



Demystification of the Asian Development Bank

ADB Business Opportunities

Presented by:

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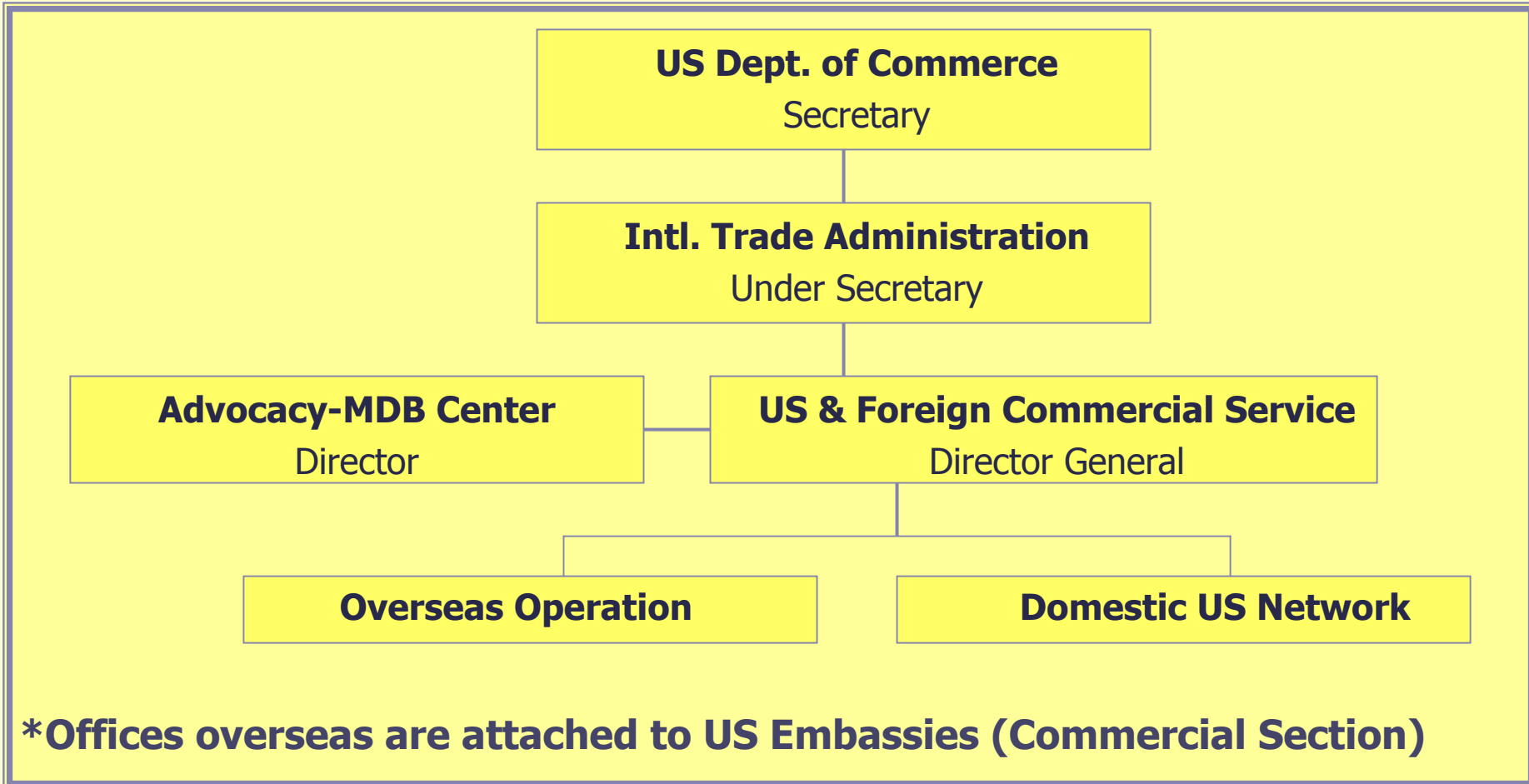
April 2006





US Commercial Service Liaison Office to the ADB (CS ADB)

US DEPARTMENT OF COMMERCE





US Commercial Service Liaison Office to the ADB (CS ADB)

Who We Are:

- **Integral part of the U.S. Commercial Service global network.**
 - **US Network of Export Assistance Centers—over 110 offices**
 - **Overseas operations--over 150 offices in 87 countries**



US Commercial Service Liaison Office to the Asian Development Bank (CS ADB)

- **Non-traditional office of the US Commercial Service**
- **One of five such liaison offices globally**
 - World Bank (Washington, DC)
 - InterAmerican Development Bank (Washington, DC)
 - European Bank for Reconstruction & Development (London)
 - African Development Bank (Tunis)
 - Asian Development Bank (Manila)
- **Major Distinction: REGIONAL RESPONSIBILITY**



US Commercial Service Liaison Office to the Asian Development Bank (CS ADB)

- **Regional market generated from ADB grants & lending**
 - **38 countries**
 - **Many active sectors**
 - **Consulting, professional services & procurement**
- **Greatest challenge: *STRATEGIC FOCUS***
- **How do we add value?**



CS ADB – Adding Value

- **ADB Procurement alerts**
- **ADB Market Briefs**
- **Marketing advice**
- **“Business Facilitation” appointment services (at ADB & throughout region)**
- **Trade promotion—seminars; trade show presence; video presentations**
- **ADVOCACY...open, transparent competition, selections based on merit**
- **GOAL: US fair share of ADB market opportunities**



ADB-Funded Activities By Categories

- **Loans**
 - **Public**
 - **Private (lending & equity investments)**

- **Technical Assistance Grants**
 - **Project Preparatory**
 - **Advisory and Operational**
 - **Bilateral Grant**

- **Co-financing**



ADB Main Activities & Provider of Business Opportunities

Two Main Activities

- **Lending**
- **Technical Assistance**

Provide Business Opportunities For

- **Suppliers of Goods and Equipment**
- **Contractors**
- **Consultants**



ADB Policy Goals & Objectives

Priority Goals:

Reduce Poverty through...

