

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

ADB

Business Opportunities Seminar in Canada

**Toronto, Montreal, Calgary, Vancouver
18-21 October 2016**

Asian Development Bank

Eric Gagnon
Head of Consulting Services

Welcome to ADB

- Context
- Consultants and contractors in ADB operations
- ADB Procurement and Fundamental Principles
- ADB Business Opportunities
- Pointers / Common Mistakes



What is ADB?

A regional multilateral development bank

- Established in 1966
- A partnership of 67 countries
- 42 client countries
- 28 offices worldwide

ADB Operations

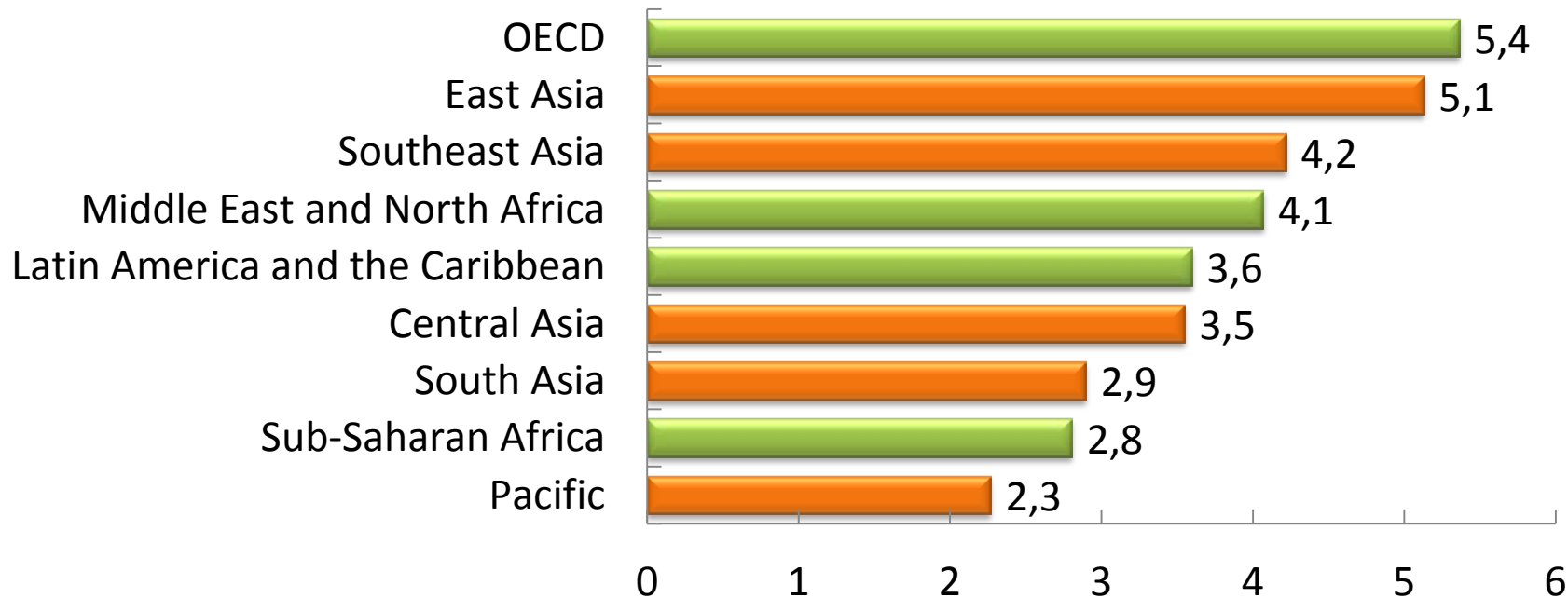
Main Instruments

- Loans and Grants
- Technical Assistance
- Advice and Knowledge Management

Lending

- Predominantly in public sector, to Governments
- Assist private enterprises in developing countries through equity investments, guarantees, and loans
- AAA credit rating helps mobilize funds for development activities

Asia's infrastructure scores*



* Source: Global Competitiveness Report 2012-2013
1 = extremely underdeveloped to 7 = extensive and efficient



In Asia, infrastructure gap means

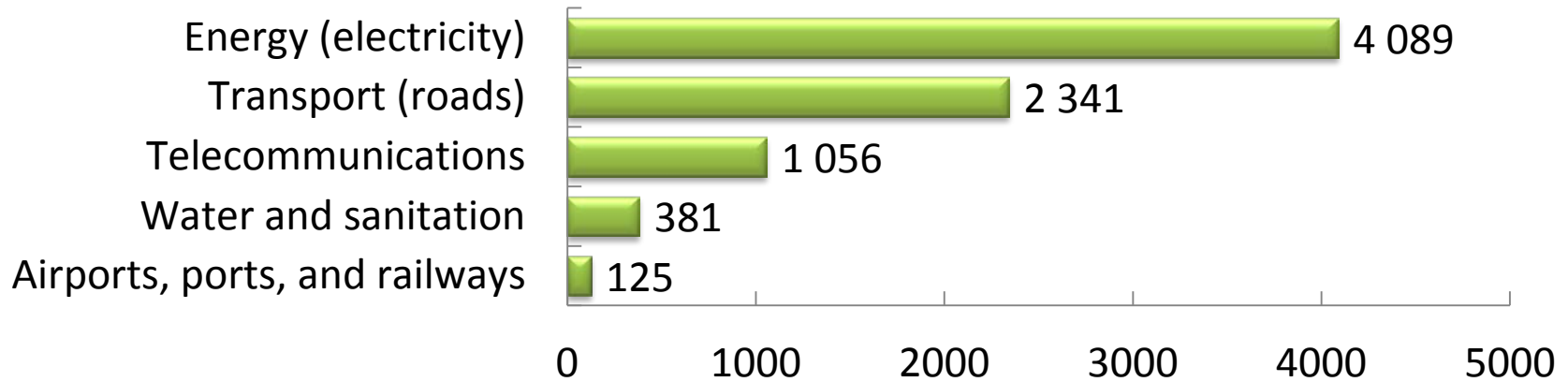
People without Access to:

Water and Sanitation	900 million people
Electricity	800 million people
Roads	1.2 billion people
Internet	80% of Asia

Source: Various reports compiled by ADB

Financing Requirements

Asia's infrastructure needs, 2010–2020 (in 2008, \$ billion)



