

# Overview of AfDB's procurement process and business opportunities

*at EPSA Seminar*

*on 13/June 2014, Tokyo, Japan*



**AFRICAN DEVELOPMENT  
BANK GROUP**

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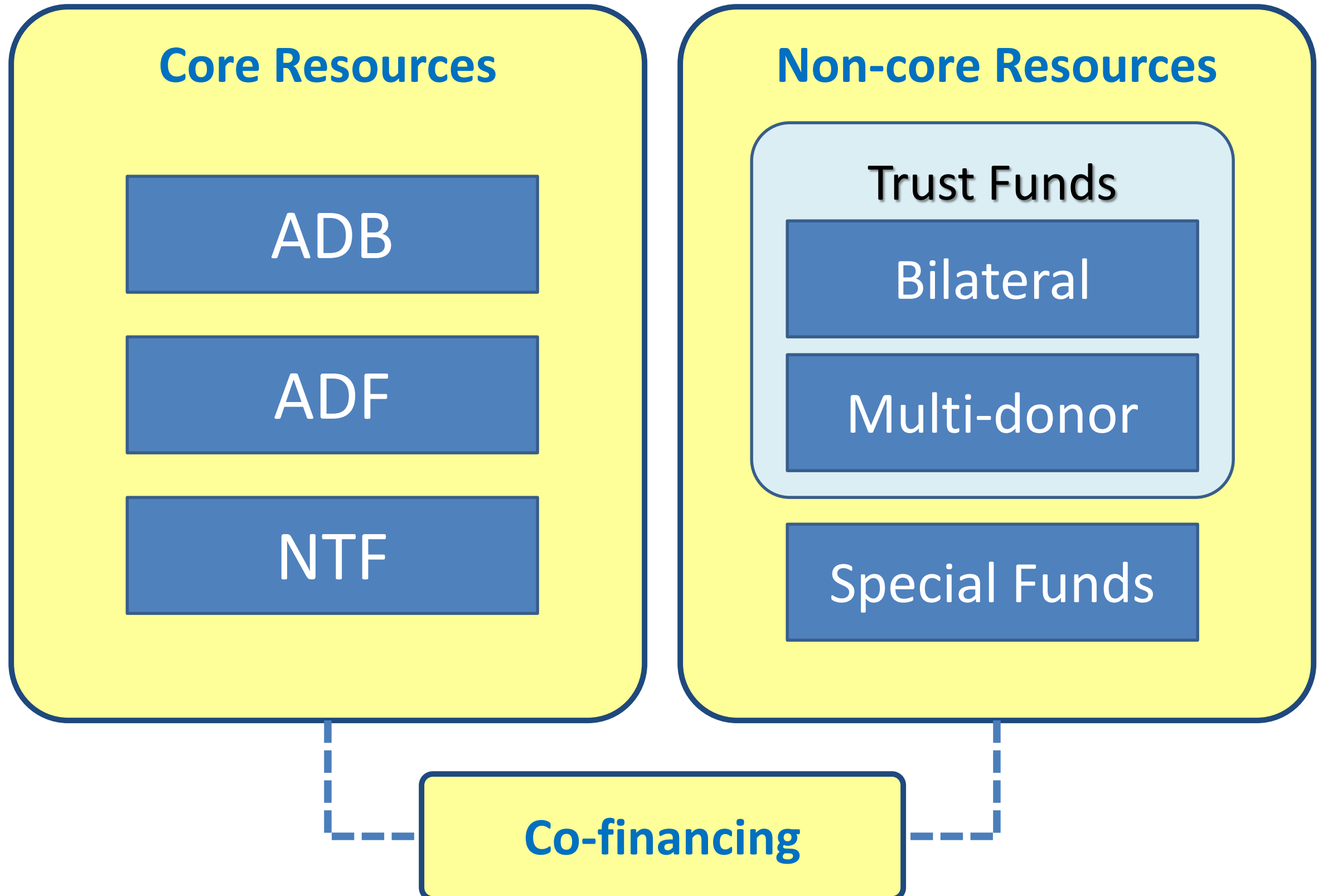
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# The AfDB in brief

