



# **Business Opportunities Seminar**

**In Finland, Norway, Denmark, Ireland and The Netherlands  
(22–29 September 2015)**

Presented by:

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Operations Services and Financial Management Department**



# Introduction to ADB

## Regional Multilateral Development Bank

- Established in 1966
- 67 member countries
- 42 client countries (DMCs)
- 28 offices worldwide
- 2800+ employees
- 50+ nationalities





## Introduction to ADB

- Annual operations: \$22.9 Billion (2014)
- Largest Borrowers:

| 2012        | 2013        | 2014        |
|-------------|-------------|-------------|
| India       | India       | India       |
| PRC         | PRC         | PRC         |
| Indonesia   | Pakistan    | Pakistan    |
| Viet Nam    | Indonesia   | Viet Nam    |
| Bangladesh  | Philippines | Philippines |
| Philippines | Bangladesh  | Bangladesh  |



# Introduction to ADB

## Cumulative Total Lending By Sectors (31 Dec 2014)

| Sector                                   | Amount (\$ billion) | % of Total   |
|--|---------------------|--------------|
| Agriculture & Natural Resources          | 22.91               | 10.60        |
| Education                                | 8.77                | 4.057        |
| → <b>Energy</b>                          | <b>44.23</b>        | <b>20.46</b> |
| Finance                                  | 24.36               | 11.27        |
| → <b>Health</b>                          | <b>4.12</b>         | <b>1.907</b> |
| Industry & Trade                         | 5.02                | 2.324        |
| Information and Communication Technology | 0.01                | 0.006        |
| Multisector                              | 8.08                | 3.736        |
| Public Sector Management                 | 19.18               | 8.87         |
| Transport                                | 59.50               | 27.52        |
| Water & Other Urban Infrastructure       | 20.01               | 9.257        |
| Total                                    | <b>216.21</b>       | 100.00       |



# Introduction to ADB

## Goods and Works under Loans (31 Dec 2014)

| Rank      | ADB Member Country          | 2014<br>USD Mil | 2013<br>USD Mil | 2012<br>USD Mil | 2011<br>USD Mil | 2010<br>USD Mil |
|-----------|-----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| 1         | China, People's Republic of | 1,720.1         |                 |                 |                 |                 |
| 2         | India                       | 1,330.5         |                 |                 |                 |                 |
| 3         | Viet Nam                    | 546.8           |                 |                 |                 |                 |
| 4         | Pakistan                    | 355.3           |                 |                 |                 |                 |
| 5         | Uzbekistan                  | 334.2           |                 |                 |                 |                 |
| 6         | Sri Lanka                   | 329.5           |                 |                 |                 |                 |
| 7         | United States               | 308.1           |                 |                 |                 |                 |
| 8         | Bangladesh                  | 252.4           |                 |                 |                 |                 |
| 9         | Azerbaijan                  | 226.3           |                 |                 |                 |                 |
| 10        | Turkey                      | 212.1           |                 |                 |                 |                 |
| <b>32</b> | <b>Netherlands</b>          | <b>0.5</b>      |                 |                 | <b>1.0</b>      |                 |
|           | <b>Denmark</b>              |                 |                 |                 | <b>0.3</b>      | <b>1.0</b>      |

# Introduction to ADB

## Consulting Services under Loans (31 Dec 2014)

| Rank      | ADB Member Country | 2014<br>USD Mil. | 2013<br>USD Mil. | 2012<br>USD Mil. | 2011<br>USD Mil. | 2010<br>USD Mil. |
|-----------|--------------------|------------------|------------------|------------------|------------------|------------------|
| 1         | India              | 48.9             |                  |                  |                  |                  |
| 2         | Viet Nam           | 27.0             |                  |                  |                  |                  |
| 3         | Australia          | 23.5             |                  |                  |                  |                  |
| 4         | United States      | 15.8             |                  |                  |                  |                  |
| 5         | Bangladesh         | 14.6             |                  |                  |                  |                  |
| 6         | Azerbaijan         | 9.9              |                  |                  |                  |                  |
| 7         | France             | 9.9              |                  |                  |                  |                  |
| <b>8</b>  | <b>Denmark</b>     | <b>8.3</b>       | <b>2.9</b>       |                  | <b>1.4</b>       |                  |
| 9         | Timor-Leste        | 7.4              |                  |                  |                  |                  |
| 10        | Spain              | 6.3              |                  |                  |                  |                  |
| <b>36</b> | <b>Netherlands</b> | <b>0.4</b>       |                  | <b>5.9</b>       | <b>5.2</b>       | <b>2.6</b>       |

# Introduction to ADB

## Consulting Services under TAs (31 Dec 2014)

| Rank      | ADB Member Country          | 2014<br>USD Mil | 2013<br>USD Mil | 2012<br>USD Mil | 2011<br>USD Mil | 2010<br>USD Mil |
|-----------|-----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| 1         | Australia                   | 19.0            |                 |                 |                 |                 |
| 2         | United States               | 18.8            |                 |                 |                 |                 |
| 3         | India                       | 18.6            |                 |                 |                 |                 |
| 4         | United Kingdom              | 16.0            |                 |                 |                 |                 |
| 5         | Germany                     | 15.1            |                 |                 |                 |                 |
| 6         | Philippines                 | 14.4            |                 |                 |                 |                 |
| 7         | Japan                       | 12.9            |                 |                 |                 |                 |
| 8         | China, People's Republic of | 11.1            |                 |                 |                 |                 |
| <b>9</b>  | <b>Netherlands</b>          | <b>8.1</b>      | <b>5.3</b>      | <b>5.2</b>      | <b>4.4</b>      | <b>4.1</b>      |
| 10        | Indonesia                   | 8.0             |                 |                 |                 |                 |
| <b>23</b> | <b>Ireland</b>              | <b>1.9</b>      | <b>2.2</b>      | <b>0.3</b>      | <b>1.0</b>      | <b>0.5</b>      |
| <b>28</b> | <b>Denmark</b>              | <b>0.9</b>      | <b>1.6</b>      | <b>3.2</b>      | <b>2.8</b>      | <b>3.7</b>      |
| <b>44</b> | <b>Finland</b>              | <b>0.2</b>      | <b>0.6</b>      | <b>0.7</b>      | <b>0.7</b>      | <b>0.1</b>      |
| <b>49</b> | <b>Norway</b>               | <b>0.1</b>      | <b>0.2</b>      | <b>0.2</b>      | <b>1.5</b>      |                 |



# Introduction to ADB

## Consultant Registration in 2014

| Country        | Consulting Entities | Individual Consultants |
|----------------|---------------------|------------------------|
| United States  | 191                 | 684                    |
| PRC            | 159                 | 555                    |
| United Kingdom | 115                 | 504                    |
| Australia      | 108                 | 563                    |
| Canada         | 52                  | 179                    |
| Netherlands    | 29                  | 145                    |
| Switzerland    | 22                  | 36                     |
| Finland        | 10                  | 22                     |
| Ireland        | 6                   | 32                     |
| Norway         | 5                   | 19                     |
| Denmark        | 3                   | 35                     |





## Why ADB?

- Significant opportunities in ADB's consulting services (\$555 Million contracted in 2014) and procurement of goods and works
- New opportunities in ADB member countries across multiple sectors
- Availability of funds is assured by ADB
- Risks related to transparency, fairness and integrity mitigated through ADB oversight
- Enhancing international experience and improving competitiveness in the market



# Types of Consultants

## Consulting entities

- **Consulting firms**
- Universities
- NGOs
- Research Institutes
- Others – UN Organizations

## Individuals

- Sourced through a firm
- Independent Consultants



# Where you can compete?

## Technical Assistance

- **PPTA (Project preparation)**
- CDTA (Advisory TA)
- RETA (Regional TA)

