

ADB

# Doing Business with ADB

## Focus India

AIICP

10 Dicembre 2020

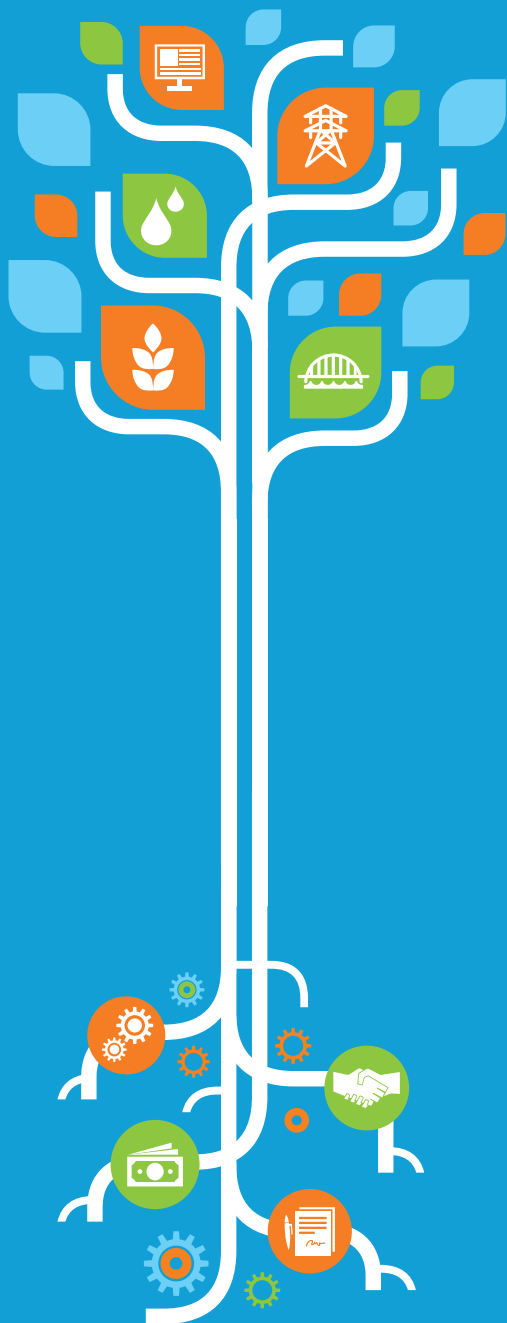
**Sergio Lugaresi**

Executive Director for Belgium, France,  
Italy, Portugal, Spain and Switzerland

BUSINESS  
OPPORTUNITIES

# Indice

- Le attività' di ADB
- ADB - India
- Focus settori (trasporti, energia)
- ADB – Italia:
  - Business opportunities
  - Procurement framework
  - Bidding strategies and identifying opportunities



# ADB: Le attività'

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# Overview of ADB Operations (2019)



## Who do we support?

Our 46 DMCs: their governments & private sector

## To support our clients, we work with:

- Private sector
- NGOs and CBOs
- Foundations
- Academia & think tanks
- Donors & international organizations

# Overview of ADB Operations

## Main instruments:

- Loans and grants
- Technical assistance
- Equity and guarantees

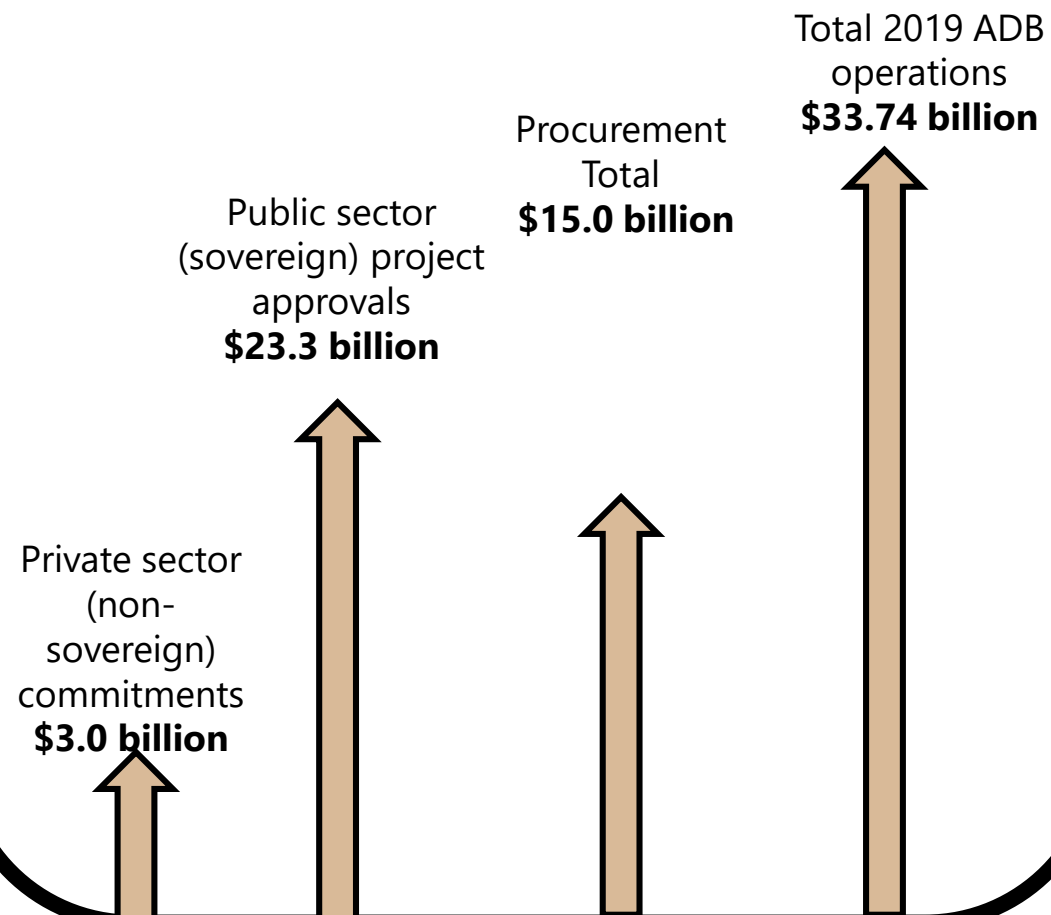
## Delivered through:

- ADB's own resources (ordinary; concessional; special funds)
- Cofinancing

## Focused on: "Finance ++"

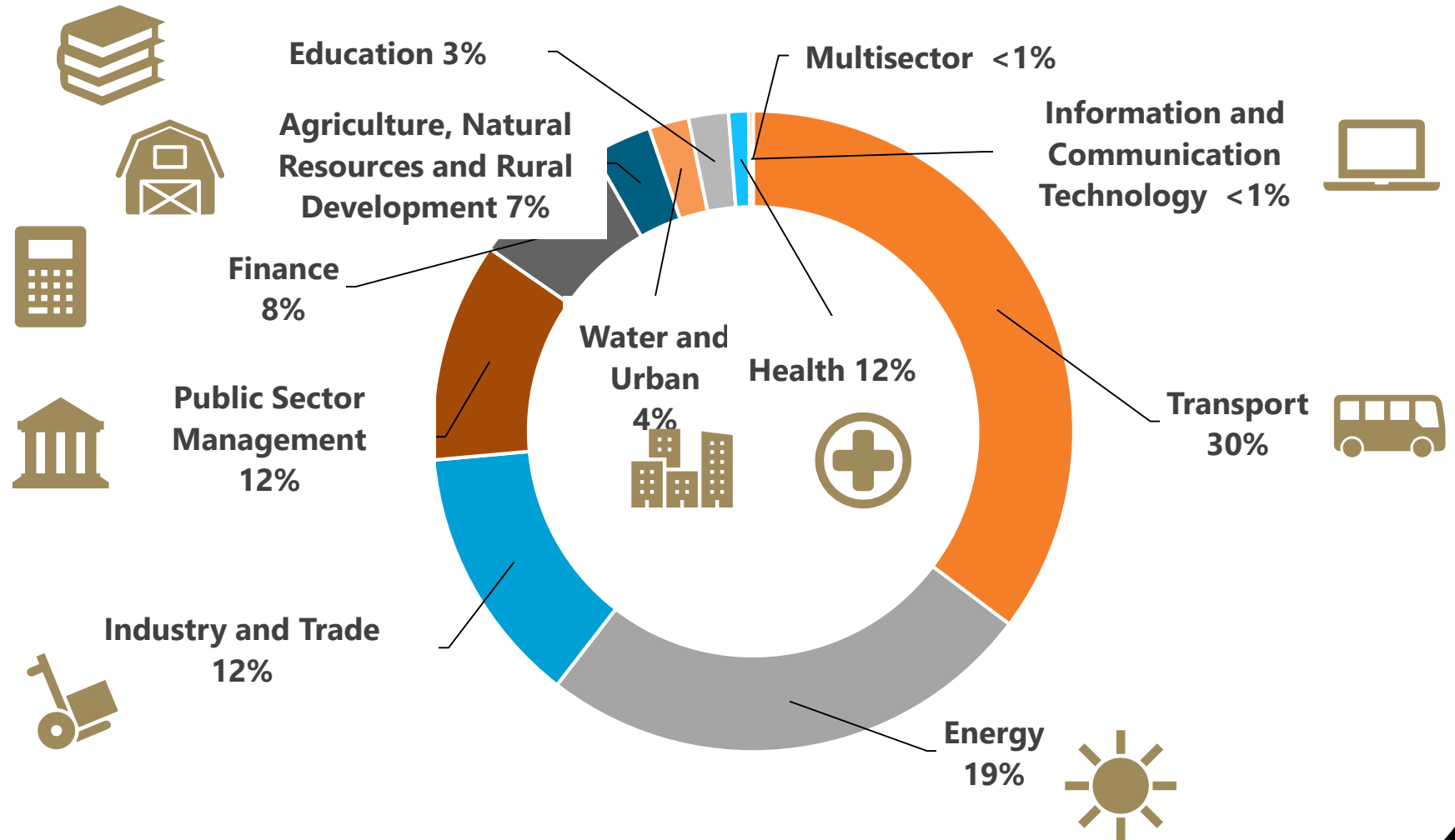
- Leveraging cofinance, policy advice, knowledge, provision, and capacity development

## ADB 2019 OPERATIONS



# Overview of ADB Operations

What do we work on?  
(Share of project portfolio by sector, 2019)



# ADB – l'Asia sulla via dello sviluppo

**12%**

**Population without access to electricity\***



Millions of people gain access to electricity in Asia and the Pacific each year, yet there remain pockets, even in countries where overall rates of access are relatively high, that have not yet been served. These areas are often home to the poorest of the poor.

**19.3 KM**

**Amount of sealed roads per 10,000 people\***



Just one-third of roads in the region are paved. The issue is acute in rural areas. Safe, paved roads allow more people to reach markets and services, such as medical care. Climate change means roads should be built and upgraded to address natural hazards.

**1.5 BILLION**

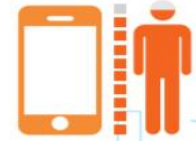
**Number of people who lack access to safe sanitation\***



Clean water access is improving in the region, but scarce sanitation facilities remain a problem, with significant impacts on health and social development. In 2015, 78.3% of people in urban areas and only 49.3% in rural areas used safe sanitation services.

**88%**

**Population without access to broadband internet\***



Information and communication technology improves livelihoods, health, education, transport, and financial inclusion. While people now have access to the internet, few can access a fast internet. Broadband infrastructure is lacking.

**Climate change, environmental stress, and natural disasters**



**7 of 10 countries**

in the world with the highest estimated disaster risk are ADB developing member countries (Bangladesh, Cambodia, the Philippines, Solomon Islands, Timor-Leste, Tonga, Vanuatu).

Other countries have a young population—and this presents both opportunities and challenges.

**54% of people under 30**



live in Asia and the Pacific.

**Rapid urbanization**

Share of urban population in Asia and the Pacific has been increasing.

**20%**



1950s

**48%**



2018

**55%**



2030

**Remaining poverty and inequality**



**1 in 3 people**

in the region lives under \$3.20 a day

... and that's **1.24 billion people.**



# LA STRATEGIA 2030

## Sette priorit :



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

### SOME TARGETS...



**At least 75%** of the number of ADB's committed operations (on a 3-year rolling average, including sovereign and nonsovereign operations) will promote gender equality by 2030.



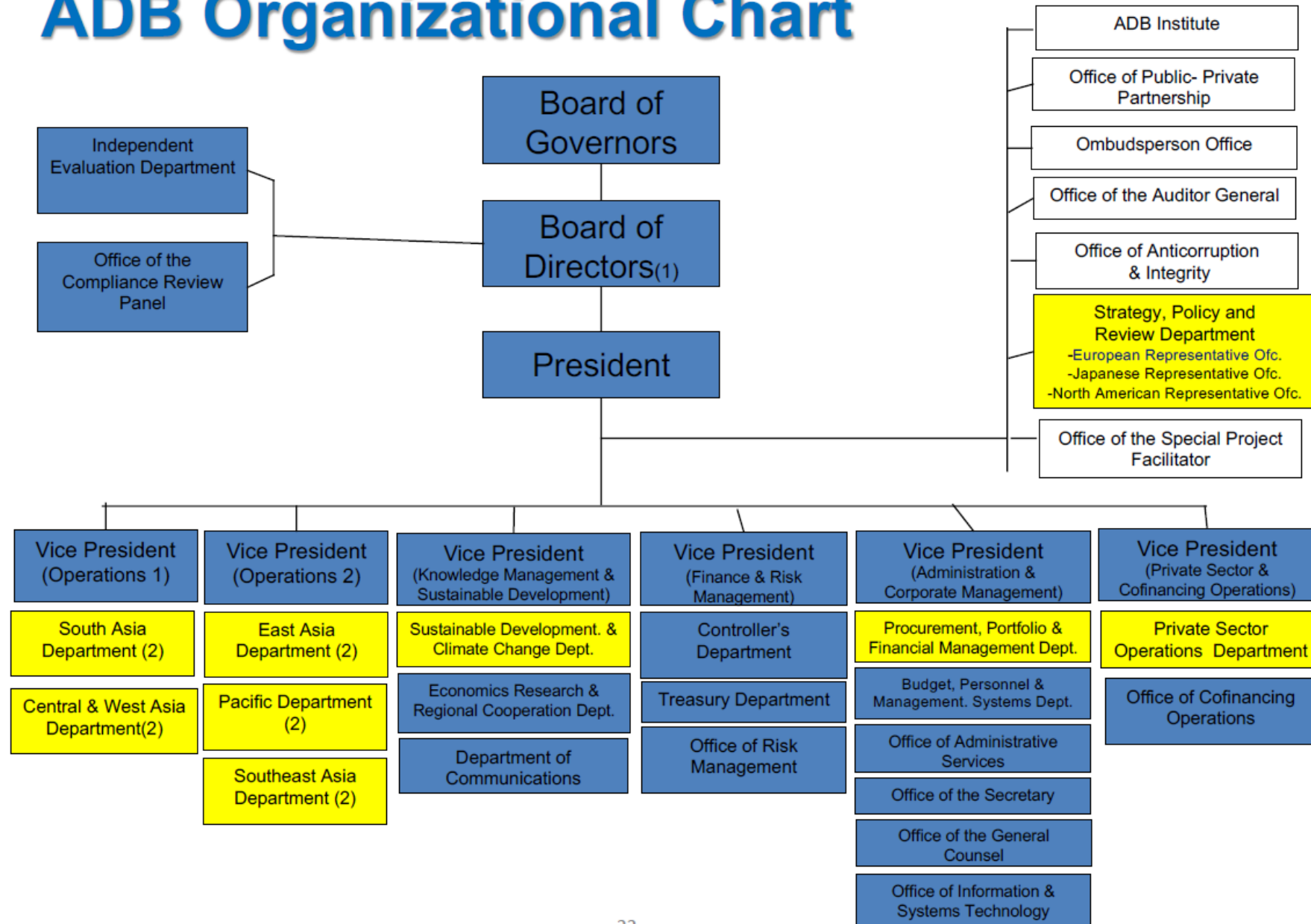
**At least 75%** of the number of its committed operations (on a 3-year rolling average, including sovereign and nonsovereign operations) will be supporting climate change mitigation and adaptation by 2030. Climate finance from ADB's own resources will reach **\$80 billion for the period 2019-2030**.

