

Strategy to Advance into Newly Emerging Markets

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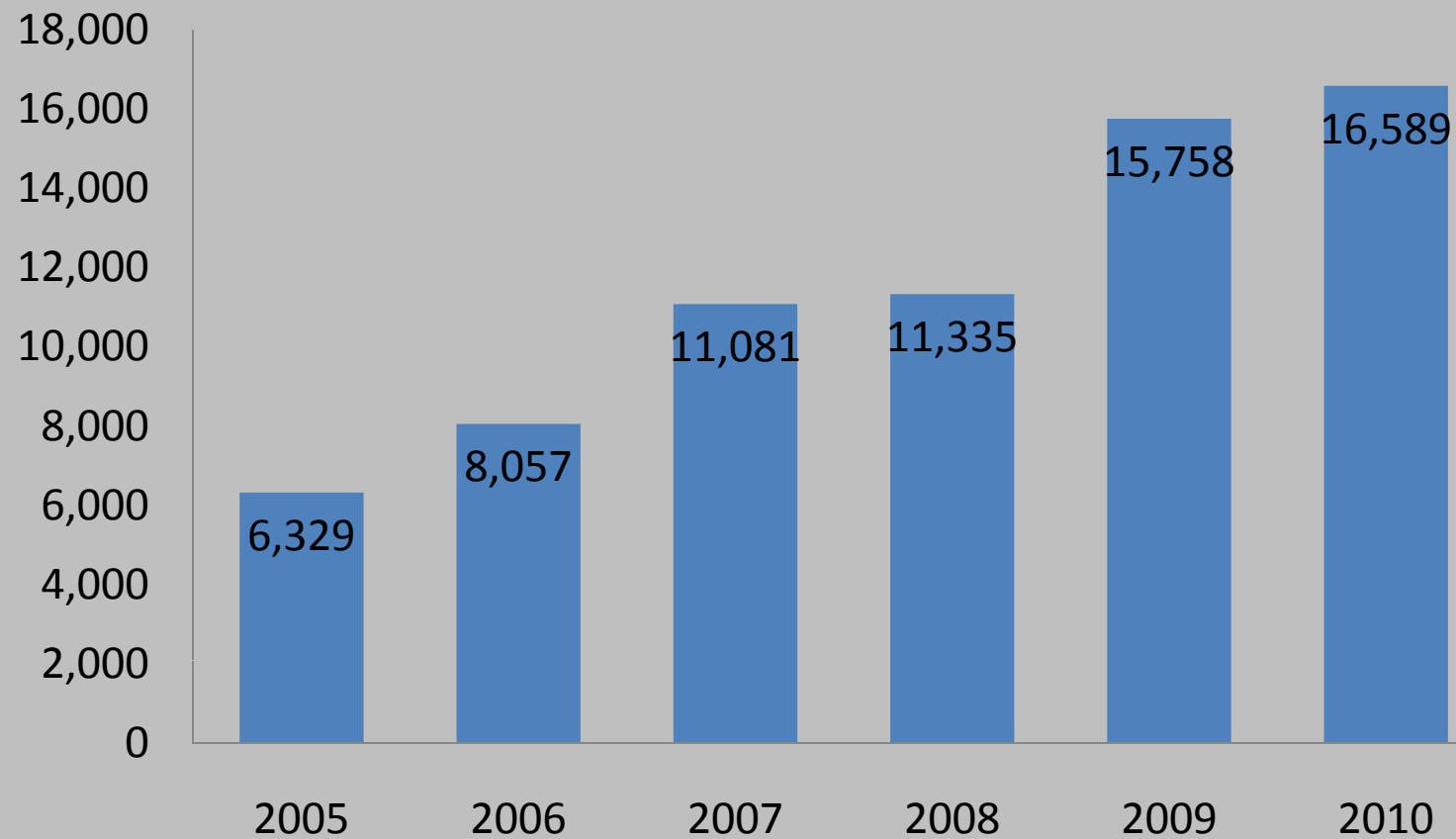
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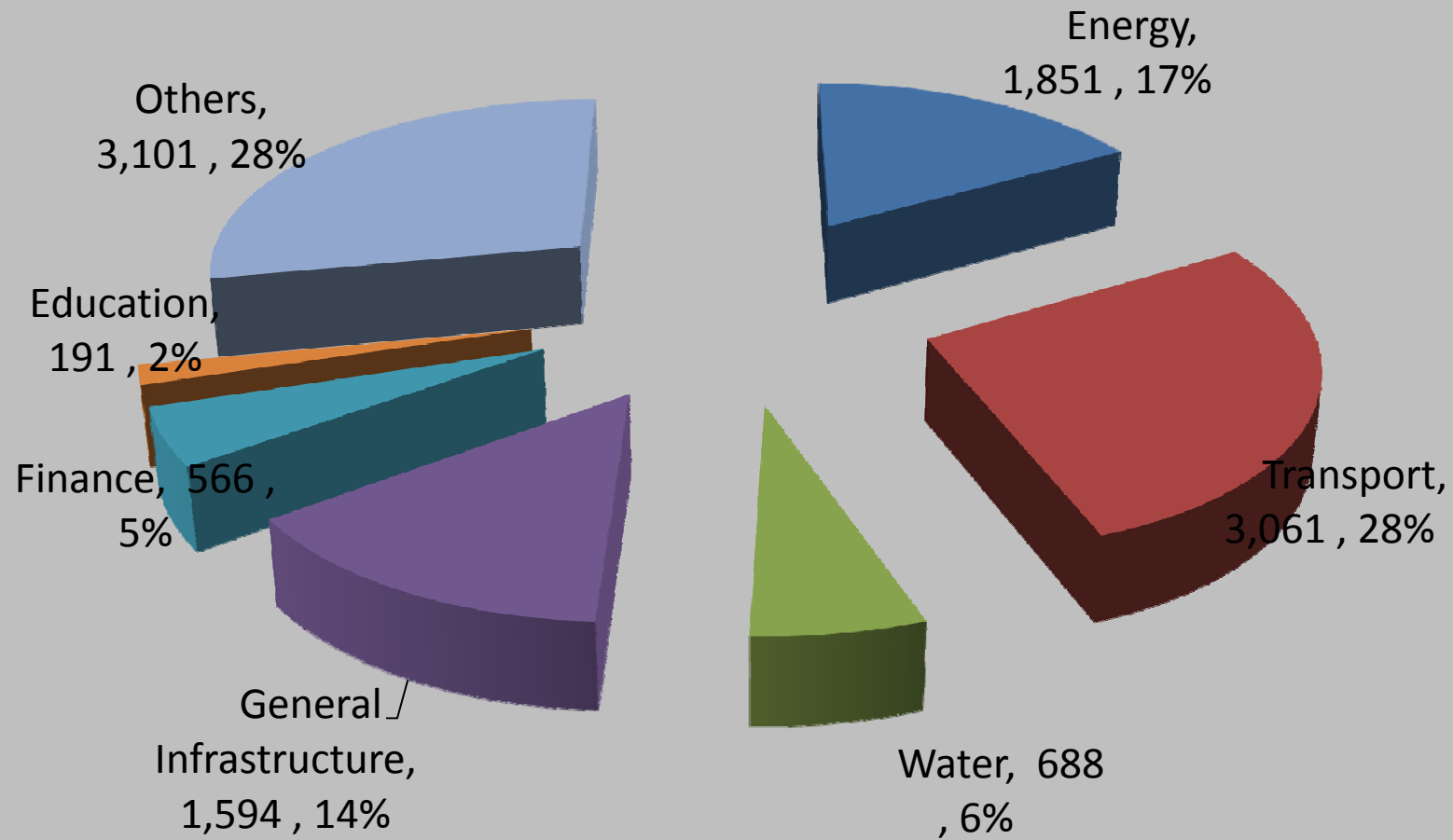
