



Asian Development Bank Liaison Office INTERNATIONAL MARKET INSIGHTS

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ASIA & PACIFIC: INTERNATIONAL MARKET INSIGHTS

This International Market Insight (IMI) is a compilation of development projects funded by the Asian Development Bank (ADB). It is distributed monthly to alert U.S. firms to consulting and other procurement opportunities resulting from ADB loan projects, technical assistance (TA) and grants. In 2014, ADB provided \$12.92 billion for loans, \$405 million for grants and \$159 million for TA.¹ This IMI can be your firm's link to these opportunities.

¹ *Statement of the Asian Development Bank's Operations in 2014*

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I. PROJECT LIST BY SECTOR

Country	Projects	ADB Assistance
ENERGY SECTOR		
Tonga	Outer Island Renewable Energy Project (additional financing)	Grant
ENVIRONMENT SECTOR		
China	Beijing–Tianjin–Hebei Regional Air Pollution Control	Technical Assistance (TA)
Papua New Guinea	Building Resilience to Climate Change in Papua New Guinea	Grant
INDUSTRY, FINANCE, and OTHER SECTORS		
Regional	Knowledge Development Support for Southeast Asia	TA
Regional	Asian Development Outlook 2016-2018 (Cluster TA)	TA
TRANSPORTATION and COMMUNICATIONS SECTOR		
India	Rural Connectivity Investment Program - Tranche 3	Loan
Pakistan	Sindh Provincial Road Improvement Project	Loan

II. LOAN

NOTE: Please click on the project title to access full project information.

PAKISTAN

Sindh Provincial Road Improvement Project

Loan No. : 3305
Project No. : 46377-002
Executing Agency : Planning & Development Department, Sindh
Amount (US \$ million) : 198
Sector : Transport
Subsector : Road Transport (Non-urban)

Responsible ADB Officer: Jiangbo Ning, Central and West Asia Department
Transport and Communications Division

Status: ADB Board will approve on 12 October 2015.

Description: The project is located in Province of Sindh, Pakistan. The project will help provincial road network improvement to enhance connectivity between provincial transport centers and cities with local markets and communities, provide much-needed access to education and health facilities, and contribute to poverty reduction by creation of jobs and employment opportunities.

Impact: An efficient and integrated transportation system that will facilitate the development of a competitive economy (Pakistan Vision 2025).

Outputs:

- Approximately 328 km of provincial roads rehabilitated
- Institutional capacity of WSD strengthened in road planning, maintenance, and road safety

Business Opportunities

- Consulting Services: The consultants under the project will be recruited in accordance with ADB's Guidelines on the Use of Consultants (2013, as amended from time to time).
- Procurement: Goods and civil works financed from the ADB loan will be procured in accordance with ADB's Guidelines for Procurement (2015, as amended from time to time).

INDIA

Rural Connectivity Investment Program - Tranche 3

Loan No. : 3306
Project No. : 40423-053
Executing Agency : Rural Development Department
RDSEC.OR@NIC.IN
Rural Development Department-Government of Odisha
Sanchivalaya Marg, Bhubaneswar India

Panchayat and Rural Development Department
CEORRDA@REDIFFMAIL.COM
5th Floor, B-Wing, Paryawas Bhawan, Bhopal (MP)-462004, India

Panchayat and Rural Development Department
VIVEKDHAND@NIC.IN
Room No.317, DKS Bhavan(Mantralay), Raipur India

Ministry of Rural Development
Krishi Bhawan, New Delhi 110001, India

Panchayat and Rural Development Department
SECY-PRD@NIC.IN
Department of Panchayats & Rural Development,
Jessop Building (1st Floor), 63 N.S. Road, Kolkata - 700001 India

Public Works Roads Department (Government of Assam)
AS-GUW1@NIC.IN
Assam Sachivalaya, Dispur, Guwahati-6, Assam India

Amount (US \$ million) : 198
Sector : Transport
Subsector : Road Transport (Non-urban)

Responsible ADB Officer: Andri Heriawan, South Asia Department
Transport and Communications Division

Status: ADB Board will approve on 22 October 2015.

Description: The Rural Connectivity Investment Program supports the government's objectives under the PMGSY in the states of Assam, Chhattisgarh, Madhya Pradesh, Odisha, and West Bengal (the investment program states). The investment program will improve and sustain the connectivity of selected rural communities in the investment program states to markets, district headquarters, and other centers of economic activities.

