

國際組織商機蒐集 及備投標技巧

Deal Advisory

June 2023



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國際組織商機蒐集

國際標案商機蒐集彙整

商情來源	網址
全球政府採購商機網	https://gpa.taiwantrade.com.tw/zh/home
Global Tenders	https://www.globaltenders.com/index-cs-tenders.php
TendersOnTime	https://www.tendersinfo.com/tenders-by-country.php
Tenders info	https://www.tendersinfo.com/searchresult
越南政府採購網	http://muasamcong.mpi.gov.vn/main/index_en.html
馬來西亞政府採購網	https://myprocurement.treasury.gov.my/
印尼政府採購網	http://www.lkpp.go.id/#/info_lelang
泰國政府採購網	http://www.gprocurement.go.th/new_index.html
菲律賓政府採購網	https://www.philgeps.gov.ph/Indexes/index
新南向政策專網	https://newsouthboundpolicy.trade.gov.tw/LatestOffer
亞洲開發銀行	https://www.adb.org/
世界開發銀行	https://www.worldbank.org/en/home

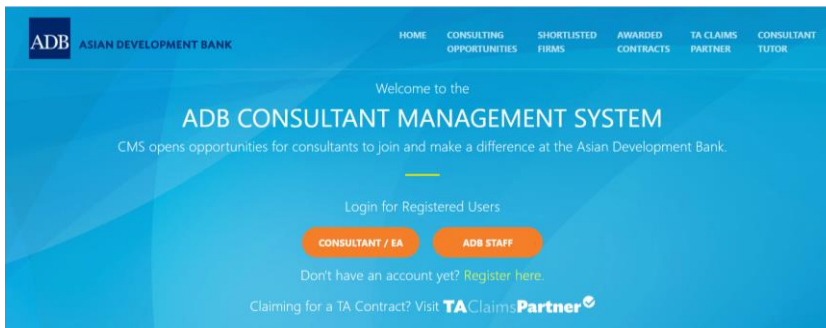
ADB CONSULTANT MANAGEMENT SYSTEM (CMS)

The Consultant Management System or CMS (<http://cms.adb.org/>) is an online system where ADB does the following:

- ✓ advertise consulting services recruitment notices (CSRNs)
- ✓ recruit consultants
- ✓ manage contracts and framework agreements
- ✓ process consultants' performance evaluation

Using the CMS, consultants can do the following:

- ✓ register in ADB's consultant database
- ✓ create and update their profile
- ✓ search opportunities
- ✓ prepare and submit expressions of interest
- ✓ respond to non-committal inquiries (NCIs) or request for proposals (RFP)
- ✓ prepare and submit proposals
- ✓ respond to contract offers
- ✓ submit timesheets and deliverables
- ✓ submit claims and advance request
- ✓ provide feedback at the end of their consulting assignment



CMS Finding Business Opportunities

Consulting Opportunities

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on the consulting services required for ADB-financed or administered projects, including terms of reference. Filter on specific advertisements of interest by ticking the appropriate checkboxes or by entering keywords to search by expertise.

Refine by [Clear All](#)

COVID-19 Related Assignment

- ☐ Yes (27)
☐ No (162)

Consultant Type

- ☐ Firm (34)
☐ Individual (155)

Eligibility of Consultant Country

- ☐ Open to Member Countries Only (189)
☐ Non-Member Countries Allowed (0)

Engagement Period

- ☐ Less than 3 months (14)
☐ 3 months to 1 year (120)
☐ More than 1 year (55)

Country

Search by Expertise

Go

Previous 1-25 Next 25						
Project	Expertise	Consultant Type	Engagement Period (Months)	Published	Deadline (Manila local time)	View CSRN
LOAN-4276 PNG: Civil Aviation Development Investment Project II - CS7 Design and Construction Supervision Services Consultant for NAC (52201-001)	International	Firm	30	26-Jun-2023	31-Jul-2023 11:59 PM	
LOAN-3756 PAK: Khyber Pakhtunkhwa Provincial Roads Improvement Project - KPPRI-AF / CS-02 Consultancy Services for (i) Road Network Master Plan for Khyber Pakhtunkhwa; and (ii) Road Asset Management System (RAMS) with FWD and HDM-4 (47360-002)	Design and Engineering Consultant	Firm	12	23-Jun-2023	31-Jul-2023 11:59 PM	
TA 56361-001 PNG: Port Moresby Sustainable Urban Transport Mobility Approaches - CS2 Consulting Services for the Preparation of the Sustainable Urban Mobility Plan of Port Moresby, Papua New Guinea	Transport planning, Urban planning, Engineering, Economics	Firm	12	12-Jun-2023	30-Jul-2023 11:59 PM	
LOAN-4291 IND: Himachal Pradesh Subtropical Horticulture, Irrigation, and Value Addition Project - CS06 CHPMA and WUA Formation and Training (53189-002)	CHPMA and WUA Formation and Training	Firm	60	22-Jun-2023	21-Jul-2023 11:59 PM	
TA-6765 REG: Supporting Quality Infrastructure and Effective Project Implementation in the Pacific - 16 Environmental and Social Safeguards Officer, KFSU (55074-001)	Environment	Individual	12	23-Jun-2023	20-Jul-2023 11:59 PM	