## Loan Projects

- **Project implementation supervision/support**
- Capacity building
- Monitoring & Evaluation

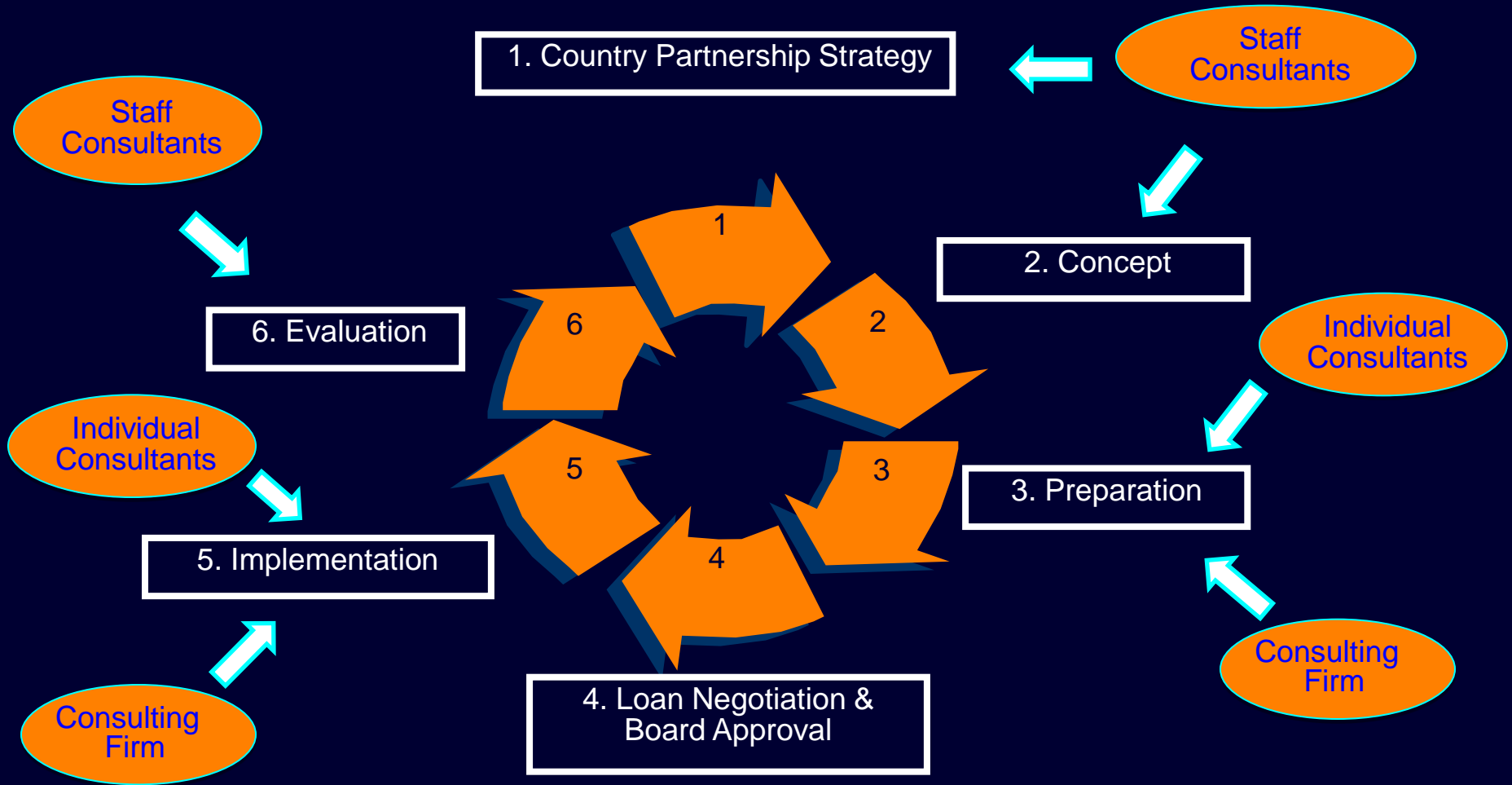
## Staff Consultants

- Project preparation
- Evaluation
- Others

Others (In-house IT systems, maintenance, etc.)

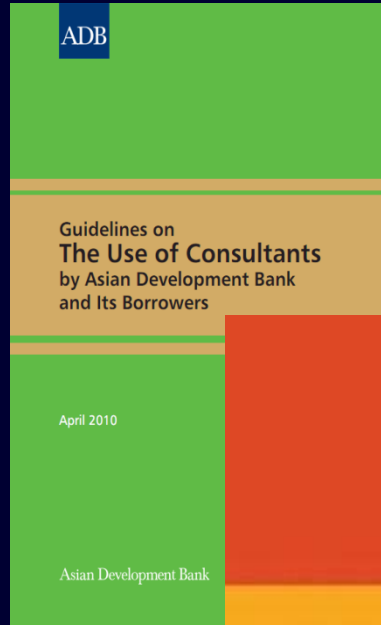


# Consulting Opportunities Across ADB Project Cycle





# ADB Policies



ADB  
Charter

Commercial  
Practices

Other  
MDBs

ADB  
Board Policy

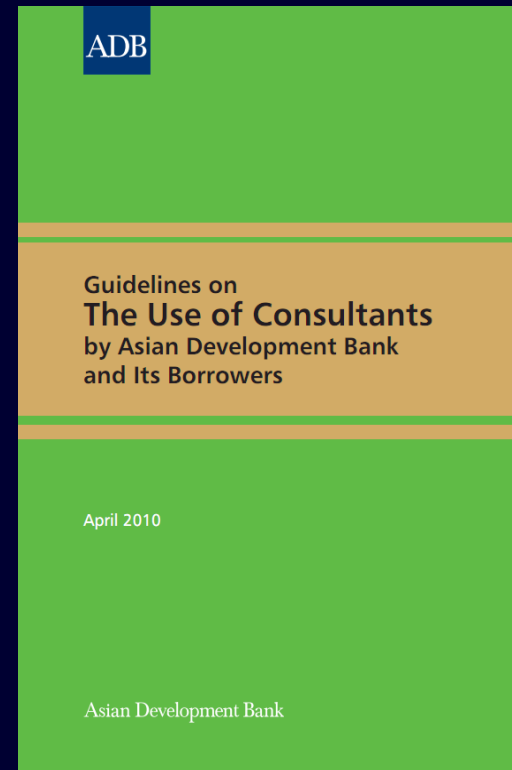
ADB  
Experience



# Guidelines on the Use of Consultants

## Guiding Principles (para. 1.4)

- High quality services
- Economy and efficiency
- Opportunity for all qualified consultants to compete
- Encourage use of national consultants
- Transparency
- Increasing focus on anticorruption and ethics



## Selection Methods

- Quality and Cost Based Selection (QCBS)
- Quality Based Selection (QBS)
- Fixed Budget Selection (FBS)
- Least Cost Selection (LCS)
- Consultants Qualification Selection (CQS)
- Single Source Selection (SSS)



# Procurement Guidelines

## Guiding Principles (para. 1.2)

- Procurement from member countries
- Economy and efficiency
- Equal opportunity for all qualified bidders to compete
- Encourage use of domestic industries
- Transparency





## Types of Contracts

| Contract                                   | Purpose  |
|--|--|
| <b>Works</b>                               | Contract for construction of engineering structures such as roads, bridges and dams. Unit price or lump sum contract may be used depending on whether input requirements are known with precision. |
| <b>Supply</b>                              | Contract for supply and delivery of equipment or materials to specified location. Scope may include provision of related services such as installation, testing, commissioning and training.       |
| <b>Design-Supply-Install<br/>(Turnkey)</b> | Single contract provides engineering design, supply of equipment, construction, testing and commissioning of complete facility to meet specified performance targets.                              |