- **Pro-poor, sustainable economic growth**
- **Social development (e.g., healthcare and education)**
- **Good governance and anti-corruption measures**



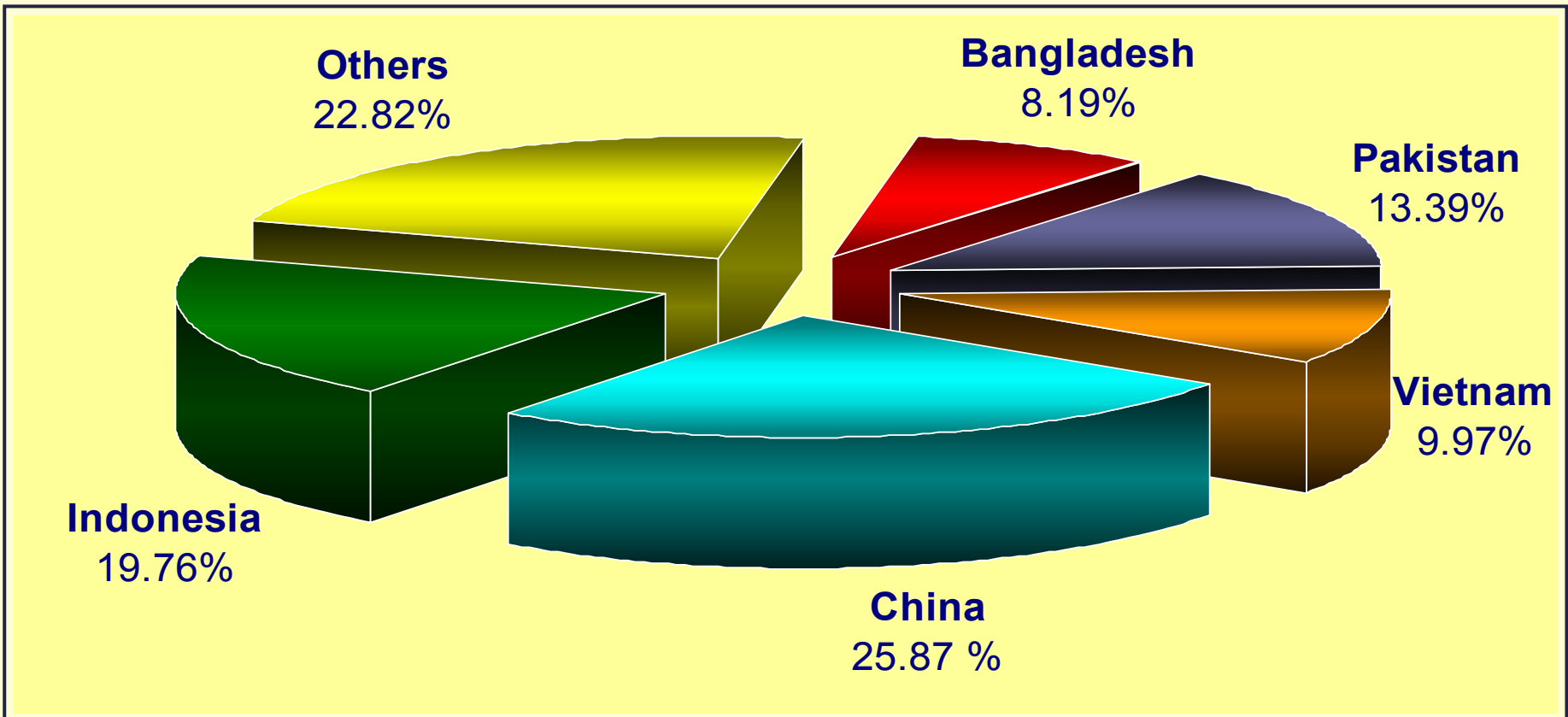
ADB Strategic Objectives

- **Foster economic growth**
- **Develop human resources**
- **Improve the status of women**
- **Protect the environment**
- **Manage natural resources in a sustainable manner**
- **Strengthen public administration**
- **Support private sector development**
- **Promote regional cooperation**