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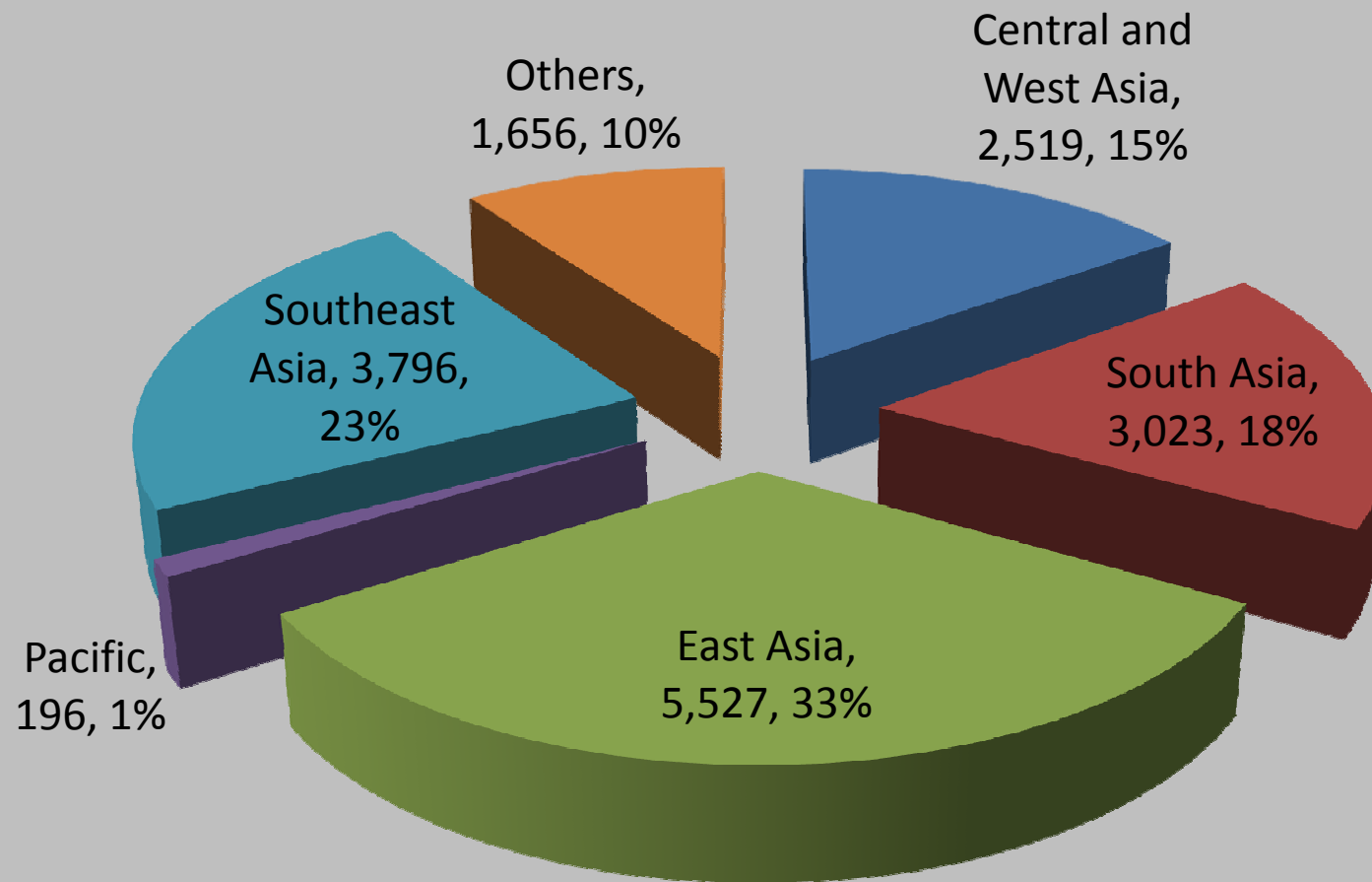
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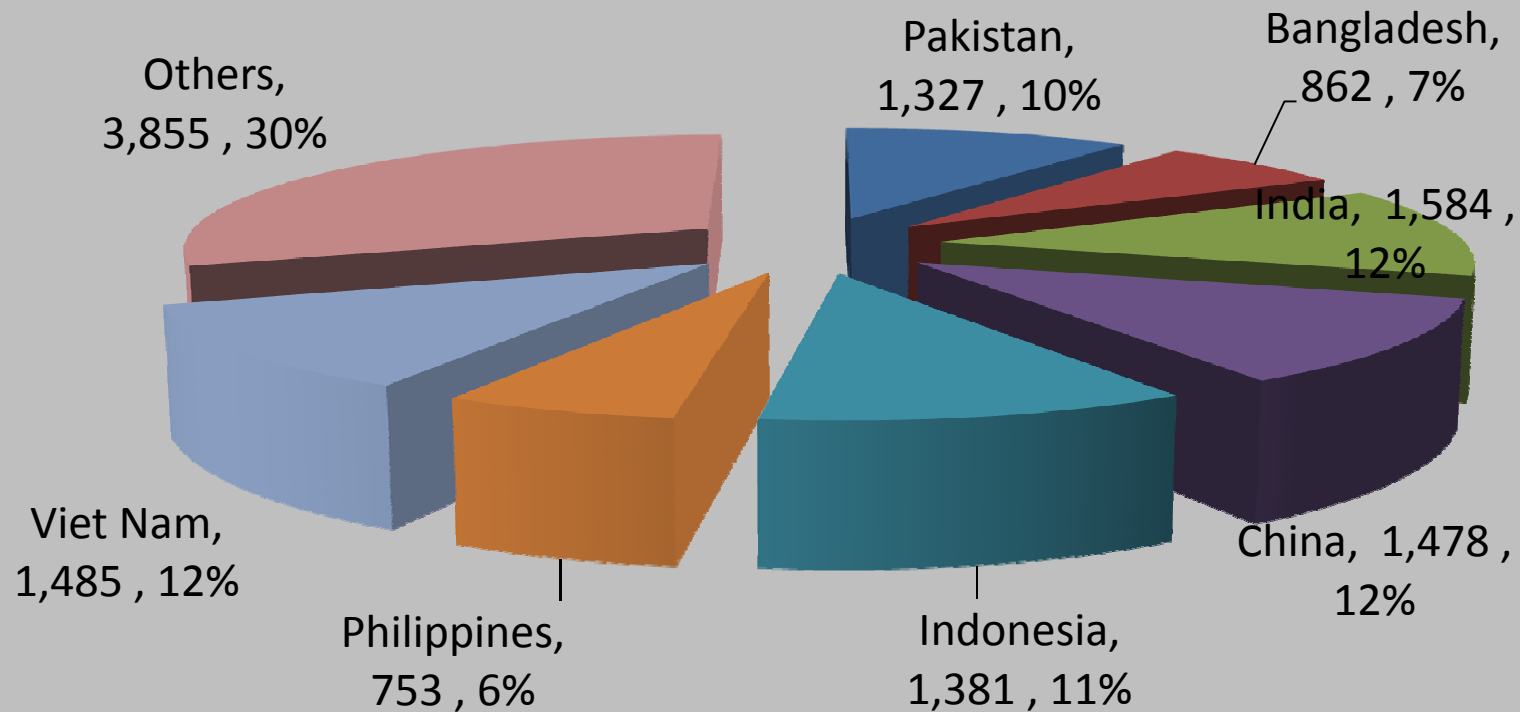
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(’07-’09 평균, 백만불)



