



# Asian Development Bank Liaison Office INTERNATIONAL MARKET INSIGHTS

CS ADB  
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## ASIA & PACIFIC: INTERNATIONAL MARKET INSIGHTS

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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.<sup>1</sup> This IMI can be your firm's link to these opportunities.

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<sup>1</sup> *Statement of the Asian Development Bank's Operations in 2014*

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**I. PROJECT LIST BY SECTOR**

<b>Country</b>	<b>Projects</b>	<b>ADB Assistance</b>
<b>Note: Click on the project title for full details.</b>		
<b>EDUCATION SECTOR</b>		
Armenia	<a href="#">School Seismic Safety Improvement Program</a>	Technical Assistance
<b>ENERGY SECTOR</b>		
Pakistan	<a href="#">Gulpur Hydropower Project</a>	Assistance to private sector
Maldives	<a href="#">Capacity Development of the Maldives Energy Authority</a>	Technical Assistance
<b>ENVIRONMENT SECTOR</b>		
Vietnam	<a href="#">Water Sector Investment Program - Tranche 3</a>	Loan
Laos	<a href="#">Northern Rural Infrastructure Development Sector Project - Due Diligence of Additional Financing</a>	Technical Assistance
<b>TRANSPORTATION and COMMUNICATIONS SECTOR</b>		
Laos	<a href="#">Vientiane Sustainable Urban Transport Project</a>	Loan
Vietnam	<a href="#">Ho Chi Minh City Third Ring Road Technical Assistance Project</a>	Loan
Regional	<a href="#">Applying Space-Based Technology and Information and Communication Technology to Strengthen Disaster Resilience</a>	Technical Assistance

## II. LOAN

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

### LAOS

#### Vientiane Sustainable Urban Transport Project

**Loan No.** : 3250  
**Project No.** : 45041-002  
**Amount (US \$ million)** : 35  
**Sector** : Transport  
**Subsector** : Urban public transport

Responsible ADB Officer: Jeffrey M. Miller, Southeast Asia Department  
Transport and Communications Division

Status: ADB Board approved on 10 March 2015.

Description: The Vientiane Sustainable Urban Transport Project (VSUTP) will improve the quality of life in Vientiane by improving access and mobility. The project will do this by establishing a sustainable urban transport management agency (SUTMA), a high-quality public bus transport system, a parking management system, and a national electronic vehicle registration system, and by improving traffic management and accessibility for pedestrians and non-motorized transport (NMT). The project promotes gender mainstreaming, greenhouse gas reduction, and public private partnership.

Project Rationale and Linkage to Country/Regional Strategy: Vientiane, the capital of the Lao PDR has an estimated population of about 750,000. The principal urbanized areas have an estimated population of 500,000. The central core of the city has a mixture of government, educational, religious, and commercial institutions, as well as residential areas, and is also the tourism center, with many hotels and historical and cultural attractions. Many of the roads in Vientiane are narrow, and many of the intersections operate in an inefficient manner. The total number of private vehicles registered in Vientiane increased at an average annual growth rate of 17% during 2000 - 2009, and has increased at a growth rate of more than 10% since then, placing Vientiane on an unsustainable transport development path, as the city is starting to experience congestion, increased incidence of road accidents, and deteriorating local air quality. The expanding use of private vehicles is also increasing greenhouse gas emissions. Motorcycles are the primary mode of transport, accounting for 67.0% of daily trips, while public transport only accounts for an estimated 0.6% of daily trips. Public transport in Vientiane is largely provided by privately operated vehicles, particularly tuk-tuks (motorized tricycles). While Vientiane Capital State Bus Company (VCSBC) provides service from the central bus station in the core area to other points in Vientiane, there is no bus service linking points within the core area. VCSBC lacks: (i) staff with sufficient skills, (ii) competition, (iii) incentives to improve efficiency, and (iv) capital. There is no parking management system in Vientiane, with no charge for on-street parking and little enforcement of parking regulations. The project supports the objectives of the Lao PDR's sustainable development strategies, including the Strategic Framework for National Sustainable Development Strategy and the National Rio+20 Report. The National Rio+20 Report specifies the government's long-term sustainable transport strategy and action plan. The project will support achievement of a number of the strategy's goals, including promoting: (i) travel without the use of motorized vehicles; (ii) public transport in urban areas; and (iii) bus rapid transit (BRT) in Vientiane. The project supports the strategic priorities of the Asian Development Bank (ADB) for 2014- 2020 stipulated in ADB's Midterm Review of Strategy 2020 by improving the enabling environment for inclusive growth through capacity building, increasing assistance for sustainable transport, mobilizing private sector investment, facilitating access to global and regional funds, and contributing to ADB's co-financing target. The project is consistent with ADB's country partnership strategy, 2012-2016 for the Lao PDR, which has as its overarching objective inclusive and sustainable economic growth and poverty reduction, with a focus on improved urban services to meet the challenges of the rapid urbanization agenda. The project is supported by ADB's Sustainable Transport Initiative and is included in ADB's Lao PDR Transport Sector Assessment, Strategy, and Roadmap.