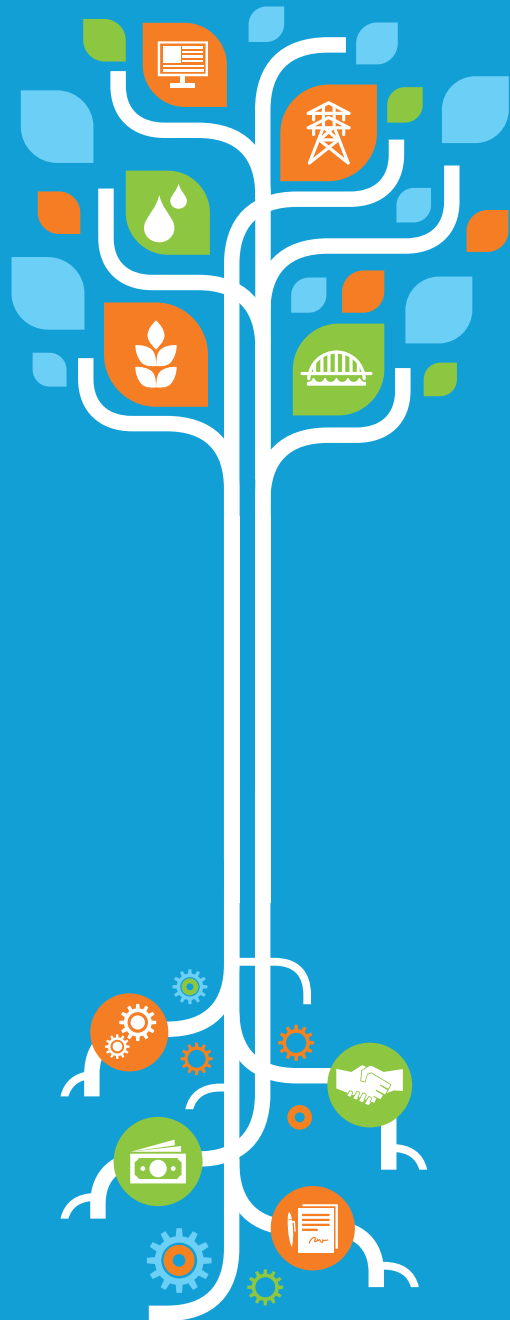


ADB's private sector operations **will reach one-third of ADB operations in number by 2024.**



# ADB Organizational Chart





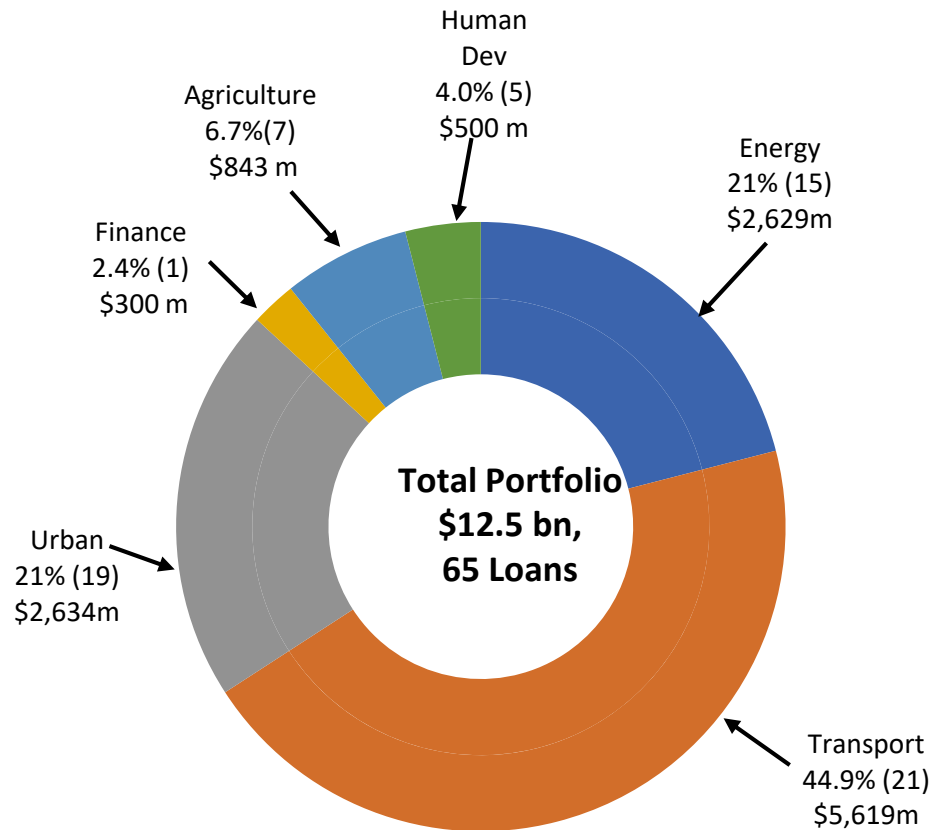
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# ADB - India

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# ADB in India: il Portafoglio

## Sectoral Profile



On "Approval" basis as of 30 Oct 2020 (figures in \$million), excludes CPROs

- Infrastructure driven portfolio commensurate with country's requirements
- Increased emphasis on transformative projects and diversification (social sector, Agriculture and Natural resources, industries)
- Continued support for low-income states (esp. North East)
- \$1.5 billion as part of COVID-19 response covering health, economic measures, and social protection

