

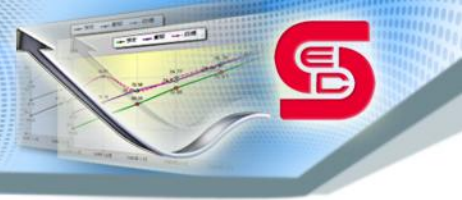
海外商機資訊經營實務

國際組織釋出標案與實務案例

報告人：張國揚

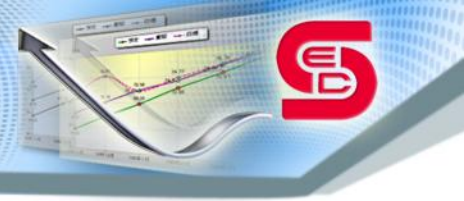
 中興工程顧問股份有限公司

報告大綱



- 世銀與亞銀採購案資訊來源
- 與國內業務爭取方式之比較
- 爭取海外業務之準備
- 準備投標資料
- 評選標準參考
- Q & A

世銀與亞銀採購案資訊來源



❖ 世銀 The World Bank Group (WB)

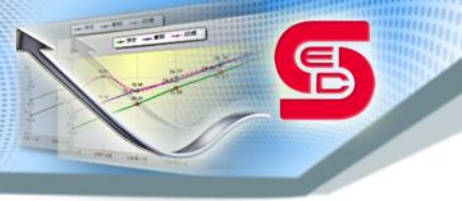
- ✓ The International Bank for Reconstruction and Development (IBRD)
- ✓ The International Development Association (IDA)
- ✓ The International Finance Corporation (IFC)
- ✓ The Multilateral Investment Guarantee Agency (MIGA)
- ✓ The International Centre for Settlement of Investment Disputes (ICSID)

❖ WB網站資料 – <http://www.worldbank.org>

❖ 亞洲開發銀行 Asian Development Bank (ADB)

❖ ADB網站資料 – <http://www.adb.org>

標案種類與評選過程（亞銀為例）



❖ 顧問服務

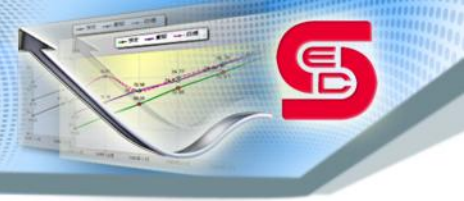
- ✓ Technical Assistance (TA) – 由ADB直接辦理招標
- ✓ Loan – 通常由接受貸款政府單位辦理招標

❖ 商品（goods）採購

❖ 投標過程（公司須先在ADB網站上登記註冊）

- ✓ Project Information
- ✓ EOI -> Shortlist (up to 6 teams)
- ✓ Proposal -> Technical + Financial
- ✓ Evaluation -> No Objection by ADB

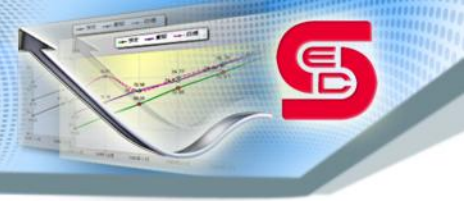
與國內業務爭取方式之比較1



❖ 相同之處-與爭取任何業務「原則」相同

- ✓ 資訊與資料：儘早收集齊全資料、建立業主聯絡管道
- ✓ 業務評估與分析：是否適合爭取
- ✓ 競爭對手：資訊研判、優缺點分析
- ✓ 爭取策略：主包、聯合承攬、或擔任分包廠商
- ✓ 協力廠商：合縱連橫、優勢互補
- ✓ 服務費用：成本精算、嚴格管控
- ✓ 服務建議書與簡報：內容、格式、要求