Impact: Development of the Vientiane core area in an environmentally sustainable and pedestrian-friendly manner

Outcome: Improved urban transport operations and capacity in Vientiane

Outputs:

1. A sustainable urban transport management agency for Vientiane established
2. High-quality bus services and BRT operating in Vientiane
3. Traffic management in the core area of Vientiane improved
4. Paid parking system and national vehicle registration system established
5. Accessibility for pedestrians and other non-motorized transport in the core area of Vientiane improved

Business opportunities: [http://adb.org/projects/details?page=business-opportunities&proj\\_id=45041-002](http://adb.org/projects/details?page=business-opportunities&proj_id=45041-002)

## VIETNAM

### A. Ho Chi Minh City Third Ring Road Technical Assistance Project

**Project No.** : 43393-023  
**Amount (US \$ million)** : 12.58  
**Sector** : Transport  
**Subsector** : Road transport

Responsible ADB Officer: Arto T. Ahonen, Southeast Asia Department  
Transport and Communications Division

Status: ADB Board approved on 26 February 2015.

Description: The Third Ring Road will be constructed at radius of about 25 km from the HCMC center. The Tecn Luc-Nhon Trach section in the south of HCMC is financed by ADB under the GMS Ben Luc-Long Thanh Expressway Project. The Tan Van-Binh Chuan section in the north of HCMC is financed by a private sector under the build-transfer arrangement.

Project Rationale and Linkage to Country/Regional Strategy: Construction of Ho Chi Minh City (HCMC) ring roads to establish connectivity with neighboring cities is a high priority of the government. The proposed HCMC Third Ring Road (3RR) Project will facilitate diverting through-traffic and reducing traffic congestion in the center of HCMC. Through construction of 3RR, the connectivity of cities and towns around HCMC will also be improved; transport costs and travel times for the movement of passengers and goods in and around HCMC will be reduced. Moreover, the Greater Mekong Subregion (GMS) Eastern Corridor and Southern Corridor intersect at HCMC. The 3RR will function to accommodate the national traffic running on the national north-south expressway and also the GMS traffic to and from Bangkok and Phnom Penh. This TA Loan project will prepare the HCMC Third Ring Road Project.

Impact: Successful completion of the Tan Van Nhon Trach section including extension road to NH1, contributing to reduced traffic congestion in, and improved connectivity of, HCMC with surrounding cities and towns

Outcome: Advance readiness of the HCMC RR3 Project for financing

Outputs:

1. Feasibility study for the Ben Luc-NH22 and NH22-Binh Chuan sections;
2. Updated due diligence, and completed detailed design, and project and safeguards documents required to finance construction of the Tan Van Nhon Trach section and extension road to NH1

Business opportunities: [http://adb.org/projects/details?page=business-opportunities&proj\\_id=43393-023](http://adb.org/projects/details?page=business-opportunities&proj_id=43393-023)

### B. Water Sector Investment Program - Tranche 3

**Project No.** : 41456-043  
**Amount (US \$ million)** : 142.5  
**Sector** : Water supply and other municipal infrastructure and services  
**Subsector** : Urban water supply

Responsible ADB Officer: Hubert M. Jenny, Southeast Asia Department  
Urban Development and Water Division

Status: ADB Board approved on 27 March 2015.