ADB Lending by Country in 2005

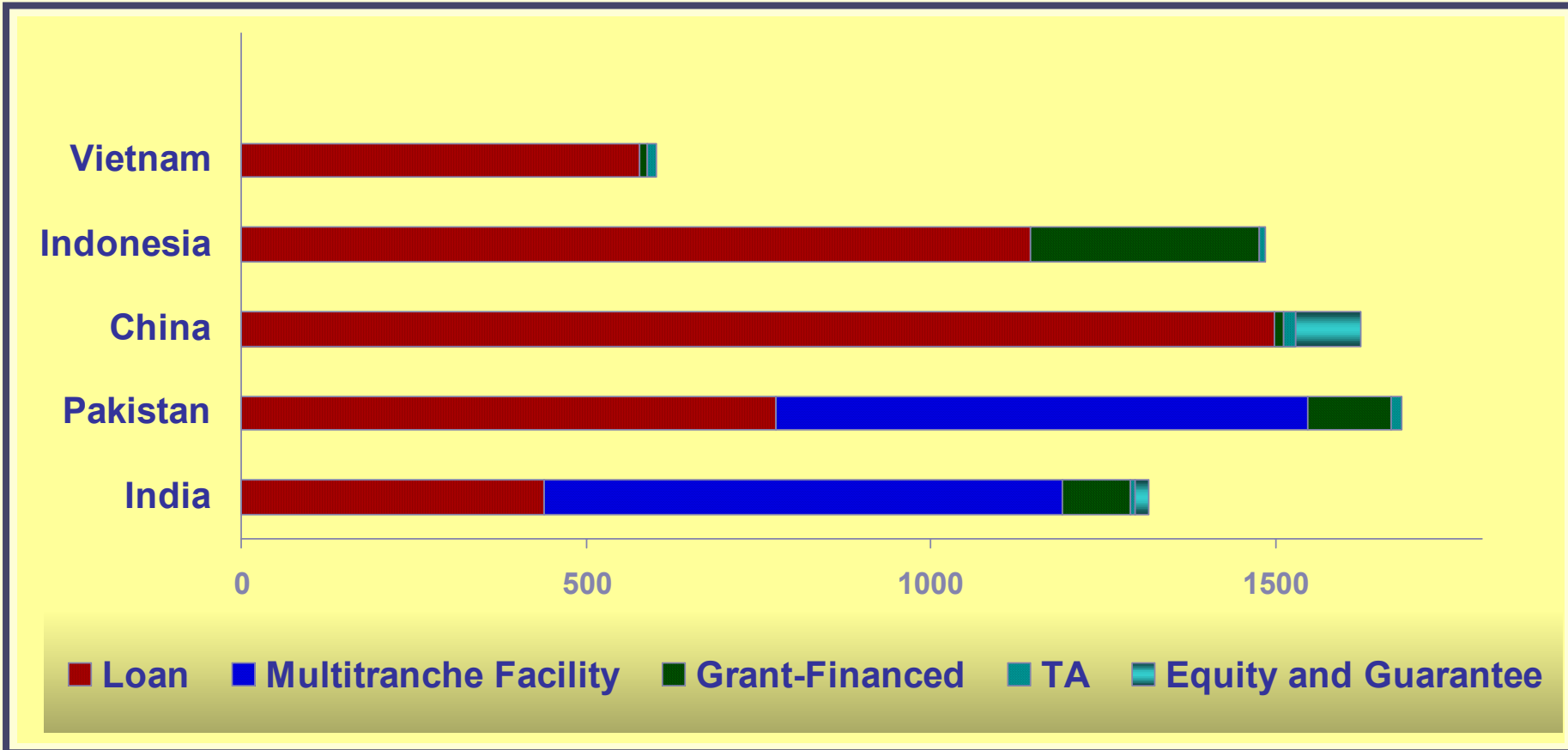
Total Lending - \$5.80 Billion*



***Based on 2005 ADB official figures**



ADB Approvals by Country in 2005 (\$ Million)