## Procurement Methods

- **International Competitive Bidding**
- Limited International Bidding
- **National Competitive Bidding**
- Shopping
- Direct Contacting
- Procurement under Private Sector Arrangements



# Opportunities in Energy Sector

- Power Generation Plants
- Power Transmission – Transmission Lines and Substations
- Distribution Network
- Advance Metering Infrastructure - Smart Meters
- Energy Efficiency - Light Emitting Diode (LED) and Compact Fluorescent Lights (CFL) bulbs, Equipment
- Clean and Renewable Energy - Solar, Wind, Small Hydropower, Biomass
- Decentralized District Heating
  
- Project Preparatory TA – Feasibility Studies
- Policy and Advisory TA – Sector Reforms, Tariffs
- Capacity Development TA – Training in new technologies
- Supply of Goods – Transformers, Cables, Turbines, etc.
- Civil Works – Dams, Substations
- Turnkey – Power Plants, Transmission Lines, Substations



# Opportunities in Health Sector

Three Focus Areas:

- **Health Infrastructure**
- **Health Governance including Regional Public Goods**
- **Health Financing**

Opportunities to bid for:

- **Project Preparatory TA – Feasibility Studies**
- **Policy and Advisory TA – Sector Reforms**
- **Capacity Development TA – Training of human resources, management systems, e-health, fiscal management of social health insurance**
- **Supply of Goods – Medical and Laboratory Equipment, Vaccines, Consumables, essential medicine, including supply chain management**
- **Civil Works and Turnkey Contracts – Construction of New and Rehabilitation of Existing Health Facilities, 21st century model hospital**



# How to Win ADB-Financed Contracts

1. Develop your own corporate strategy
2. Collect relevant business intelligence
3. Build your brand name
4. Express interest / CSRN and IFB
5. Know the country of the assignment and local conditions
6. Offer partnership to more experienced firms
7. Prepare a responsive and strong proposal / bid
8. Do quality work on time (no integrity violations!)



## Develop your own strategy

- Assess your corporate interest, technical capacity and comparative advantage
  
- Decide on priority regions, countries, sectors
  
- Decide on priority types of assignment:
  - Consulting (project preparation or project implementation / construction supervision)
  - Supply of Goods (Equipment, Machinery)
  - Civil Works (Roads, Bridges, Tunnels, Ports)
  - Turnkey contracts (Plant)



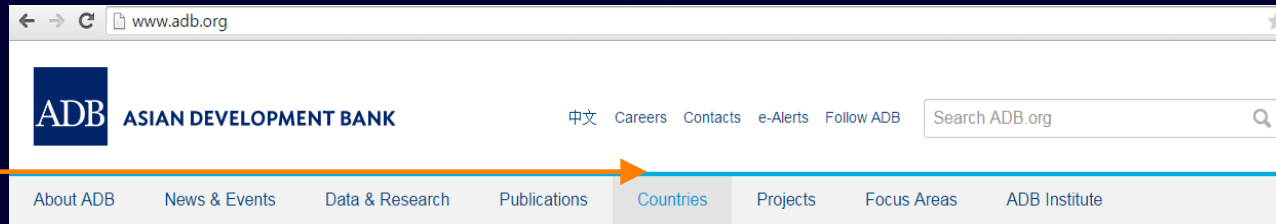
## Collect relevant business intelligence

- Study Country Partnership Strategy (CPS) and Country Operations Business Plans (COBP)
- Obtain information from project related documents: procurement plans and general procurement notices
- Regularly check ADB website for opportunities in the Consulting Services Recruitment Notices (CSRN) section and Invitations for Bids (IFBs)

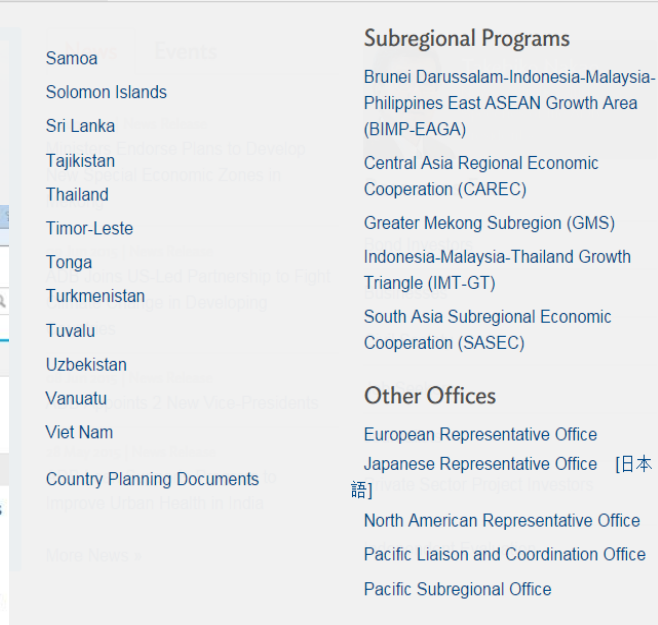
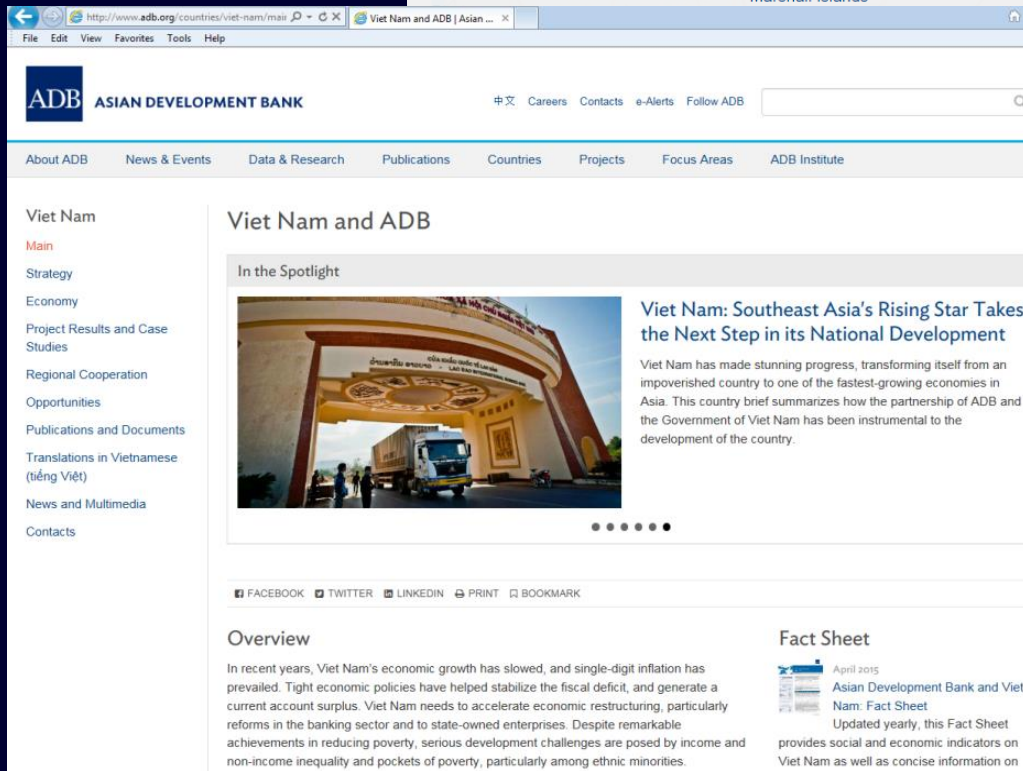


# Collect relevant business intelligence

<http://www.adb.org>  
Click on "Countries"



Click on "Strategy"