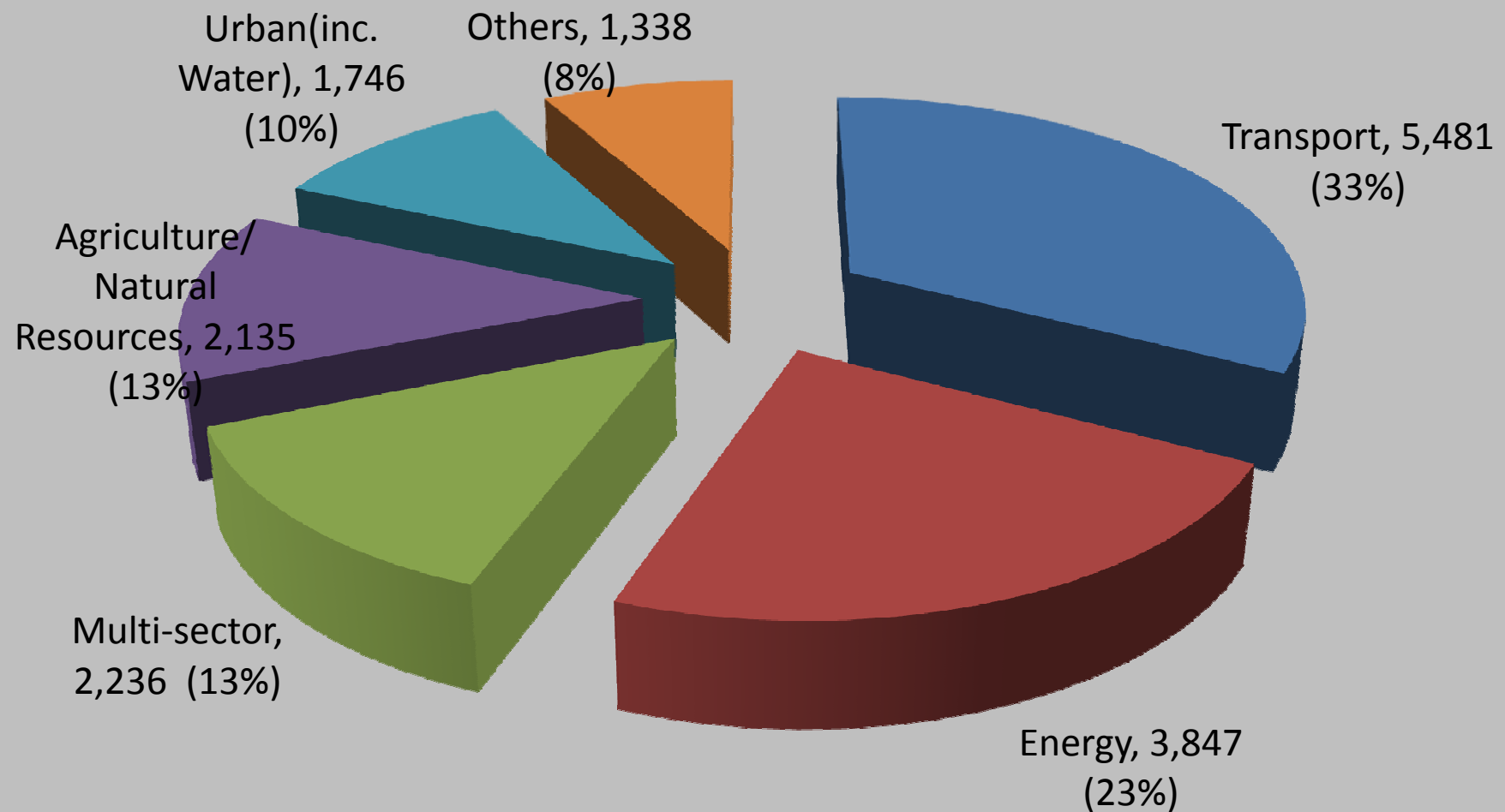
국가별 사업승인규모/비중

(‘07-’09 평균, 백만불)



차관승인후 미계약 잔액 (섹터별)

(2011.1.31 현재 총16,872백만불)



한국 기업/컨설턴트 수주실적 (1)

Top 5 – 2010 Over-all Procurement – Loans & TAs (By Country of Origin)

Country of Origin	Total Procurement			
	LOANS & TAs			
	No. of Cont.	Cont. Amt.	% of Total Contracts	Rank
CHINA	1046	1,965,637,792	28.42	1
INDIA	1137	1,316,135,272	19.03	2
KOREA	75	494,382,289	7.15	3
GERMANY	88	264,266,784	3.82	4
SINGAPORE	48	220,833,677	3.19	5
TOTAL	8013	6,917,558,313	100.00	

한국 기업 / 컨설턴트 수주실적 (2)

(Loans – Goods/Works, By Nationality of Contractor)

	2005	2006	2007	2008	2009	2010	Cum.
Korea (\$M)	45.22	117.75	79.78	278.70	687.70	367.48	5,923.65
ADB Total (\$M)	5174.56	6,008.29	6,744.13	7,194.73	10,311.53	6,503.45	97,662.29
Korea's Share (%)	0.87%	1.96%	1.18%	3.87%	6.67%	5.65%	6.07%
Korea's Ranking	16	8	10	9	7	5	5

한국 기업/컨설턴트 수주실적 (3)

(Loans – Consulting Services, By Nationality of Contractor)

	2005	2006	2007	2008	2009	2010	Cumulative
Korea (\$M)				8.75		13.04	68.41
ADB Total (\$M)				230.32		257.84	4,633.85
Korea's Share (%)				3.80%		5.06%	1.48%
Korea's Ranking				9		8	19

한국 기업/컨설턴트 수주실적 (4)

(TA - Consulting Services, By Nationality of Contractor)

	2005	2006	2007	2008	2009	2010	Cumulative
Korea (\$M)	0.327	0.43	0.14	0.45	1.26	0.93	13.36
ADB Total (\$M)	141.51	134.73	163.14	152.94	184.98	156.27	3,175.86
Korea's Share (%)	0.23%	0.32%	0.08%	0.29%	0.68%	0.60%	0.00
Korea's Ranking	34	31	38	30	21	24	30

한국 기업/컨설턴트 수주실적 (5) - 시사점

- ❑ 타MDB에 비해 한국기업의수주실적(특히 Goods/Works) 양호
- ❑ Consulting 수주는 아직 시작단계
 - Track Record/인력/영어구사능력 부족이 주된 장애요인
 - 해외 우수업체 제휴를 통한 취약점 보완 모색 필요
- ❑ 해외업체 제휴/네트워킹 정보 수집
 - ADB 주관 Business Opportunities Fair (매년 마닐라) 참가를 통한 해외업체 정보 수집 및 네트워킹
 - ADB Suppliers Network:
<http://www.linkedin.com/groups/ADB-Suppliers-Network-3796532?mostPopular=&gid=3796532>
 - ADB Consultants Network:
<http://www.linkedin.com/groups/ADB-Consultants-Network-3796524?mostPopular=&gid=3796524>

II. ADB 조달시장 전망

ADB의 기관운영/사업추진 흐름



Strategy 2020 (1)

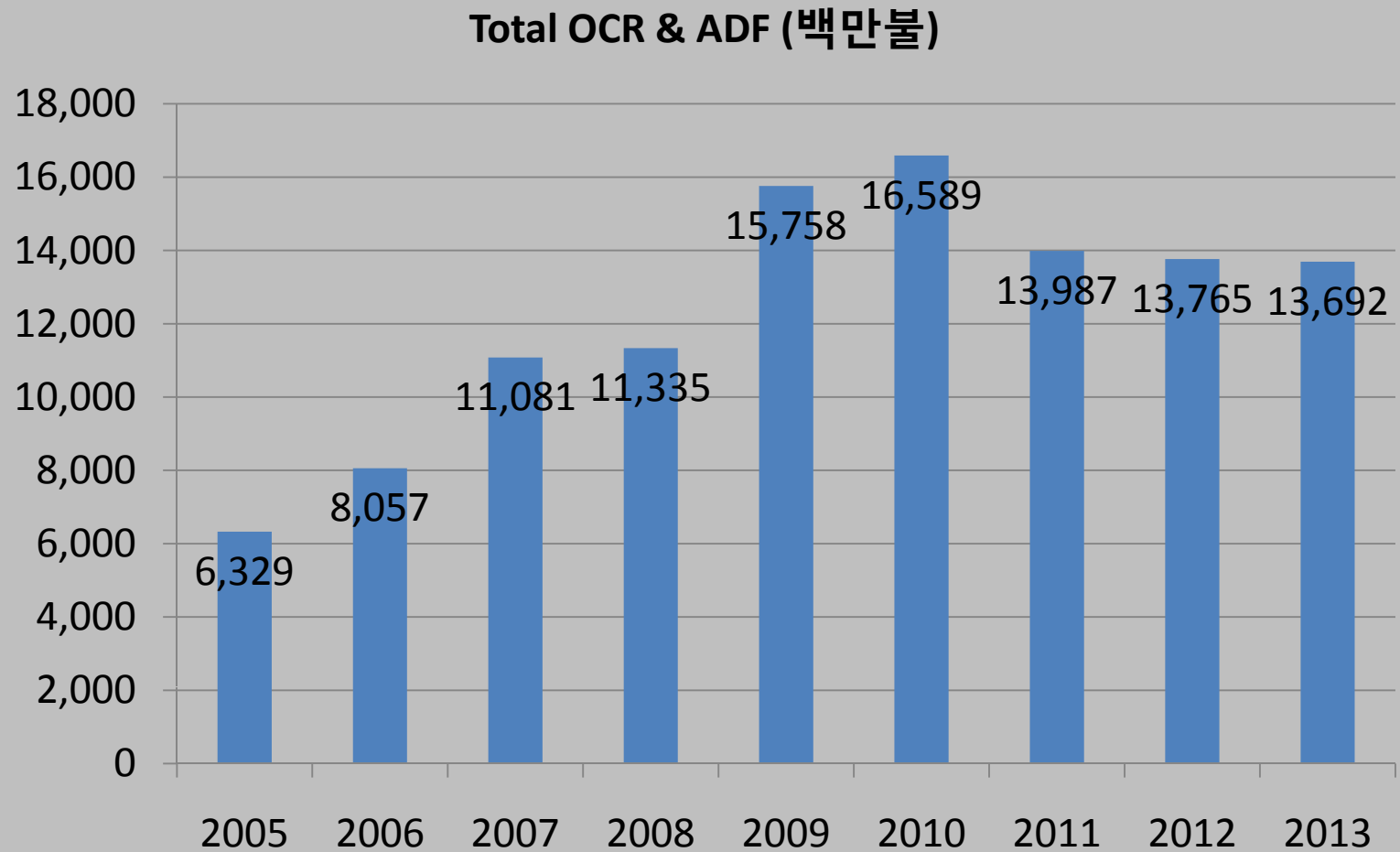
- ❑ 2020년까지 ADB의 장기전략
- ❑ Vision: “An Asia and Pacific Region Free of Poverty”
- ❑ 3 Strategic Agendas:
 - Inclusive Growth
 - Regional Integration
 - Environmentally sustainable growth
- ❑ **5 Core Operational Areas:**
 - Infrastructure
 - Environment
 - Education
 - Regional Cooperation & integration
 - Financial Sector Development
- ❑ 기타: **Cofinancing** 확대