Source: ADB, *Infrastructure for a Seamless Asia*. Manila 2009

7 ⇒ Total of \$8.3 trillion (2010–2020) or \$750 billion/year

Strategy 2020

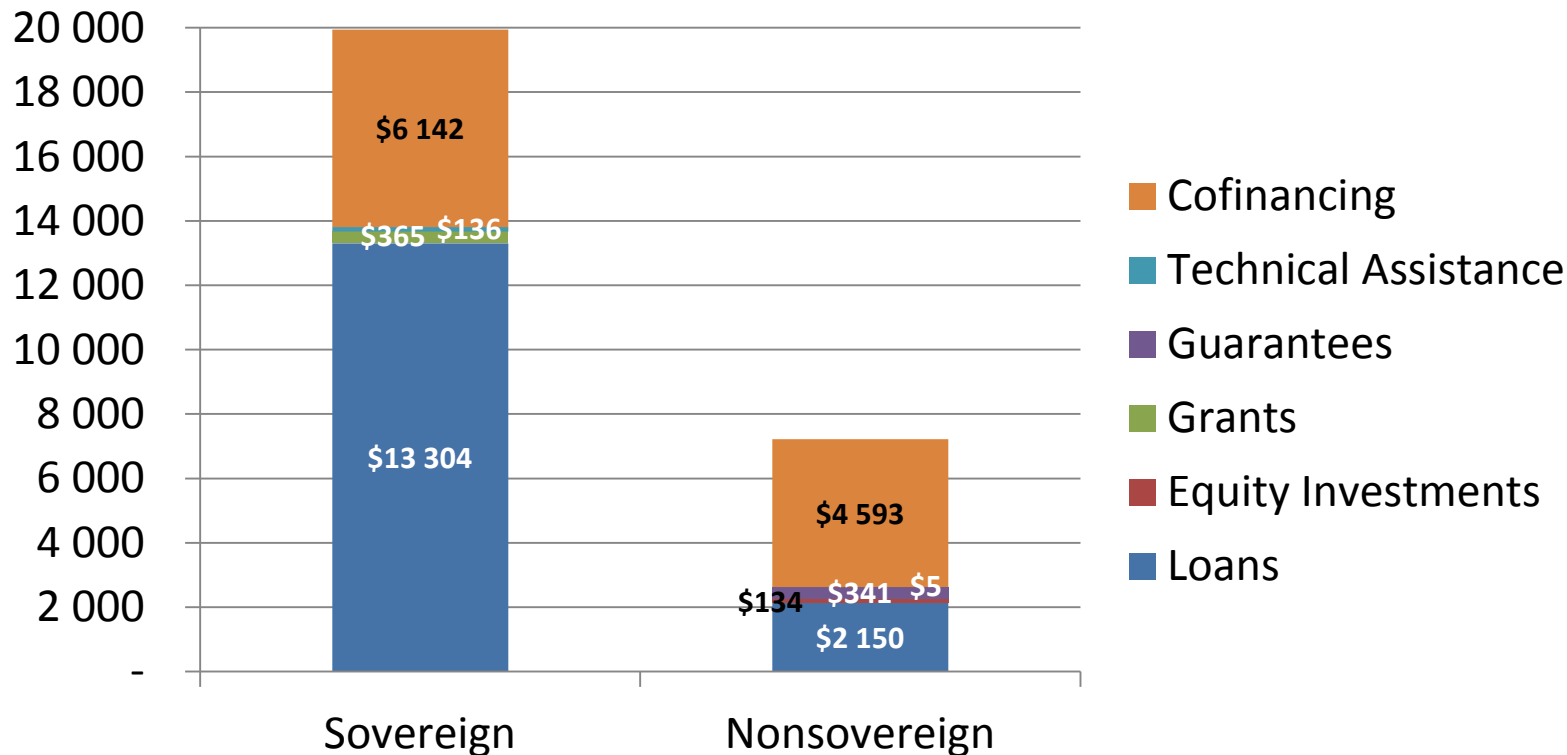
ADB core operations

- Infrastructure
- Environment
- Regional cooperation
- Finance sector
- Education

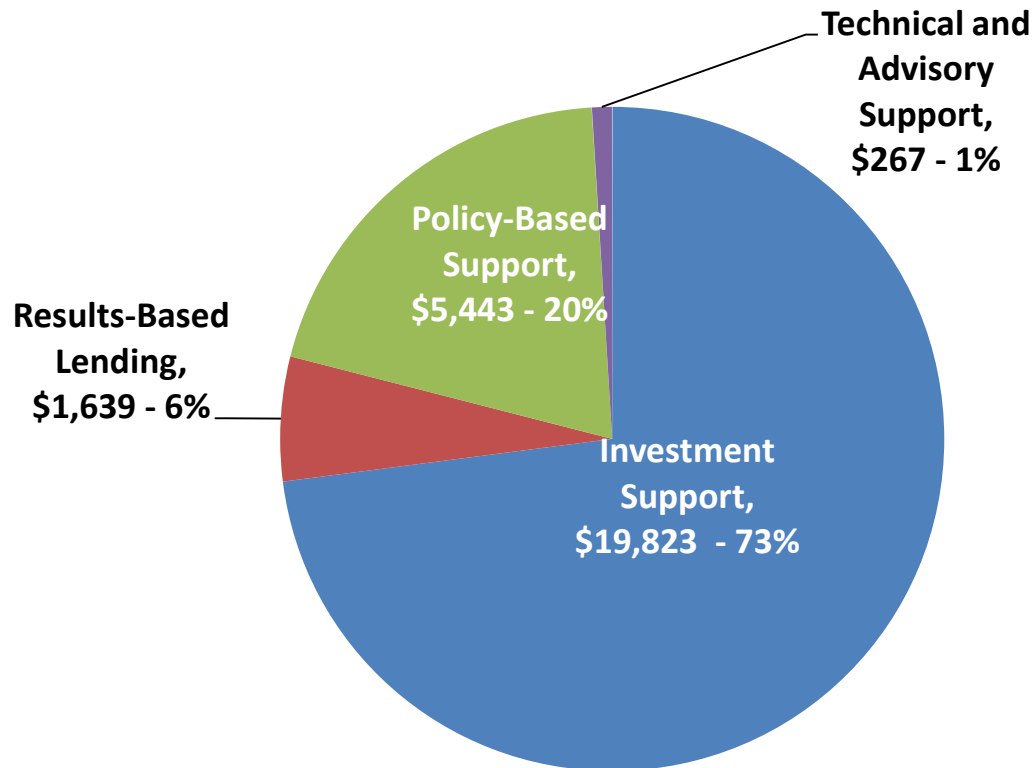
Drivers of Change

- Private sector development and private sector operations
- Good governance and capacity development
- Gender equity
- Knowledge solutions
- Partnerships

Sovereign & Non-Sovereign Approvals (2015, \$ million)



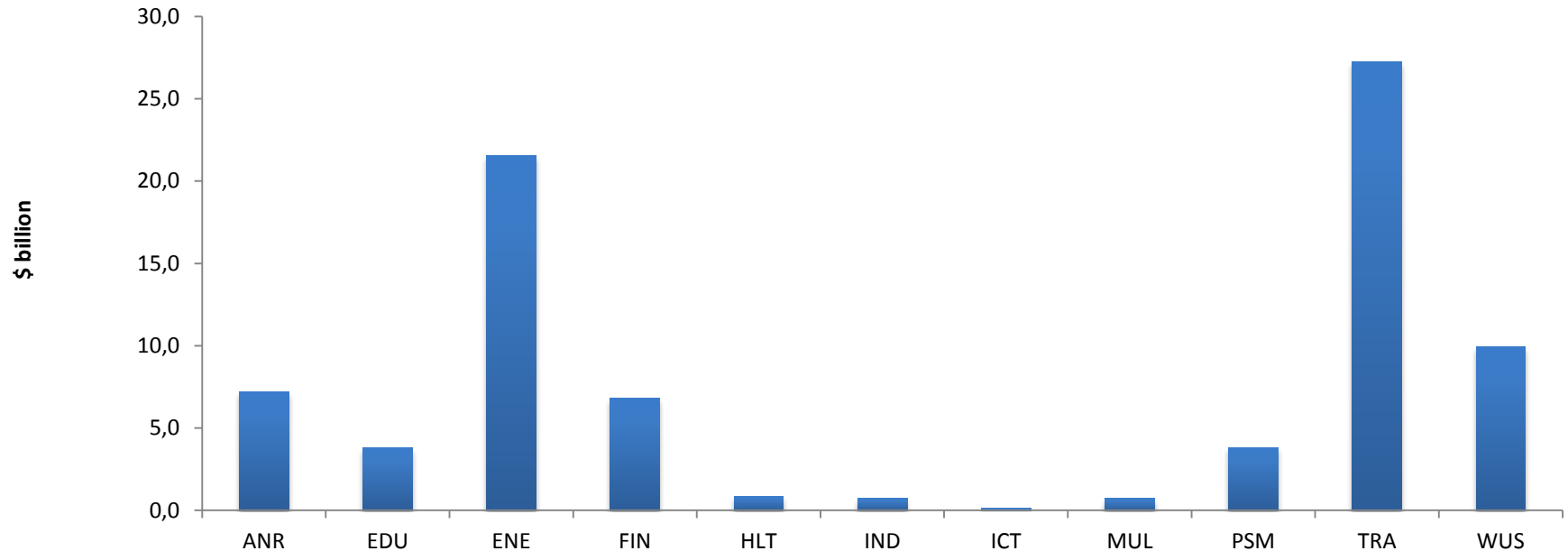
Approvals by Modality (2015, \$ million)