Description: In November 2014, Asian Development Bank (ADB) received the State Bank of Vietnam's periodic financing request letter for project 3 requesting \$142.5 million to finance seven water companies (WSCs) having completed their project preparation and initiated advance action under project 2. The investments would improve water services for 1.2 million persons, including 17,500 poor households with their own piped water connection for the first time. Project 3 outputs will support the multitranche financing facility (MFF) outputs: (i) increased coverage; (ii) improved business planning, financial management, and asset management; and (iii) effective nonrevenue water reduction for seven WSCs for the following: Bac Giang City, Cua Lo Town, Nghi Son Economic Zone, Tam Hiep-Dien Nam, Dien Ngoc Towns, Thai Hoa Town, Thai Nguyen City and Vinh City in four provinces. Special features of project 3 include (i) promoting technical and financial sustainability by enforcing water tariff increase to full-cost recovery, while reducing subsidies and meeting targets of selected key performance indicators; (ii) providing access to finance for second-ranked WSCs willing to secure their debt through water tariff increase, resulting in greater access to safe water for the poor; and (iii) promotion of engineering, procurement, and construction (EPC) contracts. The Ministry of Planning and Investment (MPI), coordinating agency for the MFF, is responsible for: (i) selecting WSCs that can access the MFF, and (ii) consolidating reports with the assistance of the WSCs. Under project 3, the project management is delegated to the WSCs, and the provincial people committees (PPCs) are the executing agencies. Each WSC has set up a project management unit (PMU) in its organizational structure under project 2. The PMU organizes the procurement of consulting services and works. The MPI has no role in procurement. Project 3 is structured with one loan to the government. The Ministry of Finance will sign seven subsidiary loan agreements with the participating WSCs with a letter of guarantee from the respective PPC, after the loan signing. Each WSC, acting as implementing agency, will implement its procurement plan separately. The MPI will consolidate the reporting with assistance of the WSCs. The project performance management information system was set-up under project 1 and applies to all subsequent tranches.

Project Rationale and Linkage to Country/Regional Strategy: The project 3 impact will be the sustainable provision of safe water in Bac Giang, Nghe Anh, Quang Nam, Thai Nguyen, and Thanh Hoa Provinces. The outcome will be the improved efficiency of participating water companies. The project impact and outcome address the core sector problem of Inefficient Water Service Delivery and contribute to the overall impact of the multitranche financing facility sustainable provision of safe water in Viet Nam.

Impact: Sustainable provision of safe water in Bac Giang, Nghe Anh, Quang Nam, Thai Nguyen, Thanh Hoa Provinces.

Outcome: Improved efficiency of participating water supply companies.

Outputs: Increased coverage improved business planning, asset and financial management nonrevenue water reduced.

Business opportunities: [http://adb.org/projects/details?page=business-opportunities&proj\\_id=41456-043](http://adb.org/projects/details?page=business-opportunities&proj_id=41456-043)

### 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.

#### ARMENIA

##### School Seismic Safety Improvement Program

**TA No.** : 8880  
**Project No.** : 49078-002  
**Amount (US \$ million)** : 0.35  
**Sector** : Water supply and other municipal infrastructure and services  
**Subsector** : Urban policy, institutional and capacity development

Responsible ADB Officer: Ye Yong, Central and West Asia Department  
Urban Development and Water Division

Status: ADB Board approved on 10 March 2015.

Description: The program will support the government in reviewing, updating, consolidating, and implementing its school seismic safety improvement program. The indicative program scope includes: (i) seismic strengthening and renovating priority school buildings; (ii) improving seismic safety planning and management competencies; and (iii) strengthening program management, implementation, and monitoring capacity.

Project Rationale and Linkage to Country/Regional Strategy: The impact of the program will be improved seismic safety. The outcome will be: improved coverage of seismically safe school buildings. The outputs will be: (i) seismically strengthened and renovated school buildings; (ii) improved seismic safety planning and management competencies; and (iii) strengthened government program management, implementation, and monitoring capacity. Disbursement-linked indicators (DLIs) will be formulated based on the program results framework and the outcome and output targets in the design and monitoring framework (DMF).

Business opportunities: [http://adb.org/projects/details?page=business-opportunities&proj\\_id=49078-002](http://adb.org/projects/details?page=business-opportunities&proj_id=49078-002)

#### LAOS

##### Northern Rural Infrastructure Development Sector Project - Due Diligence of Additional Financing

**Project No.** : 42203-023  
**Amount (US \$ million)** : 0.23  
**Sector** : Agriculture, natural resources and rural development  
**Subsector** : Rural market infrastructure

Responsible ADB Officer: Charles David Salter, Southeast Asia Department  
Environment, Natural Resources & Agriculture Division

Status: ADB Board approved on 19 March 2015.

Project details yet to be released by ADB.

