

<i>Title:</i>	NEW ADB BUSINESS OPPORTUNITIES, PROPOSED LOAN PROJECTS, JANUARY 2006
<i>Subject Country(ies)</i>	Afghanistan, China and Pakistan
<i>Post of Origin</i>	Asian Development Bank (ADB)
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1. This report alerts U.S. firms to **US\$ 388 million** in new, potential procurement of goods and services in Afghanistan, China and Pakistan. These opportunities are examples of the many procurements financed by Asian Development Bank (ADB) loans to 38 ADB developing member countries. From January to June 2005, U.S. contractors and equipment suppliers succeeded in winning US\$ 21.40 million in such national procurements as well as another US\$ 27.129 million in consulting services financed by ADB loans, and technical assistance grants.

2. This is an early report to notify prospective U.S. exporters of subsequent formal consideration of development projects by the ADB Board of Directors. Generally, tender documents are issued 12-24 months after loan approval. Interested prospective U.S. contractors and equipment suppliers should contact the persons listed below to position themselves for the upcoming opportunities. U.S. consultants should contact the persons listed below and submit an Expression of Interest (EOI) to the national executing agency to market their firms' expertise and experience on similar past projects and eventually receive notices of upcoming tenders.

3. U.S. consultants must also register with the ADB DACON (Data on Consulting Firms) system. DACON registration should be completed on-line at <http://www.adb.org/consulting/dacon>. For loan projects, primary responsibility for

hiring consultants rests with the executing agency in the borrowing country. A good way to facilitate contact with the executing agency is by working with the appropriate U.S. Embassy Officer contact identified at the end of each project summary, i.e., “In-Country US Embassy Commercial Officer”.

4. Firms may also send a notification copy of their EOIs to the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box@mail.doc.gov. Information about these projects are likewise available at our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

5. The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

6. The following loan projects are reprinted with permission from the Asian Development Bank, from the ADB website at <http://www.adb.org> and appeared for the first time in December 2005. For more information on development in Asia and the Pacific, see <<http://www.adb.org>>.

LOAN PROJECTS, JANUARY 2006

A. AFGHANISTAN

Project Name	:	Fiscal Management & Public Administration Reform (formerly Public Service Delivery Reform Program)
Project No.	:	AFG 38122-01
Executing Agency	:	Ministry of Finance
Loan Amount	:	US\$ 48 million
Sector/Sub-sector	:	Law, Economic Management & Public Policy / Economic Management

Objectives and Scope:

The program's objective is to develop systems and procedures supported by increased capacity to improve budget programming, strengthen resource mobilization, develop the civil service, and enhance monitoring capabilities of public finances.

Procurement:

Goods: The loan proceeds will be used to finance the full foreign exchange cost of items produced and procured in ADB member countries, excluding ineligible items, and imports financed by other bilateral and multilateral sources. In accordance with the

provisions of ADB's Simplification of Disbursement Procedures and Related Requirements for Program Loans, the proceeds of the loan will be disbursed to the Government as the Borrower.

Services: Not applicable.

Environmental Category: C

Project Processing Stage: Approved by the Bank: 14 December 2005.

Project Officer : Bruno Carrasco
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B. CHINA

Project Name : **Inner Mongolia Environment Improvement**
Project No. : PRC 39019-01
Executing Agency : Inner Mongolia Autonomous Region
Loan Amount : US\$ 110 million
Sector/Sub-sector : Energy /Energy Sector Development

Objectives and Scope:

The long-term goal of the Project is to support environmental improvement in IMAR. The main objectives of the Project are: (i) improvement in efficiency and reliability of natural gas and central heating supply and closure of small coal-fired boilers towards the energy conservation; and (ii) improvement in wastewater treatment and utilization.

Procurement:

Goods: To be determined.

Services: International and domestic consultants will be engaged to assist the GIMAR and the PIAs with (i) project design and engineering, (ii) procurement, (iii) construction supervision related to equipment and materials procured under ADB financing, (iv) project management, and (v) monitoring the project's impact and reporting to ADB and the GIMAR. Implementation supervision consulting services - About 16 person-months of international and 80 person-months of domestic consulting services will be required. International and domestic consultants will be recruited for institutional reforms and corporate governance improvement subcomponent of the Project, which includes institutional training and a study to implement the restructuring of heating and gas tariff in project sites. About 8 person months of international consulting services and about 38 person months of domestic consulting services will be required.

Environmental Category: B

Project Processing Stage: Fact-finding Mission completed: 25 November 2005.

