



Banking on Development

IN 2005, THE ASIAN DEVELOPMENT BANK ALONE APPROVED FINANCING FACILITIES AND LOAN/GRANT PROJECTS VALUED AT \$8.5 BILLION. THE TOP RECIPIENTS ARE IN THE HEADLINES DAILY – CHINA, INDIA, PAKISTAN, INDONESIA & VIETNAM. TO COMPETE FOR THESE ADB-FUNDED OPPORTUNITIES ...

Join a two-part interactive presentation and discussion of the MDB project cycle, the fundamentals of the *procurement* process for *goods and related services & civil works*, keys to responsive bids, how bids are evaluated, contract awards and redress procedures.

SESSION C: Ignatius Santoso, Principal Procurement Specialist

Asian Development Bank *“Winning Procurement of Goods & Civil Works”*

To win ADB-funded procurement tenders, U.S. suppliers need to be thoroughly familiar with the ADB’s procurement guidelines and how they are applied and monitored throughout the Asia Pacific region. The goal of this procurement session is to prepare U.S. firms for the increasing competition for this business and to help them avoid common errors that can upset otherwise competitive bids. The lessons learned in this session can be applied to all MDB-funded procurement.

Over the past five years (1 January 2000 to 30 June 2005), the United States ranks number one (\$1.12 billion) in the share of overall ADB-funded procurement supplied by *Donor Member Countries* (i.e., developed countries) of the ADB, followed by Japan, Germany, the U.K. and Australia. In short, U.S. firms are competitive with their peers in exporting technology, equipment and services to the DMCs.

Growth in Asian markets is outpacing that in other parts of the world. The Asian Development Bank helps to fuel that development through a range of financing facilities. During 1 October 2004 to 30 September 2005, ADB-funded procurement in the Asia Pacific region was valued at \$4,475 billion. Though much of that went to local businesses within the Developing Member Countries (DMCs) of the Bank for procurement of large civil works components, U.S. firms won more than \$60 million in sales of technology and equipment. Depending on the range of projects in play in any given period, the U.S. share can increase dramatically. For example, in January 2006, a single U.S. firm won a contract in China valued at \$50 million for a single alternative energy project.