# ADB in India: Project Pipeline Management

## Pipeline context

Scaling up resources

Support for low income states

Portfolio diversification & quality

Project readiness

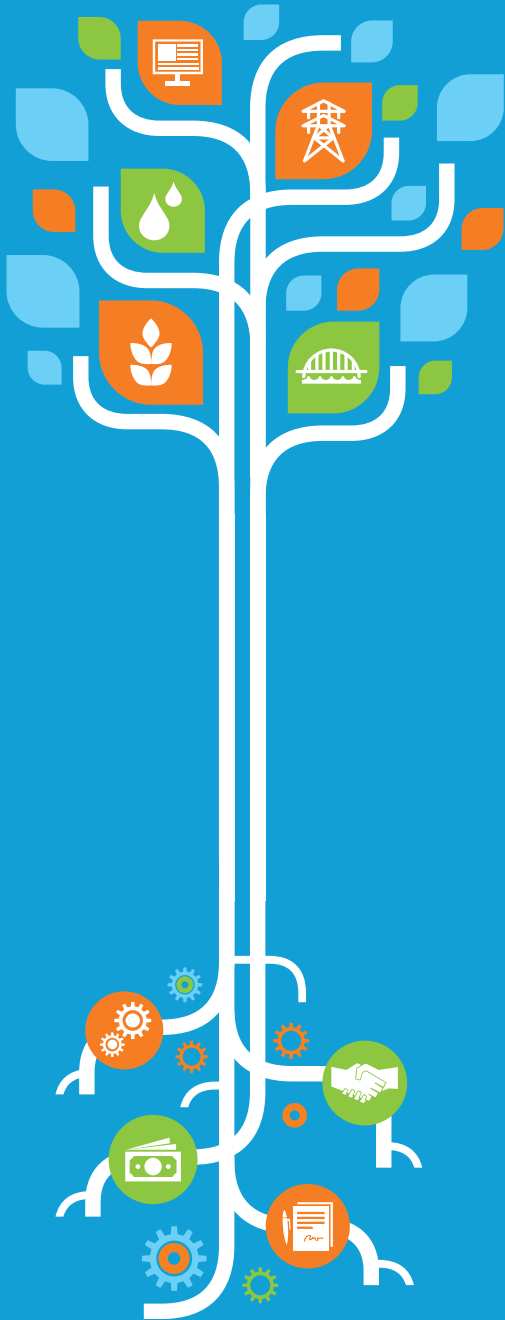
## Engagement Landscape: Challenges

- Creating a robust pipeline with adequate over-programming
- Government priorities and request for scaling up resources with more transformative interventions
- Sectoral and geographical balance
- Addressing portfolio diversification needs
- Help develop private sector
- COVID-19 induced challenges in terms of fiscal headroom available with States

## Strategy:

- Regular pipeline review
- Ensure high project readiness
  - Deploy resources for upstream studies and project development work
  - Use of Project Readiness Financing (PRF) for detailed design and other project preparatory work, use of Sectoral TA facility
  - Minimize procurement delays (build EA/IA capacity, improve ADB response time)
  - Strengthen India Resident Mission to handle increasing operations
- Strategic engagements: Economic Corridors, Logistics sector development, Industrial Park ratings, SME sector development, Vision exercise for Assam

# Italia-ADB Focus Settori



# Trends in Transport

Asian countries need sustainable transport systems – trains, buses, ferries, bike paths – that move people in a low-carbon, safe, accessible, and affordable way.



# Strategy 2030: Key Linkages (Transport Sector, 1/2)

Operational Priorities	Transport Sector Contributions
Addressing Remaining Poverty and Reducing Inequalities	<b>Non-income dimensions of poverty and vulnerability</b> <b>Reduce inequality in access to opportunities</b> <ul style="list-style-type: none"> <li>➤ Rural access</li> <li>➤ Equitable access and mobility in cities</li> <li>➤ Regional connectivity</li> <li>➤ Ensure transport continues to be an enabler of development</li> </ul>
Accelerating Progress in Gender Equality	<b>Improve access of the poor, women and vulnerable</b> <b>Positive effects on the lives of women</b> <ul style="list-style-type: none"> <li>➤ Transport systems that are safe and accessible for all</li> <li>➤ Rural roads with community employment opportunities</li> <li>➤ Achieve gender targets in transport sector support</li> </ul>
Tackling Climate Change, Building Disaster Resilience	<b>Implementing sustainable and urban transportation strategies</b> <b>Climate- and disaster-resilient infrastructure design</b> <ul style="list-style-type: none"> <li>➤ Promote low carbon transport modes (urban public transport, railways, inland waterways, electric vehicles)</li> <li>➤ Ensure climate resilience in project design</li> <li>➤ Achieve climate change targets in transport sector support</li> </ul>

# Strategy 2030: Key Linkages (Transport Sector, 2/2)

Operational Priorities	Transport Sector Contributions
Making Cities More Livable	<b>Urban mobility and support mass public transport</b> <b>Developing integrated urban plans</b> <ul style="list-style-type: none"> <li>➤ Continue growth of urban transport sub-sector (public transport, non-motorized, and ITS (Intelligent Transport Systems))</li> <li>➤ Expand support for integrated system management and operation efficiency</li> </ul>
Promoting Rural Development and Food Security	<b>Improve market connectivity, focus on rural roads</b> <ul style="list-style-type: none"> <li>➤ Re-strengthen rural transport focus, including links to other sectors</li> <li>➤ Rural roads, tracks and waterways</li> </ul>
Strengthening Governance and Institutional Capacity	<b>Strengthen service delivery</b> <b>Effective operation and maintenance of infrastructure</b> <ul style="list-style-type: none"> <li>➤ Asset management for road, rail, urban transport and ports</li> <li>➤ Utilize financing modalities that best suit type of support</li> <li>➤ Build capacity and institutions able to manage/operate transport systems.</li> </ul>
Fostering Regional Cooperation and Integration	<b>Enhance connectivity and cross border infrastructure needs</b> <b>Multi-modal transport links</b> <ul style="list-style-type: none"> <li>➤ Cross border transport infrastructure and systems (road, rail, ports, logistic operations, and border crossings).</li> <li>➤ Support for intra- and inter-regional programs</li> </ul>

# Expected Trends and Opportunities (Transport Sector)

Tech	Transport Sector Group approach
Design and construction	Value engineering (tunnels, bridges, metro, rail – international best practices and standards – introduction of new infrastructure to some DMCs) Lifecycle cost (asset management and budget allocation) Quality infrastructure (regional standards for better integration and higher standards)
Road and rail asset management and system operations	Drones (traffic management, geometry and surveys, project design, monitoring and asset management) Smartphones (apps for network assessment, user interface – RoadRoid, WAZE) Financing modalities (support for suitable KPIs – road condition, safety)
Intelligent Transport Systems (ITS)	Conventional ITS (traffic signals, system area control) Advanced ITS/5G (vehicle to infrastructure or vehicle to vehicle communication) Payment systems (contactless payments, real-time road pricing/tolls) Passenger interface and information systems (citymapper app)
Big Data	Traffic control and system management (real-time use of large data) Operational control and system efficiencies Logistic services (Uber for freight)
e-Mobility and autonomous vehicles	Transport policy for fleet renewal and uptake of technology (e-vehicles) Infrastructure requirements - charging stations, street furniture.

ITS – Intelligent Transport Systems

# Trends in Energy

Energy demand is projected to almost double in the Asia and Pacific region by 2030. There is an urgent need for innovative ways to generate power in

a socially, economically, and environmentally sustainable manner.