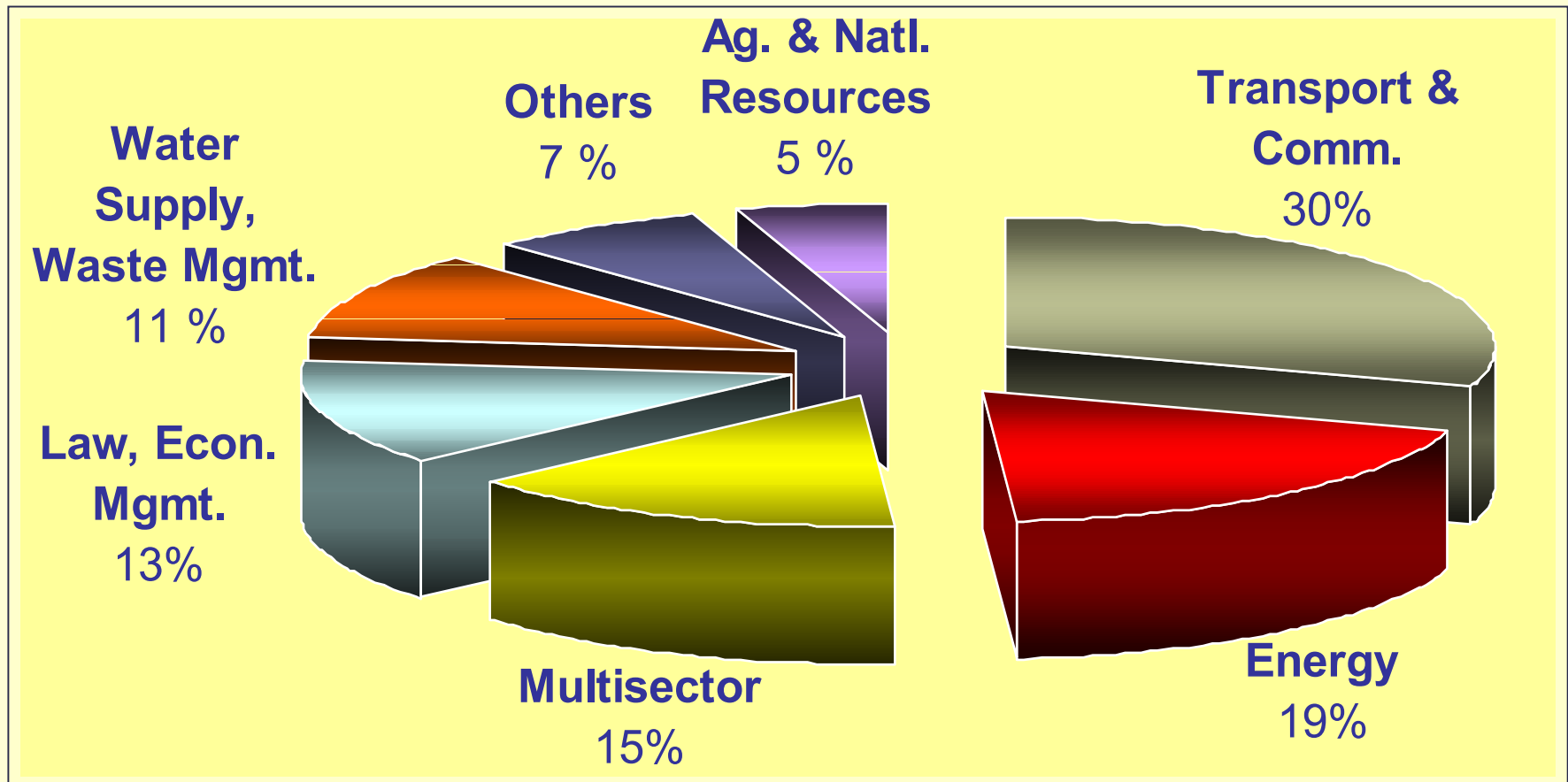


*Based on 2005 ADB official figures



ADB Sectoral Lending in 2005

Total Lending - \$5.80 Billion*



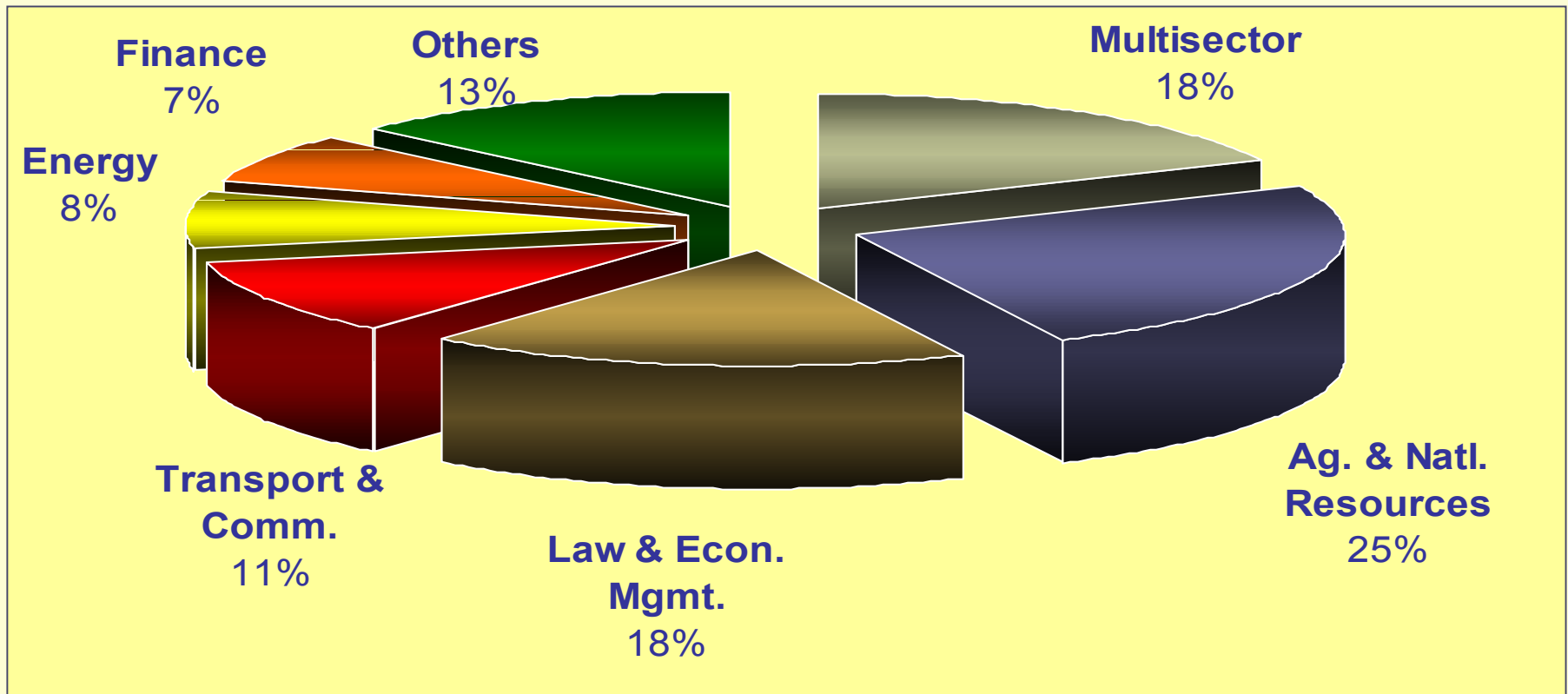
***Based on 2005 ADB official figures**



2005 ADB Technical Assistance Grants by Sector

(Includes Regional TA projects)

Total TA Grants US\$ 198.8 Million*



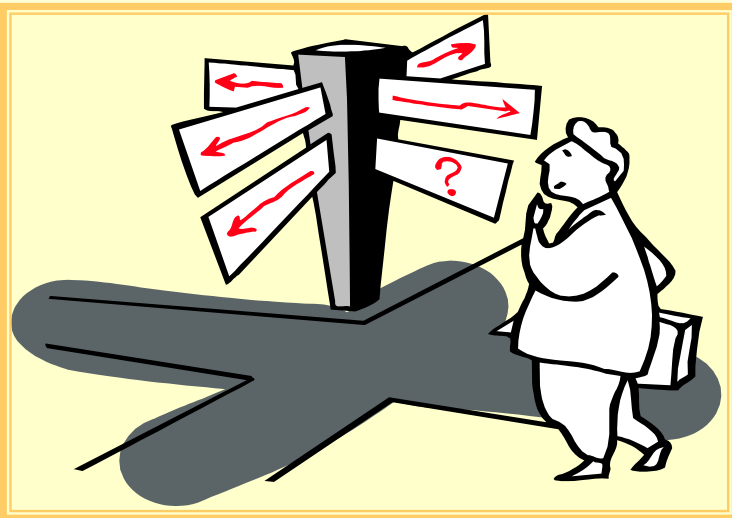
*Based on 2005 ADB official figures



ADB: From Broad Goals to Active Projects (Strategic Advice)

Planning Stage:

Programming Missions
Project/Loan Identification
Country Strategy & Program



Operational Stage:

Reconnaissance (optional)

Fact-finding Missions

Mgmt. Review Mission

Appraisal Missions

Staff Review Committee

Loan Negotiations

President/Board Approval

L/A Signing/ Loan Effectivity



Procurement & Recruitment Decisions

Understand...

- **For TA Projects, ADB Recruits Consultants**
- **For Loan Projects, the Borrower makes the Procurement Decisions and Recruits Consultants**



Consulting Services for TA Projects

- **DACON/DICON Registration**
- **Expression of Interest (EOI)**
- **Long list**
- **Short list**
- **Invitation to Submit Proposal**
- **Bid Evaluation**
- **Contract Negotiations**
- **Contract Award**



ADB Procurement of Consulting Services: Evaluation Criteria (Technical)

Evaluation Criteria:

- **Qualifications of Proposing Firm**
 - **experience in similar projects, geographical areas, etc.**
- **Approach & Methodology**
 - **innovativeness, work program, counterpart facilities, proposal presentation, etc.**
- **Personnel**
 - **international and domestic consultants**