Project Officer : Bo Q. Lin
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U.S. Commercial Service Shenyang
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C. PAKISTAN

C.1: Project Name : **Earthquake Emergency Assistance Project**
Project No. : PAK 39631-01
Executing Agency : Ministry of Finance

Contact: Asif Bajwa, Additional Secretary
Address: Rm. 210, Block Q, Secretariat
Islamabad
Tel. No.:(92-51) 920-1023; Fax. No.: (92-51) 920-6354

Earthquake Reconstruction and Rehabilitation Authority
(ERRA); Contact: Brig. Muhammed Salik Javid
Address: Prime Minister Secretariat, Constitution Avenue,
Islamabad
Tel. No.: (92-51) 920-9589; 3335-249062
Fax. No.: (92-51) 920-9525

Loan Amount : US\$ 220 million
Sector/Sub-sector : Transport & Communications /Roads & Highways

Objectives and Scope:

The project will contribute to reversing the devastating impact of the earthquake and so revive economic activity and enable people to resume their livelihoods and return to normal life. This will be achieved primarily through rehabilitating and reconstructing damaged and destroyed infrastructure as quickly as possible, which will particularly assist the poor and other vulnerable people. The project will have the following components: (i) quick-disbursing, which will be used to finance only imports identified as necessary for an effective recovery program; (ii) project components, which will finance rehabilitation and reconstruction of the following sectors: (a) transport; (b) power and (c) health and education; and (iii) implementation assistance component with subcomponents: legal assistance, governance and institutional building which will be used to address governance, legal and documentary issues arising from the earthquake's impact.

Procurement:

Goods: Procurement of goods, works and related services will be carried out in a manner consistent with the simplified and expedient procedures under the ADB Disaster and Emergency Assistance Policy and ADB Guidelines for procurement and the contemplated implementation schedule. Local competitive bidding (LCB) procedures will be the preferred mode of procurement. Procurement of goods and related services estimated to cost more than \$1 million and civil works contracts worth over \$5 million will be procured following international competitive bidding (ICB). International shopping (IS) procedures will be followed for procurement of goods and related services estimated at between \$100,000 and \$1 million. For small specialized equipment and materials contracts valued at less than \$100,000, direct procurement procedures acceptable to ADB will be followed. Civil works contracts estimated to cost \$5 million or less will be procured through local bidding procedures (LCB) acceptable to ADB. Community participation in the procurement of small works of a simple nature is encouraged.

Services: Covered under PAK Grant 39631-01.

Environmental Category: B

Project Processing Stage: Approved by the Bank: 13 December 2005.

Project Officer : Fernando C. Garcia
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Tariq Sayeed
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C.2: Project Name : **TA Loan for Megacity Development**
Project No. : PAK 38405-01
Executing Agency : Finance Department
Contact: Mr. Malik Asrar Hussain
Secretary Finance
Address: Government of Sindh
Loan Amount : US\$ 10 million
Sector/Sub-sector : Multi-sector

Objectives and Scope:

The expected impact of the technical assistance (TA) Loan is enhanced and sustained contribution of the mega city, Karachi, to national development and improved quality of life for the mega city residents, including the poor on a sustainable manner. The expected outcomes are (i) improved city planning, management, and financing, (ii) improved and expanded urban infrastructure and services, and (iii) sustainable and efficient financing of urban infrastructure. To these end, the TA Loan will provide resources for (i) building the capacities of the city district government of Karachi (CDGK) and TMAs, and utilities in city planning, management, and financing, as well as in applying commercial principles in the provision of infrastructure and services, (ii) assistance in preparing bankable projects that may subsequently be funded by ADB in its lending assistance to Karachi over the next three years, and (iii) establishment and operationalization of an innovative financing vehicle for mega city infrastructure investments which will act as (a) an efficient conduit for channeling ADB and other funds to the city, (b) a catalyst for reforming the city agencies, and (c) an agent to mobilize funds from non-government sources for the large scale capital investment needs. It is expected that the TA Loan will also enhance the Government ownership of the investment projects, capacity building, and institutional reforms.

Procurement:

Goods: All goods and services under the Project will be procured in accordance with ADB's Guidelines for Procurement.

Services: International and/or domestic consulting firms will be recruited using ADB's quality- and cost-based selection (QCBS) and quality based selection (QBS) procedures as appropriate for each subproject. Certain subprojects will utilize QBS as they require expertise of limited availability. Individual consultants will be engaged in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB on the engagement of domestic consultants. Specialists in urban planning, water supply, sewerage, solid waste management, urban transport and roads, low income community upgrading, private sector participation in urban infrastructure provision, economics, finance, social development, resettlement, and environment will help CDGK carry out comprehensive feasibility analyses and where necessary engineering designs, preparation of bid documents, and procurement of goods and services in a manner satisfactory to ADB. Specialists in urban governance, urban/municipal finance, institutional development, corporate governance, will also be recruited to help design and implement programs under the Capacity Building Facility. Tentative estimates for the consulting services requirements for the whole TA Loan are about 145 and 430 person-months of international and domestic consultants, respectively.

Environmental Category: C

Project Processing Stage: Loan Negotiations Completed: 13 December 2005.

Project Officer : Gulfer Cezayirli
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