## Country Operations Business Plans

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

## Country Partnership Strategies

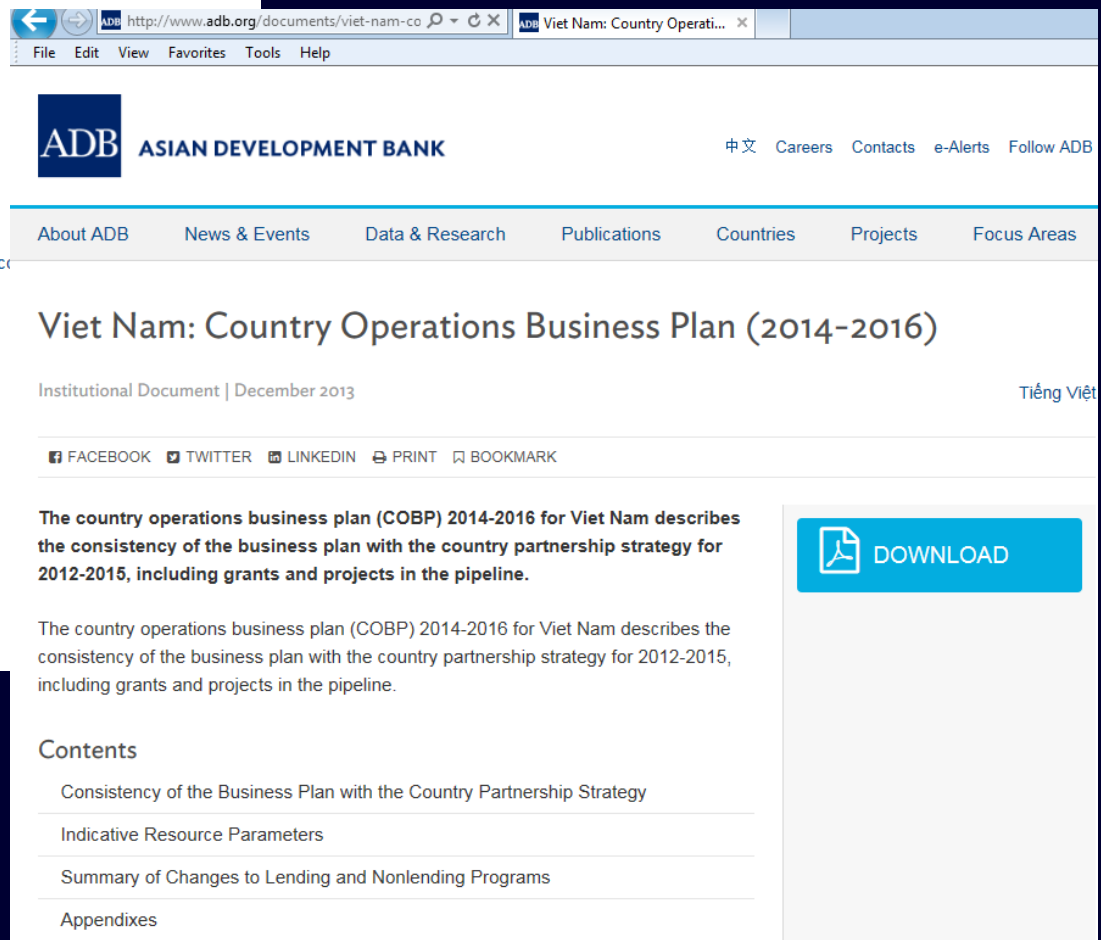
- Viet Nam: Country Partnership Strategy (2012-2015)
- Viet Nam: Country Strategy and Program (2007-2010)
- Viet Nam: Country Strategy and Program (2002-2004)
- GMS Assistance Plan (2001-2003): The Greater Mekong Subregion Economic Development Strategy
- Country Assistance Plan (2001-2003): Viet Nam

## Country Partnership Strategy Final Review

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

## Country Partnership Strategy Updates

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



The screenshot shows a web browser window displaying the ADB website. The page title is "Viet Nam: Country Operations Business Plan (2014-2016)". The page is categorized as an "Institutional Document" dated "December 2013". There are social media sharing options for Facebook, Twitter, LinkedIn, Print, and Bookmark. A prominent blue "DOWNLOAD" button is visible on the right side of the page. The main content area contains a summary of the document and a table of contents.

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

Institutional Document | December 2013

Facebook Twitter LinkedIn Print Bookmark

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

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

**Contents**

- Consistency of the Business Plan with the Country Partnership Strategy
- Indicative Resource Parameters
- Summary of Changes to Lending and Nonlending Programs
- Appendixes

### INDICATIVE ASSISTANCE PIPELINE

Table A3.1: Lending Products, 2014–2016

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

December 2013

 Viet Nam  
2014–2016



# Collect relevant business intelligence

Navigate from adb.org to the Consulting Services Portal

The screenshot shows the ADB website home page. The navigation menu includes 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. The 'Opportunities' menu is expanded, showing 'Careers', 'Business Opportunities', 'Consulting Services' (highlighted with an orange box and an arrow), and 'ADB-Japan Scholarship Program'.

The screenshot shows the 'Operational Procurement: Consulting Services' page. The page title is 'Operational Procurement: Consulting Services'. Below the title is a banner image of three people in silhouette. The page includes a 'Key Document' section with a link to 'Guidelines on the Use of Consultants by Asian Development Bank and Its Borrowers'. There is an 'Online Training' section with links to 'Videos and Guides on how to use CMS for Consulting Firms' and 'Videos and Guides on how to use CMS for Individual Consultants'. A 'LinkedIn' section contains the text: 'Visit the ADB Consultants' Network on LinkedIn to find national or international contacts with whom to form alliances. The site is open to both individuals and company representatives. Join the group'. The 'Overview' section states: '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.' The 'Latest Consulting Services Recruitment Notices' section contains a table with the following data:

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



# Collect relevant business intelligence

Project Documents

Results 1 to 25 of 69

Countries: Viet Nam | Type: Procurement Plans | Content type: Project Document

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

Refine by Type

- Project Document

Refine by Country

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

Refine by Subject

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

Refine by Year

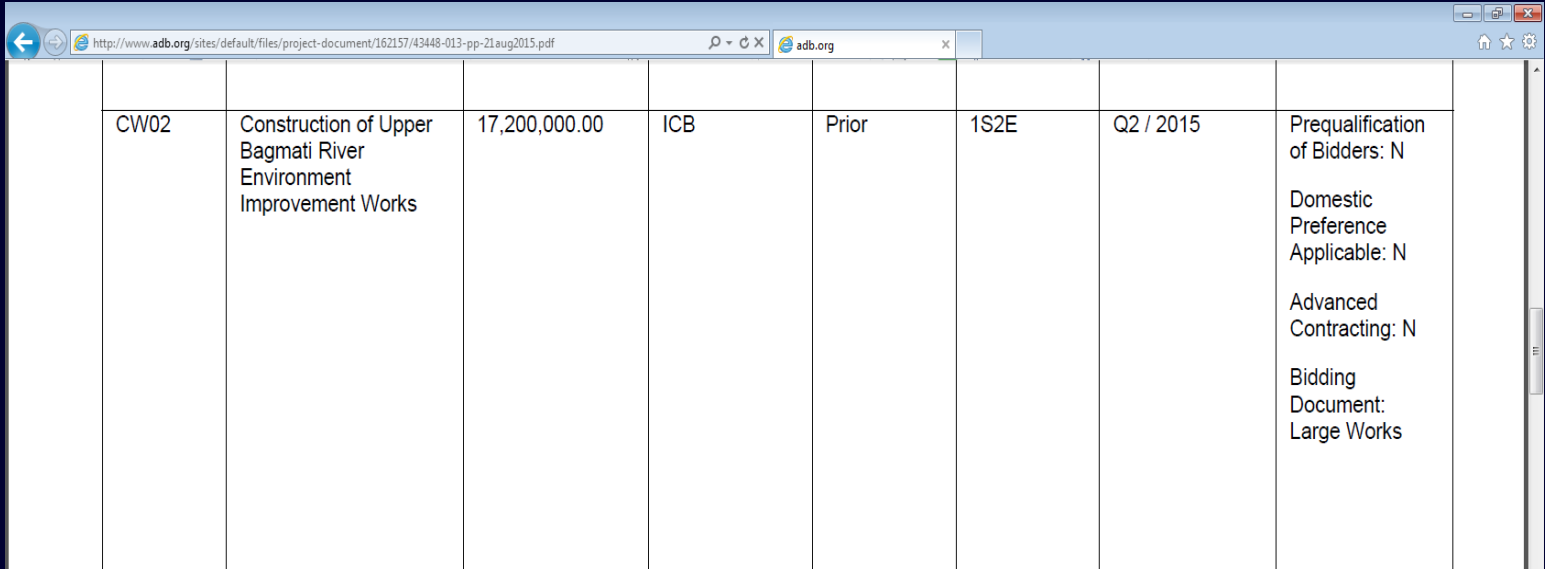
- 2015 (9)