# Strategy 2030: Key linkages (Energy Sector)

Operational Priorities	Energy Sector Contributions
Addressing Remaining Poverty and Reducing Inequalities	Clean energy for meeting basic needs (lighting and cooking); skills development and job creation with renewable energy; productive use of energy to generate income; solar home systems
Accelerating Progress in Gender Equality	Clean energy access relieves women for fuel collection which allows women more time to pursue income-generating activities
Tackling Climate Change, Building Disaster Resilience	Integrating climate change mitigation (GHG reduction) and adaptation into project design
Making Cities More Livable	Supporting smart electricity supply to cities, energy efficient buildings and electric vehicles, rooftop solar for household and commercial buildings
Promoting Rural Development and Food Security	ADB will support use of solar powered pumps for smart irrigation to replace diesel or electricity powered pumps
Strengthening Governance and Institutional Capacity	Promoting energy sector reforms and developing institutional capacity for renewable energy development
Fostering Regional Cooperation and Integration	Promoting energy connectivity (power interconnections, gas pipelines), and sharing best practices and technologies in renewable energy development

# Expected Trends and Opportunities (Energy Sector)

## Energy generation

- Distributed renewable energy (rooftop solar, mini-grids)

## Transmission and distribution

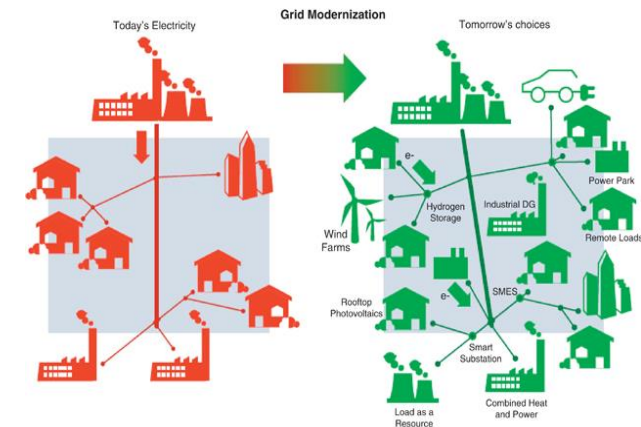
- Smart grids systems with energy storage for renewable energy integration and frequency regulation

## End use efficiency and demand-side response

- Digital technologies to enhance energy efficiency in industry, buildings

## Deployment of advanced technologies

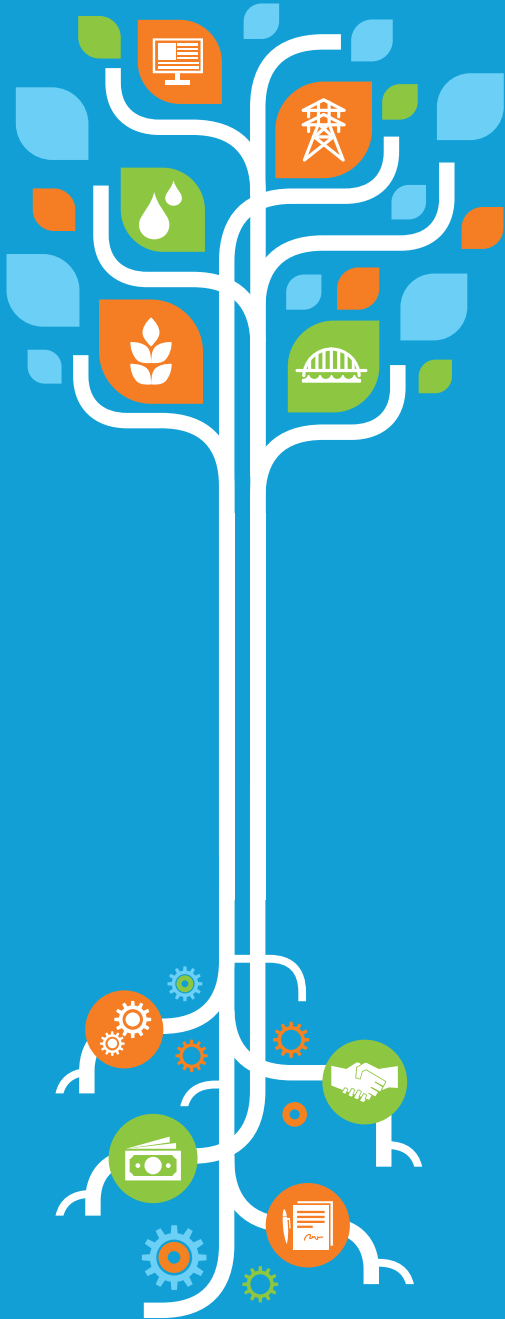
- Waste-to-energy projects
- Smart and mini-grid systems including energy storage
- Floating solar power systems
- Carbon capture and storage





# ADB-Italia

## Business Opportunities



# Perche' lavorare con ADB?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds is assured



Internationally accepted procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

# Opportunita' di business

- Supply of goods
  - Machinery, equipment, computers, furniture
- Civil works
  - Roads, railways, bridges, irrigation canals, schools, etc.
- Turnkey contracts
  - Power plants, pump stations, water treatment plants, heating plants, airports, etc.
- Non-consulting services
  - Surveys, training, translation, event management
- Consulting services
  - Project preparation & implementation, knowledge products, staff consultants

# Chi e' coinvolto in progetti finanziati da ADB?

- Infrastructures Construction Companies
- General and Specialist Suppliers
- Consulting Firms
- Individual Consultants
- Non-Government Organizations / Civil Society Organizations
- Research Institutions
- Foundations, Centers of Excellence
- Professional Organizations

ADB projects rely on Consultants and Contractors



# Top Suppliers by Member State

Procurement Ranking – Goods				
	2017	2018	2019	2020 (Jan-Jul)
1	PRC	PRC	IND	IND
2	IND	BAN	PRC	PRC
3	SWE	IND	USA	INO
4	INO	SWE	VIE	TUR
5	BAN	VIE	BAN	UZB



# Top Suppliers by Member State

Procurement Ranking – Works				
	2017	2018	2019	2020 (Jan-Jul)
1	PRC	PRC	PRC	IND
2	IND	IND	IND	PRC
3	KOR	BAN	INO	PHI
4	BAN	GER	BAN	BAN
5	VIE	INO	PAK	PAK





# Top Suppliers by Member State

Procurement Ranking – Consulting Services				
	2017	2018	2019	2020 (Jan-Jul)
1	AUS	KOR	IND	IND
2	KOR	UKG	AUS	AUS
3	IND	IND	GER	KOR
4	USA	FRA	USA	UKG
5	UKG	AUS	FRA	INO



# Top Suppliers by Amount

Top 5 Suppliers of Goods (2017–July 2020)			
	Name	No. of Contracts	ADB Amount (\$ million)
1	BEML LTD.	2	545.27
2	ABB GROUP	10	256.90
3	TBEA CO. LTD.	6	196.33
4	PROGRESS RAIL LOCOMOTIVE INC.	1	135.34
5	CHINA NATIONAL TECHNICAL IMPORT & EXPORT CORP.	1	134.63



# Top Suppliers by Amount

Top 5 Suppliers of Works (2017–July 2020)			
	Name	No. of Contracts	ADB Amount (\$ million)
1	SIEMENS AG	20	833.94
2	LARSEN & TOUBRO LTD.	21	702.27
3	CHINA RAILWAY CONSTRUCTION CO. LTD.	27	494.56
4	CHINA RAILWAY ENGINEERING CORP.	16	479.37
5	POWER CONSTRUCTION CORP. OF CHINA	30	433.39



# Top Suppliers by Amount

## Top 5 Consulting Services Firms (2017–July 2020)

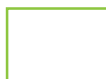
	Name	No. of Contracts	ADB Amount (\$ million)
1	SMEC INTERNATIONAL PTY. LTD.	31	155.07
2	EGIS INTERNATIONAL	31	82.04
3	KOREA CONSULTANTS INTERNATIONAL CO. LTD.	4	54.53
4	OVE ARUP & PARTNERS INTERNATIONAL LTD.	7	54.37
5	DONGSUNG ENGINEERING CO. LTD.	6	29.84