CMS Finding Shortlisted Firms

Shortlisted Firms

ADB makes this information available for consultants who may wish to deal directly with a shortlisted Consultant. Consultants interested in participating as a joint venture partner or sub-consultant entity with a shortlisted consultant should not contact ADB but should get in touch with the consultant directly. Filter on specific contracts by ticking the appropriate checkboxes. Only projects for which the deadlines for submitting proposals have not yet expired will be shown.

Click the All Selections to filter to specific shortlisted Consultants by entering search parameters and clicking Search.

Ongoing Requests for Proposals All Selections

Refine by Clear All

Country

Select All | Select None

- ☐ Regional (4)
- ☐ Armenia (1)
- ☐ Bangladesh (1)
- ☐ China (2)

Country	Project	Sector	RFP Issuance Date	Deadline for Submission of Proposals (Manila local time)	View Shortlist
Pakistan	TA No. 6886: Gas Storage Development Systems (55170-002)	Energy	06-Jan-2023	31-Oct-2023	
Myanmar	LOAN No. 3984: Yangon City Water Resilience Project - CS-01 Project Management Consultant (52176-001)	Water and other urban infrastructure and services	27-Jan-2021	04-Sep-2023	

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts TA Claims Partner Consultant Tutor

Technical Assistance - Shortlisted Firms

PAKISTAN

TA No. 6886: Gas Storage Development Systems (55170-002)

Request for Proposals (RFP) Issuance Date: 6 January 2023

Firm Name : Joint venture between MRC Consultants and Transaction Advisers S.L. and Rina Consulting S.P.A. in association with Euroconsult Pakistan (Pvt.) Ltd.
Address : Paseo de la Castellana 123,5PB MADRID MADRID 28046 Spain
Phone : +34915024353
Fax :
Email : jcolomer@mrc-consultants.com
Contact Person : JORGE COLOMER
Designation : BUSINESS DEVELOPMENT DIRECTOR

Firm Name : Joint venture between RESPEC Company LLC, Economic Consulting Associates Ltd, and E&N Partners (Pvt.) Ltd.
Address : 3824 Jet Drive Rapid City South Dakota 57703 United States
Phone : 605.394.6400
Fax :
Email : jai.duham@respec.com
Contact Person : Jai Duham
Designation : Project Engineer

Deadline for Submission of Proposals: 31 October 2023 04:00 PM Manila local time

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CMS Finding Awarded Contracts

Awarded Contracts - Consulting Services

This page lists the consulting firm contracts awarded for consulting services. ADB makes this information available for public disclosure. Filter on specific contracts by ticking the appropriate checkboxes. By default, contracts awarded in the last 365 days are displayed. The search range can be further adjusted by clicking **Change Filter**.

Click the **Advanced Search** to filter to specific consulting firm contracts by entering search parameters and clicking Search.

Basic Search Advanced Search

Refine by [Clear All](#)

Contract Date
From **26-Jun-2022**
To **25-Jun-2023**
[Change Filter](#)

☒ **Project Country**
Select All | Select None

☐ Regional (130)

Previous 1-20 Next 20							
Country	Project Name	Executing Agency	Consultant Name	Contract Date	Contract Amount (USD)	Sector	View Details
Viet Nam	TA-6734 VIE: Public-Private Partnerships, Private Sector Development, and State-Owned Enterprise Reform - Capacity building for Saigon Ratings (54445-001)	Ministry of Planning and Investment	Fitch Learning Singapore Pte Ltd (Singapore)	23-Jun-2023	149,709.00	Public sector management	
Regional	TA-10650 REG: Smart and	Asian	Bomball Pte. Ltd. (Singapore) in association	23-Jun	200,855.00	Water and	

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms Awarded Contracts TA Claims Partner Consultant Tutor

Technical Assistance - Awarded Contracts [Back](#)

