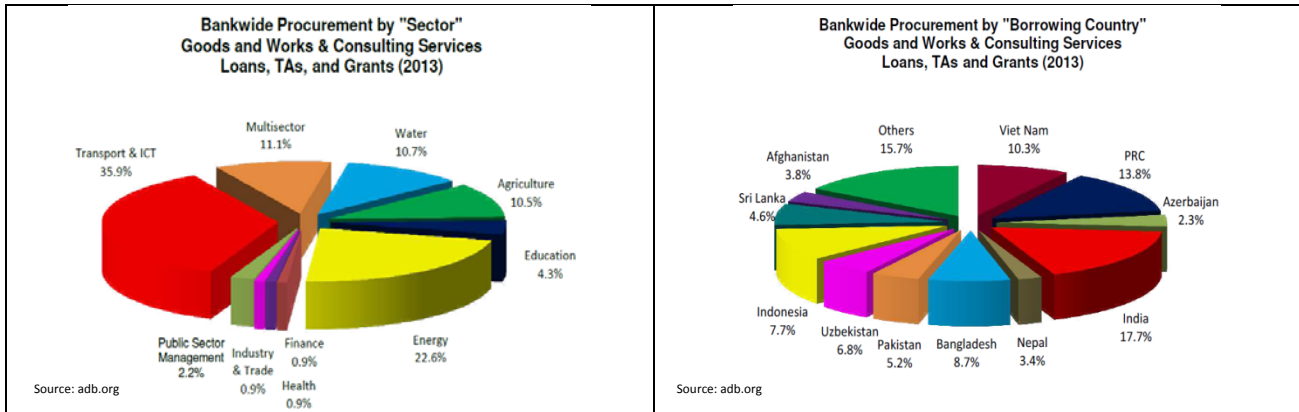


Asian Development Bank Manila, Philippines

The [Asian Development Bank \(ADB\)](#) is a multilateral development bank dedicated to reducing poverty in the Asia-Pacific region through sustainable economic growth, social development and good governance. Established in 1966, it is owned by 67 member countries, mostly from the Asia-Pacific. Canada is an ADB member and is the Bank's 7th largest shareholder. In 2013, the ADB's operations totaled US\$21.02 billion, of which US\$14.38 billion was financed by ADB's ordinary capital and special funds resources, and US\$6.65 billion by co-financing partners.



THE PROCUREMENT PROCESS: ADB-financed procurement must follow the Bank's [rules for procurement](#) of goods, civil works and the use of consultants. The Executing Agency in the borrowing country manages procurement, but for technical assistance (TA) projects funded by the Bank, procurement is generally the responsibility of the ADB. For further detail on opportunities, refer to: www.adb.org/projects.

PROCUREMENT BY BORROWERS

Suppliers of Goods, Works and Non-Consulting Services: Borrowers must use International Competitive Bidding (ICB) for procuring equipment and civil works. This process is normally open to all eligible suppliers and contractors, although preference may be given to domestically manufactured goods or domestic contractors. Contractors must prequalify using the Standard Procurement Document for Prequalification of Bidders. Prequalification allows the ADB to ensure that a firm has the necessary experience, track record, human and financial resources to be a successful bidder. [Additional bidding documents](#) are available for goods, works (large contracts), works (small contracts).

Consultants and Consulting Services: Consulting firms and individual consultants must register and maintain profiles on the ADB's Consultant Management System (CMS) in order to be considered for a contract. The main funding sources for ADB-financed consulting services are project loans, TA grants and the ADB's own administrative budget. Recruitment of consultants for TA contracts is generally the responsibility of the ADB, although this may be delegated to the borrowing government. For more information on ADB's policies on the use of consultants, refer to: [Guidelines on the Use of Consultants by ADB and Its Borrowers](#); [Consulting Services Operations Manual](#); [Project Administration Instructions \(PAI\)](#); and ['Winning Consulting Services Contracts at the Asian Development Bank.'](#)

PROCUREMENT BY THE BANK

Corporate Procurement: ADB procures goods/services to support its [institutional requirements](#) through competitive procurement and by considering the reputation of the vendor, promptness of delivery, payment terms and availability of warranty and servicing facilities. ADB also recruits specialized or expert staff for fixed-length consulting assignments funded by ADB's administrative budget. These assignments are generally for individuals, but some are for organizations such as commercial consulting firms, international and national organizations, accredited nongovernment organizations, academic and research institutions. Opportunities can be found by searching the [Consulting Services Recruitment Notices](#).

PRIVATE SECTOR LENDING

The ADB's [Private Sector Operations](#) aim to increase the flow of capital into and within developing member countries, and to expand the flow to new countries and sectors. Private sector operations account for US\$1.67B (12%) of ADB's total operations, with a focus on infrastructure (i.e. energy, power, transport, telecoms, water) and financial sector development. ADB's [Strategy 2020](#) emphasizes the need for private sector participation in infrastructure and capital market development, wider use of credit enhancement, and strategic alliances with other development agencies. The ADB's financial instruments include: direct financing, credit enhancements, risk mitigation guarantees, and trade facilitation.

Canadian firms can obtain additional information and support by contacting representatives from the Canadian Aid Market Support Network: [Doing Business Abroad - Business Opportunities: Development and Humanitarian Aid Markets](#)