Strategy 2020 (2)

□ Operational Goals

- 2012년까지 연간 사업승인액의 **80%**를 **5 Core Operational Areas**에 지원
- 2020년까지 연간 사업승인액의 **50%**를 **Private Sector Operations & Private Sector Development**에 지원
- 2012년까지 연간 사업승인액의 **Significant Share**를 **Environmentally Sustainable Development** 분야에 지원
- 2020년까지 연간 사업승인액의 **30%**를 **Regional Cooperation & Integration**에 지원

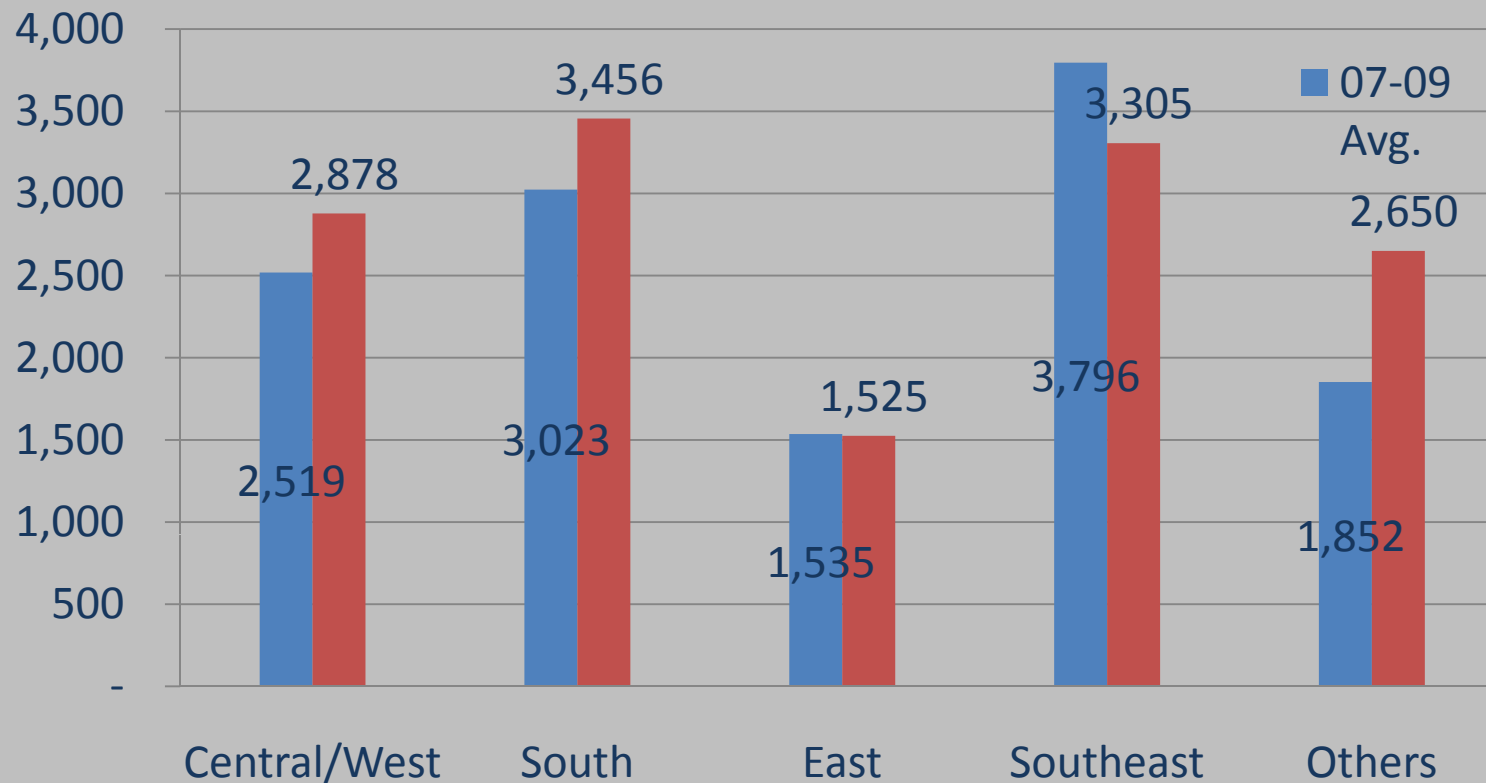
사업승인계획(WPBF '11 - '13)



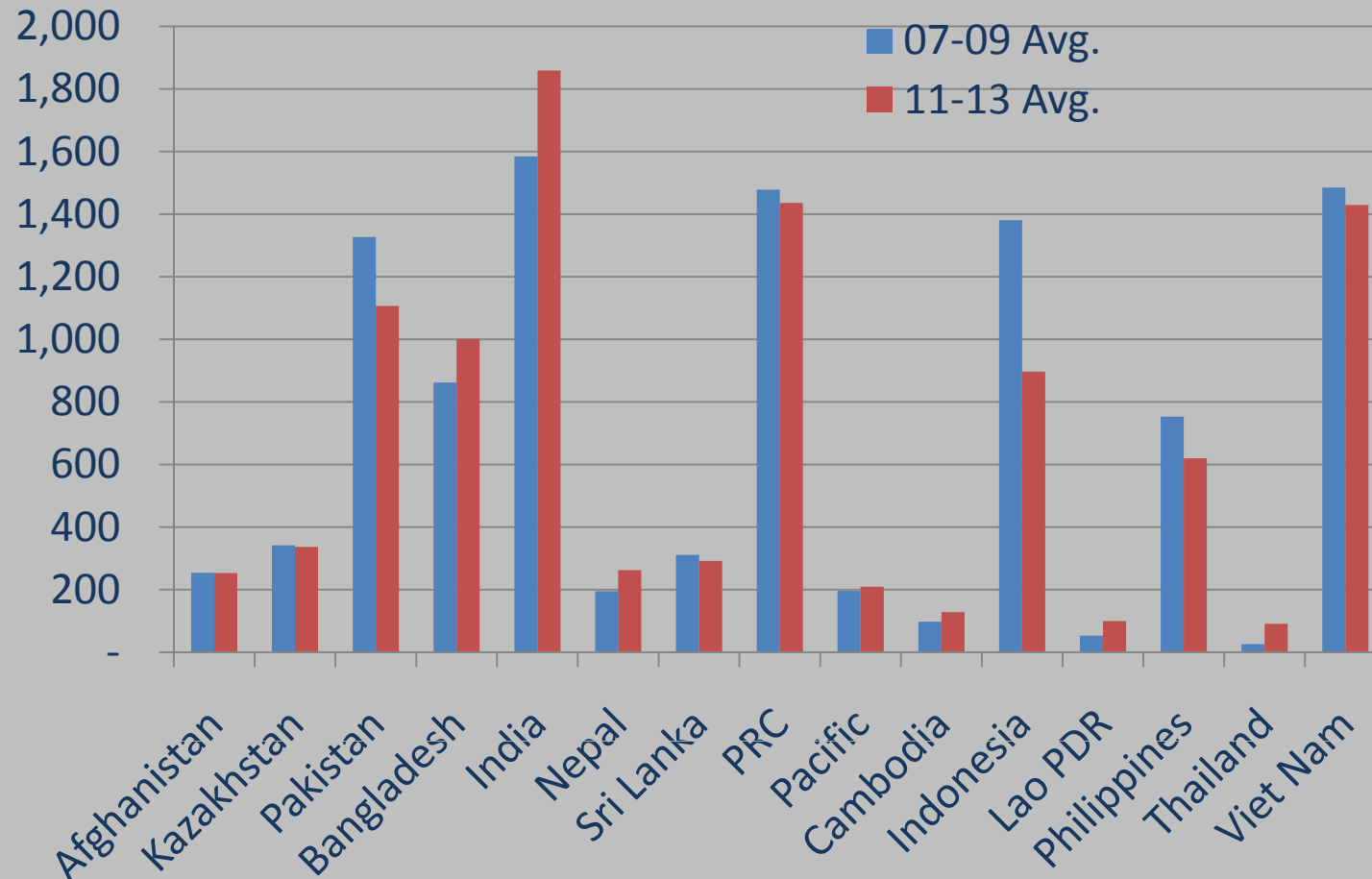
섹터별 사업승인계획 (WPBF '11 – '13)

