



## *Banking on Development*

***TECHNICAL QUALITY AND AGGRESSIVE PRICING MAY NOT BE SUFFICIENT TO WIN CONTRACTS, IF YOU OVERLOOK DETAILS IN YOUR CONSULTING SERVICES PROPOSALS THAT THE MULTILATERAL DEVELOPMENT BANKS EXPECT TO SEE. TO AVOID COMMON ERRORS AND PITFALLS, PLAN TO ...***

Participate in a two-part interactive session that takes you through the MDB project cycle, explains how to become registered as a consultant with an MDB, and guides you through submission of Expressions of Interest, short-listing procedures, preparation of winning technical and financial proposals, evaluations of proposals, and concludes with advice on contract negotiations and redress procedures. In short, this is about the dos and don'ts of competing for MDB consulting contracts.

SESSION D: Huang Yinguo, Principal Consulting Services Specialist

### **Asian Development Bank "Procurement of Consulting Services"**

To be most successful, U.S. consulting firms must be intimately familiar with the process of registration, ADB and DMC recruitment, evaluation and selection of consultants. The goal of this seminar session is to prepare U.S. firms so that their competitive edge is maintained, and to identify and avoid the common errors and pitfalls that can trip up otherwise well-qualified, competitive consultants. The lessons learned in this session will apply well to each of the MDBs.

At the Asian Development Bank alone, during the period 1 October 2004 to September 30 2005, over \$399 million in consulting services contracts were awarded, with over \$43 million going to U.S. firms or individual consultants. The United States ranks consistently among the top three countries in terms of the value of ADB-funded consulting services contracts going to its businesses.

In the calendar year 2005 just ended, the ADB approved \$200 million in Technical Assistance grants for which the ADB will seek Expressions of Interest - much of it occurring during 2006, not including additional consulting services opportunities that will be generated by ADB project loans among its Developing Member Countries (DMCs) of the Asia Pacific region.