Search Procurement Plans by:

- Country
- Year
- Sector

[http://www.adb.org/projects/documents/search/type/project\\_document/subtype/procurement-plans-1200](http://www.adb.org/projects/documents/search/type/project_document/subtype/procurement-plans-1200)

# Collect relevant business intelligence



|      |   |               |     |       |      |           |   |
|------|---|---------------|-----|-------|------|-----------|---|
| CW02 | Construction of Upper Bagmati River Environment Improvement Works | 17,200,000.00 | ICB | Prior | 1S2E | Q2 / 2015 | Prequalification of Bidders: N<br>Domestic Preference Applicable: N<br>Advanced Contracting: N<br>Bidding Document: Large Works |
|------|---|---------------|-----|-------|------|-----------|---|

Excerpt from Procurement Plan

### 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   |
|----------------|--------------------------------|-----------------|--------------------|----------------------|-----------------------------------|------------------|--|
| CS01           | Detailed Design of Nagmati Dam | 2,700,000.00    | QCBS               | Prior                | Q4 / 2014                         | FTP              | Assignment: International<br>Quality-Cost Ratio: 90:10<br>Advanced |



# Collect relevant business intelligence

## Search Recruitment Notices

### ADB Consultant Management System

Consulting Services Recruitment Notice (CSRN)

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

#### Search

| By Country   | By Sector  | By Consultant Source  | By Budget Amount   |
|--|--|---|--|
| <a href="#">Select All</a>   <a href="#">Select None</a>   | <a href="#">Select All</a>   <a href="#">Select None</a>   | <a href="#">Select All</a>   <a href="#">Select None</a>  | <a href="#">Select All</a>   <a href="#">Select None</a>   |
| <input checked="" type="checkbox"/> Afghanistan (4)<br><input checked="" type="checkbox"/> Armenia (1)<br><input checked="" type="checkbox"/> Australia (1)<br><input checked="" type="checkbox"/> Azerbaijan (1)<br><input checked="" type="checkbox"/> Bangladesh (2)<br><input checked="" type="checkbox"/> Cambodia (3)<br><input checked="" type="checkbox"/> China (2)<br><input checked="" type="checkbox"/> Georgia (2)<br><input checked="" type="checkbox"/> India (13)<br><input checked="" type="checkbox"/> Indonesia (8)<br><input checked="" type="checkbox"/> Kazakhstan (2)<br><input checked="" type="checkbox"/> Kyrgyzstan (2)<br><input checked="" type="checkbox"/> Lao People's Democratic Republic (3)<br><input checked="" type="checkbox"/> Mongolia (8)<br><input checked="" type="checkbox"/> Myanmar (1)<br><input checked="" type="checkbox"/> Nepal (2)<br><input checked="" type="checkbox"/> Pakistan (4)<br><input checked="" type="checkbox"/> Philippines (26)<br><input checked="" type="checkbox"/> Regional (36)<br><input checked="" type="checkbox"/> Samoa (1)<br><input checked="" type="checkbox"/> Singapore (1)<br><input checked="" type="checkbox"/> Sri Lanka (6)<br><input checked="" type="checkbox"/> Tajikistan (1)<br><input checked="" type="checkbox"/> Thailand (2)<br><input checked="" type="checkbox"/> Turkmenistan (2)<br><input checked="" type="checkbox"/> Tuvalu (4) | <input checked="" type="checkbox"/> Agriculture and Natural Resources (18)<br><input checked="" type="checkbox"/> Education (17)<br><input checked="" type="checkbox"/> Energy (6)<br><input checked="" type="checkbox"/> Finance (8)<br><input checked="" type="checkbox"/> Health and Social Protection (1)<br><input checked="" type="checkbox"/> Industry and Trade (1)<br><input checked="" type="checkbox"/> Multisector (20)<br><input checked="" type="checkbox"/> Public Sector Management (13)<br><input checked="" type="checkbox"/> Transport and ICT (11)<br><input checked="" type="checkbox"/> Water and Other Municipal Infrastructure and Services (6)<br><input checked="" type="checkbox"/> Others (28) | <input checked="" type="checkbox"/> International (69)<br><input checked="" type="checkbox"/> National (60)<br><br><b>By Consultant Type</b><br><a href="#">Select All</a>   <a href="#">Select None</a><br><input checked="" type="checkbox"/> Firm (48)<br><input checked="" type="checkbox"/> Individual (81)<br><br><b>By Duration</b><br><a href="#">Select All</a>   <a href="#">Select None</a><br><input checked="" type="checkbox"/> Less than 3 months (12)<br><input checked="" type="checkbox"/> 3 months to 1 year (75)<br><input checked="" type="checkbox"/> More than 1 year (42) | <input checked="" type="checkbox"/> Less than \$100,000 (76)<br><input checked="" type="checkbox"/> \$100,000 to \$199,999 (15)<br><input checked="" type="checkbox"/> \$200,000 to \$299,999 (10)<br><input checked="" type="checkbox"/> \$300,000 to \$399,999 (4)<br><input checked="" type="checkbox"/> \$400,000 to \$499,999 (3)<br><input checked="" type="checkbox"/> \$500,000 to \$599,999 (0)<br><input checked="" type="checkbox"/> \$600,000 to \$699,999 (2)<br><input checked="" type="checkbox"/> \$700,000 to \$799,999 (3)<br><input checked="" type="checkbox"/> \$800,000 to \$899,999 (1)<br><input checked="" type="checkbox"/> \$900,000 to \$999,999 (2)<br><input checked="" type="checkbox"/> \$1,000,000 to \$1,500,000 (2)<br><input checked="" type="checkbox"/> Greater than \$1,500,000 (6) |

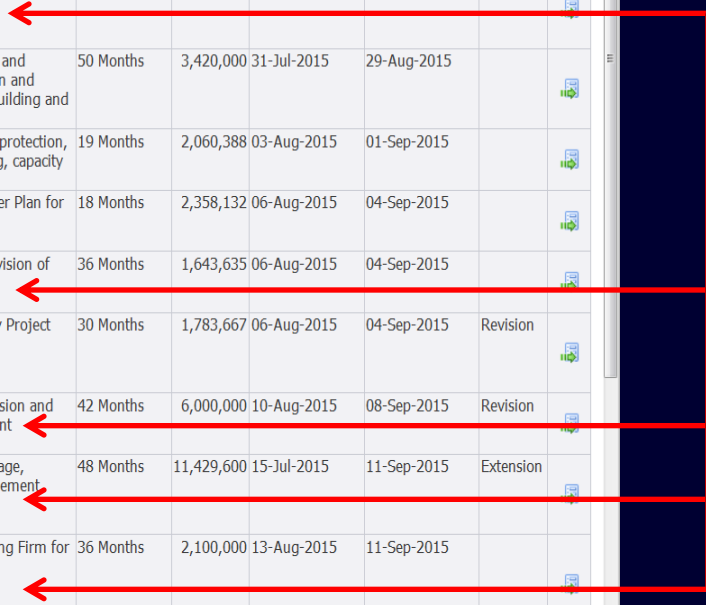
# Collect relevant business intelligence