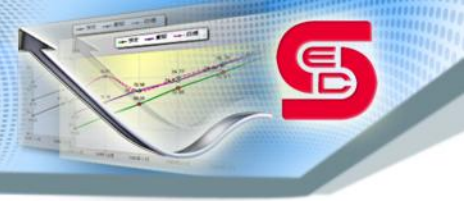
與國內業務爭取方式之比較2



❖ 不同之處

- ✓ 語言：主要是英文，語言隔閡造成陌生與疏離感
- ✓ 環境與文化：溝通方式與重點不同
- ✓ 地理差異：成本、時效、後勤
- ✓ 競爭對手：世界各國一流對手
- ✓ 遊戲規則：規範、法律、制度、合約
- ✓ 其他障礙：稅務、會計、外匯
- ✓ 計畫目的：亞銀宗旨摘要 - alleviate poverty , partnership with member countries , sustained and inclusive growth.

爭取海外業務之準備



❖ 長期經營海外市場

市場了解、人脈經營、資訊蒐集、合作廠商

❖ 制度與經營管理配合

商業模式、派駐制度、後勤支援、財會法務、風險管理

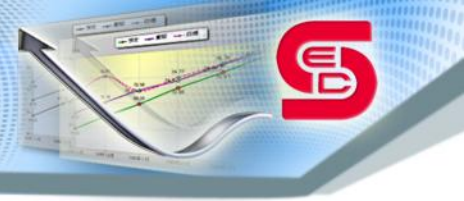
❖ 人才選、訓、用、留

語文訓練、業務行銷、目標考核、企業文化

❖ 評估與決策

業務執行、經營績效、成本效益、經營策略

準備投標資料



❖ 公司經驗 Company Profile & Track Records

專業業績、在開發中國家經驗、與當地合作經驗

❖ 步驟與方法 Proposal

技術工法、期程安排、人員組織、技術移轉

注意評選標準 - LCS, FBS, QBS, QCBS...

❖ 專業技術人員 CV

決勝關鍵 - 佔絕大部分評分比例，尤其是計畫主管

❖ 不要忘了計畫目的與宗旨

貸款目標 - 去貧、環保節能、永續發展



Work with ADB to Make a Difference in the Lives of Millions

The needs of Asia and the Pacific far outweigh the resources of any one country or organization. Find out more about how to work with the Asian Development Bank.

News Events

12 Jul 2016 | News Release
ADB Approves \$750 Million Loan Facility To Lift Power Reliability In Azerbaijan

12 Jul 2016 | News Release
ADB To Help Malaysia's Melaka State Install Energy Efficient Road Lights

08 Jul 2016 | News Release
ADB President Meets Finance And Planning Secretaries Of The Philippines And Affirms Strong Support

07 Jul 2016 | News Release
ADB Updates Policy In Wake Of Global Tax Developments

MORE NEWS »



Takehiko Nakao
News, Activities and Speeches of the ADB President »

Resources For

- Bond Investors
Businesses
Civil Society
Job Seekers
Journalists
Private Sector Project Investors
Independent Evaluation

Editor's Choice

Project Result / Case Study » 06 Jul 2016

Infographic » 04 Jul 2016

Publication » 24 Jun 2016
Asia Bond Monitor

Article » 21 Jun 2016



Site Index



A

- [About ADB](#)
- [Access to Information](#)
- [Accountability Mechanism](#)
- [ADB and Civil Society](#)
- [ADB Career & Employment System \(ACES\) »](#)
- [ADB History](#)
- [ADB Holidays](#)
- [ADB Mobile Apps](#)
- [ADB-Japan Scholarship Program](#)
- [Administrative Tribunal](#)
- [Afghanistan](#)
- [Agriculture Sector](#)
- [Annual Meeting](#)
- [Annual Report](#)
- [Anticorruption and Integrity](#)
- [Anti-money Laundering \(AML\)](#)
- [Armenia](#)
- [ASEAN Infrastructure Fund](#)
- [Asian Development Bank Institute](#)
- [Asian Development Blog »](#)
- [Asian Development Fund](#)
- [Asian Development Outlook](#)
- [Articles](#)

