



INTERNATIONAL MARKET INSIGHTS

February 2007

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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.

The following technical assistance 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 January 2007. For more information on development in Asia and the Pacific, see <<http://www.adb.org>>.

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FOREWORD

This International Market Insight (IMI) is a compilation of development projects funded by the Asian Development Bank (ADB). It is released monthly to alert U.S. firms of new consulting services projects under the ADB Technical Assistance (TA) programs. Technical Assistance is used to prepare and implement projects and support advisory and regional activities of the bank. In 2005, U.S. firms - including many small consulting firms - succeeded in winning US\$46 million of ADB-funded national Technical Assistance contracts from a total consulting budget of US\$410 million. These IMIs can be the firm's link to these opportunities.

I. LOANS

A. Maldives

Project name : Domestic Maritime Transport Development Project
Project No. : MLD37265-01
Executing Agency : Ministry of Finance and Treasury
Loan Amount (US\$M) : 5.3
Sector/Subsector : Transport & Communications / Ports, Waterways, & Shipping

Objectives and Scope: The Project aims at enhancing sustained equitable and regionally balanced economic growth and to increase the efficiency and effectiveness of inter-island transport. The Project outputs will support this outcome through: (i) an Infrastructure Investment Consulting component; and (ii) an Institutional Development and Capacity Building component.

Procurement:

Goods: Goods, works and related services to be financed out of the proposed loan will be procured according to ADB's Procurement Guidelines (2006, as amended from time to time). All contracts will be procured through international competitive bidding (ICB).

Services: The Project will require 37.5 international person-month and 45 national person-months of consulting services. The Government using ADB's Quality and Cost-Based Selection method, based on bio-data technical proposals for the Infrastructure Investment Consulting component and simplified technical proposals for the Institutional Development and Capacity Building component, will engage the consultants. All consulting selection will be undertaken in accordance with ADB's Guidelines on the Use of Consultants by Asian Development Bank and its Borrowers (2006, as amended from time to time).

Environmental Category: B

Project Processing Stage: Fact-Finding Mission Completed on 30 Nov 2006

Project Officer: Lise Weidner
Transport and Communications Division, SARD
Tel. No. (63 2) 632-6842

II. ADVISORY AND OPERATIONAL TECHNICAL ASSISTANCE

A. China

Project Name : Provincial Development Strategy III
Project No. : PRC39255-01
Executing Agency : To be determined.
TA Amount (US\$'000) : 800.0
Sector/Subsector : Law, Economic Management & Public Policy / Economic Management

Objectives and Scope: Assist the selected provincial government in formulating a comprehensive development strategy, which focuses more on the balance of economic, social and environmental development.

Consulting Services: Consulting Services yet to be determined.

Recruitment of Consultants: Requirements for Consulting Services to be completed during Fact-finding mission.

Project Processing Stage: Beginning of Fact-finding Mission on Feb 2007.

Project Officer: Long Yun Peng
PRC Resident Mission
Tel. No. (63 2) 632-5521

Project Name : Facility for Policy Reform and Capacity Building II
Project No. : PRC39257-01
Executing Agencies : Ministry of Finance
Contact : Wang Wei
Fax : 8610-68551208
Tel. No. : 8610-68552587
TA Division, International Department,
Ministry of Finance, San Li He,
West District, Beijing
100820, PRC

The State Council Leading Group Office of Poverty Alleviation and Development
Contact : Wu Zhong
Fax : 8610-64193055
E-mail : wuzhong@cpad.gov.cn
Tel. No. : 8610-64193095
11 Nongzhanguannanli, Chaoyang District,
Beijing, 100026
PRC

TA Amount (US\$'000) : 600.0
Sector/Subsector : Law, Economic Management & Public Policy / Economic Management

Objectives and Scope: To provide timely support for reforms and capacity building in the Government's priority areas, as well as in strategically focused areas of ADB's operation in the PRC.

Consulting Services: Consulting Services yet to be determined

Recruitment of Consultants: Recruitments of Consultants expected to take place on June 2007.

Project Processing Stage: Fact-Finding Mission Completed on 8 Jan 2007

Project Officer: Xuechun Zhang
PRC Resident Mission
Tel. No. (63 2) 632-5521

B. India

Project Name : **Capacity Building for Rural Cooperative Credit Structure Reform**
Project No. : **IND36343-03**
Executing Agency : **Ministry of Finance**
TA Amount (US\$'000) : **2,000.0**
Sector/Subsector : **Finance / Finance Sector Development**

Objectives and Scope: The goal of the TA is to support implementation of the CCS reform under the Rural Cooperative Credit Restructuring and Development Program (the Program) and its objective is expeditious commencement of CCS reform.