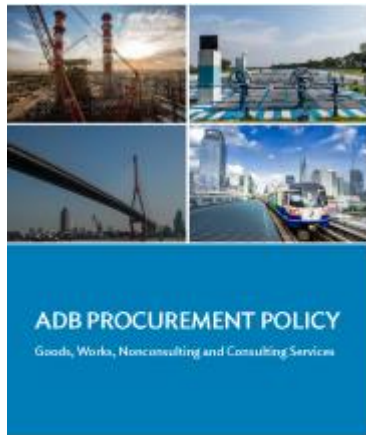
Country	VIET NAM		
Project Name	TA-6734 VIE: Public-Private Partnerships, Private Sector Development, and State-Owned Enterprise Reform - Capacity building for Saigon Ratings (54445-001)		
Consultant Name	Fitch Learning Singapore Pte Ltd		
Country of Incorporation	Singapore		
Address	1 Wallich Street, #19-01 Guoco Tower Singapore 078881 Singapore		
Joint Venture or Sub-Consultant Entities	None		
Contract Date	23-Jun-2023		
Contract Amount (USD)	149,709.00		
Agencies	Agency	Country	Agency Role
	Ministry of Planning and Investment	Viet Nam	Executing Agency
	Ministry of Finance	Viet Nam	Implementing Agency
	Viet Nam Oil & Gas Corporation (PetroVietnam)	Viet Nam	Implementing Agency
Sector	Public sector management		
Selection Method	Single-Source Selection (SSS)		

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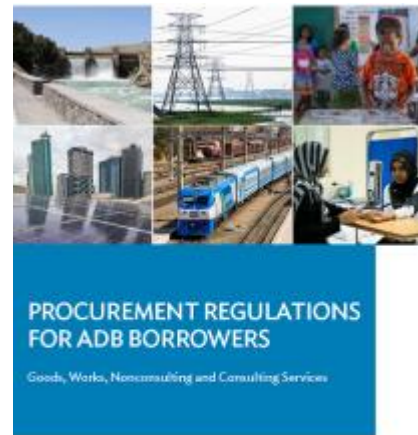
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國際標案備投 標技巧