Sector Classification	2007-2009 (Average)				2011-2013 (Average)			
	No.	%	\$mill	%	No.	%	\$mill	%
Core Sectors	69	75	7,950	72	114	84	10,181	89
Infrastructure	60	65	7,194	65	101	75	9,253	80
Energy	12	13	1,851	17	26	20	2,465	21
Transport	23	3	3,061	28	37	28	4,162	36
Water	11	12	688	6	26	19	1,736	15
General Infrastructure	14	15	1,594	14	12	8	890	8
Finance	4	4	566	5	6	4	393	3
Education	5	5	191	2	7	5	535	5
Other Sectors	23	25	3,101	28	21	16	1,316	11
Agriculture	4	5	231	2	9	6	526	5
Health	3	3	154	1	4	3	154	1
Others	16	17	2,717	25	9	6	637	6
Total	93	100	11,051	100	135	100	11,497	100

지역별 사업승인계획 (WPBF '11 - '13, 백만불)



주요국 사업승인계획 (WPBF '11 - '13)



지역별/국가별 사업승인계획 (중앙아시아, '11 - '13, 백만불)

Region/Country	07-09 Avg.		2010		2011		2012		2013		11-13 Avg.	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Afghanistan	254	2	260	2	180	1	380	3	200	1	253	2
Armenia	75	1	187	1	155	1	150	1	150	1	152	1
Azerbaijan	163	1	279	2	155	1	155	1	155	1	155	1
Georgia	113	1	247	1	205	1	189	1	190	1	195	1
Kazakhstan	342	3	290	2	400	3	400	3	210	2	337	2
Kyrgyz Republic	70	1	118	1	86	1	66	...	66	...	73	1
Pakistan	1,327	10	1,972	12	1,165	8	875	6	1,280	9	1,107	8
Tajikistan	69	1	74	...	50	...	59	...	60	...	56	...
Turkmenistan	...	...			150	1	100	1			83	1
Uzbekistan	105	1	515	3	303	2	514	4	376	3	398	3
Regional	...	...	104	1	210	2					70	1

지역별/국가별 사업승인계획 (남아시아, '11 - '13, 백만불)

Region/Country	07-09 Avg.		2010		2011		2012		2013		11-13 Avg.	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
South Asia	3,023	24	3,890	23	3,491	25	3,477	25	3,401	25	3,456	25
Bangladesh	862	7	1,235	7	1,005	7	990	7	1,010	7	1,002	7
Bhutan	55	...	22	...	16	...	29	...	10	...	18	...
Maldives	16	...										
India	1,584	12	1,894	11	1,859	13	1,859	14	1,859	14	1,859	13
Maldives												
Nepal	195	2	246	1	290	2	267	2	230	2	262	2
Sri Lanka	311	2	459	3	292	2	292	2	292	2	292	2
Regional	...	...	34	...	28	...	40	...			23	...

지역별/국가별 사업승인계획 (동아시아, '11 - '13, 백만불)

	07-09 Avg.		2010		2011		2012		2013		11-13 Avg.	
Region/Country	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
East Asia	1,535	12	1,538	9	1,550	10	1,515	11	1,510	11	1,525	11
Mongolia	57	...	42	...	69	...	80	1	75	1	75	1
PRC	1,478	12	1,440	9	1,438	10	1,435	10	1,435	10	1,436	10
Regional			56	-	43	...					14	...

지역별/국가별 사업승인계획 (태평양, '11 - '13, 백만불)

Region/Country	07-09 Avg.		2010		2011		2012		2013		11-13 Avg.	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Pacific	196	2	148 ...		223	1	163 ...		242	1	209	1
Cook Islands	9 ...				6 ...				10 ...		5 ...	
Fiji Islands	26 ...		14 ...									
Kiribati			- ...		10 ...						3 ...	
Marshall Islands			10 ...				5 ...		20 ...		8 ...	
Micronesia							23 ...		15 ...		13 ...	
Nauru					1 ...		2 ...				1 ...	
Palau			3 ...				12 ...				4 ...	
Papua New Guinea	107	1	68 ...		145	1	50 ...		180	1	125	1
Samoa	18 ...		16 ...		20 ...		5 ...				8 ...	
Solomon Islands	11 ...		16 ...		5 ...		20 ...				8 ...	
Timor-Leste	17 ...				12 ...		43 ...		5 ...		20 ...	
Tonga	7 ...		10 ...				4 ...				1 ...	
Tuvalu	1 ...				2 ...						1 ...	
Vanuatu			11 ...		2 ...				12 ...		5 ...	
Regional			...		19 ...						6 ...	

지역별/국가별 사업승인계획 (동남아, '11 - '13, 백만불)

Region/Country	07-09 Avg.		2010		2011		2012		2013		11-13 Avg.	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Southeast Asia	3,796	30	4,087	25	3,413	24	3,370	24	3,133	23	3,305	24
Cambodia	98	1	141	1	114	1	139	1	132	1	128	1
Indonesia	1,381	11	945	6	930	7	880	6	880	6	897	6
Lao PDR	53	...	145	1	155	1	64	...	81	1	100	1
Malaysia			40	...								
Philippines	753	6	760	5	620	4	620	5	620	5	620	4
Thailand	26	...	150	1	10	...	213	2	50	...	91	1
Viet Nam	1,485	12	1,733	10	1,494	11	1,424	10	1,370	10	1,429	10
Regional	...	...	173	1	90	1	30	...			40	...

III. Nonsovereign Operations

ADB Operations의 종류

❑ Sovereign Operations

- 개도국 중앙정부(차주)에 대한 융자
- 한국기업은 EPC Contractor로 참여 가능

❑ Nonsovereign Operations (NSOs)

- 개도국 중앙정부 이외 기관에 대한 투융자 (중앙정부 보증 불필요)
- Private Sector Operations (PSO) (민간기업에 대한 투/융자):
한국기업은 개도국 개발사업에 대해 ADB로부터 투/융자 유치 가능
- Public Sector NSOs (개도국 지방정부/공기업 등에 대한 투융자):
한국기업은 EPC Contractor로 참여 가능

Strategy 2020의 PSO 관련 내용

- ❑ ADB will expand its work with the private sector to generate greater economic growth in the Asia and Pacific region. To spur market-led growth, ADB will invest in infrastructure . ADB's tools to catalyze change through greater private investments in DMCs will include direct financing, credit enhancements, risk mitigation guarantees, and innovative new financial instruments. ADB will promote public-private partnerships in all of its core operational areas, gaining experience first in MICs, and then expanding these efforts to all DMCs.
- ❑ 2020년까지 연간 사업승인액의 **50%**를 **Private Sector Operations & Private Sector Development**에 지원

Private Sector Operations 주요 지원분야

☐ Infrastructure

- Power (Generation, Transmission, Distribution)
- Water (Water Treatment and distribution)
- Transportation (Roads, Railways, airport and ports)
- Energy (LNG/LPG facilities 및 도시가스 설비)
- Environment (Waste Water, Solid Waste Management, Energy Savings)

☐ Capital Market

섹터별 NSO (Private/Public) 승인 실적

	2007		2008		2009		2007-2009	
Sector	Number	\$mill	Number ^a	\$mill	Number ^a	\$mill	Number ^a	\$mill
Energy	4	344	9	1,424	7	470	20	2,238
Transport	1	210	3	320	1	25	5	555
Water	2	54	...	...	...	...	2	54
General Infrastructure	...	...	...	...	...	...	...	...
Finance Sector	...	...	...	...	...	...	...	...
Development	21	713	4	131	4	1,240	29	2,083
Health	...	...	1	39	...	...	1	39
Total	28	1,321	17	1,913	12	1,735	57	4,969