C

- [Cambodia](#)
- [Careers](#)
- [Central Asia Regional Economic Cooperation \(CAREC\) Program](#)
- [China, People's Republic of \[中文\]](#)
- [Civil Society](#)
- [Climate Change](#)
- [Cofinancing, Commercial; Cofinancing Partnerships](#)
- [Combating Terrorist Financing \(CTF\)](#)
- [Compliance Review Function](#)
- [Complaints Receiving Officer](#)
- [Consulting Services](#)
- [Consulting Services Recruitment Notices »](#)
- [Consultant Management System »](#)
- [Contacts](#)
- [Cook Islands](#)
- [Countries](#)
- [Country Planning Documents](#)

D

- [Data and Research](#)
- [Departments and Offices](#)
- [Depository Library Program](#)
- [Development Effectiveness and Results](#)
- [Disaster Risk Management](#)

E

- [Education](#)
- [Employment \(ADB\)](#)
- [Energy Sector](#)
- [Environmental Impact Assessments](#)
- [Environment](#)
- [European Representative Office](#)
- [Evaluation](#)

ADB Consultant Management System

Welcome to the Asian Development Bank's Consultant Management System (CMS)

Consultants are encouraged to join ADB's pool of experts and fulfill the bank's consulting needs. CMS allows consultants to register online and participate in consulting opportunities.

Register

Who can register in CMS?

Individual Consultants

Consulting Firms

Search Consulting Opportunities



View Shortlisted Firms



For Executing Agencies (EAs)

To obtain an EA account, email your ADB Project Officer and copy csr@adb.org with the following details:

1. Name and address of the agency
2. ADB Agency Code (can be obtained from ADB Project Officer/Analyst)
3. Preferred Username
4. First and Last Name of the agency representative
5. Email address of the agency representative

Login

For Consultants and EAs

Login using your registered username and password.

Username

Password

[Can't access your account?](#)

Need Help?

For inquiries, please email cmshelp@adb.org.

Asian Development Bank

Headquarters: 6 ADB Avenue, Mandaluyong City 1550, Metro Manila, Philippines settings

[CMS Terms and Conditions](#)
[Browser compatibility](#)
[Recommended browser](#)

BUSINESS OPPORTUNITIES

Main

[Operational Procurement: Consulting Services](#)

[Operational Procurement: Goods, Works, and Related Services](#)

[Institutional Procurement](#)

[Guiding Principles](#)

[Resources](#)

[Institutional Procurement Notices](#)

[Major Contracts and Purchase Orders Awarded](#)

[Supplier Registration](#)

[Transaction Advisory Services](#)

[Contacts](#)

[Home](#) > [Business Opportunities](#) > [Institutional Procurement](#) >

Supplier Registration



Suppliers interested to supply goods and/or services for the institutional requirements of ADB and its various units at its headquarters are encouraged to register in the Supplier Management System (SMS).

Before you proceed to register, please take note of the following:

1. Suppliers need not be registered in the SMS to participate in the ADB solicitation process, but the possibility of being shortlisted is greater for those who are registered.
2. However, registration to the system is mandatory and pre-requisite to the conclusion of any Contract or a Purchase Order for the provision of institutional goods and/or services.
3. Suppliers' applications will be validated and evaluated. Potential suppliers should be confident with releasing the required business information and documentation. The SMS has sufficient security protection for confidential information. Please note that insufficient or invalid data will deny potential suppliers from registering. Once approved, registered suppliers will be provided with a username and password. Suppliers are encouraged to update their profile regularly, as necessary.
4. Only new suppliers could successfully register in SMS. ADB's existing suppliers who have previously registered with ADB's supplier database and wish to be SMS-users are advised to contact the Contracts Administration Unit (CAU) at [this email contact form](#).
5. Completion of the SMS registration will not necessarily result in your firm being added as a supplier of ADB.

Related Links

[Supplier Eligibility and Guidelines](#)

[Registration for New Suppliers](#)

[SMS Portal for Approved Registered Suppliers](#)

ADB Supplier Management System

Overview Learn More FAQ

Supplier Management System Registration

Welcome to the **Supplier Management System (SMS)** Registration site. This section provides an overview and instructions with the SMS supplier registration process. Please read the following information carefully. For **browser compatibility**, click [here](#). For clarification and additional information, please contact us at ipcontracts@adb.org.