Outcome: Improved and sustained connectivity of selected rural communities in the investment program states

Outputs:

- Selected rural roads are constructed to all-weather standard
- Quality of design of RCIP roads is improved
- Maintenance of RCIP roads is improved and sustained
- Road safety measures are incorporated into the design

- Institutional capacity strengthened
- Effective project management provided.

Business opportunities

- **Consulting Services:** Project 3 has no provision for financing consulting services. The service of the TSC will continue to be financed under project 1 to conduct the safeguard due diligence activities, impact and compliance monitoring, and other activities under the investment program according to the terms of reference. Similarly, the SSTC will be recruited under project 1 to support the RCTRC in rolling out the training program and its certification for the PIU, PRI, design consultant, and contractor staff.
- **Procurement:** All procurement of civil works financed by ADB will be done in accordance with ADB's Procurement Guidelines (2015, as amended from time to time). For the project roads, each state will follow national competitive bidding (NCB) with the standard PMGSY bidding document (improved as needed in agreement with ADB) and the e-procurement system, which was also approved by ADB for the project. For buildings, each state will also follow NCB with the bidding document approved by ADB.

III. TECHNICAL ASSISTANCE

PLEASE NOTE: Please click on the project title to access full project information. Technical assistance (TA) is used to prepare and implement projects, and support advisory and regional activities of the bank. ADB is no longer issuing TA project alerts classified according to type, i.e., project preparatory technical assistance (PPTA), advisory technical assistance (ADTA), etc. If you want to know the specific TA classification, please contact our office or inquire directly with the bank.

CHINA

Beijing–Tianjin–Hebei Regional Air Pollution Control

TA No. : 8975
Project No. : 49205-001
Amount (US \$ million) : 0.4
Executing Agency : BTH Air Pollution Coordination Group
Sector : Public sector management
Subsector : Public administration

Responsible ADB Officer: Yi Jiang, East Asia Department,
Environment, Natural Resources & Agriculture Division

Status: ADB Board approved on October 14, 2015.

Impact: Air quality in the Beijing-Tianjin-Hebei and surrounding regions improved (Air Pollution Prevention and Control Action Plan)

Outcome: Coordinated regional approach for air pollution prevention and control in the BTH promoted

Outputs:

- Roadmap and policy recommendations for BTH regional air pollution prevention and control in the medium to long term formulated
- Mechanisms and measures for joint air pollution prevention and control in the key cities of the BTH developed
- Capacity building on air quality management for the BTH local environmental protection agencies conducted

Business Opportunities

- **Consulting Services:** The TA will engage one international consultant (4 person-months), as an individual consultant, and a consulting firm consisting of five national consultants (20 person-months) with expertise in environmental planning, environmental policy, environmental engineering, environmental economics, and green financing, all with a focus on air pollution prevention and control. Resource persons may be invited to review the consultants' outputs and share knowledge during workshops and conferences.

The consultants will be engaged in accordance with ADB's Guidelines on the Use of Consultants (2013, as amended from time to time), using the quality- and cost-based selection method with a quality-cost ratio of 90:10 by inviting simplified technical proposal.

REGIONAL

A. Knowledge Development Support for Southeast Asia

TA No.	:	8977
Project No.	:	49150-001
Amount (US \$ million)	:	1.5
Executing Agency	:	Asian Development Bank
Sector	:	Agriculture, natural resources and rural development Finance; Industry and trade; Public sector management
Subsector	:	Water-based natural resources management; Infrastructure finance and investment funds; Industry and trade sector development; Economic affairs management; Public administration

Responsible ADB Officer: Jin W. Cyhn, Southeast Asia Department
Regional Cooperation and Operations Coordination Division

Description: Southeast Asia is one of the most dynamic regions in the world. Driven by strong growth, many of the region's developing member countries (DMCs) are entering middle income status (i.e., Indonesia, Malaysia, the Philippines, and Thailand). Other Southeast Asian DMCs are also experiencing robust growth rates. The region's development and integration are expected to gain momentum with the realization of the ASEAN Economic Community (AEC) by the end of 2015, further fueling the region's growth, integration, and competitiveness within the global economy.