국가별 NSO (Private/Public) 승인 실적

Country	2007		2008		2009		2007-2009	
	Number ^a	\$ mill	Number ^a	\$	Number ^a	\$,ill	Number ^a	\$ mill
Afghanistan	...	...	1	70	...	...	1	70
Azerbaijan	3	56	...	...	...	...	3	56
Cambodia	1	8	...	...	...	...	1	8
China, People's Republic of	4	324	2	224	3	218	9	766
Georgia	1	25	...	...	...	...	1	25
India	2	154	8	1,087	2	140	12	1,382
Indonesia	2	95	1	75	1	40	4	210
Kazakhstan	3	325	...	...	...	...	3	325
Malaysia	1	10	...	...	...	...	1	10
Maldives	1	5	1	12	...	...	2	17
Mongolia	1	10	...	...	...	...	1	10
Pakistan	3	217	...	...	...	...	3	217
Philippines	...	...	2	320	1	120	3	440
Papua New Guinea	...	...	...	...	1	25	1	25
Sri Lanka	3	28	...	...	...	...	3	28
Thailand	...	...	...	...	1	77	1	77
Viet Nam	2	45	1	25	...	...	3	70
Regional	1	20	1	100	3	1,115	5	1,235
Total	28	1,321	17	1,913	12	1,735	57	4,969

NSO (Private/Public) 승인계획 ('11 – '13, 백만불)

	<u>07-09 Avg.</u>		<u>2010</u>		<u>2011</u>		<u>2012</u>		<u>2013</u>		<u>11-13 Avg.</u>	
	\$ mill	%	\$ mill	%	\$ mill	%	\$ mill	%	\$ mill	%	\$ mill	%
Private Sector Operations	1,476	12	1,420	9	1,325	9	1,400	10	1,500	11	1,408	10
Public Sector NSO	180	1	1,005	6	389	3	389	3	389	3	389	3

Private Sector Operations 지원여부 판단요소

- ❑ 다양한 분야 및 국가 경제에 영향을 미치는지 여부
- ❑ 빈곤퇴치 기여도
- ❑ 다양한 투자주체 프로젝트 참여에 기여
- ❑ 금융 및 자본시장에 좋은 영향을 주는 프로젝트
- ❑ 민간부문의 수준 높은 기술 및 경험을 해당국에 전수 가능한 프로젝트
- ❑ 은행이 세운 ‘국가별 정책 전략’ 및 **LTsf**에 부합하는 프로젝트
- ❑ 금융이 가능할 정도의 재무건전성

4. ADB의 교통관련 프로젝트

ADB 사업의 종류

- Loan 프로젝트 : 실제 인프라 구축을 위한 자금 지원 사업
 - 대규모의 프로젝트이며 해당국가가 사업시행자가 되며 ADB는 자금 지원을 해주면서 사업에 대한 전반적인 관리 및 감독 수행
 - Loan 프로젝트 들은 이미 CPS나 COBP 에 포함되어 사업의 타당성 조사 성격을 띄고 있는 TA(Technical Assistance)를 이미 수행한 후에 진행이 됨

ADB 사업의 종류 : TA (Technical Assistance)

- TA (Technical Assistance) 프로젝트 :
 1. 개별 사업의 예비타당성 조사 성격을 가지고 있는 나타내는
 - PPTA(Project/Program Preparatory Technical Assistance)
 2. 특정시설에 제한되지 않는
 - PATA(Policy and Advisory Technical Assistance)
 - CDTA (Capacity Development Technical Assistance)
- TA의 경우 금액은 크지않으나 (1 million ~10 million) 향후 Loan 사업의 방향을 결정한다는 점에서 큰 의미를 지님

계획중이거나 현재 추진하고 있는 사업 : 교통부문

- 도로/철도 Infra 구축 사업, Inland Waterways
- 도시기반시설
- 도시/대중교통체계 개선 사업
- ITS 사업 (ITS, BRT-BIS, BMS, Fare Collection System)

- 도로 안전 audit에 관한 사업
- NMT 교통계획과 발전에 관한 사업
- 교통분야의 효율적 에너지구축 사업
- 자동차와 오토바이 연비개선에 관련 사업
- 대기환경 평가 사업
- 국가 지속 발전 가능한 교통 체제 구축 전략의 개발 사업
- 도시 교통체제 구축을 위한 마스터 계획 사업
- 도시개발과 교통에 관한 법제도 구축 사업

방글라데시 교통부문 로드맵(CSP & COBP)

부문	지표			
	현재	5년 후	10년 후	15년 후
A. 교통부문 단기적 결과물				
교통비용의 절감: 수송 부분 (수송량 톤과 수송 킬로미터) 승객 부분 (승객수와 킬로미터)				
Dhaka와 Chittagong 구간 철도의 총 수송량 이동 구간 증가 (년간 million)	252	320	375	600
수송 컨테이너에 철도가 차지하는 비율 증가	12%	20%	33%	40%
도로 안전 개선 (교통사고의 사망수 감소)	-	(10%)	(25%)	(50%)
도로 유지비용의 증가 (필요한 비용을 기준으로)	40%	60%	80%	100%
교통사업 인프라 분야의 민간투자 증가	>1	1	5	10
Chittagong 부두에 컨테이너가 평균 대기하고 있는 시간 감축	18일	15일	12일	10일
Chittagong 부두관리 기관의 수입 증가 (million USD)	40	-	-	-
B. 교통 분야의 장기적 성과				
1)도로 유지를 위한 국내 재정의 지속성 2)다양한 교통 수단을 위한 계획과 자원활당 3) Chittagong 부두의 효율성 개선 4)민간사업성격의 운영체계로의 변화 5) Dhaka와Chittagong 고속도로에 교통 시간개선과 도로 안전개선				

베트남교통부문 로드맵(CSP & COBP)

부문	지표				
	5년 전	현재	5년 후	10년 후	15년 후
A. 교통부문 단기적 결과물					
고속도로 교통량 (평균 속도 증가)	7.3%	9.5%	10%	9%	8%
교통 비용 절감	-	100	90	85	85
도로 교통사고 (자동차 10,000대 중 사망자 수)	12	12	8	7	5
철도 수송 교통량 증가 (수송량 백만톤)	6.3	9.0	14	20	30
B. 교통 분야 장기적 성과					
고속도로 포장율	51%	83%	95%	100%	100%
지방 도로 포장율	26%	54%	60%	65%	70%
고속도로 길이(킬로미터)	0	0	0	500	1,500
도로 유지에 관한 재정 (필요한 재정을 기준으로)	30	40	60	85	100

캄보디아 교통부문 로드맵(CSP & COBP)

부문	지표				
	5년 전	현재	5년 후	10년 후	15년 후
A. 교통부문 단기적 결과물					
고속도로 교통량 (년간 개선 속도)	-	9.4%	7.3%	6.0%	5.0%
교통 비용의 감소 (도로 수송, 현재를 100으로 봄)	-	100	90	70	65
도로 교통사고 (자동차 10,000대중 사망자 수)	6	12	7	5	2
철도 교통량 증가 (million 톤)	0.3	0.6	1.0	2.4	3.6
B. 교통 분야 장기적 성과					
좋은 상태에 있는 도로의 비율	<20	28	41	96	96
세부 분야의 수입으로 충당한 도로 유지	<10	15	75	100	>100
포장된 국가 도로의 비율 (모든 도로에 한함)	-	<15%	25%	35%	45%
좋은 상태에 있는 철도망의 비율	0	0	100	100	100

ADB 교통분야별 사업 금액(2011년)

(단위 : Million USD)

	OCR (A)	Loan (B)	Grant (C)	(A+B+C)	Co-financing	Total
road	5094.8	528	535	6157.8	387	6544.8
urban transport	933.0	584.5	9.5	1527.0	1161.5	2688.5
railways	923.8			923.8		923.8
water & air	330.0	37.6	9.70	377.3	331.20	708.5
total	7281.6	1150.07	554.2	8985.9	1879.7	10865.6
road	70%	46%	97%	69%	21%	60%
urban transport	13%	51%	2%	17%	62%	25%
railways	13%	0%	0%	10%	0%	9%
water & air	5%	3%	2%	4%	18%	7%

2011년 ADB 교통분야 사업 : CW Asia

(단위 : Million USD)

국가	프로젝트 명	소요금액
AFG	MFF - Road Network Development Project 3 (Jabul saraj to Najrib and Bagrami to Sapari Road Sections)	130.00
AFG	MFF - Road Network Development Project 4 (Fayzabad to Ishkashim Road Section and Helmand Road)	200.00
ARM	North-South Road Corridor Development Program - Project 3	220.00
AZE	Road Network Development Program - Project 3	160.00
GEO	Road Corridor Investment Program - Project 3	340.00
KAZ	MFF CAREC Transport Corridor I (Zhambyl Oblast Section) Investment Program - Project 4	224.00
KAZ	Central Asia Regional Economic Cooperation Transport Corridor 2 (Mangystau Oblast Section) Investment Program - Project 2	400.00
KGZ	CAREC Transport Corridor I (Bishkek-Torugart Road) Project 3	55.00
	CAREC Corridor I (Bishkek-Torugart) Ph4	66.00
TAJ	CAREC Corridor 3 (Dushanbe-Uzbekistan Border) Improvement Project	147.00
	Transport Sector Development	65.00
TKM	North-South Railway Project	125.00
UZB	MFF - Central Asia Regional Economic Cooperation Corridor 2 Road Investment Program - Project 2	143.00
ARM	MFF Yerevan Sustainable Urban Transport (Facility Concept)	300.00
ARM	MFF-Yerevan Sustainable Urban Transport Tranche 1	85.00
ARM	MFF-Yerevan Sustainable Urban Transport Tranche 2	100.00
GEO	MFF- Sustainable Urban Transport Investment Program Tranche 2	95.00
TOTAL CWRD		2,855.00