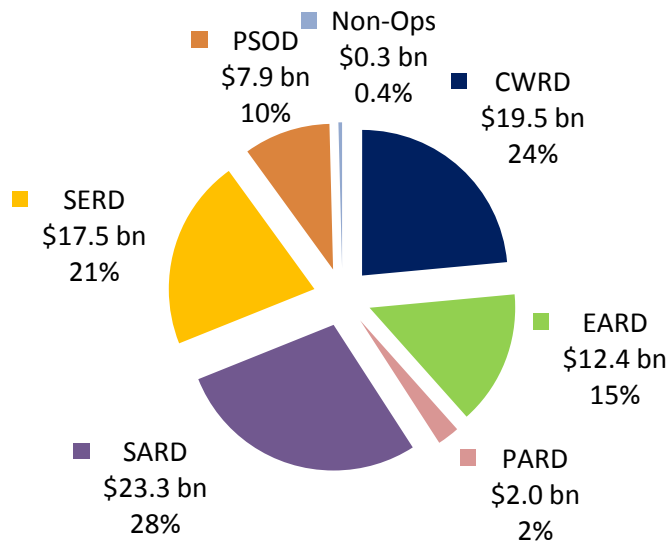
Largest Borrowers

2012	2013	2014	2015
India	India	India	India
PRC	PRC	PRC	PRC
Indonesia	Pakistan	Pakistan	Pakistan
Viet Nam	Indonesia	Viet Nam	Indonesia
Bangladesh	Philippines	Philippines	Bangladesh
Philippines	Bangladesh	Bangladesh	Kazakhstan

2015 Portfolio Distribution by Sector



2015 Portfolio Distribution by Department



*Loans, Grants, TA, Guarantee, Equity Investment

CWRD = Central and West Asia Department, EARD = East Asia Department, Non-Ops = Non-Operations, PARD = Pacific Department, PSOD = Private Sector Operations Department; SARD = South Asia Department, SERD = Southeast Asia Department.

Source: Asian Development Bank data

Who ADB works with?

- Governments
- Private sector
- Non-government organizations
- Development agencies
- Community-based organizations
- Foundations
- Professional Organizations

Most ADB projects rely on Consultants and Contractors



ADB Procurement

Consulting Services (Loans, TAs, Grants)			
Rank	2013	2014	2015
1 st	AUS	IND	IND
2 nd	IND	AUS	GER
3 rd	USA	USA	UKG
4 th	UKG	VIE	AUS
5 th	GER	PHI	FRA
:	:	:	:
9 th	:	:	CAN
11 th	:	CAN	
18 th	CAN		

Canada's Share of ADB-Funded Contracts

CANADA'S SHARE OF CONTRACTS

2014-2015 - Project and Program Loans combined, Grant and Technical Assistance

	2014		2015		Cumulative as of 31 Dec 2015	
	Amount (\$million)	% of Total	Amount (\$million)	% of Total	Amount (\$million)	% of Total
Goods, Works and Related Services	0.00	0.00	0.20	0.002	333.99	0.23
Consulting Services	18.13	3.26	24.63	3.86	525.08	4.94

ADB Procurement

ADB Oversight

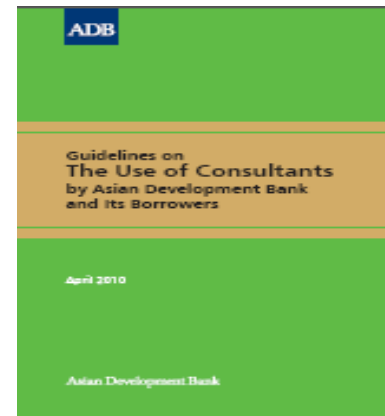
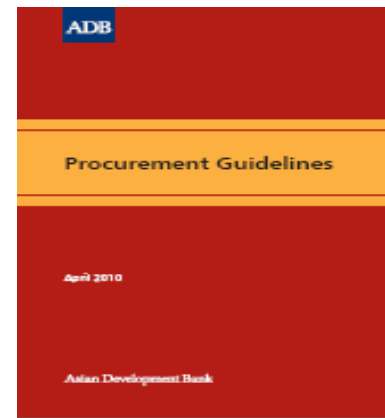
- The Borrower (Executing Agency) is responsible for procurement of goods and works
- ADB (under TAs) or Borrower select and recruit Consultants
- ADB reviews the procurement activities of EAs to ensure compliance with ADB Guidelines

Procurement & Consulting Services Guidelines

Policies and procedures on the selection, contracting and monitoring of contractors, suppliers, and consultants

Fundamental Principles

- Source of Goods & Services (Eligibility)
- Transparency
- Fairness
- Economy and Efficiency
- Promotion of Domestic Industries



Goods and Works - Contracts Awarded

Loans and Grants (2013 -2015)	\$100,000- \$1 million	\$1-20 million	>\$20 million
Average Number of Contracts per year	1,881	699	86
Average Contract Size	\$0.35	\$4.80	\$53.62

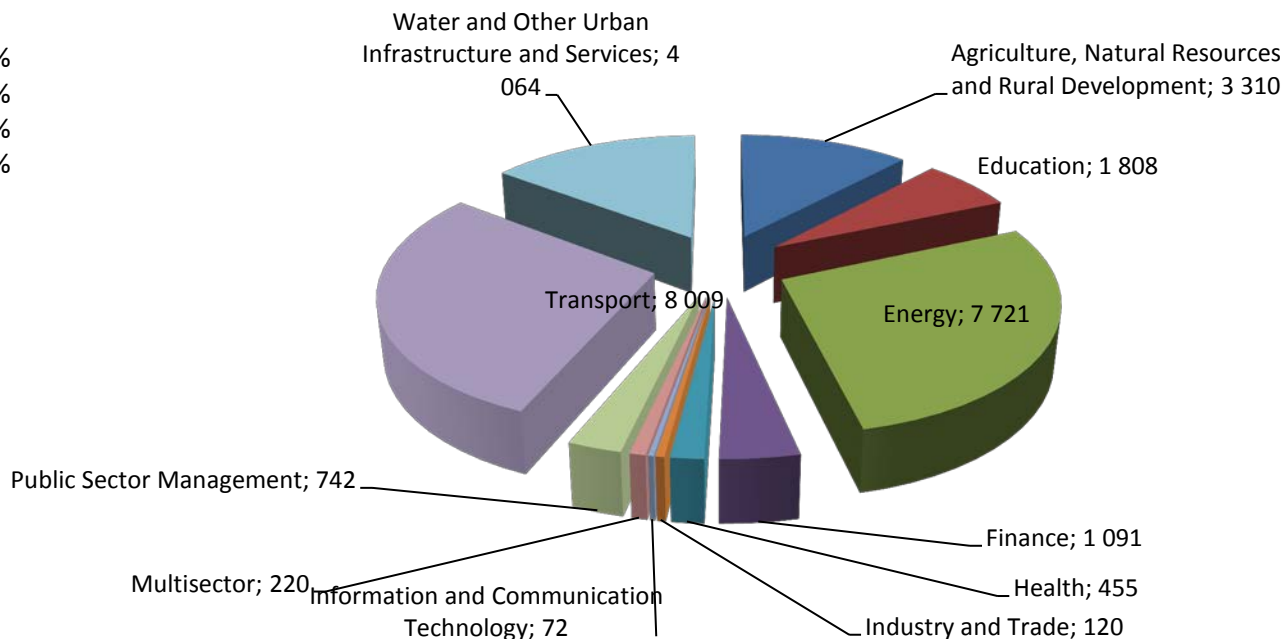
Consulting Services - Contracts Awarded

2013 -2015 Averages	Average Number of Contracts Per Year		Average Value of Contracts Awarded (\$M)		Annual Average Value of Contracts Awarded (\$M)	
	Firms	Indiv.	Firms	Indiv.	Firms	Indiv.
ADB Administrative Budget (Staff Consultants)	17	895	0.09	0.03	1.50	22.50
ADB Technical Assistance	227	2,114	0.54	0.04	123	91
ADB Loans	450		0.56		253	