Business opportunities: [http://adb.org/projects/details?page=business-opportunities&proj\\_id=42203-023](http://adb.org/projects/details?page=business-opportunities&proj_id=42203-023)

## MALDIVES

### Capacity Development of the Maldives Energy Authority

**TA No.** : 8000  
**Project No.** : 45079-001  
**Amount (US \$ million)** : 0.4  
**Sector** : Energy  
**Subsector** : Energy sector development and institutional reform  
Renewable energy generation - solar

Responsible ADB Officer: Len V. George, South Asia Department  
Energy Division

Status: ADB Board approved on 26 March 2015.

Description: The proposed technical assistance (TA) would support the Government's efforts to reduce carbon emissions by enhancing the regulatory environment in the Maldives energy sector and by providing assistance to enable renewable energy and energy efficiency investments. The Maldives National Energy Policy & Strategy 2010 objectives include access to reliable and sustainable energy services at lowest possible cost and increased energy security. Consulting support for developing priority regulations and capacity building for the MEA will be the focus of this ADB TA.

Project Rationale and Linkage to Country/Regional Strategy: ADB Energy Policy 2009 outlines support for energy efficiency and renewable energy projects to reduce dependence in fossil fuel demand, improve energy security, and reduce greenhouse gas emissions. Energy sector reforms, capacity building and governance are key areas where ADB will support DMC governments through technical assistance to increase investment and efficient use of resources. The TA is for one of the 3 priority sectors identified for ADB assistance by Government of Maldives and would be important to support future investments in the energy sector of Maldives over the next few years and has been included in the 2011 non-lending pipeline in the COBP.

Impact: Effective regulatory environment for the delivery of affordable, reliable and clean energy

Outcome: Enhanced capacity of the regulator to support energy sector objectives

Outcome:

- Officials from the Maldives Energy Authority are sent to relevant trainings in relation to the energy sector.
- Capacity building programs for MEA are being reviewed and implemented.
- Additional funding from SREP being finalized to support additional outputs and activities linked to the TA impact and outcome.

Outputs:

1. Key licensing and technical regulations developed.
2. Capacity building activities for MEA undertaken.
3. Compliance framework for licensees developed.
4. Support for energy efficiency and solar program provided.

Business opportunities: [http://adb.org/projects/details?page=business-opportunities&proj\\_id=42203-023](http://adb.org/projects/details?page=business-opportunities&proj_id=42203-023)

## REGIONAL

### Applying Space-Based Technology and Information and Communication Technology to Strengthen Disaster Resilience

**Project No.** : 48333-001  
**Amount (US \$ million)** : 0.4  
**Sector** : Energy  
**Subsector** : Energy sector development and institutional reform  
Renewable energy generation - solar

Responsible ADB Officer: Yusuke Muraki, Regional and Sustainable Development Department

Status: ADB Board approved on 31 March 2015.

Description: The technical assistance (TA) aims to establish a more information-based Disaster Risk Management through the application of Space-based Technology (SBT) and Information and Communication Technology (ICT). The TA will have the following outputs: (i) SBT and ICT applied for information collection, sharing and utilization for disaster risk reduction, post disaster response, recovery and reconstruction in the selected communities in one or two pilot cities in each pilot country, (ii) knowledge shared regarding sustainable SBT and ICT applications for DRM in each pilot country and the knowledge in pilot countries shared in the region, and (iii) policy guidelines developed regarding sustainable SBT and ICT applications for DRM in each pilot country.

Project Rationale and Linkage to Country/Regional Strategy: The Asia Pacific region has increasingly been subject to all major types of natural hazards and natural disasters. This has intensified the need for strengthened information systems for disaster resilience and timely support post disaster. In this light, this TA aims to contribute to establish more information-based DRM by improving the quality and timeliness of information for disaster preparedness and response using SBT and ICT. It will be able to assist DMCs in improving local capacity to collect and share reliable and timely disaster related data at a local government and community level to strengthen their disaster resilience and support timely post-disaster response, recovery and reconstruction efforts.