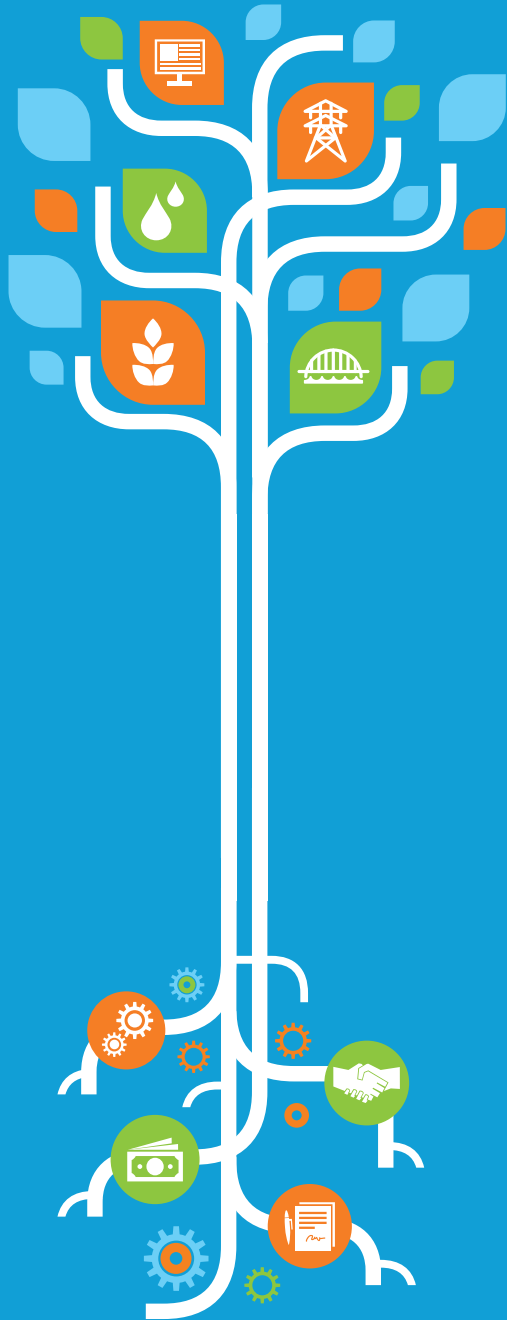


# ITALY Success in ADB

1 January 2017 to 30 September 2020

	Goods, Works and Related Services		Consulting Services		Overall Total	
Contract Year	No. of contracts	Amount (US\$M)	No. of contracts	Amount (US\$M)	No. of contracts	Amount (US\$M)
<i>By Nationality</i>						
2017	4	87.61	22	25.99	26	113.60
2018	6	100.57	23	38.16	29	138.73
2019	9	0.96	32	16.37	41	17.33
2020 (Jan-Sep)	-	-	20	6.94	20	6.94
<i>By Origin</i>						
2017	39	140.44	22	25.99	61	166.43
2018	39	184.62	23	38.16	62	222.78
2019	52	98.34	32	16.37	84	114.71
2020 (Jan-Sep)	45	106.39	20	6.94	65	113.33



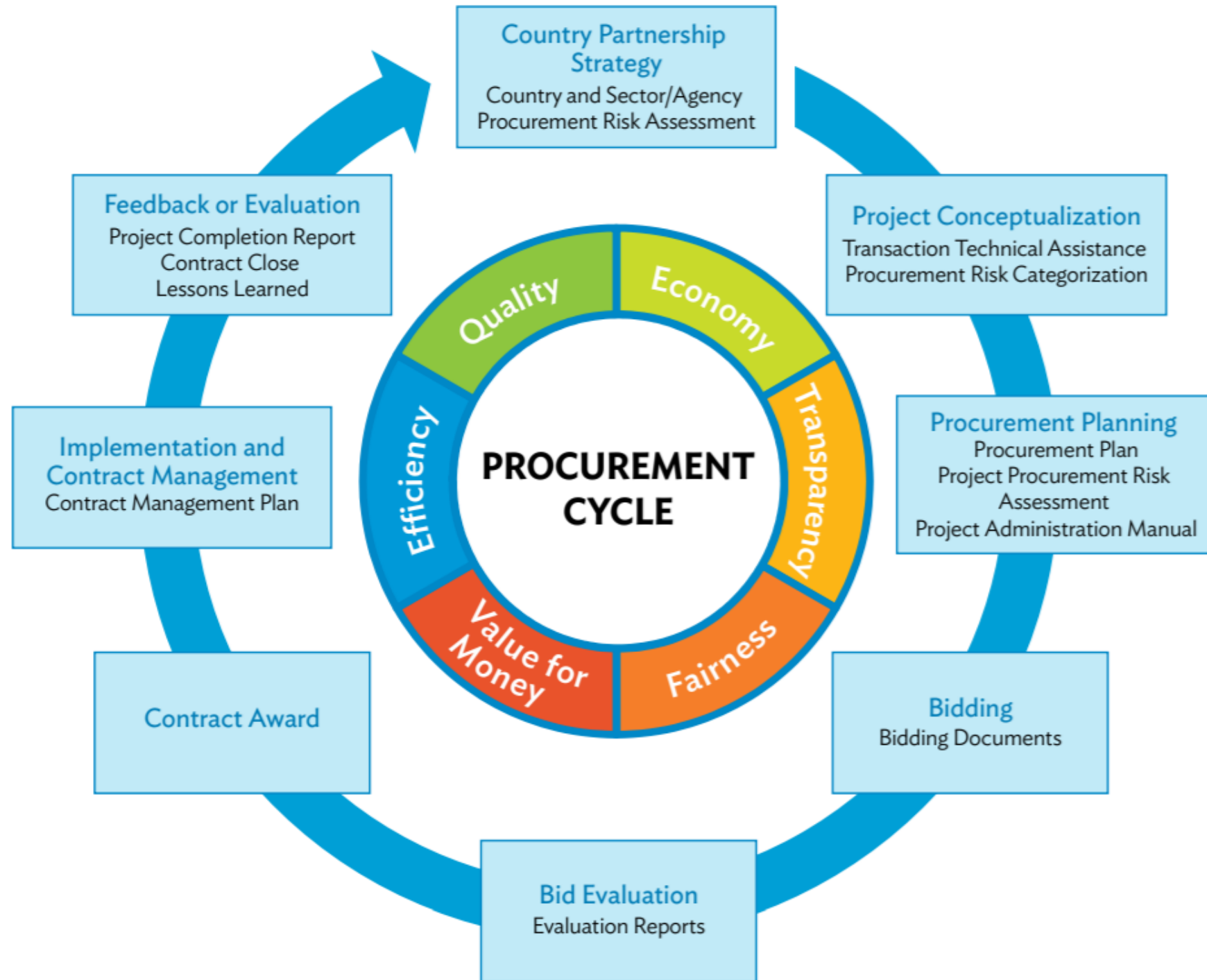


ADB







# ADB Procurement Framework

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# ADB's procurement principles

Principles		Outcomes
	<b>Fairness</b>	Equal opportunity; equitable distribution; and credible mechanisms for addressing procurement-related complaints.
	<b>Economy</b>	Using price, quality, and any nonprice attributes to deliver viable projects.
	<b>Efficiency</b>	Ensures procurement processes are proportional to value and risks.
	<b>Transparency</b>	Deliver relevant procurement information publicly in a consistent and timely manner; appropriate reporting; and confidentiality.
	<b>Quality</b>	Structured arrangements delivering appropriate outputs in an effective manner to achieve project outcomes and objectives.
	<b>Value for Money</b>	Obtain optimal benefits through effective, efficient, and economic use of resources.