What is SMS?

SMS is a secure application which provides ADB's prospective and existing suppliers for corporate or institutional procurement to register online. SMS covers a two-stage registration process such as the Basic level and Full level registration. Each level should take you approximately 15 minutes to complete. Upon successful completion and approval of your application, you will be given a username and password to access the iSupplier Portal. The iSupplier Portal is an online facility that will enable you to manage your profile, collaborate through alerts and notifications, and monitor your transactions.

Why register?

Registration in SMS gives suppliers an opportunity to submit their user and company profile that will be useful for ADB to confirm if they are eligible to render service or supply goods. Registered and accredited suppliers mean that they are now in ADB's database of potential suppliers and will be able to maintain close collaboration with ADB.

Who can register?

Individuals and firms interested to supply goods and services for ADB's institutional or corporate requirements must register. Suppliers must be a citizen or incorporated in an [ADB member-country](#) and not in listed in ADB nor in other multi-lateral development bank's (MDB) sanction list. If you are an existing supplier prior to implementation of the SMS in 2008 and would like to be SMS users, please contact ipcontracts@adb.org.

What are the requirements?

1. Basic Registration

- General information such as complete name, nature of business, year established, address, contact details and contact persons, etc; and
- Scanned copies of documents as applicable (curriculum vitae and valid ID, business registration, articles of incorporation or partnership, memorandum of association, legal document indicating current officers of the firm).

Suppliers whose applications are approved at the Basic level are referred as Registered Suppliers. They can participate in the solicitation and bidding process as potential contractor or supplier. While non-registered suppliers can also participate in the procurement exercise, the possibility of being shortlisted is greater for those registered.

ADB will send an invitation to complete the Full Registration level to the Registered Supplier in relation to a procurement exercise. Alternatively, the Registered Supplier has the option to proceed with completing the Full Registration shortly after the application for Basic Registration has been approved.

Login

Login using your registered username and password.

Username
Password

[Can't access your account?](#)

Note: ADB users can login using their Oracle username and password.

Registration

New user? Register now!

Retrieve URL

Please key-in your email address and supplier name to access your registration link.

Email Address
Supplier Name

Need Help?

For inquiries regarding the system, please email ipcontracts@adb.org.

NOTE: SMS will undergo maintenance downtime every 00:00 to 02:00 Sunday morning (Manila local time).

- Profile Management
 - Consulting Entity Details
 - Employees of the Organization
 - Payment Information
 - Other Information
 - Address Book
 - Contact Directory
 - Key Experts

Consulting Entity Details: Sinotech Engineering Consultants, Ltd.
 Current Status: **Active** Registration Date: **31-Dec-1998** Last Update Date: **04-Jun-2014**
 * Indicates required field

[Save](#) [Revert](#) [Printable Page](#)

Personal Information

CMS Number: **000197**
 Firm/Organization Name: **Sinotech Engineering Consultants, Ltd.**
 Acronym:
 * Overall Description of the Firm:

Firm/Organization Details

Country of Incorporation: **Taipei, China** Incorporation Document No.
 Year of Incorporation: **1993** No. of Completed Projects
Input a year between 1800 and current year.
 Average Annual Turnover in US\$:
 * Previously Engaged by ADB: Yes No
 * Government-Owned Enterprise: Yes No
To see notice for government-owned institution click on this icon: [i](#)
 Financially Autonomous: Yes No
 Operating Under Commercial Law: Yes No

Type of Organization

[Add Type of Organization\(s\)](#)

*Type	Description	*Scope	Delete
Engineering Firm	As one of the leading engineering	<input checked="" type="radio"/> International	