Consulting Services: A total of 36 person-months of domestic consultants (comprising of a rural finance specialist/team leader [9 person-months], a training and development specialist [9 person-months], institutional development specialist [9 person-months], gender planning specialist [5 person-months], and poverty and livelihood development specialist [4 person-months]) will be used for the TA. ADB will engage the consultants through a firm, in accordance with ADB's Guidelines on the Use of Consultants by Asian Development Bank and its Borrowers (April 2006, and as amended from time to time). The quality and cost based selection and simplified technical proposal methods will be used.

Recruitment of Consultants: Recruitment of consultants expected to take place on January 2007.

Project Processing Stage: Approved by the Bank on 8 Dec 2006

Project Officer: Vivek Rao
Governance, Finance and Trade Division, SARD
Tel. No. (63 2) 632-6895

III. Project Preparatory Technical Assistance

A. Lao PDR

Project Name : GMS Louangphrabang Airport Improvement
Project No. : LAO39496-01
Executing Agency : Department of Civil Aviation
TA Amount (US\$'000) : 600.0
Sector/Subsector : Transport & Communications / Civil Aviation

Objectives and Scope: The objectives of the project are to enhance tourism-based economic development in northern Lao PDR by upgrading the airport in Luang Prabang to accommodate airplane types that are in common use in regional air traffic. The project also aims to support the integration of northern Lao PDR into the GMS air traffic network by transforming Luang Prabang Airport into a regional air traffic hub.

Consulting Services: An international consulting firm in association with national consultants will be selected and engaged by ADB, using the quality and cost-based selection method. The consultants will be engaged by ADB in accordance with the Guidelines on the Use of Consultants. The simplified technical proposal procedure will be used to select the consultants. A total of about 17 person-months of international and 51 person-months of national consulting services will be required. In addition, there will be a lump-sum input of \$20,000 to cover engineering and other surveys to be implemented by the consulting firm. The consultants will have extensive experience in (i) transport economics, including related financial management; (ii) economic and financial evaluation of airport projects including institutional arrangements and private sector involvement; (iii) airport engineering; and (iv) environmental, social, and poverty impact assessments including resettlement. To facilitate the work and ensure that DCA gains technical expertise and knowledge, the consultant team will work closely with counterpart technical experts from DCA. DCA has agreed to provide the counterpart technical staff, who will assist with the necessary surveys and other works in a timely manner.

Recruitment of Consultants: Consultants short-listed in January 2007.

Environmental Analysis: To Be Determined

Project Processing Stage: Approved by the Bank on 8 Dec 2006

Project Officer: Jeffrey M. Miller (632-6826)
Infrastructure Division, SERD

IV. Regional

Project Name : **Supporting the Asia Pacific Water Forum**
Project No. : **REG40616-01**
Executing Agency : **Asian Development Bank**
Contact: **Kallidaikurichi E. Seetharam**
Fax : **(632) 636 2198**
E-mail : **kseetharam@adb.org**
Tel. No.: **(632) 632 5610**
TA Amount (US\$'000) : **1,000.0**
Activity Type : **Others**

Objectives and Scope: The TA will support APWF activities related to the priority theme of 'water financing'; and key result area of 'increasing public outreach' where ADB will act as the lead organization. The TA will also support preparatory activities leading to the Asia Pacific Water Summit, Japan, 2007.

Consulting Services: Consulting services yet to be determined.

Recruitment of Consultants: Requirements for Consulting Services to be determined.

Project Processing Stage: Beginning of Fact-finding Mission in Nov 2006.

Project Officer: K. E. Seetharam
Energy, Transport and Water Division
Tel. No. (63 2) 632-5328)

Project Name : **Supporting the Water Operators Partnerships in Asia**
Project No. : **REG40617-01**
Executing Agency : **Asian Development Bank**
TA Amount (US\$'000) : **2,000.0**
Activity Type : **Conference**
Date of First Listing : **15 Jan 2007**

Objectives and Scope: The TA will support the launch, and operation of the Water Operators Partnerships Asia (WOPs) Asia. Specifically, it will support activities under the already existing Southeast Asia Water Utilities Network (SEAWUN), facilitate the design and launch of South Asia Water Utilities Network (SAWUN), including support its activities for an initial period of 2 years, and will support the establishment of a similar network in Central Asia. The TA will also examine ways of putting the activities of the networks on a sustainable footing over a 5-7 year time frame. WOPs Asia will respond to the Compendium of Action developed by United Nations Secretary General's Advisory Board on Water and Sanitation which calls for breakthrough action in order to achieve the Millennium Development Goal targets. On another, more substantive level, the program will enhance utility performance through a structured program of peer support, including support to benchmarking, capacity development, and twinning programs.