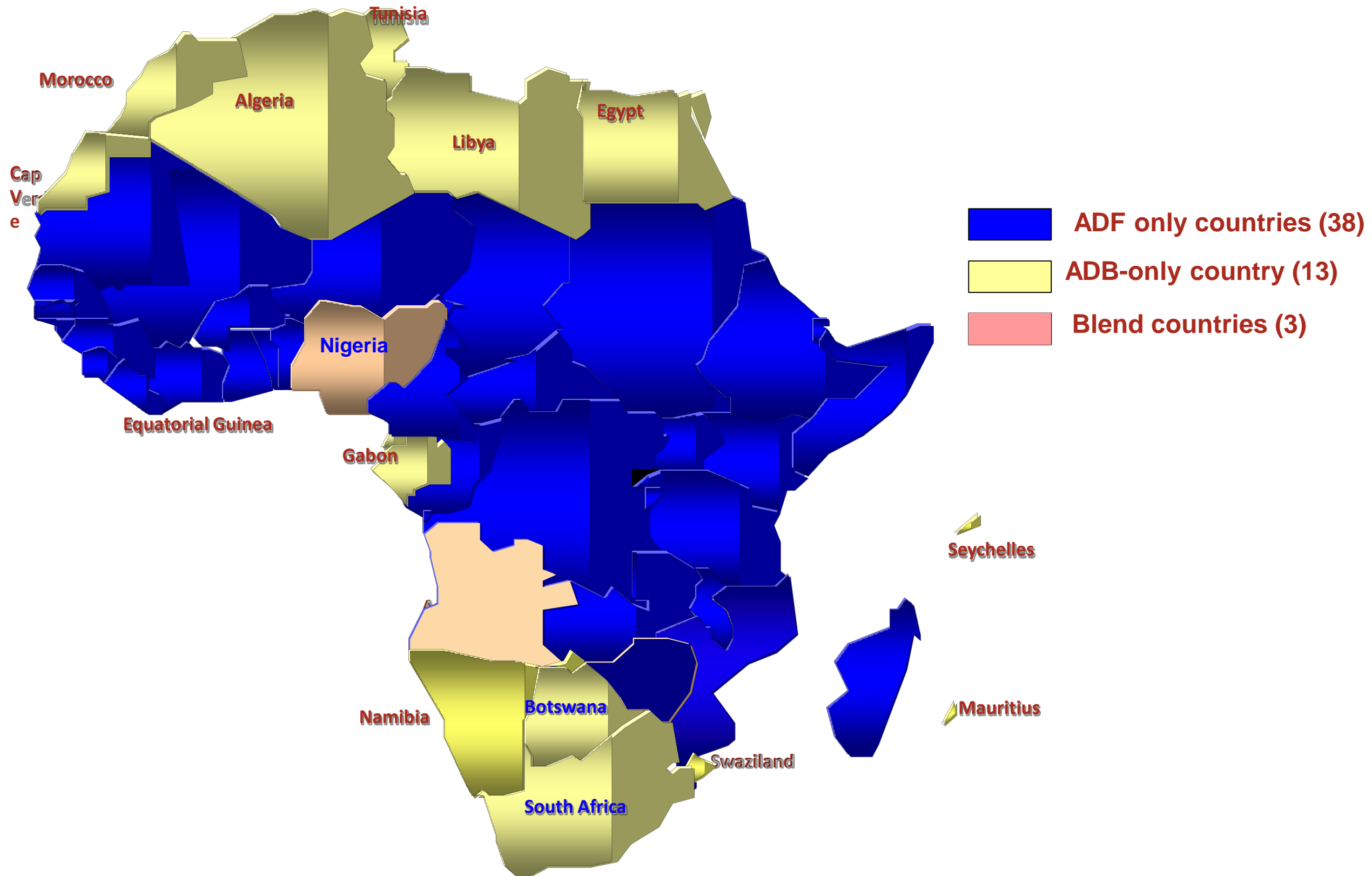


- **Created on 4 August 1963 in Khartoum, Sudan**
- **Member institutions:**
  - The African Development Bank (ADB)
  - The African Development Fund (ADF)
  - The Nigeria Trust Fund (NTF)
- **Shareholders**
  - 54 African or regional member countries (RMCs)
  - 26 non-African or non-regional member countries (NRMCS)
- **Mission : promoting investment of public and private capital in projects and programs designed to reduce poverty and improve living conditions in Africa.**
- **Sector Approvals, 2012**
  - Infrastructure: UA 1.76 billion (48.9 % of total loans and grants)
  - Social: UA 525.3 million (14.6 %)
  - Multisector: UA 505.4 million (14.0 %)
  - Finance: UA 402.8 million (11.2 %)
  - Agriculture and Rural Development: UA 308.1 million (8.6 %)
  - Industry, Mining and Quarrying: UA 97.7 million (2.7 %)
- **Of which: Loans for UA 2.98 billion (55 operations) and Grants for UA 623 million (80 operations)**