2011년 ADB 교통분야 사업 : East & Pacific Asia

(단위 : Million USD)

국가	프로젝트 명	소요금액
EARD		
MON	Urban Transport Development (formerly Sustainable Urban Development)	19.50
MON	Urban Transport Development	19.50
MON	Western Regional Roads Development II (MFF)	45.00
PRC	Inner Mongolia Road Development (MFF)	200.00
PRC	Hunan Xiangjiang Inland Waterway Transport	100.00
PRC	Xi'an Urban Road Network Improvement Project	150.00
TOTAL EARD		524.00
PARD		
PNG	Multitranches Financing Facility for Bridge Replacement for Improved Rural Access Investment Program	90.00
PNG	Second Community Water Transport Sector Project	35.00
TON	Tonga-Fiji Submarine Cable Project	27.40
VAN	Interisland Shipping Support Project	21.07
TOTAL PARD		173.47

2011년 ADB 교통분야 사업 : South Asia

(단위 : Million USD)

국가	프로젝트 명	소요금액
BAN	MFF - Railway Sector Investment Program (Subproject 2)	150.00
BAN	MFF - Railway Sector Investment Program (Subproject 3)	100.00
BAN	Transport Corridors Project (formerly Devt of Transport Corridor for Trade Facilitation)	195.00
IND	MFF - Railway Sector II Investment Program (Facility Concept)	500.00
IND	MFF - Railway Sector Investment II Program (Tranche 1)	48.80
IND	MFF - North Eastern States Roads Investment Program (Facility Concept)	200.00
IND	MFF - North Eastern States Roads Investment Program (Tranche 1)	77.00
IND	MFF - North Eastern States Roads Investment Program (Tranche 2)	24.60
IND	MFF - Uttarakhand State-Road Investment Program (Subproject 3)	130.00
IND	MFF - Uttarakhand State-Road Investment Program (Subproject 4)	120.00
IND	MFF - Rural Roads Sector III Investment Program (Facility Concept)	800.00
IND	MFF - Rural Roads Sector III Investment Program (Tranche 1)	49.20
IND	MFF - North East National Highway Investment Program (Facility Concept)	250.00
IND	MFF - North East National Highway Investment Program (Tranche 1)	50.00
IND	MFF - North East State Roads Investment Program II (Facility Concept)	150.00
IND	MFF - North East State Roads Investment Program II (Tranche 1)	50.00
IND	Madhya Pradesh State Roads III Investment Program	300.00
NEP	Road Connectivity Project	45.00
SRI	National Highway Sector Project (Supplementary Loan)	85.00
SRI	Transport Project Preparatory Facility	12.00
BAN	Greater Dhaka Sustainable Urban Transport Corridor (formerly Integrated City Transport Project)	100.00
BAN	Greater Dhaka Sustainable Urban Transport Corridor (formerly Integrated City Transport Project)	25.00
TOTAL SARD		3,461.60

2011년 ADB 교통분야 사업 : South East Asia

(단위 : Million USD)

국가	프로젝트 명	소요금액
LAO	Rural Access Improvement Project Along the East-West Economic Corridor (formerly Rural Infrastructure Development Along the EWEC)	20.00
INO	Regional Roads Development Investment Program (MFF \$430 m) - PFR 1	250.00
INO	Regional Roads Development Investment Program (MFF \$430 m)	430.00
LAO	Pakse Clean Environment Management Project	15.00
PHI	Road Sector Institutional Development and Investment Program (MFF \$500m) - PFR 1	92.00
PHI	Road Sector Institutional Development and Investment Program (MFF \$500m)	500.00
VIE	HCMC Urban Mass Rapid Transit Line 2 (MFF \$520 m) - PFR 2	971.60
VIE	Hanoi Metro Rail System	982.90
VIE	Central Mekong Delta Connectivity Project	525.00
VIE	Transport Connections in Northern Mountainous Provinces Project	80.00
VIE	Comprehensive Socio-economic Development of Selected Cities (Viet Tri, Hung Yen and Dong Dang)	90.00
TOTAL SERD		3,956.50

5. CMS

CMS (Consultant Management System) Registration

WWW.ADB.ORG => CMS=> [Registration](#) ➡ Keyword

The screenshot shows the ADB Consultant Management System (CMS) interface in a Microsoft Internet Explorer browser window. The browser's address bar displays the URL: https://uxdmz06.adb.org/OA_HTML/adb/adbpos/jsp/ADBCMSLogin.jsp. The page title is "Login - Microsoft Internet Explorer provided by Asian Development Bank".

The main content area is titled "ADB Consultant Management System" and includes tabs for "Overview" and "FAQ". A welcome message states: "Welcome to the new ADB Consultant Management System (CMS). Consultant Management System (CMS) provides facility for online registration, recruitment and management of qualified and eligible consultants for ADB-financed projects."

Under the heading "Through CMS, consultants can:", a list of services is provided:

- register and keep their profiles updated;
- receive weekly email notifications on new consulting opportunities;
- receive and respond to Requests for Proposals (RFPs) for firms' engagements*;
- receive and respond to Non-Committal Inquiries (NCI) for individual consultants' engagements*;
- create and submit proposals online*;
- negotiate and finalize contracts*;
- submit feedback on completed projects.*

A note specifies: "*currently available only for the selected ADB-administered projects".

The "Login" section prompts users to "Login using your registered username and password." It includes input fields for "Username" and "Password", a "Login" button, and a "Login Assistance" link. A note mentions: "Note: ADB users can login using their Oracle username and password."

The "Registration" section asks "New user? Register now!" and provides two buttons: "Register as Consulting Firm" and "Register as Individual Consultant".

The "Need Help?" section provides contact information: "For inquiries regarding the system, please email helpdesk@adb.org."

A "CMS SYSTEM UPDATE" section is also visible, starting with "Dear CMS User,".

The browser's taskbar at the bottom shows several open applications, including "Microsoft Office", "BEIJING-JULY-2011", "BSUT-BRIEF-NOT...", "Lanzhou-Resettle...", "MON ICT Tech...", "myADB - Home", and "Login - Microsoft...". The system clock indicates the time is 4:22 PM.

Consulting Services Recruitment Notices

<http://www.adb.org/Business/Opportunities/default.asp>

=> Consulting Services Recruitment Notices

The screenshot displays the ADB Business Opportunities website. The top navigation bar includes links for Home, Projects, Countries, News & Events, Publications, Data & Research, Sectors & Themes, Opportunities, and About ADB. The main content area is titled "Business Opportunities" and features a sidebar with links to Procurement, Consulting Services, Proposed Projects, Approved Projects, and Removed Projects. The main content area is titled "Business Opportunities" and features a sidebar with links to Procurement, Consulting Services, Proposed Projects, Approved Projects, and Removed Projects. The main content area is titled "Business Opportunities" and features a sidebar with links to Procurement, Consulting Services, Proposed Projects, Approved Projects, and Removed Projects.

Consulting Services Recruitment Notice

ADB funds development projects in the private sector. A project is listed on the CSRN when it is provided. New projects will be removed from the CSRN when they are no longer available.

Bidders for consulting services are invited to submit expressions of interest (EOI) to the ADB. The EOI should be submitted to the ADB by the deadline specified in the notice.

Go to [ADB Business Opportunities](#) : [CSRN Home](#) : [Search Advertisements](#)

Contact the OIST Help Desk : +63 2 632-5555
Email : helpline@adb.org

ADB publishes the following information on the CSRN:

- Proposed or approved projects
- Consultants' names and contact information
- On the right: details of the project
- Consultants' names and contact information

Consulting Services Recruitment Notices

The Consulting Services Recruitment Notice (CSRN) provides detailed information on the consulting services required for ADB financed or administered projects. The CSRN includes the consultant's terms of reference and is posted on ADB's web site for at least one month (for consulting entity) or seven days (for individual consultants) before shortlisting. It enables consultants to prepare expressions of interest that are more specific and focused on the project.