ADB Consultant Management System  
Consulting Services Recruitment Notice (CSRN)

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

| Project  | Sector   | Consultant Source  | Consultant Type | Open to non-Member Countries | Expertise   | Engagement Period | Budget in USD Published | Deadline    | Remarks     | View CSRN |
|--|--|--------------------|-----------------|------------------------------|---|-------------------|-------------------------|-------------|-------------|-----------|
| <a href="#">LOAN-2948 SRI: Greater Colombo Water and Wastewater Management Improvement Investment Program - Tranche 1 - QCBS/10 NRW Management and Construction Supervision Consultant (45148-005)</a>                         | Water and other urban infrastructure and services    | International Firm | Firm            | No                           | Civil Engineering (Water Supply)  | 48 Months         | 5,000,000               | 03-Jul-2015 | 24-Aug-2015 | Extension |
| <a href="#">LOAN-3215 PRC: Guangxi Baise Vocational Education Development Project - CS1 Multilevel Technical and Vocational Education and Training Capacity Building and Innovation (47009-002)</a>                            | Education  | International Firm | Firm            | No                           | Multilevel Technical and Vocational Education and Training Capacity Building and Innovation | 50 Months         | 3,420,000               | 31-Jul-2015 | 29-Aug-2015 |           |
| <a href="#">LOAN-3086 MON: Additional Financing of Food and Nutrition Social Welfare Project - CS-N05 IT Solution and Social Protection Training (42322-023)</a>   | Health   | National Firm      | Firm            | No                           | Training, IT, social protection, professional training, capacity building                   | 19 Months         | 2,060,388               | 03-Aug-2015 | 01-Sep-2015 |           |
| <a href="#">LOAN-2969 VIE: Greater Mekong Subregion Corridor Towns Development Project - DHMPI Dong Ha City Master Plan (43319-043)</a>  | Transport  | International Firm | Firm            | No                           | Preparation of Master Plan for Dong Ha City   | 18 Months         | 2,358,132               | 06-Aug-2015 | 04-Sep-2015 |           |
| <a href="#">LOAN-3260 NEP: Earthquake Emergency Assistance Project - EEAP/DOR/CSC-01 Construction Supervision Consultant for Road Component (49215-001)</a>  | Education  | National Firm      | Firm            | No                           | Construction Supervision of Roads   | 36 Months         | 1,643,635               | 06-Aug-2015 | 04-Sep-2015 |           |
| <a href="#">LOAN-3255 NEP: Melamchi Water Supply Development Board - DSC05 Design Supervision and Management Consultant (34304-044)</a>  | Water and other urban infrastructure and services    | International Firm | Firm            | No                           | Urban Water Supply Project  | 30 Months         | 1,783,667               | 06-Aug-2015 | 04-Sep-2015 | Revision  |
| <a href="#">LOAN 46422-003 MYA: Greater Mekong Subregion East-West Economic Corridor Eindu to Kawkairek Road Improvement Project - E-K CS1 Project Management and Contract Supervision</a>                                     | Transport  | International Firm | Firm            | No                           | Road works supervision and contract management  | 42 Months         | 6,000,000               | 10-Aug-2015 | 08-Sep-2015 | Revision  |
| <a href="#">LOAN-3123 IND: Metropolitan Sanitation Management Investment Project - Project Implementation Support Consultants for MSMIP (43251-025)</a>  | Water and other urban infrastructure and services    | International Firm | Firm            | No                           | Engineering, Sewerage, Construction Management  | 48 Months         | 11,429,600              | 15-Jul-2015 | 11-Sep-2015 | Extension |
| <a href="#">LOAN 44321-013 CAM: Climate Resilient Rice Commercialization Sector Development Program - CONSULTING SERVICES FOR FEASIBILITY STUDY, DETAIL DESIGN AND CONSTRUCTION SUPERVISION (FSDDCS) OF IRRIGATION SCHEMES</a> | Agriculture, natural resources and rural development | National Firm      | Firm            | No                           | Irrigation Engineering Firm for FS, DD and CS   | 36 Months         | 2,100,000               | 13-Aug-2015 | 11-Sep-2015 |           |
| <a href="#">LOAN 44328-013 CAM: Uplands Irrigation and Water Resources Management Sector Project - CS-01-PMIC Project management and implementation consultants</a>  | Agriculture, natural resources                       | International Firm | Firm            | No                           | Project Management and Implementation   | 60 Months         | 4,092,000               | 15-Aug-2015 | 13-Sep-2015 | Revision  |

May be of interest





# Collect relevant business intelligence

## Search Procurement Notices

http://www.adb.org/site/business-opportunities/operational-procurement/goods-services/notices-current Procurement Notices - Go...

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Operational Procurement: Goods, Works, and Related Services

**Procurement Notices**

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### Procurement Notices - Goods, Works, and Services

FACEBOOK TWITTER LINKEDIN PRINT BOOKMARK

#### Latest Procurement Notices Archive

| Country     | Type               | Title   | Date Posted | Deadline    |
|-------------|--------------------|---|-------------|-------------|
| Afghanistan | Invitation for Bid | 0134-AFG: Energy Sector Development Investment Program - Tranche 1 [DABS/004/GOODS/ICB: Procurement of Standard Tools and Emergency Equipment for the Maintenance of the 110/220 kV North East Power System (NEPS) – Lot 2] | 28 Jul 2015 | 08 Sep 2015 |
| Afghanistan | Invitation for Bid | Grant No. 0314-AFG: Energy Sector Development Investment Program - Tranche 1 [NPA/MOMP/94/ICB/W-001]  | 07 Jul 2015 | 24 Aug 2015 |
| Armenia     | Invitation for Bid | L3150-ARM (SF) Power Transmission Rehabilitation Project[ADB-L3150-ARM/HVEN/ICB]  | 18 Aug 2015 | 29 Sep 2015 |
| Armenia     | Invitation for Bid | Loan No. 2993-ARM: North-South Road Corridor Investment Program - Tranche 3 [T3-CW-01]  | 27 Jul 2015 | 14 Sep 2015 |
| Armenia     | Invitation for Bid | 2860-ARM: Water Supply and Sanitation Sector Project-Additional Financing[L2860-ICB-1-09/1]   | 15 Jul 2015 | 26 Aug 2015 |
| Azerbaijan  | Invitation for Bid | Loan No. 2842-AZE: Water Supply and Sanitation Investment Program - Tranche 2 [MFF-033-T2-ICB-1.07]   | 23 Jul 2015 | 03 Sep 2015 |
| Azerbaijan  | Invitation for Bid | Loan No. 3079-AZE: Water Supply and Sanitation Investment Program - Tranche 3 [MFF-032-T3-ICB-1.01]   | 10 Jul 2015 | 11 Sep 2015 |