# AfDB's Financing Resources



# AfDB regional member countries



# Our Assistance to Africa

## Financing Products

Grants & Concessional Lending

Loans & Equity Investments

Technical Assistance & Policy-based Lending

## Type of Intervention

Projects & Program-based Operations

Non-project activities

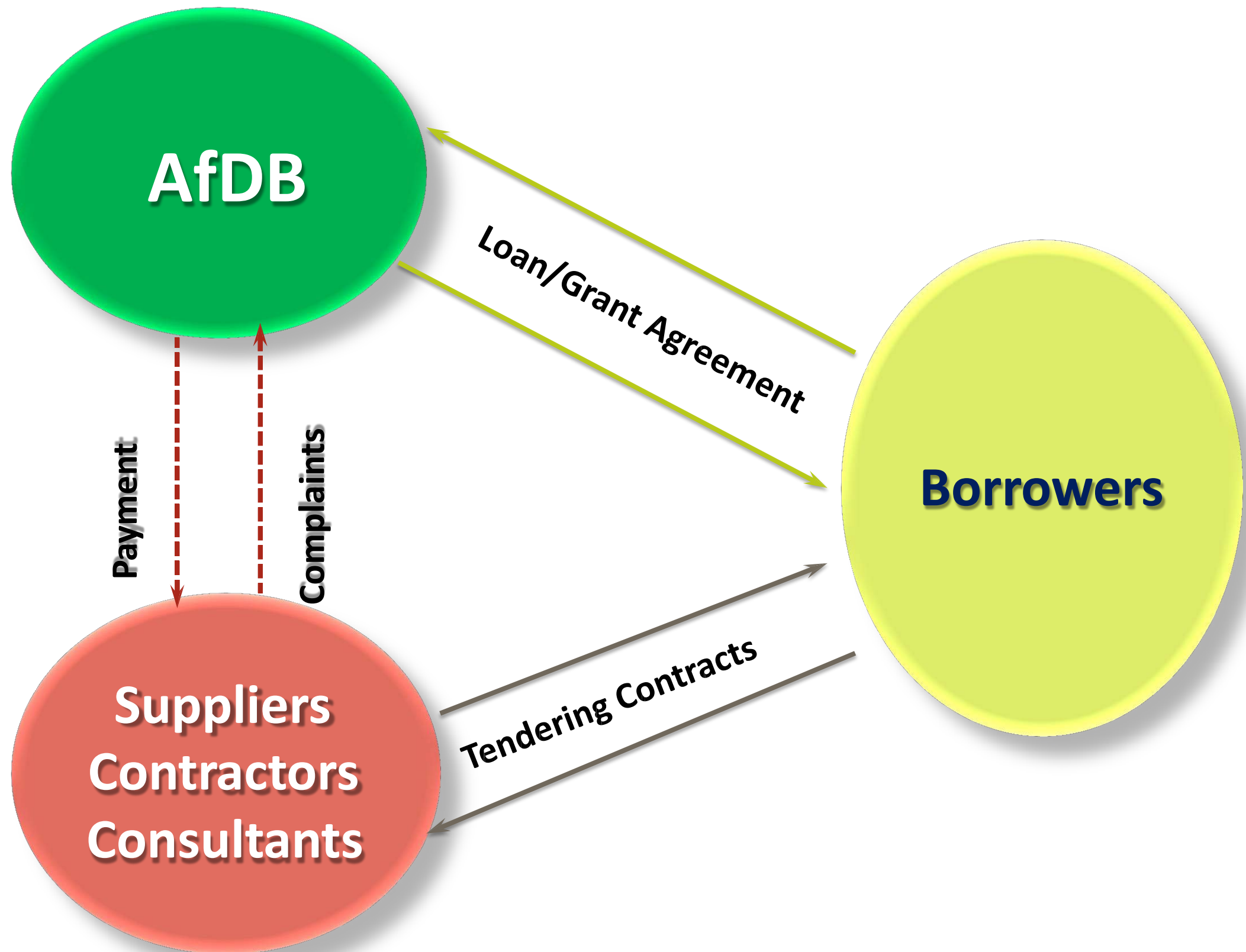
## Procurement

Goods

Works

Services