C

- [Cambodia](#)
- [Careers](#)
- [Central Asia Regional Economic Cooperation \(CAREC\) Program](#)
- [China, People's Republic of \[中文\]](#)
- [Civil Society](#)
- [Climate Change](#)
- [Cofinancing, Commercial: Cofinancing Partnerships](#)
- [Combating Terrorist Financing \(CTF\)](#)
- [Compliance Review Function](#)
- [Complaints Receiving Officer](#)
- [Consulting Services](#)
- [Consulting Services Recruitment Notices »](#)
- [Consultant Management System »](#)
- [Contacts](#)
- [Cook Islands](#)
- [Countries](#)
- [Country Planning Documents](#)

D

- [Data and Research](#)
- [Departments and Offices](#)
- [Depository Library Program](#)
- [Development Effectiveness and Results](#)
- [Disaster Risk Management](#)

E

- [Education](#)
- [Employment \(ADB\)](#)
- [Energy Sector](#)
- [Environmental Impact Assessments](#)
- [Environment](#)
- [European Representative Office](#)
- [Evaluation](#)

ADB Consultant Management System

Consulting Opportunities

Search Reset

Consulting Services Recruitment Notices (CSRN)

CSRN provides detailed information on consulting services required for ADB-financed or administered projects, including terms of reference. Filter to specific advertisements of interest by ticking the appropriate check boxes and clicking Search. Alternatively, click on the numeric links at the end of each row to view advertisements of the indicated type.

Search			
By Country	By Sector	By Eligibility of Consultant Country	By Engagement Period
Select All Select None	Select All Select None	Select All Select None	Select All Select None
<input type="checkbox"/> Regional (45) <input type="checkbox"/> Afghanistan (4) <input type="checkbox"/> Azerbaijan (1) <input type="checkbox"/> Bangladesh (17) <input type="checkbox"/> Bhutan (7) <input type="checkbox"/> Cambodia (1) <input type="checkbox"/> China (15) <input type="checkbox"/> Georgia (1) <input type="checkbox"/> India (22) <input type="checkbox"/> Indonesia (5) <input type="checkbox"/> Japan (1) <input type="checkbox"/> Kazakhstan (1) <input type="checkbox"/> Kyrgyz Republic (2) <input type="checkbox"/> Lao People's Democratic Republic (6) <input type="checkbox"/> Maldives (9) <input type="checkbox"/> Marshall Islands (1) <input type="checkbox"/> Mongolia (7) <input type="checkbox"/> Myanmar (6) <input type="checkbox"/> Nepal (10) <input type="checkbox"/> Pakistan (8) <input type="checkbox"/> Philippines (16) <input type="checkbox"/> Solomon Islands (6) <input type="checkbox"/> Sri Lanka (12) <input type="checkbox"/> Tajikistan (1) <input type="checkbox"/> Thailand (1)	<input type="checkbox"/> Agriculture, natural resources and rural development (17) <input type="checkbox"/> Education (18) <input type="checkbox"/> Energy (14) <input type="checkbox"/> Finance (6) <input type="checkbox"/> Health (7) <input type="checkbox"/> Industry and trade (4) <input type="checkbox"/> Information and communication technology (1) <input type="checkbox"/> Multisector (7) <input type="checkbox"/> Public sector management (20) <input type="checkbox"/> Transport (25) <input type="checkbox"/> Water and other urban infrastructure and services (12) <input type="checkbox"/> Uncategorized (27)	<input type="checkbox"/> Open to Member Countries Only (158) <input type="checkbox"/> Non-Member Countries Allowed (0)	<input type="checkbox"/> Less than 3 months (8) <input type="checkbox"/> 3 months to 1 year (85) <input type="checkbox"/> More than 1 year (65)
		By Consultant Source Select All Select None <input type="checkbox"/> International (86) <input type="checkbox"/> National (72)	By Budget Amount Select All Select None <input type="checkbox"/> Less than \$100,000 (91) <input type="checkbox"/> \$100,000 to \$199,999 (16) <input type="checkbox"/> \$200,000 to \$299,999 (7) <input type="checkbox"/> \$300,000 to \$399,999 (3) <input type="checkbox"/> \$400,000 to \$499,999 (3) <input type="checkbox"/> \$500,000 to \$599,999 (1) <input type="checkbox"/> \$600,000 to \$699,999 (4) <input type="checkbox"/> \$700,000 to \$799,999 (1) <input type="checkbox"/> \$800,000 to \$899,999 (1) <input type="checkbox"/> \$900,000 to \$999,999 (3) <input type="checkbox"/> \$1,000,000 to \$1,500,000 (7) <input type="checkbox"/> Greater than \$1,500,000 (21)
	By Expertise <input type="text"/> Enter the exact text to further filter your search by expertise	By Consultant Type Select All Select None <input type="checkbox"/> Firm (60) <input type="checkbox"/> Individual (98)	