Un-contracted Loan and Grant Funds - by Sector (US\$ million, at 31 Dec 2015)

Total = \$27,613M

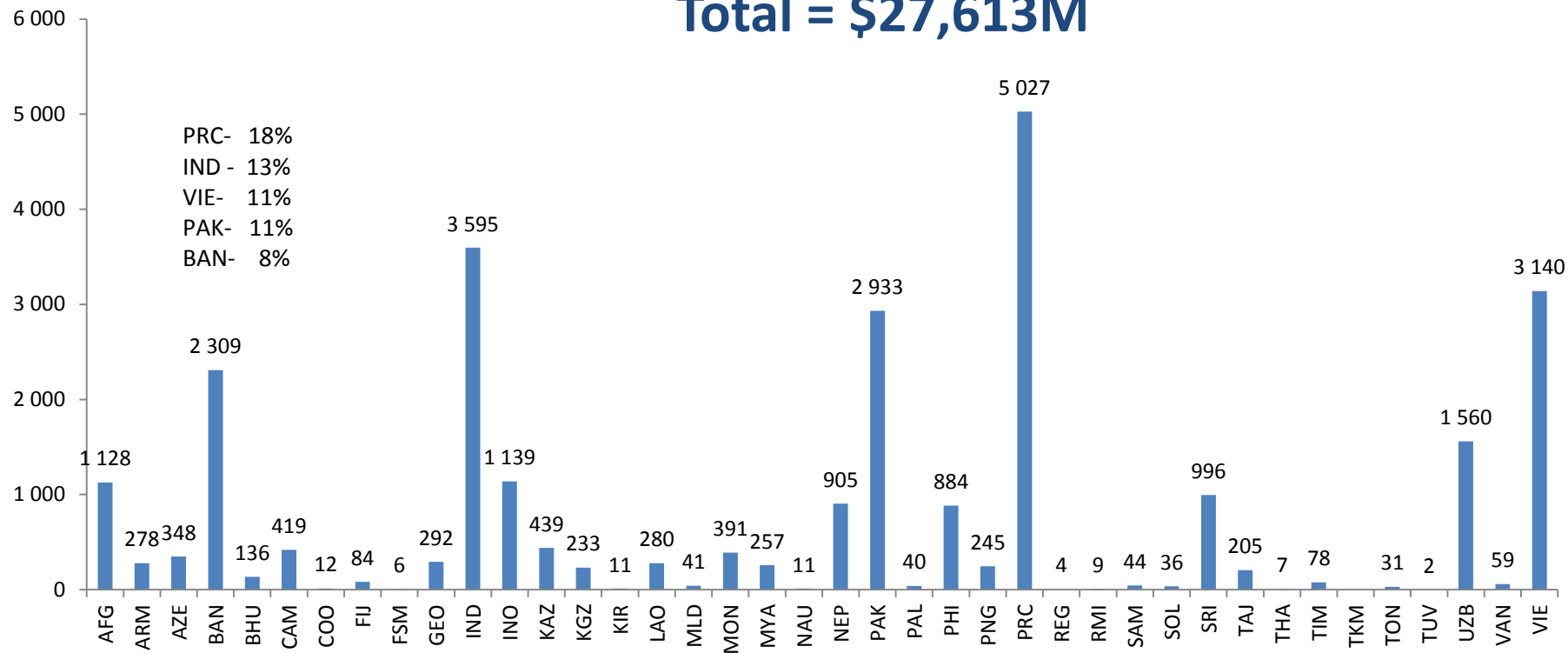
Transport -	29%
Energy -	28%
Water/Urban-	15%
Agriculture-	12%



Uncontracted Loan & Grant Funds - by Country

(US\$ million, at 31 Dec 2015)

Total = \$27,613M



Locations to consider for Business Development

- Solomon Islands, Papua New Guinea, Timor Leste and other Pacific States
- Afghanistan
- Mongolia
- Cambodia
- Pakistan

Why do business with ADB?

- A worthy development mission
- \$26 billion of uncommitted portfolio
- A broad range of opportunities across Asia, in diverse sectors and thematic areas
- Unlock doors for business in emerging economies
- Your partner through oversight to ensure fairness and transparency



Energy Sector Business Opportunities

Examples of consulting expertise required for Projects/TAs:

- Urban planners
- Clean energy development specialists/engineers
- Power management , transmission and distribution engineers
- Institutional specialists (utility operations managers)
- PPP and project finance specialists
- Economic and financial analysts
- Safeguards specialists – environment, gender, resettlement



Current & Pipeline Business Opportunities

OPPORTUNITIES BY SECTOR		
2:00	ZONE A: Environment, Natural Resources and Agriculture	
	RSDD : Jiangfeng Zhang, Principal Natural Resources and Agriculture Specialist	click here
	SARD : Ms Cynthia Malvicini, Principal Portfolio Management Specialist	click here
	CWRD : Binsar Tambunan, Lead Portfolio Management Specialist	click here
	EARD : Yoshiaki Kobayashi, Senior Water Resources Specialist	click here
	SERD : Ms Marzia Mongiorgi-Lorenzo, Unit Head, Project Administration	click here
	PARD : <i>No representative</i>	-
	ZONE B: Energy	
	RSDD : Aiming Zhou, Senior Energy Specialist	click here
	SARD : Hiroki Kobayashi, Principal Portfolio Management Specialist	click here
	CWRD : Ms F. Cleo Kawawaki, Director, CWEN	click here
	EARD : Shigeru Yamamura, Senior Energy Specialist	click here
	SERD : Rehan Kausar, Unit Head, Project Administration	click here
	PARD : Robert Guild, Director, PATE	click here
3:45	ZONE A: Public Management and Finance	
	RSDD : Warren Turner, Senior Public Management Specialist	click here
	SARD : Peter Marro, Principal Financial Sector Specialist	click here
	CWRD : Ms Yesim Elhan-Kayalar, Principal Public Management Specialist	click here
	EARD : Craig Sugden, Principal Public-Private Partnership Specialist	click here
	SERD : Ms Lingling Ding, Principal Trade Specialist	click here



Finding ADB Business Opportunities

Using ADB CMS

The screenshot shows the ADB Consultant Management System (CMS) interface. Red arrows highlight the following elements:

- Two arrows pointing to the 'Consulting Opportunities' and 'ConsultantTutor' links in the top navigation bar.
- An arrow pointing to the 'Register' section, specifically the 'Individual Consultants' button.
- An arrow pointing to the 'Search Consulting Opportunities' section, which features a magnifying glass icon.

The main content area includes:

- Welcome to the Asian Development Bank's Consultant Management System (CMS)**
- Text: "Consultants are encouraged to join ADB's pool of experts and fulfill the bank's consulting needs. CMS allows consultants to register online and participate in consulting opportunities."
- Register** section: "Who can register in CMS?" with buttons for "Individual Consultants" and "Consulting Firms".
- Search Consulting Opportunities** section: A magnifying glass icon.
- View Shortlisted Firms** section: An icon of three people.
- For Executing Agencies (EAs)** section: "To obtain an EA account, email your ADB Project Officer at [redacted]@adb.org with the following details:"
 1. Name and address of the agency
 2. ADB Agency Code (can be obtained from ADB Project Officer [redacted])
 3. Preferred Username
 4. First and Last Name of the agency representative
 5. Email address of the agency representative
- Login** section: "For Consultants and EAs" with fields for Username and Password, a "Login" button, and a "Can't access your account?" link. Below it is an "ADB Staff Login" button.
- Need Help?** section: "For inquiries, please email cmshelp@adb.org."