# Procurement Business Model



# Rules and Procedures Ensure Best Practice



**Open Competition  
& Transparency**

**80% of AfDB contracts by volume  
through International Competitive  
Bidding**

**Average lapse of  
time for  
Procurement**

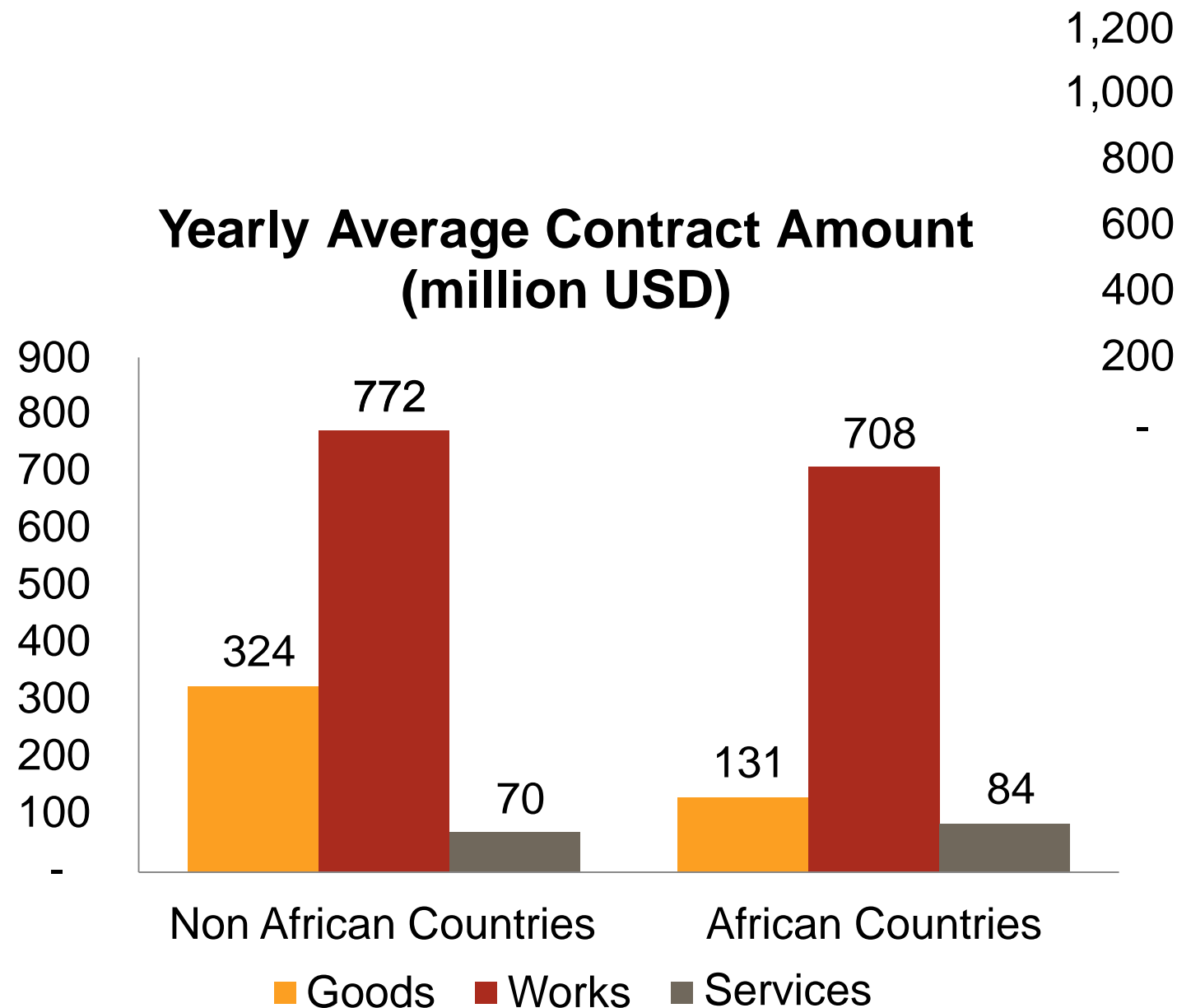
**International Competitive Bidding  
Goods and Works : 8 - 9 months  
Consulting Services : < 8 months**