As the region experiences positive momentum for development, its knowledge requirements are becoming more complex. Quick access to in-depth knowledge products and services is needed to formulate policies and provide solutions to emerging issues, including knowledge services that cannot be planned. Yet despite ADB's growing support, DMCs and subregional entities today need more responsive knowledge solutions that can be provided in real time. In line with the "Midterm Review of Strategy 2020: Meeting the Challenges of a Transforming Asia and Pacific", and evolving client needs in Southeast Asia, ADB needs to: (i) provide faster and more operationally relevant knowledge support; (ii) ensure a readily available resource pool to respond the countries' requests at both national and subregional levels; and (iii) enhance coordination among the sector divisions, resident missions, and knowledge departments in the formulation of knowledge products and support. This technical assistance (TA) is based on the requirements of Southeast Asian DMCs and requests to ADB for enhanced knowledge support

Impact: Growth, competitiveness, and integration of Southeast Asia within the global economy are enhanced.

Outcome: Adoption and application of knowledge solutions for improved policies, regulations, and capacities by Southeast Asian DMCs and subregional entities

Outputs:

- Development of knowledge products for Southeast Asian DMCs or subregional entities
- Conduct of dissemination activities related to the knowledge products and support

Business Opportunities

- Consulting Services: A total of 40 person-months of international consulting services and 40 person-months of national consulting services are required for the TA. Based on the specific knowledge product to be developed or knowledge service to be provided, either firms or individual consultants can be recruited, in accordance with ADB's Guidelines on the Use of Consultants (2013, as amended from time to time).

B. Asian Development Outlook 2016-2018 (Cluster TA)

TA No. : **0018**
Project No. : **49172-001**
Amount (US \$ million) : **3.6**
Executing Agency : **Asian Development Bank**
Sector : **Public sector management**
Subsector : **Economic affairs management**

Responsible ADB Officer: Joseph Ernest Zveglich, Jr.
Economic Research and Regional Cooperation Department

Description: The proposed TA cluster will comprise 3 TA subprojects encompassing production of the 2016 2018 Asian Development Outlooks (ADO), ADO Updates, and ADO Supplements. These TA subprojects are chronologically sequenced. The cluster TA will support the following activities: (i) preparation of background analytical papers following the two-year rolling research plan, (ii) further development and refinement of analytical methods, (iii) drafting of ADO content, (iv) editing economic content and manuscripts, (v) preparation and laying out of materials for publication, and (vi) dissemination of key results and policy messages. In parallel, the cluster TA will support initiatives to build capacity for macroeconomic modelling and for generating growth projections and monitoring markets. The cluster TA will also undertake activities to evaluate the effectiveness of ADO outreach. ERMR will work with DER to attempt to capture broader and more useful client feedback.

Business Opportunities

- Consulting Services: The ADO will require international consultancy from economists who will prepare the background papers and analyses on issues pertaining to the theme topic. International economic advisory and editing consultants will be required for the economic and technical editing of ADO manuscripts before final publication. An international expert on communication strategy will also be engaged to evaluate the effectiveness of ADO dissemination. National economics consultants and research assistants will be required to assist in data management and conduct research on issues related to macroeconomic development, growth, trade and investment, human capital development, and long-term employment generation in the Asia and Pacific region. National consultants will also be needed to render the desktop publishing and graphic design requirements of the publication.

Resource persons will also be engaged for a maximum of 10 working days to conduct training on macroeconomics and economic forecasting and also serve as discussants during workshops.

The consultants and resource persons will be recruited as individuals as the TA will require rapid mobilization of the editorial consultants and will involve independent studies where the consultant's experience and qualifications are the primary consideration. This will be done in accordance with the ADB Guidelines on the Use of Consultants (March 2013, as amended from time to time).

IV. GRANT

PLEASE NOTE: Please click on the project title to access full project information.

PAPUA NEW GUINEA

Building Resilience to Climate Change in Papua New Guinea (formerly Strategic Program for Climate Resilience Implementation Project)

Grant No. : 0447
Project No. : 46495-002
Amount (US \$ million) : 24.25
Executing Agency : Office of Climate Change and Development
Sector : Public sector management
Subsector : Public administration

Responsible ADB Officer: Maria Lourdes Drilon, Pacific Department
Transport, Energy and Natural Resources Division

Status: ADB Board approved on October 21, 2015.