Footer information:

- Asian Development Bank**
Headquarters: 6 ADB Avenue, Mandaluyong City 1550, Metro Manila, Philippines
- CMS Terms and Conditions**
Browser compatibility
Recommended browser settings

Finding ADB Business Opportunities

The screenshot shows the ADB Business Opportunities website. The browser address bar displays <https://www.adb.org/site/business-opportunities/main>. The website header includes the ADB 50th Anniversary logo and the text 'ASIAN DEVELOPMENT BANK'. Navigation links include 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. A search bar is located in the top right corner.

The left sidebar is titled 'BUSINESS OPPORTUNITIES' and lists the following categories:

- Main
- Operational Procurement: Consulting Services
- Operational Procurement: Goods, Works, and Related Services
- Institutional Procurement
- Transaction Advisory Services
- Contacts

 A red arrow points to the 'Operational Procurement: Consulting Services' link.

The main content area is titled 'Business Opportunities' and features a section 'In the Spotlight' with a featured article:

- Guidelines on the Use of Consultants by Asian Development Bank and Its Borrowers**
- This publication defines the policies and procedures of ADB for selecting, contracting, and monitoring consultants required for loan and technical assistance projects financed by loans and grants by ADB, or funds administered by ADB.

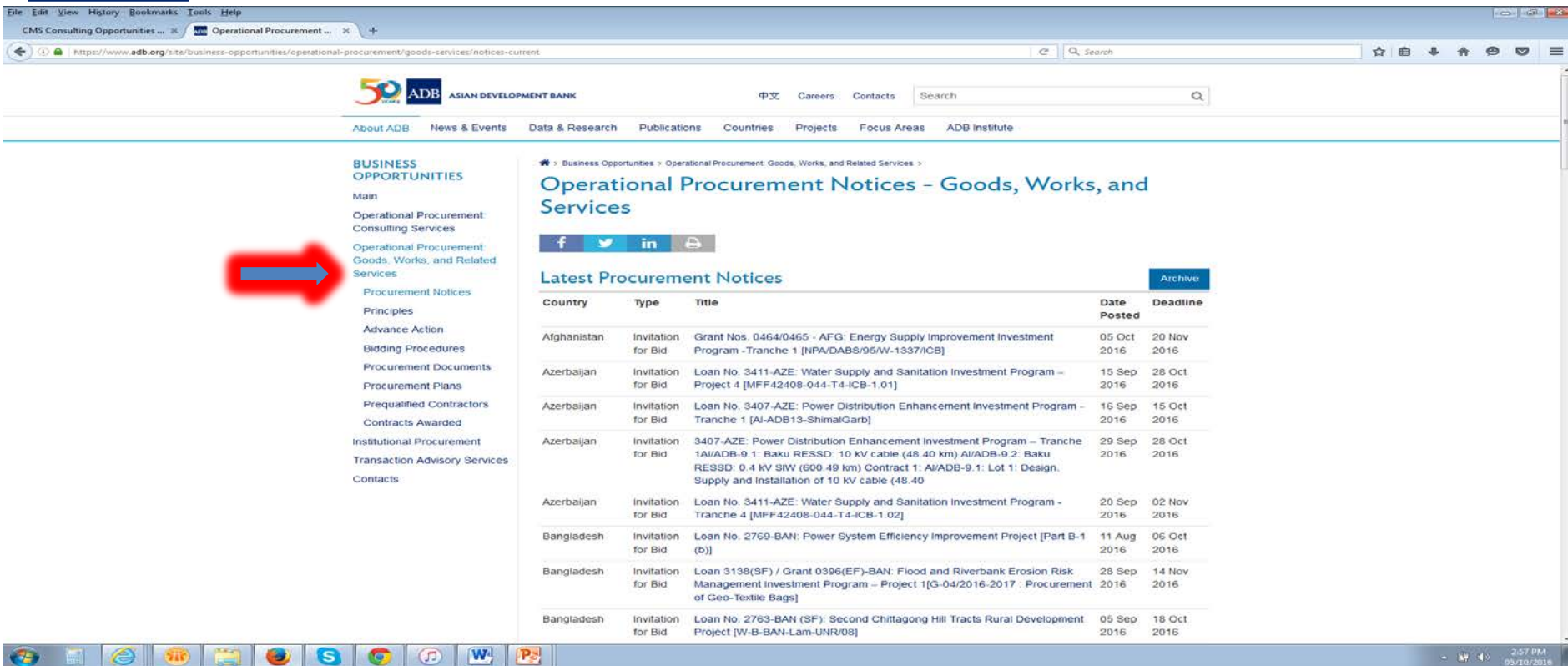
 A red arrow points to the article title. Below the article are social media sharing icons for Facebook, Twitter, LinkedIn, and Print.

Below the 'In the Spotlight' section, there are three columns of featured content:

- Operational Procurement**: Consulting Services. ADB engages individual consultants and consulting entities, including civil society organizations (CSOs) to provide expert advice such as in...
- Goods, Works, and Related Services**: ADB extends loans and provides technical assistance to its developing member countries (DMCs) for a broad...
- Institutional Procurement**: ADB procures quality goods and/or services for its own institutional requirements. More »

ADB

Finding ADB Business Opportunities – Goods, Works and Related Services



The screenshot shows the ADB website's 'Operational Procurement Notices - Goods, Works, and Related Services' page. The page features a navigation menu, a search bar, and a list of procurement notices. A red arrow points to the 'Operational Procurement Notices' link in the left sidebar.

BUSINESS OPPORTUNITIES

- Main
- Operational Procurement: Consulting Services
- Operational Procurement: Goods, Works, and Related Services
- Procurement Notices
- Principles
- Advance Action
- Bidding Procedures
- Procurement Documents
- Procurement Plans
- Prequalified Contractors
- Contracts Awarded
- Institutional Procurement
- Transaction Advisory Services
- Contacts

Operational Procurement Notices - Goods, Works, and Related Services

Latest Procurement Notices

Country	Type	Title	Date Posted	Deadline
Afghanistan	Invitation for Bid	Grant Nos. 0464/0465 - AFG: Energy Supply Improvement Investment Program -Tranche 1 [NPA/DABS/95/W-1337/ICB]	05 Oct 2016	20 Nov 2016
Azerbaijan	Invitation for Bid	Loan No. 3411-AZE: Water Supply and Sanitation Investment Program – Project 4 [MFF42408-044-T4-ICB-1.01]	15 Sep 2016	28 Oct 2016
Azerbaijan	Invitation for Bid	Loan No. 3407-AZE: Power Distribution Enhancement Investment Program – Tranche 1 [AI-ADB13-ShimalGarb]	16 Sep 2016	15 Oct 2016
Azerbaijan	Invitation for Bid	3407-AZE: Power Distribution Enhancement Investment Program – Tranche 1AI/ADB-9.1: Baku RESSD: 10 kV cable (48.40 km) AI/ADB-9.2: Baku RESSD: 0.4 kV SIW (600.49 km) Contract 1: AI/ADB-9.1: Lot 1: Design, Supply and Installation of 10 kV cable (48.40	29 Sep 2016	28 Oct 2016
Azerbaijan	Invitation for Bid	Loan No. 3411-AZE: Water Supply and Sanitation Investment Program - Tranche 4 [MFF42408-044-T4-ICB-1.02]	20 Sep 2016	02 Nov 2016
Bangladesh	Invitation for Bid	Loan No. 2769-BAN: Power System Efficiency Improvement Project [Part B-1 (b)]	11 Aug 2016	06 Oct 2016
Bangladesh	Invitation for Bid	Loan 3138(SF) / Grant 0396(EF)-BAN: Flood and Riverbank Erosion Risk Management investment Program – Project 1[G-04/2016-2017 : Procurement of Geo-Textile Bags]	28 Sep 2016	14 Nov 2016
Bangladesh	Invitation for Bid	Loan No. 2763-BAN (SF): Second Chittagong Hill Tracts Rural Development Project [W-B-BAN-Lam-UNR/08]	05 Sep 2016	18 Oct 2016