Consulting Services: Consulting Services yet to be determined

Recruitment of Consultants: TBD

Project Processing Stage: Fact-Finding Mission Completed on 6 Oct 2006

Project Officer: Paulus B. van Klaveren
Social Sectors Division, SERD
Tel. No. (63 2) 632-6206

V. In-country Embassy and Commercial Officers:

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Afghanistan	American Embassy, Kabul The Great Masoud Road between Radio Afghanistan & Ministry of Public Health, Kabul, Afghanistan Tel.: (93-20) 130-0436 Fax: (93-20) 130-1364 <i>Ronald E. Neumann, Ambassador</i>	c/o American Embassy, Kabul The Great Masoud Road between Radio Afghanistan & Ministry of Public Health, Kabul, Afghanistan Tel.: (93) 070-108-364 <i>Douglas P. Climan, Economic Officer</i> Email: ClimanDP@state.gov
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Email: commercialcolombo@state.gov

Submitting Expressions of Interest

Selection of consultants for technical assistance grant is based on the consultant's prior Expression of Interest (EOI). A good EOI should reflect the firm's experience and expertise in relation to the ADB project being sought. It is important for a U.S. firm to emphasize this or similar project experience in the country or in a similar geographic area rather than state a general profile of its consulting activities. When submitting an EOI, the project name should exactly match the one listed in this report to avoid confusion. Each project requires a separate EOI.

An EOI should be submitted on-line through the ADB website at <http://www.adb.org>. Firms may send a hardcopy follow-up to the Director, Central Operations Services 1 Division or to the Director, Central Operations Services 2 Division, with a copy to the ADB Project Officer.

Registering Consulting Firms and/or Individual Consultants

Prior to submitting an EOI, consulting firms and individual consultants are required to register themselves online at <http://www.adb.org/consulting> - DACON (Data on Consulting Firms) system, or the DICON (Data on Individual Consultants) system. Otherwise, their EOIs will not be accepted.

ADB's DACON (<http://www.adb.org/Consulting/dacon.asp>) is a database of firms and other organizations from the ADB's member countries that are qualified to provide consulting services for ADB projects. The DACON contains information on the experience and capacity of the firms and organizations. ADB requires firms or organizations to register on the DACON so that the ADB can consider them for short-listing for a technical assistance project. The term "firm or organization" covers all sources of consultants, such as consulting firms, government agencies, public sector organizations, national and international institutions and non-government organizations.

The DICON (<http://www.adb.org/Consulting/dicon.asp>) system contains the names of persons who are citizens of ADB's member countries; are at the forefront of their respective fields; and may be practicing consultants or employees, whose organizations are prepared to release them for short periods to serve ADB; or retired persons with special experience who are still active.

U.S. Advocacy Center Liaison Office to the Asian Development Bank (AC/ADB) And the U.S. Executive Directors to the ADB Office (USED)

U.S. firms are encouraged to keep in contact with the **U.S. Advocacy Center Liaison Office to the Asian Development Bank (AC/ADB)** especially when they decide to participate in the procurement activities in ADB. This office works closely with the Office of the U.S. Executive Director to the ADB (USED) to increase American awareness of, and participation in, the ADB's procurement activities.

If you have any concerns you wish AC/ADB to help you with, you may get in touch with the following contact persons:

Mr. Kenneth Reidbord
Senior Commercial Officer
Email: Kenneth.Reidbord@mail.doc.gov

Ms. Cecile S. Santos
Senior Commercial Specialist
Email: Cecile.Santos@mail.doc.gov

U.S. firms may notify the U.S. Commercial Service of their interest to pursue these business opportunities by sending a copy of their EOI to the following address:

Attention: Kenneth Reidbord,
Senior Commercial Officer
U.S. Embassy Manila – CS/ADB
PSC 500 Box 33
FPO AP 96515-1000,

or international mailing address:

25th Floor Ayala Life-FGU Center
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