EN 2:28 PM





# Collect relevant business intelligence

## Search Procurement Notices

http://www.adb.org/sites/default/files/coso/L3150-ARM-HVEN\_ICB.pdf

adb.org



### Invitation for Bids

|   |  |
|---|--|
| <b>Date:</b>                            | 18 August 2015   |
| <b>Loan No. and Title:</b>              | L3150-ARM (SF) Power Transmission Rehabilitation Project |
| <b>Contract No. and Title:</b>          | ADB-L3150-ARM/HVEN/ICB                                   |
| <b>Deadline for Submission of Bids:</b> | 29 September 2015, 10:00 A.M.                            |

1. The Republic of Armenia has received financing from the Asian Development Bank (ADB) towards the cost of the **Project: Loan 3150-ARM (SF) Power Transmission Rehabilitation Project** and it intends to apply part of the proceeds of this loan to payments under the contract for Rehabilitation of 220kV/110kV Substation at Shinuhayr & Agarak 2. Bidding is open to all bidders from eligible source countries of the ADB.
2. **The “High Voltage Electric Networks” CJSC (HVEN) (the “Employer”)** invites sealed bids from eligible Bidders from the ADB member countries for the construction and completion of: “Rehabilitation of 220kV/110kV Substation at Shinuhayr & Agarak 2”, that mainly includes: Rehabilitation of one 220kV Substation, Rehabilitation of one 220kV/110kV/35kV Substation, including various 220kV/110kV kV HV outdoor equipment, Autotransformer, MV Switchgear, related protection and control equipment, telecommunication equipment, supply of spare parts and special tools, etc. as well as the civil works, for detail design, manufacturing, delivery, installation, testing, commissioning, energizing works and services, and training complete in each respect at turnkey basis, as detailed and specified in the Bidding Documents”.
3. **International Competitive Bidding** will be conducted in accordance with ADB's [Single-Stage: One-Envelope Bidding](#) Procedure and is open to all Bidders from eligible countries as described in the Bidding Document.



# ADB's Business Opportunities

Easy Way to Find on [www.adb.org](http://www.adb.org)

↓  
↓ **Resources For: Businesses** ↓

## Operational Procurement: Consulting Services

- **Procurement Plans**
- **Shortlisted Firms**
- **Contracts Awarded**
- **Documents on Consulting Services:**

Consulting Guidelines

Consulting Services Operations Manual

User's Guide for Submission Forms

Guidance Note on Financial Evaluation

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

- **Procurement Notices (IFB)**
- **Principles**
- **Advance Actions**
- **Bidding Procedures**
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- **Procurement Plans**
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- **Contracts Awarded**



# ADB's Business Opportunities

More Structured Way to Find on [www.adb.org](http://www.adb.org)

**Countries**



**Select a Country**



## Strategy

Country Operational  
Business Plan  
Country Partnership  
Strategy

Check

Annexes for Loan and  
TA Projects by Sector

## Projects

Approved  
Proposed

Check

Procurement Plans for  
Contracts

## Opportunities

Procurement Plans  
Procurement Notices  
Consulting  
Opportunities

Check

IFB for Goods and  
Works, and CSRN for  
Consulting



# **Business Opportunities Fair and ADB's Project Pipeline**

**ADB's yearly Business Opportunities Fair - To register visit:**

**<http://www.adb.org/news/events/6th-adb-business-opportunities-fair-2016>**

**Background on the 2015 Business Opportunities Fair including  
Project Pipelines across countries and sectors**

**[http://adbprocurementforum.net/?page\\_id=2362](http://adbprocurementforum.net/?page_id=2362)**

**Country Partnership Strategies and Country Operational Business  
Plans for 21 member countries are available on flash disk**



## Build your brand name

- Register in ADB Consultant Management System (CMS)
- Visit ADB Headquarters and Resident Missions
  - Visit departments responsible for projects
  - Offer brown-bag seminars
  - Business Opportunities Fairs
- Visit government executing agencies

Welcome to the Asian Development Bank's Consultant Management System

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



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

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

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



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



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

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

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

**Consulting Services Recruitment Notice (CSRN)**

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

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

[Click here to view the list of advertisements of consulting opportunities.](#)

**Login**

Login using your registered username and password.

Username   
 Password

**Login**

[Login Assistance](#)

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

**Registration**

New user? Register now!

**Register as Consulting Firm**

**Register as Individual Consultant**

**Need Help?**

For inquiries regarding the system, please email [cmshelp@adb.org](mailto:cmshelp@adb.org).

**CMS SYSTEM UPDATE**

Dear CMS Users,

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

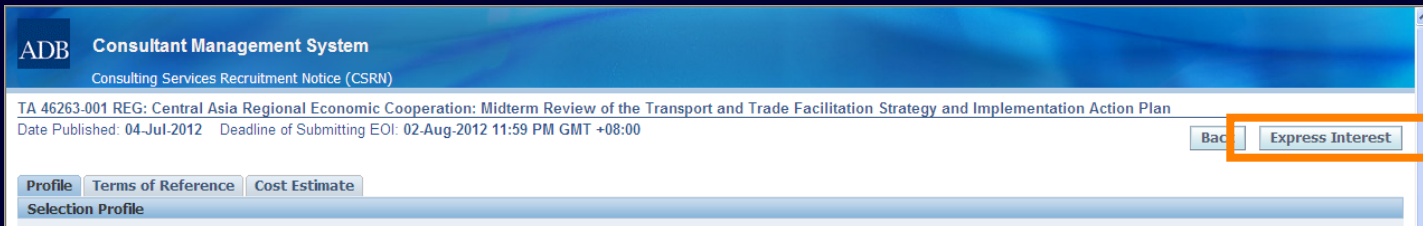
Should you have any inquiries, contact [cmshelp@adb.org](mailto:cmshelp@adb.org).

CMS Team

**NOTE:** CMS undergoes weekly maintenance activities from

# Express Interest

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



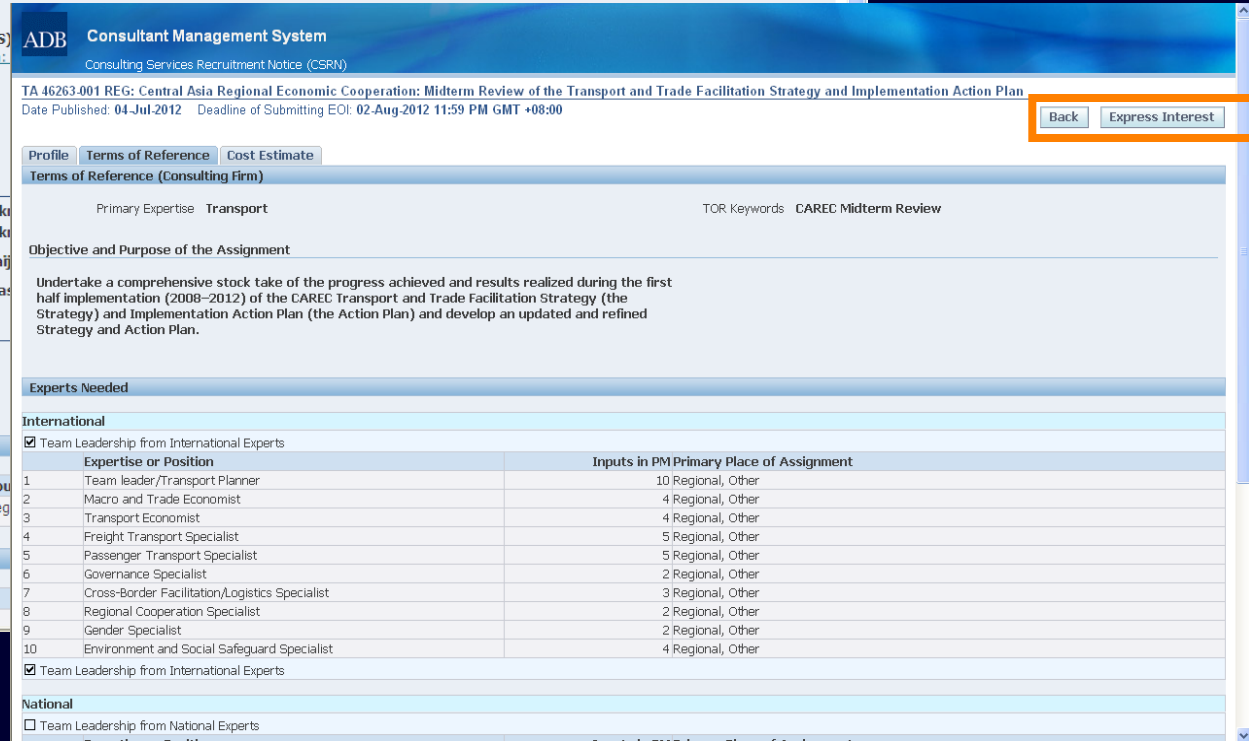
**ADB Consultant Management System**  
Consulting Services Recruitment Notice (CSRN)