Country	Sector	Type of Consultant & budget Amt(USD)
AFGHANISTAN	Agriculture and Natural Resources	Individual Consultant
ARMENIA	Education	Less than 100k
BANGLADESH	Energy	100K to 199k
BHUTAN	Finance	200K to 299k
CAMBODIA	Health and Social Protection	300K to 399k
INDIA	Industry and Trade	400K to 500k
INDONESIA	Multisector	
LAO PDR	OTHERS	
MONGOLIA	Public Sector Management	Consulting Entities
NEPAL	Transport and ICT	Less Than 100k
P.N.G.	Water and Other Municipal Infrastructure and Services	100K to 199k
P.R.C.		200K to 299k
PAKISTAN		300K to 399k
		400K to 499k

Current Advertisements => Project Details => EOI

The screenshot displays the ADB website interface, specifically the 'Consulting Services Recruitment Notice' section. The main navigation bar includes links for 'Go to ADB Business Opportunities', 'CSRN Home', and 'Search Advertisements'. The 'Current Advertisements' section lists several projects, including 'CDTA:BAN 43028-01 Strategic Master Plan for Chittagong Port', 'CDTA:MON 43040-01 Road Sector Capacity Development', 'CDTA:SRI 42254-01 Capacity Development of the Northern Provincial Road Development Department', 'LOAN:ARM 42417-02 MFF-Yerevan Sustainable Urban Transport Tranche 1', 'LOAN:ARM 42417-02 MFF-Yerevan Sustainable Urban Transport Tranche 1', and 'LOAN:IND 37143-02 MFF - North Eastern State Roads'. The 'Project Information Document' section provides details for '43040: Road Sector Capacity Development', including the country (Mongolia), type/modality of assistance (Technical Assistance), sector/subsector (Transport and Infrastructure), responsible ADB department/s (East Asia Department), responsible ADB division/s (Transport and Infrastructure Division), and last PID update by project officer (26 May 2012). The 'Related Documents' section lists 'Road Sector Capacity Development (Technical Assistance)' and 'ADB Business Opportunities'. The 'Consulting Services Recruitment Notices (CSRN)' section lists 'Technical Assistance Package T1 (Firms, Deadline: 11 May 2012)'. The 'Login as Consulting Entities' section provides a login form with fields for 'CMS Username (Email Address)' and 'Password', and a 'Login' button. The 'Forgot your password?' link is also present. The 'Don't have CMS Account and Username?' link is also present. The 'Back to CSRN home' link is also present. The 'Why register?' section provides information about the registration process. The 'Need Help?' link is also present. The 'Read online help' link is also present. The 'Contact the ADB Help Desk' link is also present. The 'Email: helpdesk@adb.org' link is also present. The 'Voice: +63 2 632-5555' link is also present. The '© 2011 Asian Development Bank' link is also present. The 'Privacy' link is also present. The 'Terms of Use' link is also present. The 'version 3.0' link is also present.

Current Advertisements

Click view on the last column to display the advertisement or click on the project name for information about the project. You can sort advertisements by double-clicking on the headers

Project/Reference Number	Package Name
CDTA:BAN 43028-01 Strategic Master Plan for Chittagong Port	Consulting Services for Chittagong Port Master Plan
CDTA:MON 43040-01 Road Sector Capacity Development	Package 1- Inter Firm
CDTA:SRI 42254-01 Capacity Development of the Northern Provincial Road Development Department (pilot-backed to Northern Road Connectivity Project)	Road Maintenance Planning and Operation Specialist - Inter Firm
LOAN:ARM 42417-02 MFF-Yerevan Sustainable Urban Transport Tranche 1	Detailed Engineering Management Supervision Construction Management
LOAN:ARM 42417-02 MFF-Yerevan Sustainable Urban Transport Tranche 1	INDEPENDENT MONITORING AND EVALUATION (IMA)
LOAN:IND 37143-02 MFF - North Eastern State Roads	Project Management

Project Information Document

43040: Road Sector Capacity Development

Country	Mongolia
Type/Modality of Assistance	Technical Assistance TA-7044 MC Japan Fund
Sector/Subsector	Transport and Infrastructure
Responsible ADB Department/s	East Asia Department
Responsible ADB Division/s	Transport and Infrastructure Division
Last PID update by project officer	26 May 2012

Related Documents

- Road Sector Capacity Development (Technical Assistance)

ADB Business Opportunities

- Road Sector Capacity Development (Technical Assistance)

Consulting Services Recruitment Notices (CSRN)

- Technical Assistance Package T1 (Firms, Deadline: 11 May 2012)

Information about proposed projects is tentative and indicative.

Login as Consulting Entities

(Enter your User Id and Password on the fields provided below and click Login to proceed.)

CMS Username (Email Address)

Password

[Forgot your password?](#)

Don't have CMS Account and Username?

Registration is simple. [Click here to Register](#)

[Need Help?](#) [Read online help](#) or contact the ADB Help Desk
Email: helpdesk@adb.org
Voice: +63 2 632-5555

[Back to CSRN home](#)

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version 3.0

EOI => Proposal

EOI Entities + others

=> 1st Short List

=> 1st Evaluation (Memo)

=> List for Proposal Submission



Proposal Submission

=> Evaluation (with Memo+Form)

=> Notification

=> Contract Negotiation

Evaluation

EVALUATION CRITERIA		Max. Weight
I. Approach and Methodology		300
a	Quality of Approach and Work Plan	200
b	Personnel Schedule	50
c	Proposal Presentation	50
II. Personnel (Areas of Expertise)		700
International Consultants		390
a	Team Leadership	50
b	Information Technology (IT) Engineer/Team Leader	80
c	ICC Ticketing Specialist	70
d	Automatic Vehicle Location (AVL) Specialist	70
e	Financial Management Specialist	60
f	Procurement Specialist	60
National Consultants		310
a	Public Transport Specialist/Deputy Team Leader	80
b	IT Engineer - ICC Ticketing Systems	65
c	IT Engineer - AVL and GPS Systems	65
d	Financial Management Specialist	50
e	Financial and Cost Accounting	50
TOTAL		1000

Evaluation

PERSONAL EVALUATION CRITERIA

POSITION/AREA OF EXPERTISE	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Overseas/Country Experience		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
International Consultants								
National Consultants	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Experience w/ Intl. Org.		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
<div>Rating: Excellent = 100% Very Good = 90% Above Average = 80%</div> <div>Average = 70% Below Average = 50% Non-complying = 0%</div>								

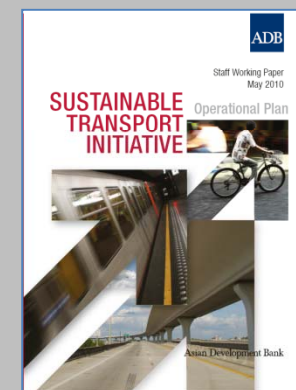
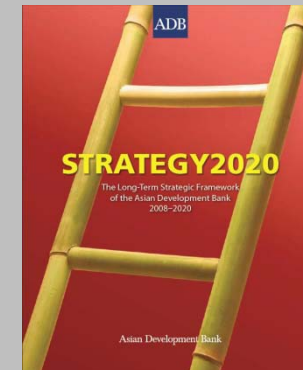
POINTS

- CMS Registration : keywords
- Proposal : Understanding ADB Policy Framework

ADB has recognized the need to align its transport operations with Strategy 2020, which is based on three core pillars:

- inclusive economic growth,
- environmentally sustainable growth and
- regional integration

ADB has also recognized the need to align its transport operations with the changing needs and demands of the Asia and Pacific Region.



POINTS

- CMS: Keyword
- CV : Experiences, English (Poor ?)
- Team Composition :
 - Real Expert as PM,
 - External Consultant, networking
- Time Allocation : 50% or more in Site
- Local Partner Quality
- Proposal : ISSUES >> Data
- Additional items to TOR
- Site Visit for Proposal
- Visit Project Officer (?) : Study before visit

ADB 조달관련 정보

- ❑ <http://www.adb.org/Countries/> (CPS/SOBP)
- ❑ <http://www.adb.org/Business/Opportunities/default.asp> (Business Opportunities Home)
- ❑ <http://www.adb.org/Business/Opportunities/prpprjcs.asp> (Proposed Projects)
- ❑ <http://www.adb.org/Business/Opportunities/approved.asp> (Approved Projects)
- ❑ <http://www.adb.org/Projects/reports.asp?key=reprs&val=PP> (Procurement Plans)
- ❑ <http://www.adb.org/Documents/ADBBO/procurement.asp> (Procurement Notices by Country)
- ❑ <http://www.adb.org/Consulting/whatsnew.asp> (Consulting Services)

감사합니다.

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Asian Development Bank**

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