ADB 採購指南



ADB Procurement Policy

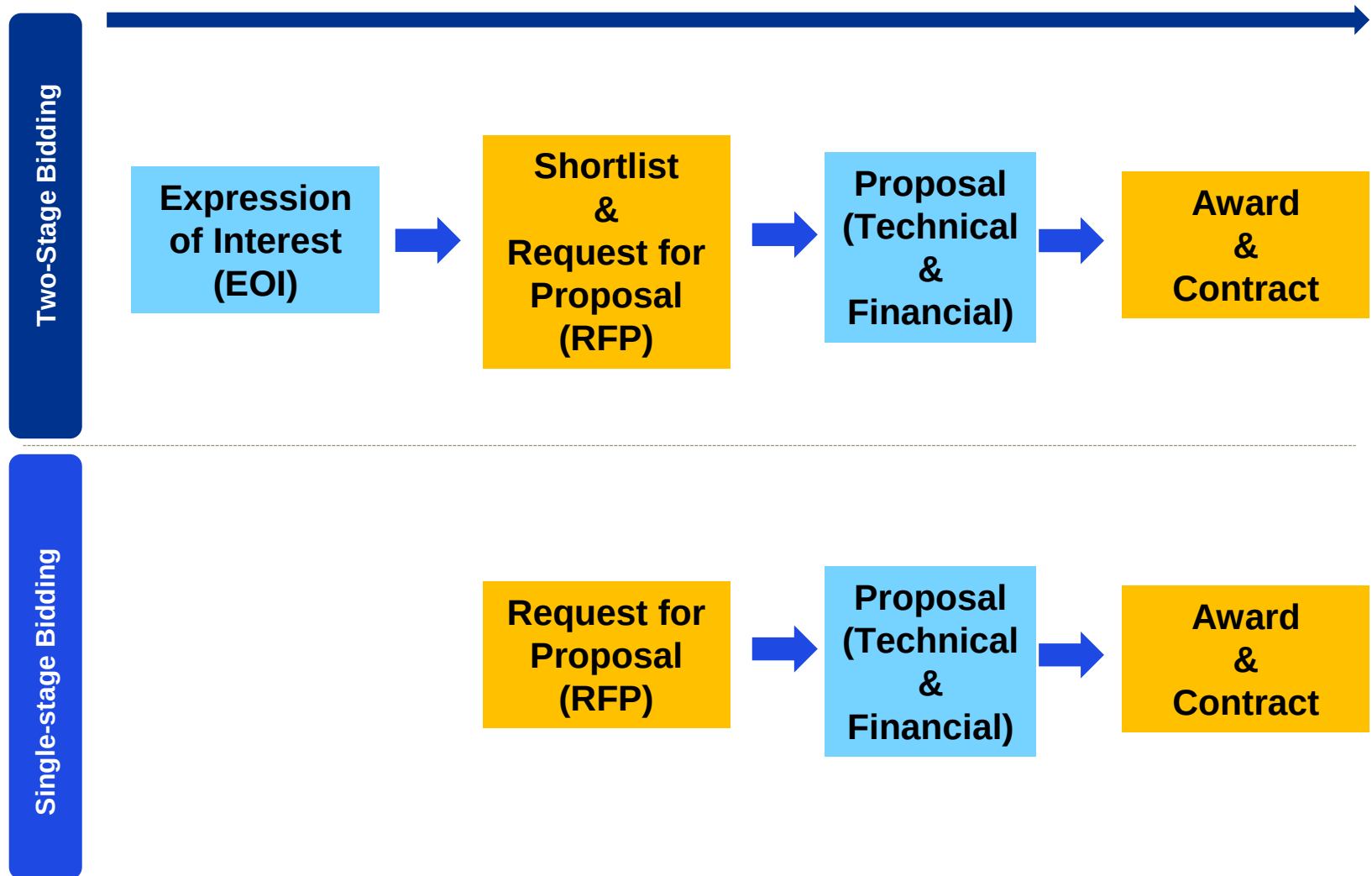


Procurement Regulations for ADB Borrowers

ADB 採購原則

採購原則	內容
Economy	The principle of economy means taking into account factors such as price, quality, and any nonprice attributes, as appropriate, without adversely affecting the viability of the project.
Efficiency	The principle of efficiency ensures that procurement processes are proportional to the value and risks of the required outcome and underlying project activities, taking into account implementation capacity, time constraints, and cost-effectiveness.
Fairness	The principle of fairness means (a) equal opportunity for and treatment of eligible bidders; (b) equitable distribution of rights and obligations between borrowers and bidders; and (c) credible mechanisms for addressing procurement-related complaints and providing recourse. ADB encourages open competition as the preferred procurement approach, whenever possible, to maximize fairness of the opportunity to bid.
Transparency	The principle of transparency means ensuring, through appropriate documentation and review of activities in the procurement process, that (a) relevant procurement information is made publicly available to interested parties, in a consistent and timely manner, through readily accessible and widely available sources at no (or reasonable) cost; (b) appropriate reporting of procurement activity; and (c) use of confidentiality provisions in contracts only where justified.
Quality	This principle requires that the procurement arrangements ⁴ are structured to procure inputs and deliver outputs of appropriate standard in a timely and effective manner to achieve the project outcomes and development objectives, taking into account the context, risk, value, and complexity of procurement.
Value for money	This principle enables the borrower to obtain optimal benefits through effective, efficient, and economic use of resources by applying, as appropriate, the Core Procurement Principles and related considerations, which may include lifecycle costs and socioeconomic and environmental development objectives of the borrower. Price alone may not sufficiently represent value for money.

Tender process



Expression of Interest (EOI)

- Company/group of firms' profile, organisation and staffing
- Details of previous project experience or similar assignments particularly undertaken in the previous five years, including information on contract value, contracting entity/client, project location/country, duration (mm/yy to mm/yy), expert months provided (if different from duration) , main activities, objectives.
- CVs of key experts who could carry out the Assignment detailing qualifications, experience in similar assignments, particularly assignments undertaken in the previous five years, including information on contracting entity/client, project location/country, duration (mm/yy to mm/yy), expert months provided, assignment budget, main activities, objectives.
- Completed Consultant Declaration Form and Contact Sheet

一般EOI會有頁數限制

Request for Proposal (RFP)

- PART I – SELECTION PROCEDURES AND REQUIREMENTS
 - Section 1. Letter of Invitation
 - Section 2. Instructions to Consultants and Data Sheet
 - A. General Provisions
 - B. Preparation of Proposals
 - C. Submission, Opening and Evaluation
 - D. Negotiations and Award
 - E. Data Sheet
 - Section 3. Technical Proposal – Standard Forms
 - Section 4. Financial Proposal – Standard Forms
 - Section 5. Eligible Countries
 - Section 6. Bank's Policy — Corrupt and Fraudulent Practices
 - Section 7. Terms of Reference
- PART II – CONDITIONS OF CONTRACT AND CONTRACT FORMS
 - Section 8. Standard Forms of Contract

Proposal

- Technical Proposal
 - Consultant's relevant professional experience
 - Quality of the methodology proposed for the Assignment
 - Qualifications of Key Experts
 - Other factors (e.g. language skills)