<http://www.adb.org/site/business-opportunities/operational-procurement/goods-services/notices-current>

ADB

Finding ADB Business Opportunities – Consulting Services

File Edit View History Bookmarks Tools Help

CMS Consulting Opportunities ... X +

https://uxdm06.adb.org/OA_HTML/OA.jsp?OAFunc=XXCR5_CSRN_HOME_PAGE

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms FAQs Consultant/Tutor

Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

[Search](#) [Reset](#)

CSRN provides detailed information on consulting services required for ADB-financed or administered projects, including terms of reference. Filter to specific advertisements of interest by ticking the appropriate check boxes and clicking Search. Alternatively, click on the numeric links at the end of each row to view advertisements of the indicated type.

Search

By Country	By Sector	By Eligibility of Consultant Country	By Engagement Period
Select All Select None <input type="checkbox"/> Regional (55) <input type="checkbox"/> Afghanistan (15) <input type="checkbox"/> Armenia (1) <input type="checkbox"/> Bangladesh (10) <input type="checkbox"/> Bhutan (4) <input type="checkbox"/> Cambodia (9) <input type="checkbox"/> China (6) <input type="checkbox"/> Fiji (1) <input type="checkbox"/> Georgia (2) <input type="checkbox"/> India (16) <input type="checkbox"/> Indonesia (4) <input type="checkbox"/> Kazakhstan (2) <input type="checkbox"/> Kiribati (1) <input type="checkbox"/> Kyrgyz Republic (1) <input type="checkbox"/> Lao People's Democratic Republic (8) <input type="checkbox"/> Maldives (2) <input type="checkbox"/> Micronesia, Federated States of (1) <input type="checkbox"/> Mongolia (10) <input type="checkbox"/> Myanmar (2) <input type="checkbox"/> Nauru (1) <input type="checkbox"/> Nepal (6) <input type="checkbox"/> Pakistan (8) <input type="checkbox"/> Papua New Guinea (6) <input type="checkbox"/> Philippines (13) <input type="checkbox"/> Solomon Islands (2) <input type="checkbox"/> Sri Lanka (10) <input type="checkbox"/> Thailand (1) <input type="checkbox"/> Timor-Leste (1) <input type="checkbox"/> Uzbekistan (2) <input type="checkbox"/> Viet Nam (19)	Select All Select None <input type="checkbox"/> Agriculture, natural resources and rural development (20) <input type="checkbox"/> Education (14) <input type="checkbox"/> Energy (14) <input type="checkbox"/> Finance (7) <input type="checkbox"/> Health (14) <input type="checkbox"/> Industry and trade (4) <input type="checkbox"/> Information and communication technology (1) <input type="checkbox"/> Multisector (6) <input type="checkbox"/> Public sector management (32) <input type="checkbox"/> Transport (34) <input type="checkbox"/> Water and other urban infrastructure and services (11) <input type="checkbox"/> Uncategorized (2)	Select All Select None <input type="checkbox"/> Open to Member Countries Only (127) <input type="checkbox"/> Non-Member Countries Allowed (1)	Select All Select None <input type="checkbox"/> Less than 3 months (9) <input type="checkbox"/> 3 months to 1 year (92) <input type="checkbox"/> More than 1 year (22)
	By Expertise <input type="text"/> Enter the exact text to further filter your search by expertise	By Consultant Source Select All Select None <input type="checkbox"/> International (22) <input type="checkbox"/> National (105)	By Budget Amount Select All Select None <input type="checkbox"/> Less than \$100,000 (110) <input type="checkbox"/> \$100,000 to \$199,999 (15) <input type="checkbox"/> \$200,000 to \$299,999 (12) <input type="checkbox"/> \$300,000 to \$399,999 (4) <input type="checkbox"/> \$400,000 to \$499,999 (5) <input type="checkbox"/> \$500,000 to \$599,999 (2) <input type="checkbox"/> \$600,000 to \$699,999 (3) <input type="checkbox"/> \$700,000 to \$799,999 (1) <input type="checkbox"/> \$800,000 to \$899,999 (2) <input type="checkbox"/> \$900,000 to \$999,999 (0) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (6) <input type="checkbox"/> Greater than \$1,500,000 (18)
		By Consultant Type Select All Select None <input type="checkbox"/> Firm (58) <input type="checkbox"/> Individual (120)	

[Search](#) [Reset](#)

Copyright (c) 2006 Oracle. All rights reserved.

30 <http://csrn.adb.org/>



Finding ADB Business Opportunities – Identifying Projects

The screenshot shows the ADB website homepage. A red arrow points to the 'Projects' menu item in the top navigation bar. The page features a video player titled 'Fifty Years of Operations across Asia and the Pacific', a 'News' section with several articles, and an 'Editor's Choice' section with three featured items.

Navigation Bar: About ADB, News & Events, Data & Research, Publications, Countries, **Projects**, Focus Areas, ADB Institute

Video Player: Fifty Years of Operations across Asia and the Pacific
 A look at what ADB has achieved over the past half century and how it is changing to better meet development needs as Asia and the Pacific matures.

News Section:

- 04 Oct 2016 | News Release: ADB to Provide India \$500 Million for Solar Rooftop Systems
- 03 Oct 2016 | News Release: ADB, Sweden Unveil Innovative Risk Transfer Arrangement for Expanded Lending
- 29 Sep 2016 | News Release: ADB to Boost Bangladesh Lending to \$8 Billion Under New 5-Year Partnership
- 28 Sep 2016 | News Release: \$1.5 Billion ADB Rail Project will Develop Southeast Bangladesh

Resources For:

- » Bond Investors
- » Businesses
- » Civil Society
- » Job Seekers
- » Journalists
- » Private Sector Project Investors
- » Independent Evaluation

Editor's Choice:

- Project Result / Case Study » 04 Oct 2... (Image of people)
- Publication » 30 Sep 2016: Tales from the Coral Triangle: Philippines. These 10 winning entries from the "Our Seas" story.
- Video » 26 Sep 2016 (Image of a coastal town)
- Video » 21 Sep 2016 (Image of a group of people)



Finding ADB Business Opportunities – Identifying Projects

Projects

[Overview](#)

[Proposed Projects](#)

[Approved Projects](#)

[Project Documents](#)

[Project Cycle](#)

[Operations - Project Design and Management](#)

[Project Results and Case Studies](#)

[Using ADB Project Data](#)

[Archived Projects](#)

Projects

[FACEBOOK](#)
[TWITTER](#)
[LINKEDIN](#)
[PRINT](#)
[BOOKMARK](#)

Countries

Sectors

Afghanistan	Kyrgyz Republic	Samoa
Armenia	Lao People's Democratic Republic	Solomon Islands
Azerbaijan	Malaysia	Sri Lanka
Bangladesh	Maldives	Tajikistan
Bhutan	Marshall Islands	Thailand
Cambodia	Micronesia, Federated States of	Timor-Leste
China, People's Republic of	Mongolia	Tonga
Cook Islands	Myanmar	Turkmenistan
Fiji	Nauru	Tuvalu
Georgia	Nepal	Uzbekistan
India	Pakistan	Vanuatu
Indonesia	Palau	Viet Nam
Kazakhstan	Papua New Guinea	Regional
Kiribati	Philippines	<small>Projects located in more than one country</small>