# Procurement Strategy Central to Project Design

- Flexible, principles-based procurement arrangements
- Bidding arrangements may vary depending on:
  - nature, complexity, and value
  - capacity and experience of the borrower; and
  - the supply market.
- The procurement design is based on a robust needs and risk assessment, a pragmatic design, and best practice contract management techniques being used.
- Borrowers may use the procurement procedures of other bilateral or multi-lateral donors or accredited agencies, through Alternative Procurement Arrangements (APA)



# Roles and Responsibilities

## <Under Loan/Grant>

- The Borrower (Executing Agency (EA)) is responsible to procure most goods, works, and services
- ADB reviews the procurement activities of EAs to ensure compliance with ADB's Procurement Policy and Procurement Regulations for Borrowers
- Open competitive bidding is the preferred option
- Technical and financial bid elements.

## <Under Technical Assistance>

- ADB procures services and goods itself to support its borrowers.





# ADB Member Country Eligibility

[Home](#) > [About ADB](#) >

## Members

[中文](#)

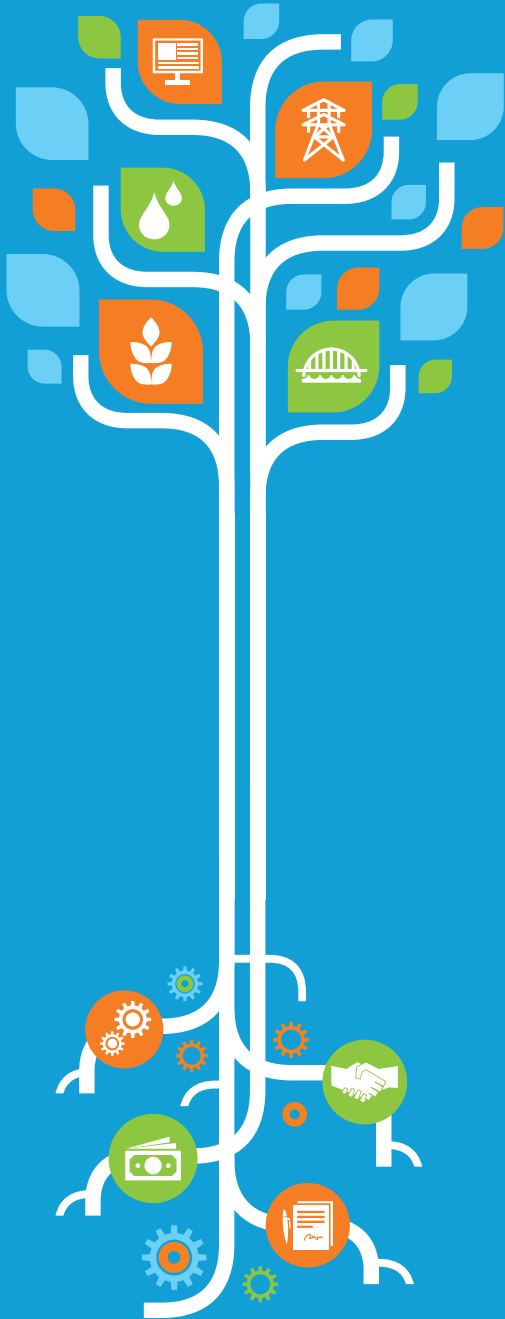


From 31 members at its establishment in 1966, ADB has grown to encompass 68 members—of which 49 are from within Asia and the Pacific and 19 outside.

- All services and goods must be procured from Member Countries
- Consultants with citizenship from the non-member countries may work under the firm from member countries.



# Bidding Strategies



# Strategic Approach



# The Italian Trade Agency

[organismi.internazionali@ice.it](mailto:organismi.internazionali@ice.it)



- **DEVELOPMENT WEBINARS**

- A cycle of 12 Webinars dedicated to major MDBs;
- Webinar/BOS on ADB for Italian companies scheduled for February 2021;
- Past webinars are accessible here <https://bit.ly/2La6hKH>

- **DESK c/o MDBs**

- In 2021 the Italian Trade Agency will activate 4 Desks at major MBS for Italian companies
- The 4 first MDBs Desks will be: ADB, AfDB, IADB, EBRD
- They will assist Italian companies and Italian executive directors (or alternates) in their activity

- **MONTHLY NEWSLETTER**

- Monthly newsletter "Organismi Internazionali" dedicated to MBD opportunities
- Tutorials and interviews with companies and procurement specialists.



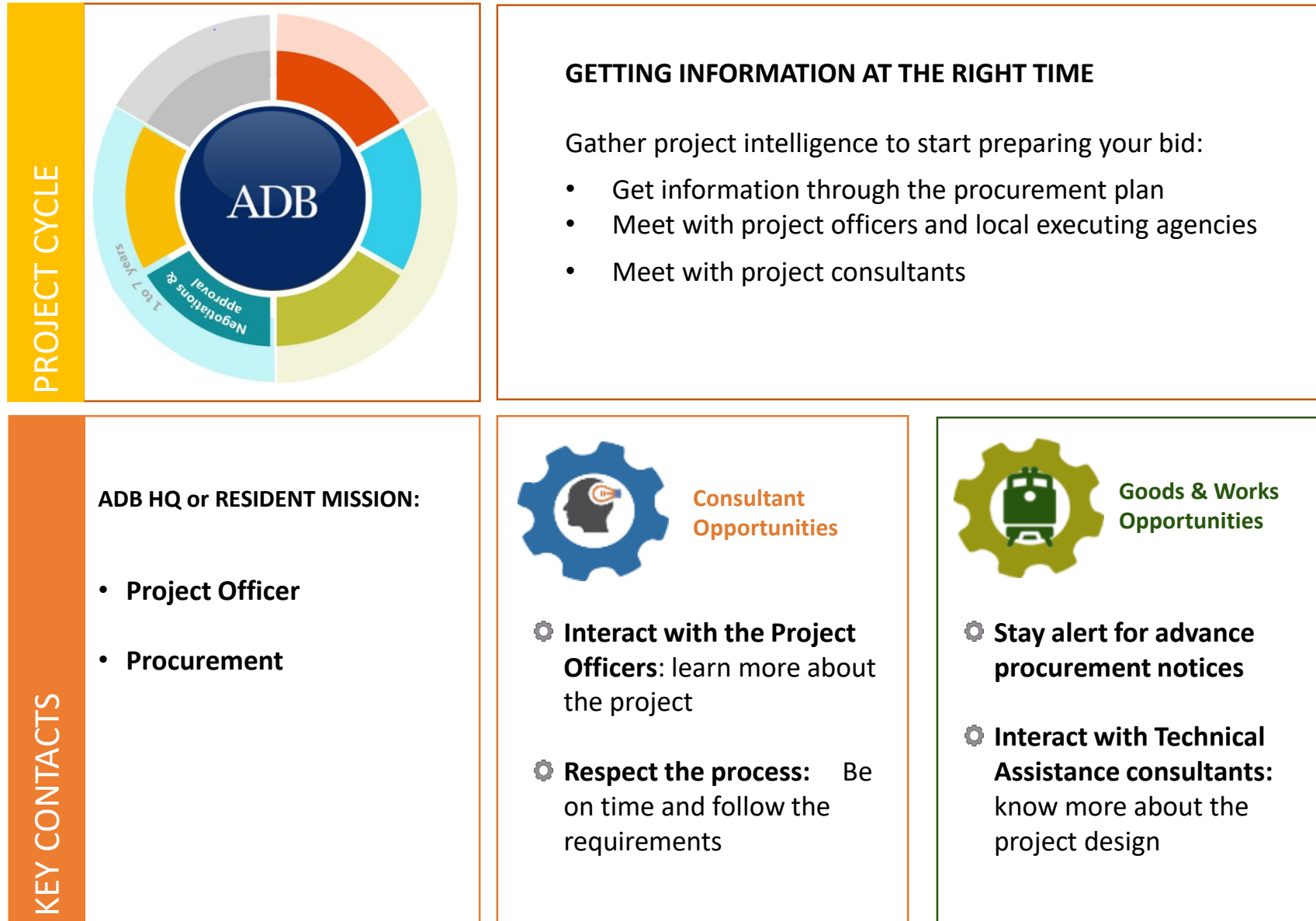
# Build your brand name

- Visit ADB Headquarters/Resident missions
  - Visit departments responsible for projects
  - Business Opportunities Fairs
  - Business Opportunities Seminars
- Visit government executing agencies
- Register in ADB Consultant Management System (CMS)
- Build your portfolio of projects
- Target different opportunities (standalone, associate/JV or Individual Consultant).