Proposal團隊及人員不得少於EOI

- Financial Proposal
 - Quality- and Cost-Based Selection (QCBS)
 - Fixed-Budget Selection (FBS)

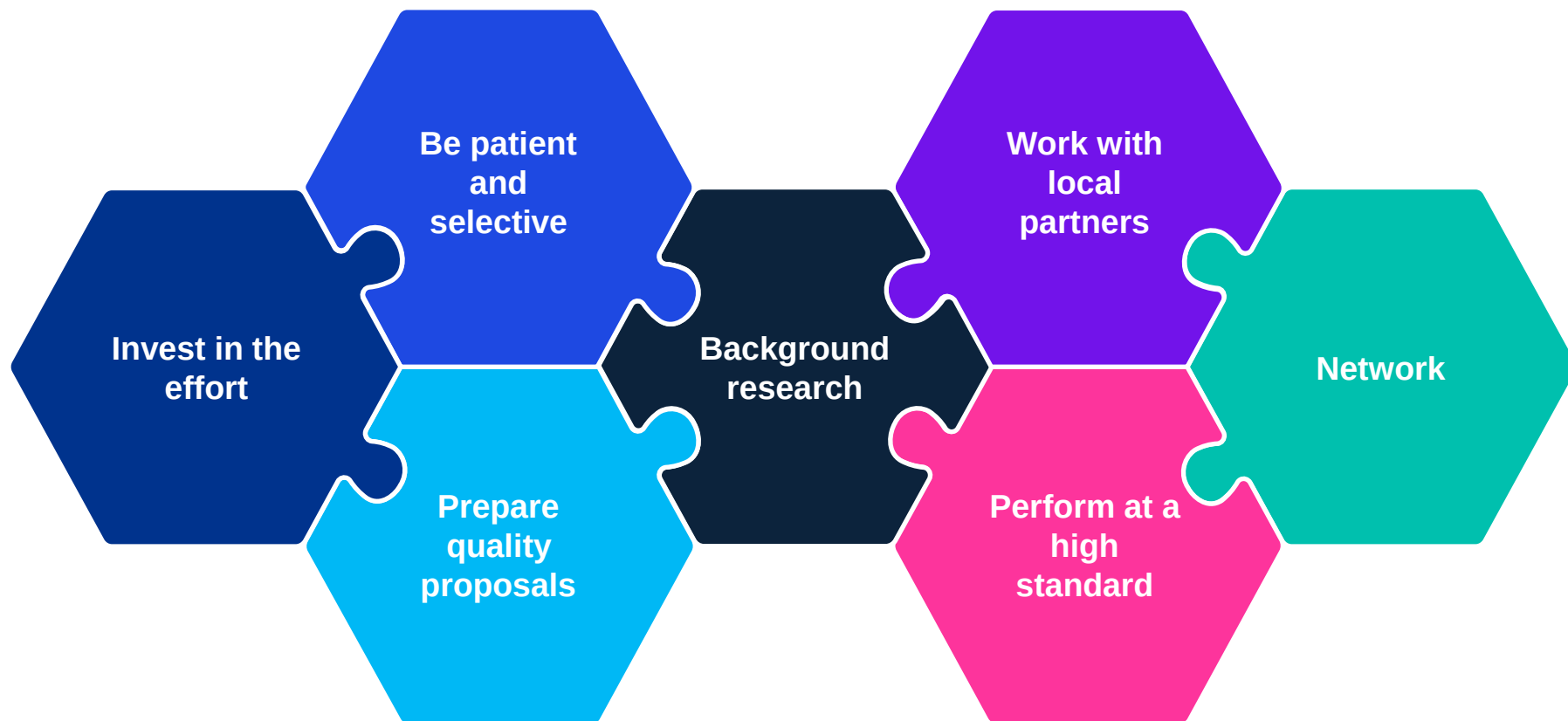
報價若高於預算可能會不符合入選資格

Contract

- ARTICLE I Definitions
- ARTICLE II Expert(s)
- ARTICLE III Payments to the Consultant
- ARTICLE IV Undertakings of the Client
- ARTICLE V Undertaking of the Consultant
- ARTICLE VI General Provisions
- ARTICLE VII Effective Date; Miscellaneous

- ◆ 須注意合約起始與到期日
- ◆ 須注意工作里程碑認定與付款期程間之連結
- ◆ 須注意稅務負擔義務
- ◆ 若為共同投標或分包，須注意付款方式由業主直接付款或由主承包商轉付

Tips of Winning ADB Consultancy Contracts



Thank you



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