Impact: More information-based DRM

Outcome: Improved quality and timeliness of information for disaster preparedness and response using SBT and ICT in the pilot DMCs

#### Outputs:

1. SBT and ICT applied for information collection, sharing and utilization for disaster risk reduction, post disaster response, recovery and reconstruction in the selected communities in one or two pilot cities in each pilot country
2. Knowledge shared regarding sustainable SBT and ICT applications for DRM
3. Policy guidelines developed regarding sustainable SBT and ICT applications for DRM in each pilot country

Business opportunities: [http://adb.org/projects/details?page=business-opportunities&proj\\_id=48333-001](http://adb.org/projects/details?page=business-opportunities&proj_id=48333-001)

#### IV. ASSISTANCE TO PRIVATE SECTOR

##### PAKISTAN

###### Gulpur Hydropower Project

**Project No.** : 47929-001 (Proposed)  
**Amount (US \$ million)** : 45  
**Project sponsor** : Daelim Industrial; Korea South East Power Company; Lotte Engineering and Construction  
**Sector** : Energy  
**Subsector** : Large hydropower generation

Responsible ADB Officer: Mohammed Azim Hashimi, Private Sector Operations Department  
Infrastructure Finance Division 1

Status: ADB Board approved on 4 March 2015.

Description: The Project involves construction and operation of a 102 MW run-of-the-river hydroelectric power generation facility on Poonch River some 28 kms upstream from Mangla, Pakistan's second largest water storage reservoir. The Project will be developed under Power Policy 2002 under which ADB has financed several projects and will be undertaken on a BOOT basis for a period of 30 years (from the commercial operations date). Total Project cost (including interest during construction, exchange rate variations, and contingencies) is estimated at \$365.1 million.

Objectives and Scope: The project will provide low-cost generation and additional electricity supply to the national grid of 465 Gigawatt hours per year. The project will generate electricity by using indigenous water resources, and the tariff for electricity supplied by the project will be lower than that for plants that use imported fuel and other renewable energy sources such as wind and solar. The project will also avoid greenhouse gas emissions of almost 240,000 tons of carbon dioxide per year.

Project Rationale and Linkage to Country/Regional Strategy: ADB's support for the project is in line with the country partnership strategy for Pakistan, 2009-2013, which emphasizes energy sector development, private sector participation in infrastructure development, and expansion of ADB's private sector operations in the energy sector. The project is a logical continuation of ADB's development and reform efforts in Pakistan's energy sector, which have been designed to promote a well-regulated, market-oriented power industry, particularly when the country faces challenges in attracting commercial financing. Energy infrastructure has featured prominently in ADB's private sector operations in Pakistan. The project is in line with ADB's Energy Policy, and is particularly consistent with one of the three pillars of that policy: maximizing access to energy for all. Access to modern and reliable energy services fosters sustainable human development, economic growth, a higher quality of life, and improved delivery of social services. The project will add generation capacity and increase the reliability of electricity supplies in a country facing a severe power shortage. Electricity tariff for the project will be significantly lower than the average price of power in the country, and will not be affected by the volatility of the international fuel market. The project will promote the use of indigenous water resources, and will contribute to the country's energy security. The project will help ADB to meet its commitment to undertake clean energy investments of \$2 billion per year.

Outputs: A 102-MW hydropower project built, and commissioned by the private sector