Sovereign Projects

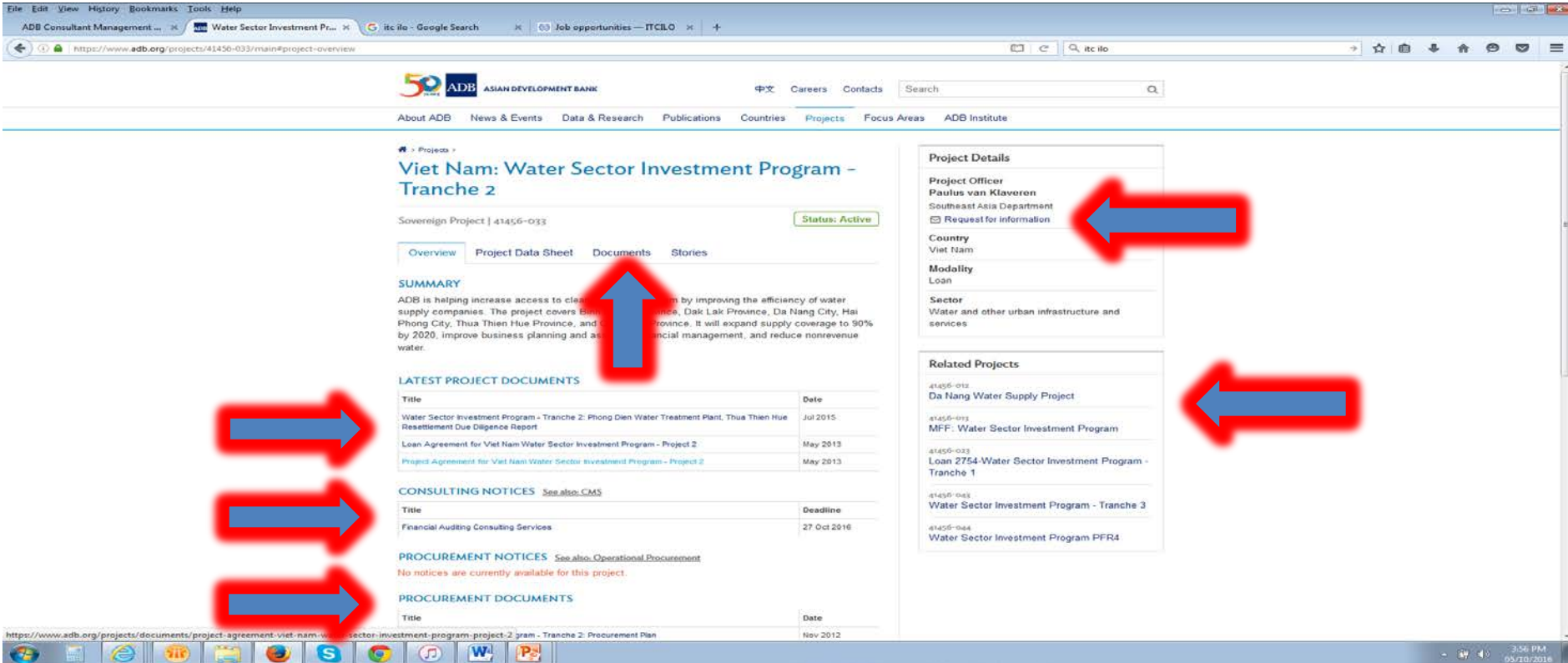
Loans, grants, technical assistance for developing member

Nonsovereign Projects

Investments in privately-held and state-sponsored companies. »

www.adb.org/projects/peoples-republic-china

Finding ADB Business Opportunities – Project Overview



ADB ASIAN DEVELOPMENT BANK

中文 Careers Contacts Search

About ADB News & Events Data & Research Publications Countries **Projects** Focus Areas ADB Institute

Projects

Viet Nam: Water Sector Investment Program - Tranche 2

Sovereign Project | 41456-033 Status: Active

Overview Project Data Sheet Documents Stories

SUMMARY

ADB is helping increase access to clean water supply companies. The project covers Binh Duong, Dak Lak Province, Da Nang City, Hai Phong City, Thua Thien Hue Province, and ... province. It will expand supply coverage to 90% by 2020, improve business planning and asset financial management, and reduce nonrevenue water.

LATEST PROJECT DOCUMENTS

Title	Date
Water Sector Investment Program - Tranche 2: Phong Dien Water Treatment Plant, Thua Thien Hue Resettlement Due Diligence Report	Jul 2015
Loan Agreement for Viet Nam Water Sector Investment Program - Project 2	May 2013
Project Agreement for Viet Nam Water Sector Investment Program - Project 2	May 2013

CONSULTING NOTICES See also: CMS

Title	Deadline
Financial Auditing Consulting Services	27 Oct 2016

PROCUREMENT NOTICES See also: Operational Procurement
No notices are currently available for this project.

PROCUREMENT DOCUMENTS

Title	Date
...	Nov 2012

Project Details

Project Officer
Paulus van Klaveren
Southeast Asia Department
[Request for information](#)

Country
Viet Nam

Modality
Loan

Sector
Water and other urban infrastructure and services

Related Projects

41456-012
Da Nang Water Supply Project

41456-013
MFF: Water Sector Investment Program

41456-033
Loan 2754-Water Sector Investment Program - Tranche 1

41456-043
Water Sector Investment Program - Tranche 3

41456-044
Water Sector Investment Program PFR4

33 [http:// www.adb.org/projects/41456-033/main](http://www.adb.org/projects/41456-033/main)



Positioning "Ahead of 8 Ball" – Country Program – Viet Nam



中文 Careers Contacts e-Alerts Follow ADB

Search



About ADB News & Events Data & Research Publications Countries Projects Focus Areas ADB Institute



Climate Financing to Double

ADB will double its annual climate financing to \$6 billion by 2020, bringing climate change spending to around 30% of its overall financing.

News

Events

26 Sep 2015 | News Release

International Financial Institutions Back New Global Development Agenda With Stepped-Up Support

25 Sep 2015 | News Release

ADB to Double Annual Climate Financing to \$6 Billion for Asia-Pacific by 2020

25 Sep 2015 | News Release

ADB President Calls For CAREC to Boost Regional Cooperation Efforts

25 Sep 2015 | News Release

ADB President Commends Mongolian Efforts to Stabilize Economy

More News »



Takehiko Nakao

News, Activities and Speeches of the ADB President »

Resources For

Bond Investors

Businesses

Civil Society

Job Seekers

Journalists

Private Sector Project Investors

Independent Evaluation

Latest

- Any -



Positioning "Ahead of 8 Ball" – Country Program – Viet Nam

Countries and Regions

- Main
- Country Planning Documents
- Search/Browse Documents
- Country Partnership and Regional Cooperation Strategies Under Preparation
- Simultaneous Disclosure

ADB Countries and Regions

[FACEBOOK](#)
[TWITTER](#)
[LINKEDIN](#)
[PRINT](#)
[BOOKMARK](#)

Learn about ADB activities in member countries and regional offices. Get information on country economic data and analysis, development assistance, and regional initiatives.