**Safeguards &  
Accountability**

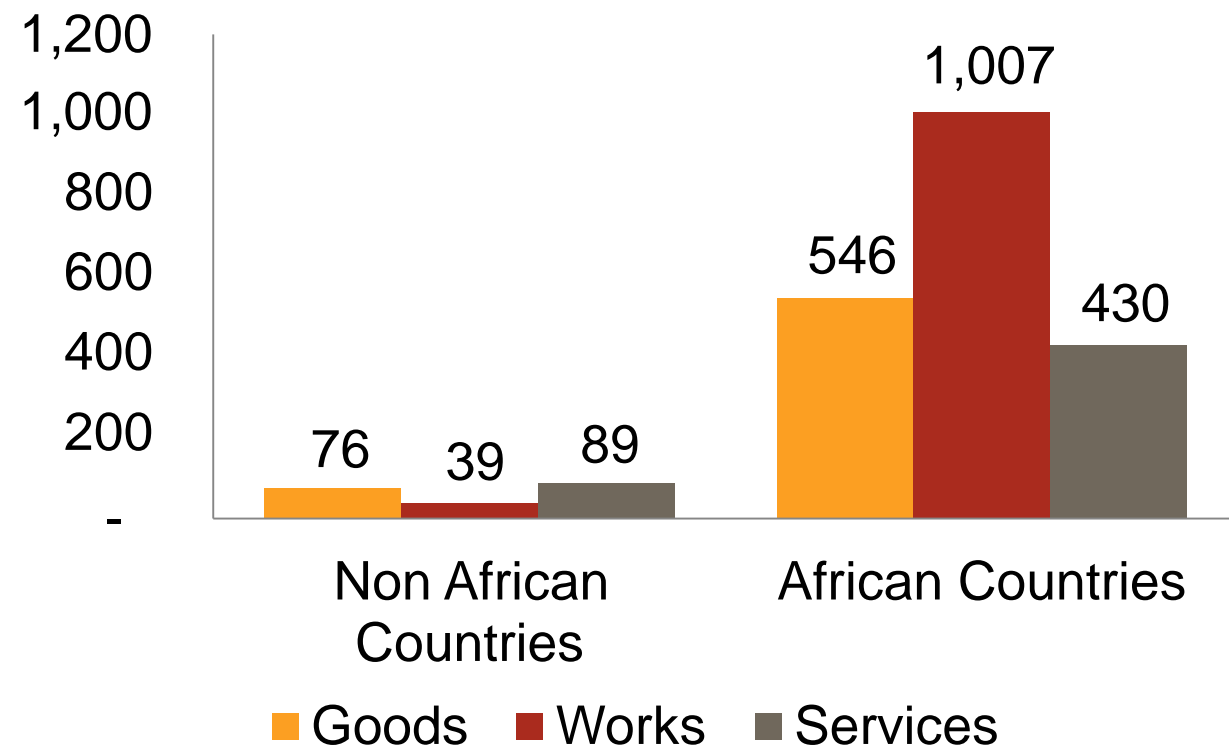
**Bank monitors Procurement  
process  
Arrangements, Tools & Mechanisms**

# Yearly Average Contracts

- Contracts signed for projects financed by the Bank from 2009 to 2013 in Borrowing Countries

