics

Anticorruption Policy - ADB Actions

When corruption occurs ADB will

- reject a proposal to award contract
- cancel the portion of a loan
- declare a firm ineligible either indefinitely or for a stated period of time
- inspect accounts and records of suppliers and contractors and have them audited by auditors appointed by ADB



Business Opportunities

Procurement Methods



Procurement Methods Overview

Procurement Methods

- International Competitive Bidding
- Limited International Bidding
- National Competitive Bidding
- Shopping
- Direct Contracting (Single Source)
- Force Account
- Performance-based procurement
- Procurement under Loans to Financial Intermediaries
- Procurement under Private Sector Loans
- Procurement under Disaster and Emergency Assistance
- Community Participation in Procurement.



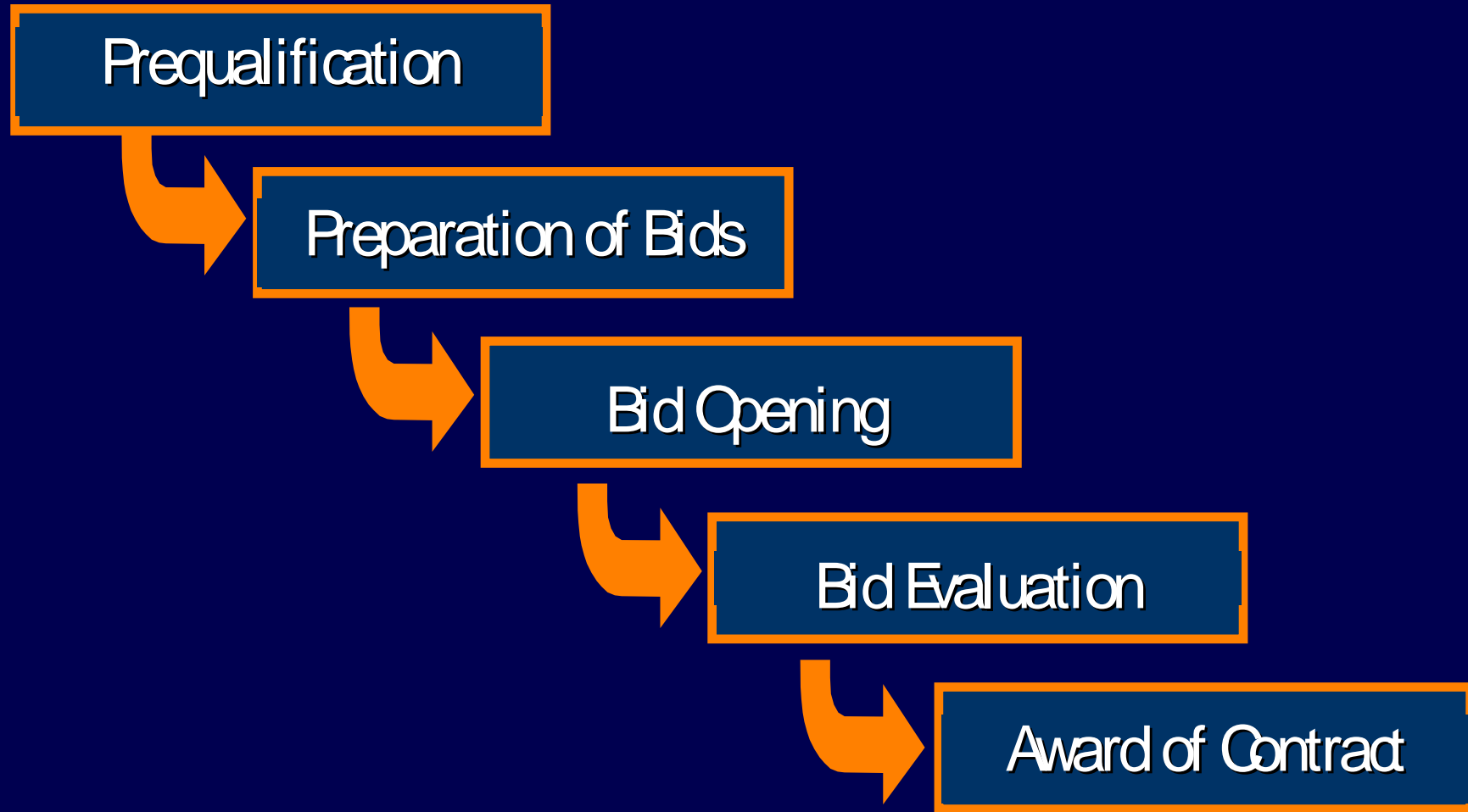
Procurement Methods

International Competitive Bidding (ICB)