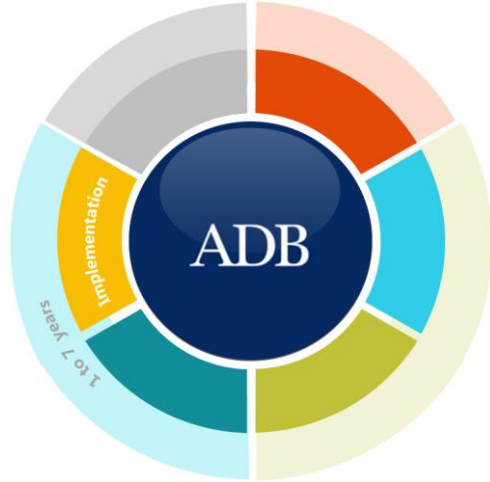
A screenshot of the ADB Consultant Management System (CMS) website. The page has a blue header with the ADB logo and the title "Consultant Management System". Below the header, there are links for "Overview" and "FAQ". The main content area is divided into several sections. On the left, there are three icons: a gold sphere for "CONSULTANTS", a green sphere for "ADB PROJECT TEAM MEMBERS", and a blue sphere for "EXECUTING AGENCIES (EAs)". Each icon is followed by a brief description of the user type and their access to the system. On the right, there is a "Login" section with fields for "Username" and "Password", and a "Login" button. Below the login section is a "Registration" section with a "Register now!" link and buttons for "Register as Consulting Firm" and "Register as Individual Consultant". At the bottom right, there is a "CMS SYSTEM UPDATE" section with a "Need Help?" link and a "CMS SYSTEM UPDATE" section with a "Dear CMS Users," message.

## NEGOTIATIONS & APPROVAL

# Building a winning proposal



PROJECT CYCLE



BE READY TO BID

Notice	Posted	Due
Construction of viaducts, bridges and 5 stations	31 Jan 2019	25 Jul 2019
Construction of viaducts, steel bridge, underground station and depot	6 May 2019	13 Aug 2019
Building and civil engineering works for 1 km of viaduct	10 May 2019	8 Aug 2019

KEY CONTACTS

ADB HQ or RESIDENT MISSION:

- Project Officer
- Procurement



Consultant Opportunities

- ⚙️ **Build relationship with the Executing Agency:** to help position for secure win
- ⚙️ **Track Requests for Expression of Interest:** target design, capacity building and project management contracts



Goods & Works Opportunities

- ⚙️ **Prepare your team**
- ⚙️ **Review the notice**
- ⚙️ **Be vigilant:** Track the progress of the tender

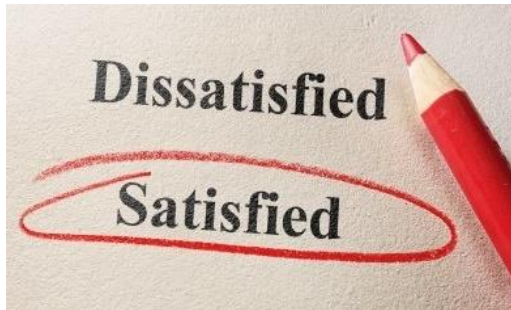
# Debriefing and Complaints



[https://www.debriefnow.com/images/DebriefNow\\_cg\\_men\\_intersection.jpg](https://www.debriefnow.com/images/DebriefNow_cg_men_intersection.jpg)

## Debriefing:

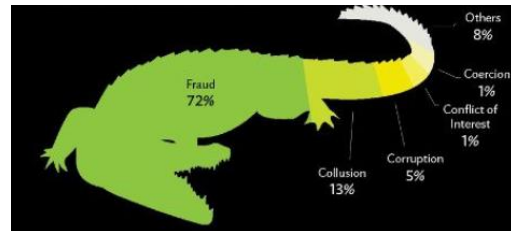
- Unsuccessful bidders may request debriefing from Executing Agency (EA). If they are not satisfied, they may contact ADB directly.



This Photo by Unknown Author is licensed under [CC BY-SA](#)

## Complaints:

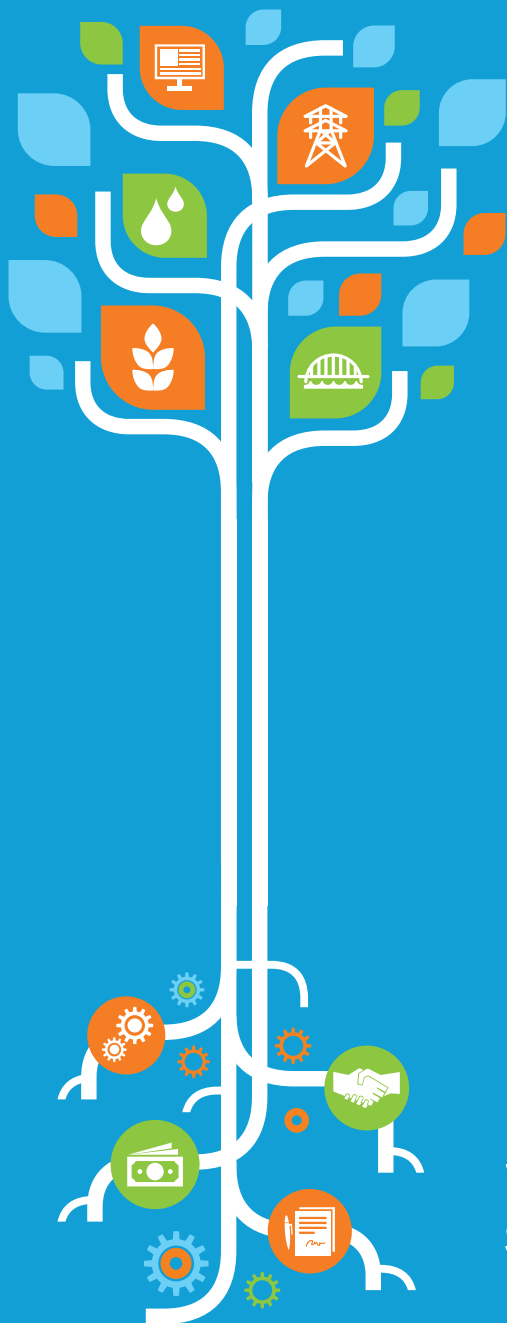
- Bidders may file complaint directly with ADB and may copy ADB on correspondence with Executing Agencies (EAs).  
[www.adb.org/forms/complaints](http://www.adb.org/forms/complaints)



<https://www.adb.org/news/adb-steps-anticorruption-efforts-enhance-asias-development>

## Anticorruption and Integrity:

- [www.adb.org/site/integrity/main](http://www.adb.org/site/integrity/main)



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For more: [adb.org](http://adb.org)

Stiamo in contatto: Sergio Lugaresi,  
[slugaresi@adb.org](mailto:slugaresi@adb.org)

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