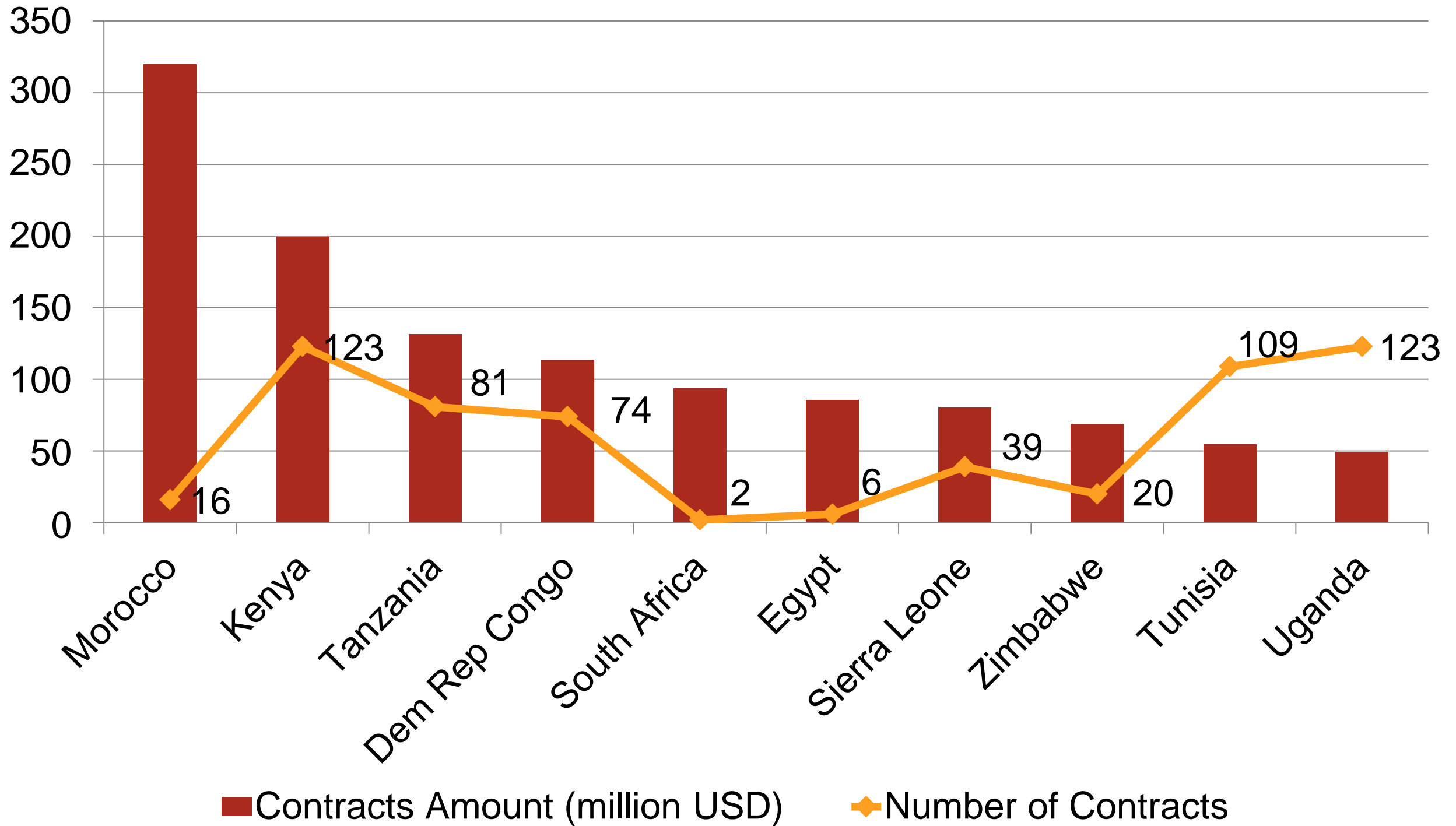


### Yearly Average Number of Contracts

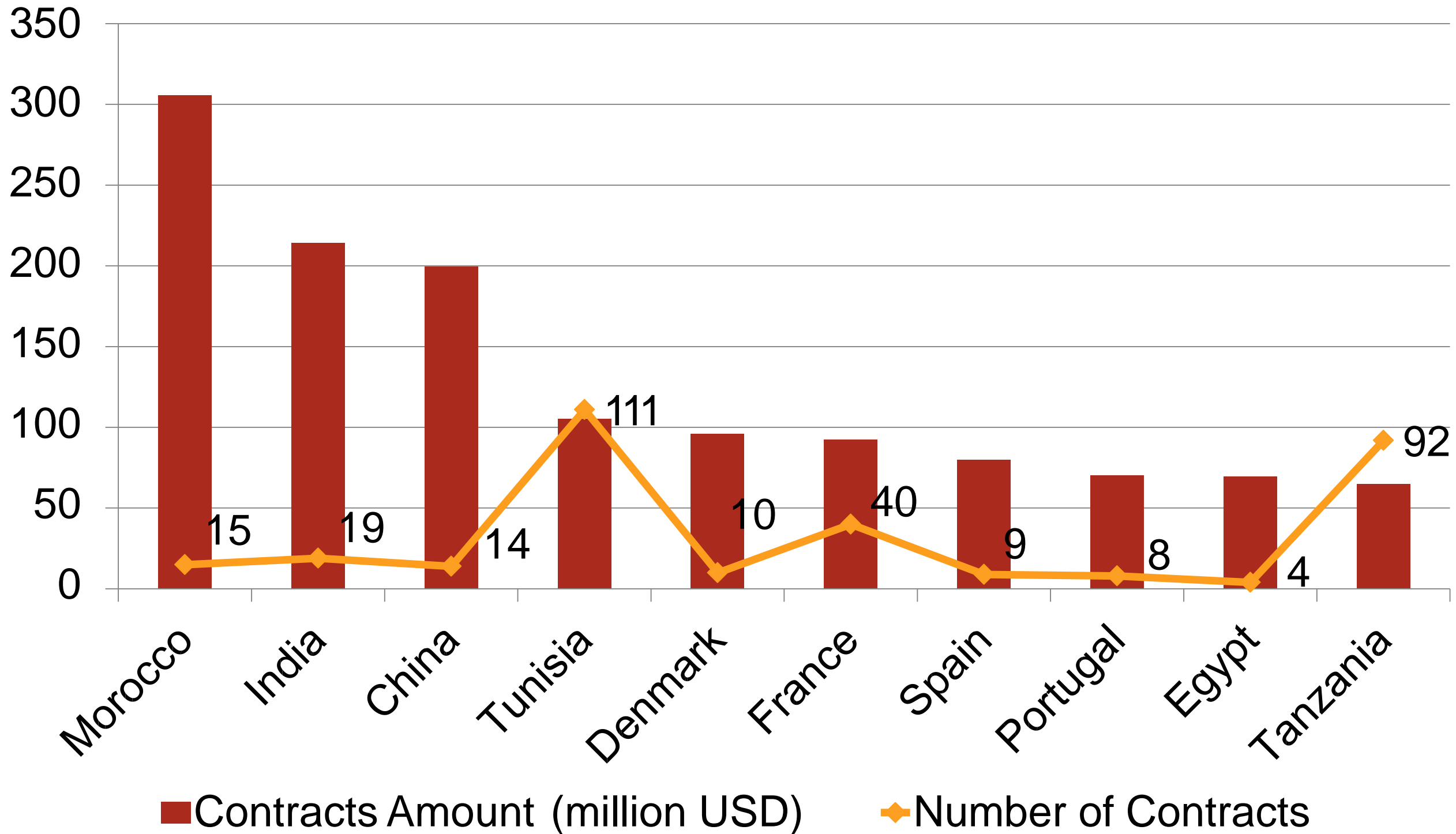




# Top 10 Borrowing Countries in 2013



# Top 10 Supplier Countries in 2013



# Winning Business

- Review Project Information
- Follow Procurement notices
- Study Standard Bidding Documents
- Master the Rules and Procedures
- Prepare responsive and competitive bids

- Online registration

<http://www.afdb.org/en/projects-and-operations/procurement/consultancy-services-dacon/>

English | Français

**AFRICAN DEVELOPMENT BANK GROUP**

**WELCOME TO THE AFDB DACON SITE**

AFDB DACON is a database of Individual Consultants and Consulting Firms maintained by the African Development Bank Group. From the AFDB DACON site, as a new user you can:

- Register yourself as an Individual Consultant**
- Register a Consulting Firm**

We recommend to read this **Registration Guide** before starting the registration process. If you follow it step by step, it will make easier the completion of your application for registration. If you have any questions, please send an email to : [adb-dacon@afdb.org](mailto:adb-dacon@afdb.org).

**Login**

If you already have a DACON account, please login:

Web Code:

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# Procedures Promote Competition

## Goods and Works

- **Prequalification**
- **Detailed specs**
- **Price major factor**
- **No price negotiation**
- **One or Two stages**

## Consultancy Services

- **Shortlisting**
- **TORs**
- **Price can be a minor factor**
- **Negotiation usual**
- **Two stages**

# Multiple sources of Business Information



- Bank's Web Site: [www.afdb.org/procurement](http://www.afdb.org/procurement)
- United Nations Development Business : [www.devbusiness.com](http://www.devbusiness.com)
- Project Executing Agencies in Borrowing Countries
- Press Releases