- Must be used for contracts valued at US\$0.5 million or more for Goods, above US\$1.0 million for works
- Provides for borrowers a wide range of choices in bid selection from among competing suppliers/contractors
- Gives prospective bidders from eligible source countries adequate, fair and equal opportunities



Procurement Sequence





Preparation of Bids

Important Factors

- Be compliant
- No conditionalities
- Get official clarification



Preparation of Bids

Important Factors

- Be aware of bid evaluation criteria
- Be clear with alternatives



Preparation of Bids

Important Factors

- Ensure bid is complete
- Make 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



Preparation of Bids

Important Factors

- Be on time
- During opening ensure
 - All relevant prices are read out
 - All discounts are read out
 - Presence and amount of bid security is read out
 - No envelope remains unopened
 - All the above is recorded correctly
 - The record is signed by all bidders present and by the buyer
- Be Aware of Possible Extension

ADB

Business Opportunities Seminar

How Your Bid is Evaluated



Bid Evaluation Purpose

*The lowest evaluated and substantially
responsive bid wins!*



Bid Evaluation Basics

Compliance with Bid Documents

Bids will be rejected if they

- Do not substantially conform to Specifications
- Contain inadmissible reservations to bid documents
- Do not substantially respond to requirements



Bid Evaluation Basics

Other Factors Considered in Evaluation

- Efficiency and Reliability of Equipment
- Method of Construction
- Time for Completion
- Delivery Time
- Availability of After-Sales-Service
- Availability of Spare Parts
- Operating Cost



Business Opportunities Seminar

Getting Paid



Disbursement Procedures

- Direct Payment Procedure
- Reimbursement Procedure
- Commitment Procedure
- Imprest Fund Procedure



ADB's Business Opportunities Website

www.adb.org/business/opportunities



ADB Project Cycle

Country Partnership Strategy (CPS)



Business Opportunities

Home ▾ Opportunities ▾ Business Opportunities

- ▾ Procurement
- ▾ Consulting Services
- ▾ Proposed Projects
- ▾ Approved Projects
- ▾ Removed Projects
- ▾ Advance Action
- ▾ Procurement Notices
- ▾ Consulting Services Recruitment Notices
- ▾ Contracts Awarded
- ▾ Prequalified Contractors
- ▾ Shortlisted Firms
- ▾ Other Notices
- ▾ Procurement Plans

Business Opportunities

ADB funds development projects and programs in the Asian and Pacific Regions. Such funding generates opportunities for the business communities of its member countries.

Business Opportunities provides information on the requirements for goods, works, and services of projects under consideration by ADB.

A project is listed here once ADB is satisfied that it is suitable for financing. This is not an assurance that financing will be provided. New and proposed projects are listed until they have been approved for financing. Projects that have not proceeded will be removed.

Bidders for contracts and offering services for projects financed by ADB must be nationals of ADB's [Member Countries](#).

[Procurement Guidelines](#) and [Guidelines on the Use of Consultants by ADB and Its Borrowers](#) are available online.

ADB publishes [Consulting Services Recruitment Notices](#) (CSRN) for approved projects and proposed projects.

[Proposed](#) or [Approved Projects](#):

Consultants may view the CSRN online from either the Proposed or Approved Project pages by selecting the project from the list by sector and clicking the CSRN button on the right; or by clicking CSRN in the Business Opportunities menu.

What's New
Training of Facilitators Workshop
PAI Revisions
Consulting Services
Procurement

Procurement

Home ▶ Opportunities ▶ Procurement ▶ Procurement Notices

- ▶ What's New
- ▶ Principles
- ▶ Guidelines
- ▶ Procurement under Cofinancing
- ▶ Advance Action
- ▶ Bidding Procedures
- ▶ Procurement Documents
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[Archive](#)

Procurement Notices

By country

- [Afghanistan](#)
- [Armenia](#)
- [Azerbaijan](#)
- [Bangladesh](#)
- [Cambodia](#)
- [China, People's Republic of](#)
- [Fiji](#)
- [India](#)
- [Indonesia](#)
- [Lao PDR](#)
- [Kazakhstan](#)
- [Maldives](#)
- [Mongolia](#)
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- [Pakistan](#)
- [Papua New Guinea](#)
- [Philippines](#)
- [Samoa](#)
- [Solomon Islands](#)
- [Sri Lanka](#)
- [Tajikistan](#)
- [Thailand](#)
- [Tonga](#)
- [Uzbekistan](#)
- [Viet Nam, Socialist Republic of](#)

The logo for the Asian Development Bank (ADB), consisting of the letters 'ADB' in a white serif font inside a dark blue square with a white border.

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