Description: The project aims to make PNG's development investments climate resilient and support the country's transition to climate compatible development,' as outlined in its national medium- and long-term development strategies. The Project will facilitate integration of climate resilience into development processes through (i) enhanced access to financial resources dedicated to climate change adaptation; (ii) development and dissemination of knowledge products and adaptation tools; (iii) better understanding of climate change vulnerabilities and adaptation options; (iv) increased adaptive capacity at the sectoral, national, district, and community levels, thereby building climate resilient communities, addressing climate change risks to food security; and (v) development of climate-resilient infrastructure-all prerequisites for effective social development, food security, and poverty reduction.

Business Opportunities

- **Consulting Services:** The consultants will be engaged according to ADB's Guidelines on Use of Consultants by ADB and Its Borrowers (2010, as amended from time to time). Disbursements will conform to ADB's Loan Disbursement Handbook (2012, as amended from time to time), and all procurements to be financed by the Project will follow ADB's Procurement Guidelines (2010, as amended from time to time). Operational details will be finalized during detailed project design.

For the international positions: (i) Climate Change Specialist/Team Leader; (ii) Infrastructure Specialist; (iii) Economist/Financial Analyst; (iv) Environment Specialist; (v) Social Development Specialist; and (vi) Climate Change Financing Specialist.

For the national positions: (i) Climate Change Specialist/Deputy Team Leader; (ii) Infrastructure Specialist; (iii) Economist/Financial Analyst; (iv) Environment Specialist (v) Social Development Specialist (vi) Resettlement Specialist.

- **Procurement:** The project preparatory technical assistance (PPTA) is required to prepare the Project and to complete due diligence. It is estimated to cost about \$750,000 equivalent, to be financed on a grant basis by the ADB Strategic Climate Fund, and administered by ADB. The Government of PNG will provide in-kind contributions including, but not limited to, counterpart staff, office space, office supplies, secretarial assistance, and/or domestic transportation. The government has been informed that approval of the PPTA does not commit ADB to finance any ensuing project. In accordance with its Guidelines on the Use of Consultants (2010, as amended from time to time), ADB will engage a team of consultants through a firm, using fixed budget

selection and a simplified technical proposal, to prepare the Project at a total input of 36 person-months of international and national specialists over a period of six calendar-months.

TONGA

Outer Island Renewable Energy Project (additional financing)

Grant No. : 0444; 0445; 0446
Project No. : 43452-023
Amount (US \$ million) : 11
Executing Agency : Ministry of Finance and National Planning
Sector : Energy
Subsector : Electricity transmission and distribution

Responsible ADB Officer: Woo Lee, Pacific Department
Transport, Energy and Natural Resources Division

Status: ADB Board approved on.

ADB is yet to provide project details.

V. IN-COUNTRY EMBASSY AND COMMERCIAL OFFICES

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U.S. Commercial Service Liaison Office to the Asian Development Bank (CS ADB) and the U.S. Executive Directors to the ADB Office (USED)

U.S. firms are encouraged to keep in contact with the **U.S. Commercial Service Liaison Office to the Asian Development Bank (CS ADB)** especially when they decide to participate in ADB procurement activities. This office works closely with the Office of the U.S. Executive Director to the ADB (USED) to increase American awareness of, and participation in, the ADB's procurement activities.

For CS ADB assistance, please contact: Ms. Margaret Keshishian, Director (E-mail: Margaret.Keshishian@trade.gov)

U.S. firms may also notify their interest to pursue ADB business opportunities by sending a copy of their Expressions of Interest (EOI) to CS ADB to either of the following addresses:

U.S. mailing address:

Attention: CS/ADB
Unit 8600, Box 1565
DPO AP 96515-1565,

or international mailing address:

U.S. Embassy – NOX 2
1201 Roxas Boulevard,
Ermita, Manila 1000
Philippines
Phone: (63-2) 516 5093; Fax: (63-2) 516 6958
E-mail: Office.ManilaADB@trade.gov

For More Information

The U.S. Commercial Service Liaison Office to the Asian Development Bank, located in Makati City, Philippines can be contacted via e-mail at: Office.ManilaADB@trade.gov; Phone: 632 301 2000; Fax: 632 516 6958; or visit our website: <http://export.gov/adb>

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Comments and Suggestions: We welcome your comments and suggestions regarding this market research. You can e-mail us your comments/suggestions to: Customer.Care@mail.doc.gov. Please include the name of the applicable market research in your e-mail. We greatly appreciate your feedback.

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