V. IN-COUNTRY EMBASSY AND COMMERCIAL OFFICES

COUNTRY	EMBASSY POST	COMMERCIAL POST
Afghanistan	American Embassy, Kabul The Great Masoud Road between Radio Afghanistan & Ministry of Public Health, Kabul, Afghanistan Tel.: (93-20) 130-0436; Fax: (93-20) 130-1364 <i>James B. Cunningham, Ambassador</i>	c/o American Embassy, Kabul The Great Masoud Road between Radio Afghanistan & Ministry of Public Health, Kabul, Afghanistan Tel.: 011-873-761-837-725 <i>Walter Koenig, Economic and Commercial Officer</i> E-mail: <a href="mailto:KoenigEW@state.gov">KoenigEW@state.gov</a>
Armenia	Embassy of the United States of America 1 American Avenue Yerevan 0082, Republic of Armenia Tel.: (374 10) 49-42-00; Fax: (374 10) 46-47-42 <i>John A. Heffern, Ambassador</i>	Embassy of the United States of America 18 Marshal Bagramian Ave. Yerevan 375019, Republic of Armenia Tel.: (37410) 49-42-00; Fax: (37410) 46-47-42 <i>Mr. Brian Roraff, Economic/Political Officer</i> E-mail: <a href="mailto:RoraffBR@state.gov">RoraffBR@state.gov</a> <i>Aleksey Hovakimyan, Economic Specialist</i> E-mail: <a href="mailto:HovakimyanA@state.gov">HovakimyanA@state.gov</a>
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COUNTRY	EMBASSY POST	COMMERCIAL POST
Azerbaijan	U.S. Embassy 83 Azadliq Prospekti Baku , Azerbaijan 370007 Tel.: (994-12) 980-335 to 37 Fax: (994-12) 656-671 <i>Robert Cekuta, Ambassador</i>	Foreign Commercial Service US Department of State (Baku) Washington DC 20521-7050 Tel.: (994-12) 498-0335; Fax: (994-12) 986-117 <i>Mr. Hagen D. Maroney, Political/Economic Officer</i> E-mail: <a href="mailto:MaroneyHD@state.gov">MaroneyHD@state.gov</a> <i>Mr. Serdar Cetinkaya, Senior Commercial Specialist</i> E-mail: <a href="mailto:Serdar.Cetinkaya@trade.gov">Serdar.Cetinkaya@trade.gov</a> <i>Ms. Govhar Mammadova, State Commercial Specialist</i> E-mail: <a href="mailto:MammadovaG@state.gov">MammadovaG@state.gov</a>
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Bhutan	c/o U.S. Embassy Shanti Path, Chanakyapuri New Delhi, 110 021 Tel.: (91-11) 2419-8000; Fax: (91-11) 2419-0017 <i>Richard R. Verma, Ambassador</i>	c/o U.S. Commercial Service, New Delhi The American Center, 24 Kasturba Gandhi Marg New Delhi 110 001, India Tel.: (91-11) 234 72000; Fax: (91-11) 2331 5172 <i>Mr. John M.Mccaslin, Senior Commercial Officer</i> E-mail: <a href="mailto:John.McCaslin@trade.gov">John.McCaslin@trade.gov</a> <i>Mr. John Fleming, Senior Commercial Officer</i> E-mail: <a href="mailto:John.Fleming@trade.gov">John.Fleming@trade.gov</a>
Brunei	U.S. Embassy Simpang 336-52-16-9, Jalan Duta Negara, Brunei Darussalam Tel.: (673) 238-4616; Fax: (673) 238-4604 <i>Craig B. Allen, Ambassador</i>	Economic/Commercial Section U.S. Embassy Spq 336-52-16-9, Jln Kebangsaan BC4115 Negara, Brunei Darussalam Tel.: (673) 238-4616; Fax: (673) 238-4603 <i>Allison M. Carragher, Political/ Economic Officer</i> E-mail: <a href="mailto:carragheram@state.gov">carragheram@state.gov</a>
Cambodia	U.S. Embassy, Phnom Penh #1, Street 96, Sangkat Wat Phnom Phnom Penh, Cambodia Tel.: (855) 23 728-000 Fax: (855-23) 728-600 <i>Mr. William E. Todd, Ambassador</i>	Economic/Commercial Section U.S. Embassy, Phnom Penh #1, Street 96 Phnom Penh, Cambodia Tel.: (855) 23-728-137; Fax: (855-23) 728-888 <i>Mr. David Myers, Political/ Econ Officer</i> E-mail: <a href="mailto:MyersDR3@state.gov">MyersDR3@state.gov</a> <i>Sokros Chann, Commercial Specialist</i> E-mail: <a href="mailto:channs@state.gov">channs@state.gov</a>

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### Submitting Expressions of Interest

Consultant selection for technical assistance grants are based on the consultant's prior Expression of Interest (EOI). A good EOI should reflect the firm's experience and expertise in relation to the ADB project being pursued. It is important for a U.S. firm to emphasize this, or similar project experience in the country or in a similar geographic area rather than state a general profile of its consulting activities. When submitting an EOI, the project name should exactly match the one listed in this report to avoid confusion. Each project requires a separate EOI.

An EOI should be submitted on-line through the ADB website at [https://uxdmz06.adb.org/OA\\_HTML/adb/adbpos/jsp/ADBCMSLogin.jsp](https://uxdmz06.adb.org/OA_HTML/adb/adbpos/jsp/ADBCMSLogin.jsp).

### Registering Consulting Firms and/or Individual Consultants

The ADB consultants registration system has been revised into a new and integrated system called **Consultant Management System (CMS)** for both consulting firms and individuals.

Records should be updated at least once a year; otherwise, inactive profiles will be de-activated and excluded from consultants' searches.

Visit [www.adb.org/Consulting/cms.asp](http://www.adb.org/Consulting/cms.asp) for more information.

### 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](mailto: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  
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