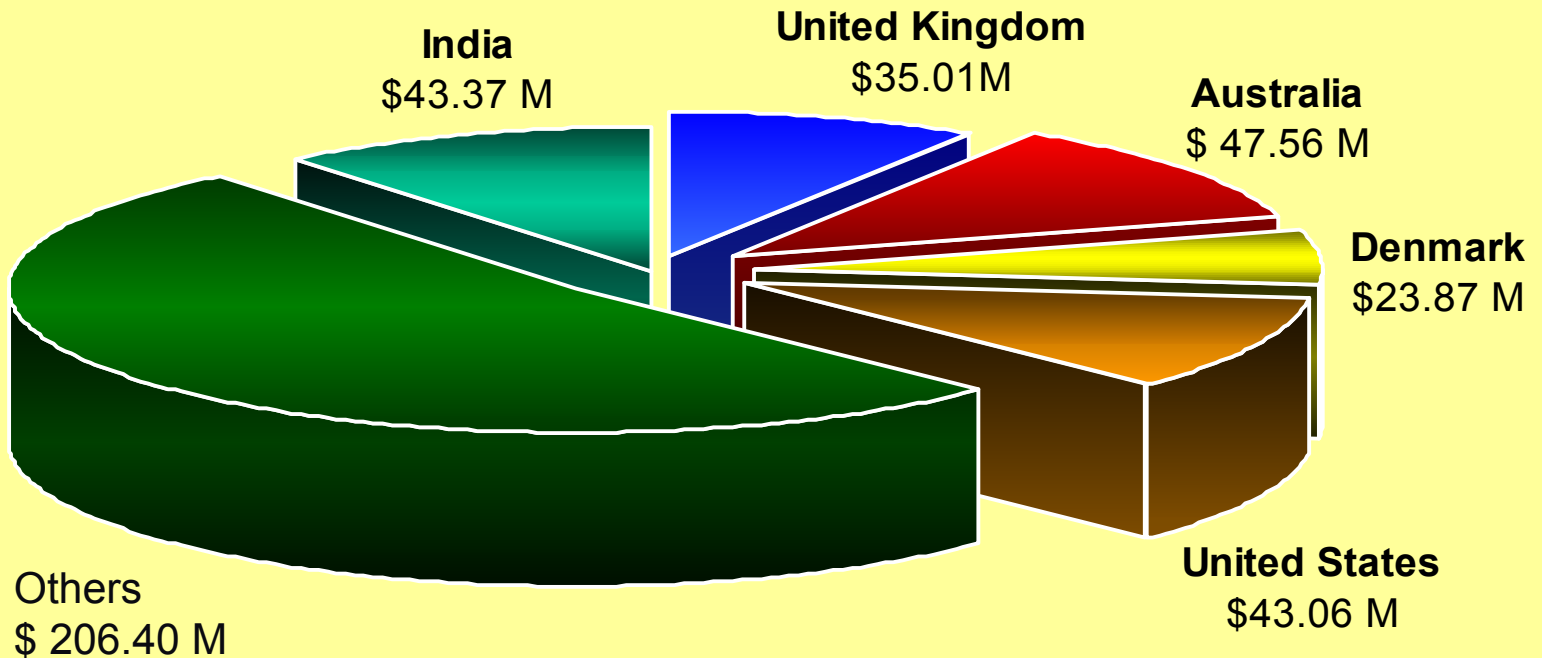


Consulting Services

01 October 2004-30 September 2005*

(in US\$ Million)

Total Awards US\$ 339.263 Million

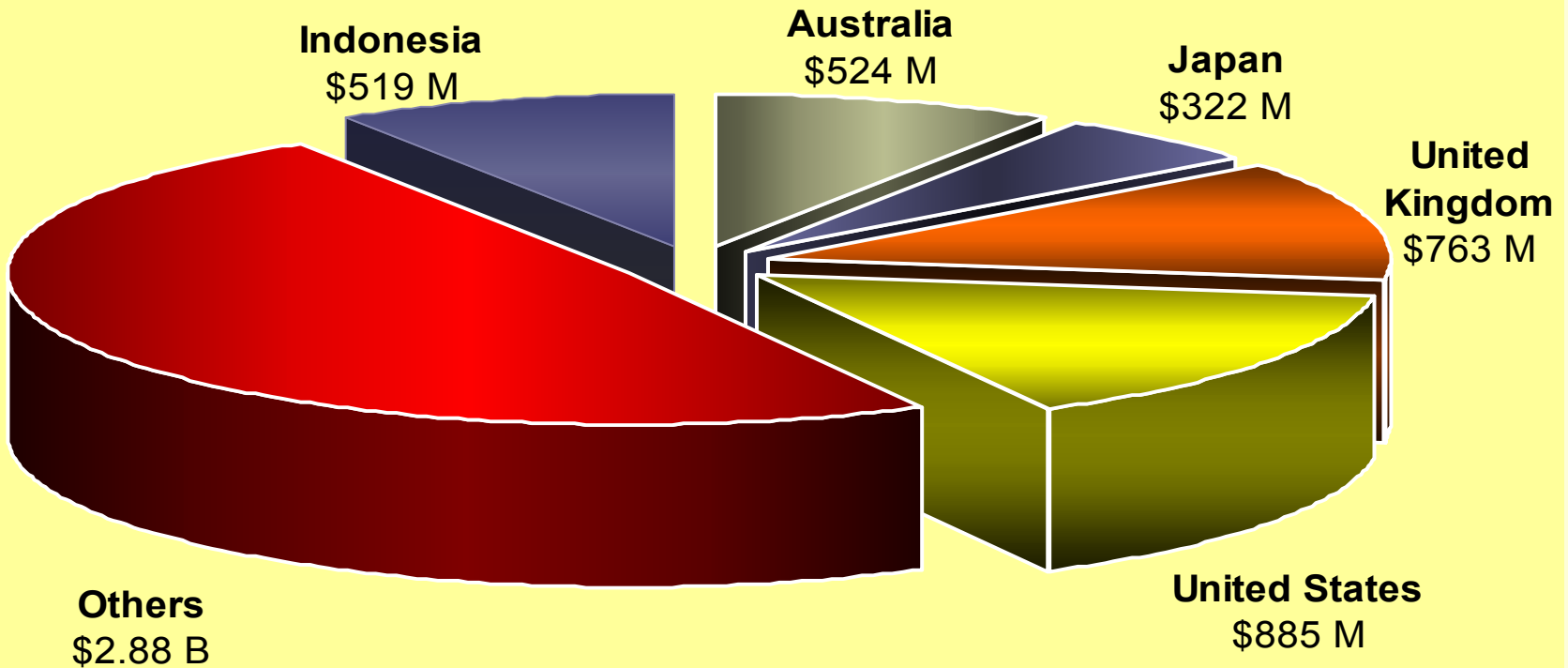


*Consulting services on loans and TA grants combined



Consulting Services *Cumulative** Procurement (01 January 1967- 30 September 2005) (In US\$ Million)

Total Awards - US\$ 5.9 Billion



* Consulting services generated from both grants & loan



Procurement & Recruitment Decisions

Remember...