Countries with Operations

A

- [Afghanistan](#)
- [Armenia](#)
- [Azerbaijan](#)

B

- [Bangladesh](#)
- [Bhutan](#)

C

- [Cambodia](#)
- [China, People's Republic of](#)
- [\[中文\]](#)
- [Cook Islands](#)

F

- [Fiji](#)

G

- [Georgia](#)

I

- [India](#)
- [Indonesia](#)

K

- [Kazakhstan](#)
- [Kiribati](#)
- [Kyrgyz Republic](#)

L

- [Lao People's Democratic Republic](#)

M

- [Malaysia](#)
- [Maldives](#)
- [Marshall Islands](#)
- [Micronesia, Federated States of](#)
- [Mongolia](#)
- [Myanmar](#)

N

- [Nauru](#)
- [Nepal](#)

P

- [Pakistan](#)
- [Palau](#)
- [Papua New Guinea](#)

S

- [Samoa](#)
- [Solomon Islands](#)
- [Sri Lanka](#)

T

- [Tajikistan](#)
- [Thailand](#)
- [Timor-Leste](#)
- [Tonga](#)
- [Turkmenistan](#)
- [Tuvalu](#)

U

- [Uzbekistan](#)

V

- [Vanuatu](#)
- [Viet Nam](#)
- [\[Tiếng Việt\]](#)

[View all members »](#)

[Strategies and Programs Under Preparation »](#)





Positioning "Ahead of 8 Ball" – Country Program – Viet Nam

The screenshot shows the ADB website for Viet Nam. The left sidebar contains a navigation menu with two red arrows pointing to the 'Main' and 'Opportunities' items. The main content area features a 'Viet Nam and ADB' section with a 'In the Spotlight' article titled 'A Huge Leap in Data Collection'. Below this is a 'Tiếng Việt' section with social media icons and a 'Fact Sheet' link.

VIET NAM

- Main
- Strategy
- Economy
- Poverty in Viet Nam
- Projects and Results
- Regional Cooperation
- Opportunities
- Publications and Documents
- Translations in Vietnamese (tiếng Việt)
- News and Multimedia
- Contacts

Viet Nam and ADB

In the Spotlight

A Huge Leap in Data Collection
Quality data are critical to tracking progress towards the new Sustainable Development Goals. ADB is working with governments to improve data collection through simple technology.

Tiếng Việt

Viet Nam's economic growth has been increasing since 2011, while inflation has remained in single digits. Well-balanced macroeconomic policies have helped restore stability and investor confidence, with growth being propelled by a surge in foreign direct investment and export-oriented manufacturing.

Viet Nam needs to continue to develop a more dynamic market economy—one that can compete globally and deliver sustainable, equitable growth over the long term.

Fact Sheet
April 2016
Asian Development Bank and Viet Nam: Fact Sheet Updated yearly, this Fact Sheet provides social and economic indicators on Viet Nam.



Positioning "Ahead of 8 Ball" – Country Program – Viet Nam

The screenshot shows the ADB website's 'ADB-Viet Nam Partnership Strategy' page. The page layout includes a top navigation bar with 'About ADB', 'News & Events', 'Data & Research', 'Publications', 'Countries', 'Projects', 'Focus Areas', and 'ADB Institute'. A left sidebar lists various categories under 'VIET NAM', with a red arrow pointing to the 'Country Planning Documents' link. The main content area features the title 'ADB-Viet Nam Partnership Strategy', a 'Tiếng Việt' link, social media icons, and a large photo of a farmer in a field. Below the photo, there is a paragraph of text and a 'VIEW MORE' link. On the right side, a sidebar titled 'Latest Country Strategies and Business Plans' lists three documents: 'Viet Nam: Country Operations Business Plan (2016-2018)', 'Viet Nam: Country Partnership Strategy (2012-2015)', and 'Greater Mekong Subregion: Regional Cooperation Operations Business Plan (2013-2014)'. Two red arrows point to these document titles. The browser's address bar shows the URL 'https://www.adb.org/countries/viet-nam/strategy'.



Key Pointers

1. Develop your brand name
2. Register in ADB CMS
3. Know the “*rules of the game*”
 - (a) Guidelines on the Use of Consultants
 - (b) ADB Anti-Corruption Policy
3. Monitor opportunities regularly
4. Know the country of assignment
5. Partner with entities likely to be shortlisted
6. Prepare a strong and responsive technical proposal – Pay attention to Data Sheet information
7. Manage your contract



Common Mistakes

- Failure to disclose conflicts of interest, e.g. employees from executing agency in your proposal
 - ✓ Caution with government employees!
- Firm or associates/experts not from ADB member country
- Wrong type of technical proposal
- Technical Proposal refers to price proposal



Common Mistakes (2)

- Conform to required templates – taxes
- Insufficient time afforded to entry of proposal in CMS
- Proposal received late
- Non-compliant proposal – e.g. person-months or non-nationals for national expert position
- Failure to respond to Client requirements

When in doubt, **seek written clarification**

The Challenge:

- Irish companies unknown to ADB since Ireland became ADB member in 2006 only
- From 2007 to 2009, *IrishCo* (not real name) submits multiple EOIs but never shortlisted
- Attributes failure to absence of track record with ADB, despite
 - (i) strong commitment to ADB-financed assignments
 - (ii) strong partnerships

Learning from an Irish Success Story

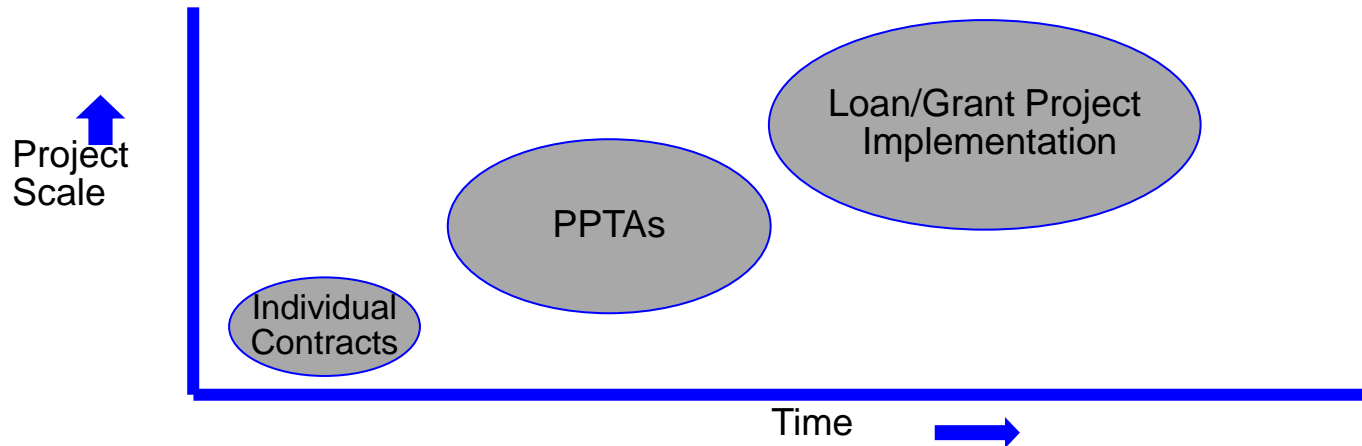
The Solution:

- In 2009, strategic commitment to win ADB-financed assignment
- Travels frequently to ADB HQ
- Focuses on small assignments
 - ✓ Consider individual consultant assignments
 - ✓ Shorter and simpler recruitment process
 - ✓ Recruiters more willing to take risks with new firms on assignment with reduced scope
 - ✓ Opportunity to build valuable project references
 - ✓ Opportunity to build brand recognition
 - ✓ Gain familiarity with ADB processes and personnel
- By end 2009, wins three small contracts (\$37K, \$60K & \$175K)

Learning from an Irish Success Story

- With new project references and new network of relationships, targets larger assignments and wins contracts worth \$580K and \$660K in 2011

IrishCo's Business Development Approach



Business Opportunities Seminar

Thank you!

Eric Gagnon

Head of Consulting Services

Manila, Philippines

Tel: +63.2.632-5980

Email: egagnon@adb.org