TA 46263-001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan  
Date Published: 04-Jul-2012 Deadline of Submitting EOI: 02-Aug-2012 11:59 PM GMT +08:00

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**Profile** | **Terms of Reference** | **Cost Estimate**

**Selection Profile**



**ADB Consultant Management System**  
Consulting Services Recruitment Notice (CSRN)

TA 46263-001 REG: Central Asia Regional Economic Cooperation: Midterm Review of the Transport and Trade Facilitation Strategy and Implementation Action Plan  
Date Published: 04-Jul-2012 Deadline of Submitting EOI: 02-Aug-2012 11:59 PM GMT +08:00

[Back](#) [Express Interest](#)

**Profile** | **Terms of Reference** | **Cost Estimate**

**Terms of Reference (Consulting Firm)**

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

**Objective and Purpose of the Assignment**

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

**Experts Needed**

**International**

Team Leadership from International Experts

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

Team Leadership from International Experts

**National**

Team Leadership from National Experts



# Express Interest / Submit a Bid

- **Considerations**
  - Capacity to compete
  - Capacity to deliver
  - Alone or as association/joint venture
- **Criteria for Consultants**
  - Eligibility – pass/fail
  - Management competence – (%)
  - Technical experience – (%)
  - Geographical experience – (%)
- **Criteria for Contractors - pass/fail**
  - Eligibility
  - Experience in Similar Contracts
  - Financial Resources
  - Cash Flow





## Know the country of the assignment and local conditions

- Get to know the EA
- Identify competitors
- Identify local partners
- Field assessment - visas, registration, transportation, housing, translation, taxes
- Estimate local costs



# Offer partnership to more experienced firms

ADB ASIAN DEVELOPMENT BANK

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## Contracts Awarded - Consulting Services

FACEBOOK TWITTER LINKEDIN PRINT BOOKMARK

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

Current Archive

### Technical Assistance

| Title  | File                              |
|--|-----------------------------------|
| Consulting Services: Technical Assistance – Contracts Awarded in April 2015    | pdf (80.45 KB)   xlsx (15.29 KB)  |
| Consulting Services: Technical Assistance – Contracts Awarded in March 2015    | pdf (81.41 KB)   xlsx (15.42 KB)  |
| Consulting Services: Technical Assistance – Contracts Awarded in February 2015 | pdf (152.73 KB)   xlsx (16.81 KB) |
| Consulting Services: Technical Assistance – Contracts Awarded in January 2015  | pdf (81.73 KB)   xlsx (15.65 KB)  |

### Loans

| Title   | File                              |
|---|-----------------------------------|
| Contracts Awarded for Loan Projects - Consulting Services (March 2015)    | pdf (118.4 KB)   xlsx (16.48 KB)  |
| Contracts Awarded for Loan Projects - Consulting Services (February 2015) | pdf (102.17 KB)   xlsx (15.23 KB) |
| Contracts Awarded for Loan Projects - Consulting Services (January 2015)  | pdf (83.74 KB)   xlsx (14.23 KB)  |

Business Opportunities > Operational Procurement > Consulting > Contracts Awarded



# Offer partnership to more experienced firms

http://www.adb.org/site/business-opportunities/operational-procurement/goods-services/contracts-awarded

Contracts Awarded - Good...

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## Contracts Awarded - Goods, Works, and Services

FACEBOOK TWITTER LINKEDIN PRINT BOOKMARK

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

Current Archive

### Loans

| Title   | File                              |
|---|-----------------------------------|
| Contracts Awarded for Loan Projects – Goods & Civil Works (July 2015)     | pdf (212.74 KB)   xlsx (20.84 KB) |
| Contracts Awarded for Loan Projects – Goods & Civil Works (June 2015)     | pdf (177.91 KB)   xlsx (25.17 KB) |
| Contracts Awarded for Loan Projects – Goods & Civil Works (May 2015)      | pdf (196.02 KB)   xlsx (26.75 KB) |
| Contracts Awarded for Loan Projects – Goods & Civil Works (April 2015)    | pdf (160.55 KB)   xlsx (22.36 KB) |
| Contracts Awarded for Loan Projects – Goods & Civil Works (March 2015)    | pdf (356.01 KB)   xlsx (24.63 KB) |
| Contracts Awarded for Loan Projects – Goods & Civil Works (February 2015) | pdf (218.75 KB)   xlsx (19.14 KB) |
| Contracts Awarded for Loan Projects – Goods & Civil Works (January 2015)  | pdf (200.81 KB)   xlsx (17.95 KB) |

### Grants

| Title | File |
|-------|------|
|-------|------|

EN 2:40 PM

**Business Opportunities > Operational Procurement > Goods, Works and Related Services > Contracts Awarded**



# Offer partnership to other firms

- Network with potential partners online and offline

The screenshot shows the LinkedIn interface for the 'ADB Consultants Network' group. At the top, there's a navigation bar with 'Home', 'Profile', 'Contacts', 'Groups', 'Jobs', 'Inbox' (with a '72' notification), 'Companies', 'News', and 'More'. A search bar is also present. The group name 'ADB Consultants Network' is prominently displayed, along with tabs for 'Discussions', 'Promotions', 'Jobs', 'Search', and 'More...'. Below this, there's a section for 'Let the world know what you think.' with a 'Join Group' button. A 'Manager's Choice' section highlights a post about a 'Networking Among Participants at the 3rd ADB Business Opportunities Fair, 21-22 March 2012, ADB Headquarters, Manila, Philippines'. The 'Latest Updates' section shows a notification that 'Anjum Israr has joined the group.' and another post by 'Mahendra B...' about consulting opportunities. The 'Most Popular Discussions' section features a post by 'John Lawrence' titled 'Looking to open a joint USAID-ADB project here in the Philippines', with a comment from 'Cedric Boisrobert' and a 'Follow' button. At the bottom, there's a post about a mission to Indonesia and Vietnam.

← ADB LinkedIn Networking Site

Business Opportunities Fair in Manila





## Do good work – Consulting Services

ADB conducts Performance Evaluation Review (PER) for every consulting assignment and a poor performance record can affect consultants' future opportunities with ADB

### Drivers of strong performance:

- Appoint a good team leader
- Establish good relationships with EA
- Coordinate relationships between International and National consultants
- Timely deliver expected outputs
- Manage replacements of experts



## Avoid Common Mistakes

- Failure to disclose conflict of interest
- Firm or any of its associates not incorporated in an ADB member country
- Proposal / Bid was not delivered on time
- Employees from executing agencies included in consultant's proposal
- Contractors are connected with executing agencies
- Submission of fake documents to substantiate experience, financial resources, power of attorney



# Thank You!

Rustam Abdukayumov

E-mail: [rabdukayumov@adb.org](mailto:rabdukayumov@adb.org)