For TA Projects, ADB Recruits Consultants

For Loan Projects, the Borrower makes the Procurement Decisions and Recruits Consultants



Procurement under ADB Public Sector Loans

ADB

- Reviews & Approves per Guidelines: Bidding Documents, Bid Evaluation Report and Proposed Contract Award
- Forms Procurement Evaluation Committee
- Disburses Funds

BORROWER

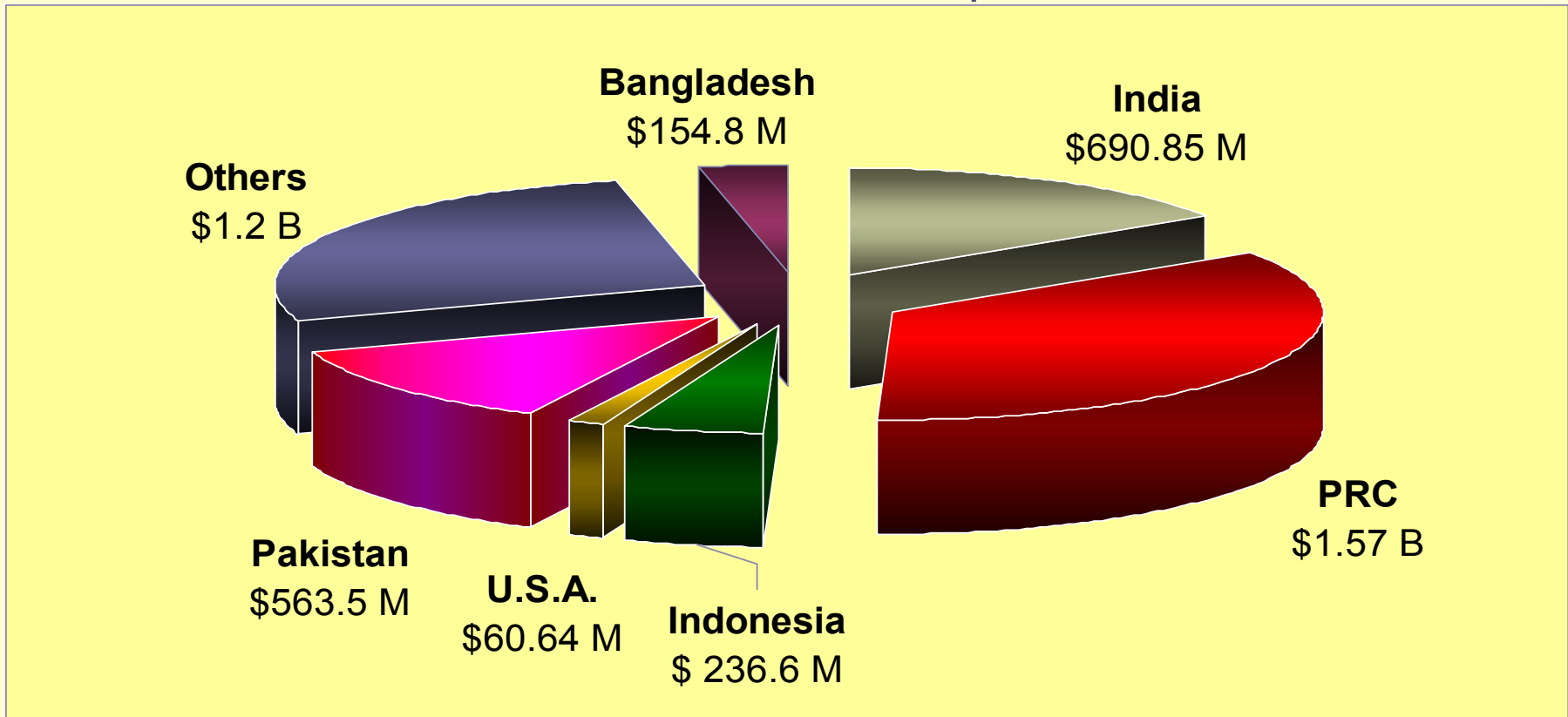
- Prepares Bidding Documents
- Issues Tender
- Evaluates Bids
- Awards Contracts



Procurement

01 October 2004-30 September 2005 (In US\$ Millions)

Total Procurement - \$4.47 Billion*



*Includes procurement of goods and related service/civil works



US Share of Combined Procurement *

	01 October 2004-30 September 2005	
CATEGORY	Amount (US\$M)	Rank
Consulting Services	\$ 43.06	3
Procurement	\$ 60.64	10
Over-all Rank**	\$103.70	9

*Includes consulting and procurement of goods and services

** Over-all rank among 64 member countries



Summary of Overall Procurement* from Donor Members

01 January 2000-30 September 2005

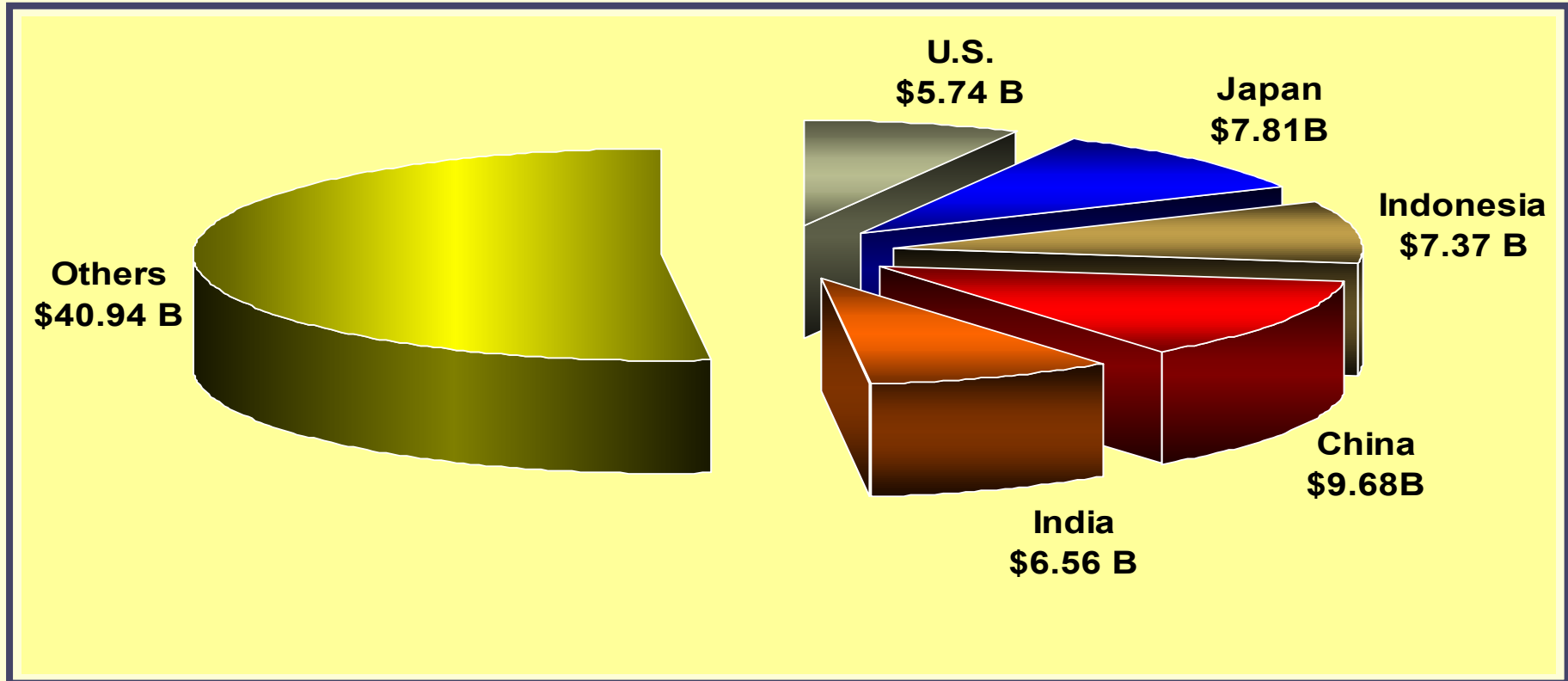
Donor Members	Amount (US\$ million)	Rank
United States	1,173.05	1
Japan	923.70	2
Australia	416.54	3
United Kingdom	397.25	4
Germany	392.45	5

* Goods and related services and civil works and consulting services



Overall Procurement (01 January 1967- 30 September 2005)

Total Procurement - \$78.10 Billion*



***Includes procurement of goods and related service/civil works and consulting services**

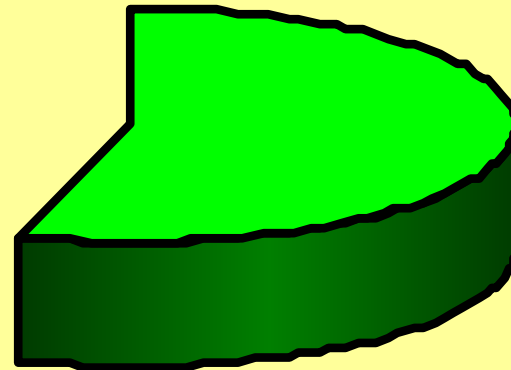
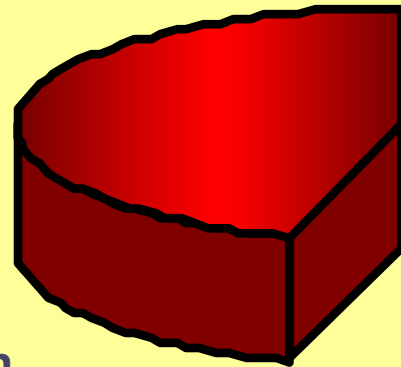


US Contribution Vs. Procurement in US\$ Billions (01 January 1967- 30 September 2005)

Comparison Between U.S. Contribution and Procurement
(including project and sector loans)

Ratio: \$1.00 : \$ 1.45

**U.S.
Contribution
\$ 3.933 B**



**Procurement
\$ 5.689 B**



CS ADB Website

(<http://www.buyusa.gov/adb>)

U.S. Commercial Service Commercial Service Liaison Office for the Asian Development Bank: Home - Microsoft Internet Explorer

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Years of Service Asian Development Bank enter a keyword

Home

CS ADB: Who we are and What we do

ADB Generated Business Opportunities

CS ADB Trade Leads

Bidding for Consulting Opportunities

Bidding for Procurement Opportunities

Tips on Best Practices for U.S. firms

Trade Events

Useful Links & Contacts

Contact Us

Our Worldwide Sites

Other Asian Markets

U.S. Commercial Service Liaison Office to the Asian Development Bank (CS ADB)

Welcome to the CS ADB website!

The U.S. Commercial Service Liaison Office to the Asian Development Bank (CS ADB) has launched this website to assist **U.S. firms** interested in pursuing business opportunities generated by the lending and grant activities of the Asian Development Bank (ADB). This website will provide you with:

- An introduction to the [CS ADB](#) office
- Background information on the [Asian Development Bank \(ADB\)](#)
- Some leads and alerts on [new ADB business opportunities](#) open to citizens of ADB member countries
- Valuable information on how to bid for [ADB consulting opportunities](#) and [project tenders](#)

Done Internet

Start Microsoft PowerPoin... U.S. Commercial S... 2:37 PM



Market Intelligence

Essential Documents

- Country Strategy and Program (CSP/CSPU)
- Report and Recommendation of the President (RRP)
- TA Reports (for TA Projects)
- Sector Policies

Essential Contacts

- The Executing Agency
- The Project Officer (ADB)



Next Steps

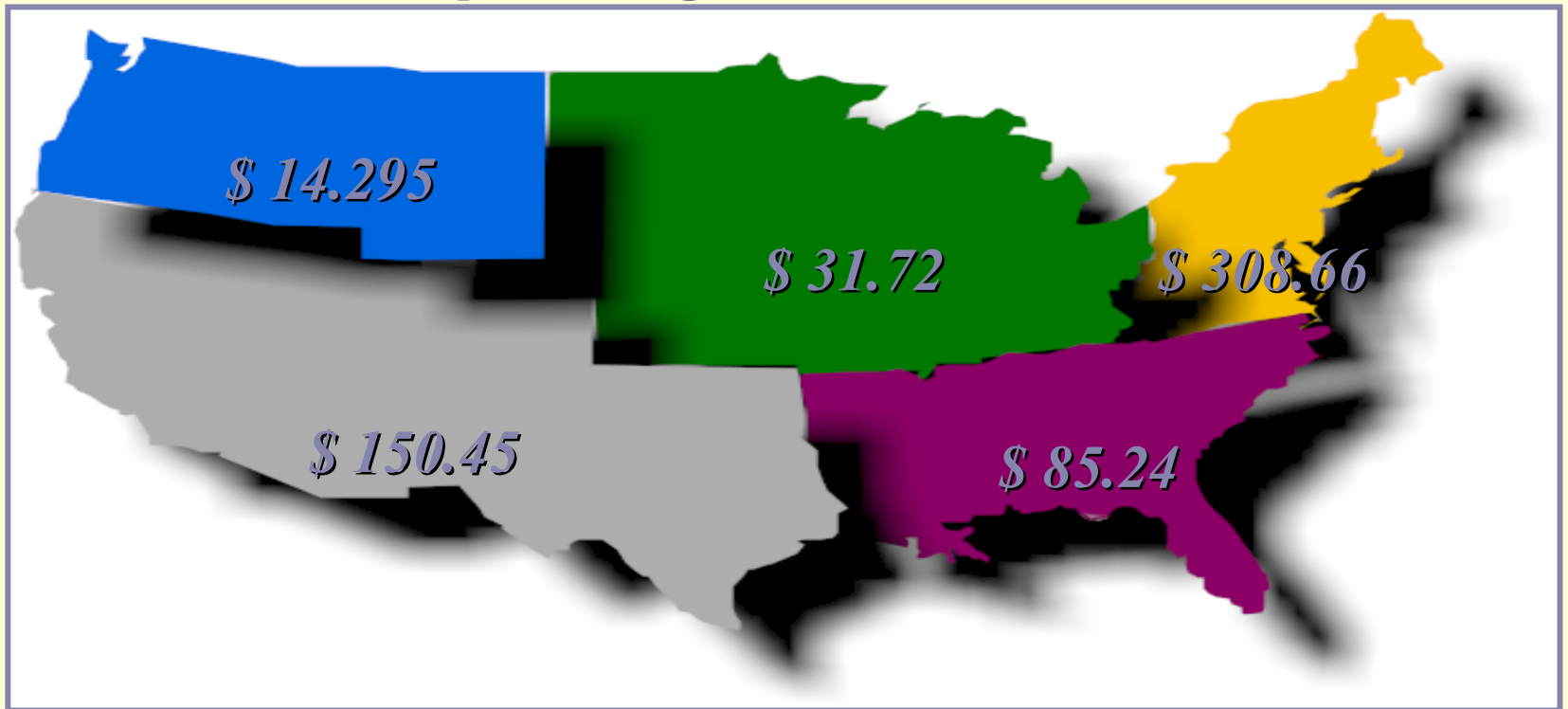
Interested to bid:

- ✓ Register on ADB's DACON and/or DICON
- ✓ Submit EoI's to ADB
- ✓ Submit Technical and Financial Proposals to ADB in Response to LoI's
- ✓ Bid on National and Local Tenders Funded by ADB
- ✓ Present Concept Papers for Private Sector Projects First to CS ADB and Later to ADB



Contracts Awarded under ADB Loans (01 January 2000-31 December 2005)

Country of Origin: United States



(In \$ Millions)

*Amounts are exclusive of the undetermined U.S. awarded contacts worth US\$368.62 million



Tips from those who have connected the dots successfully

- “Its one thing to know what to do. It’s another thing to do it” – are you **committed**?
- In the end “... **it’s all personal**”
- Success or failure of a project lies with individuals ... so the Bank wants to know “**WHO WILL BE DOING THE WORK?**”
- The Banks serve DEVELOPING countries – there will be **problems**. Can your team overcome them?
- “Firms must go beyond electronic expression of interest” – **visit the Bank and EA**



Tips from those who have connected the dots successfully

- “TA business is challenging ... Bank officers want more than they need and ask for more than they’re paying for” – **balancing commercial goals and client deliverables**
- MDBs are “**document-focused**” – meet the administrative challenges or you may not get paid
- “The **Q+CBS** evaluations are squeezing the margins” – DMCs are driving more **intense competition**.
- Over past decade, “... a shift in MDB project execution from **hard science to soft sciences** – environmental protection, social displacement, gender issues, disease transmission/prevention” – do you need to find partners?



Tips from those who have connected the dots successfully

- “**Local vested interests** may be contrary to goals of an MDB-funded project” – can your team understand, respond to and help manage criticism?
- “**Stick to your specialization**—let the competition worry because you are there” – have a sectoral and country strategy ... bid where you want to be.
- Incorporated locally in a DMC market? That entity may bid and employ a majority **local team** that is **price competitive**.
- “Local engineering centers built on the backs of projects can be retained for “**outsourcing**” for other projects in the region to **reduce costs**”.



Good News ...

- ❖ **Value in discipline** that MDBs bring to projects – accountability, responsibility, transparency – MDB rules prevail over domestic
- ❖ **ADB website** is great – use it well and often
- ❖ ADB is more **transparent** than the IaDB, the AfDB or the World Bank (duck to avoid flying objects)
- ❖ **ADB seeks value** for its borrowers – US firms know how to deliver it



Important Contacts

Advocacy Center Liaison Office to the ADB

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Websites: www.buyusa.gov/adb www.adb.org