ADB Consultant Management System

Consulting Opportunities

Consulting Services Recruitment Notices (CSRN) [Back](#)

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

Project	Sector	Consultant Source	Consultant Type	Open to non-Member Countries	Expertise	Engagement Period	Budget in USD	Published	Deadline (Manila local time)	Remarks	View CSRN
TA 49049-001 REG: Promoting Smart Systems in ADB's Future Cities Program - B Smart City Knowledge Development	Multisector	International	Firm	No	urban knowledge	24 Months	500,000	23-Jun-2016	21-Jul-2016 11:59 PM	Extension	

[Back](#)

ADB Consultant Management System

Home Consulting Opportunities Shortlisted Firms FAQs ConsultantTutor

TA 49049-001 REG: Promoting Smart Systems in ADB's Future Cities Program - B Smart City Knowledge Development

Date Published: 23-Jun-2016 Deadline of Submitting EO: 21-Jul-2016 11:59 PM Manila local time

Express Interest

EXTENSION

Profile Terms of Reference Cost Estimate

Selection Profile

Consultant Type	Firm	Source	International
Selection Method	Fixed-Budget Selection (FBS)	Technical Proposal	Full Technical Proposal (FTP)
Selection Title	Promoting Smart Systems in ADB's Future Cities Program		
Package Number	B	Package Name	Smart City Knowledge Development
Advance Action	<input checked="" type="radio"/> Yes <input type="radio"/> No	Approval Number	
Engagement Period	24 MONTH	Approval Date	
Consulting Services	USD 500,000	Estimated Short-listing	18-Jul-2016
Budget		Date	
Budget Type	<input type="radio"/> Estimated <input checked="" type="radio"/> Maximum	Estimated	01-Sep-2016
		Commencement Date	
Open to non-Member	<input type="radio"/> Yes <input checked="" type="radio"/> No		
Countries			

Additional Information

Possibility of contract extension **Yes** **No** **Not known**

Possibility of consideration for downstream assignment **Yes** **No** **Not known**

Indefinite Delivery Contract (IDC) **Yes** **No**

Country of assignment **Japan**

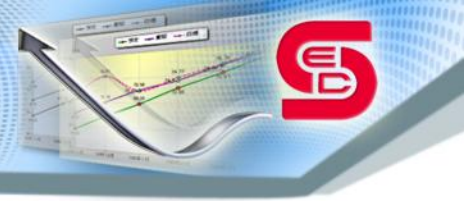
Country of eligibility for national consultants **Same as country of assignment**

Contact Information

Project Officer **Andrew McIntyre**
 Designation **Senior Urban Development Specialist**
Asian Development Bank
 Email amcintyre@adb.org

Agencies

評選標準參考（以QCBS為例）



❖ 諮詢顧問公司的經驗（100~200分）

- 公司執行計畫的經驗、在亞太地區國家工作的經驗

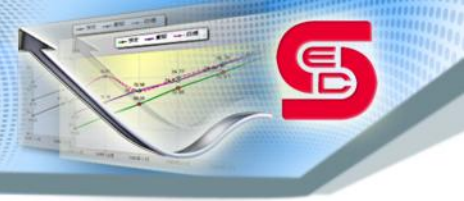
❖ 步驟與方法（200~400分）

- 瞭解技術援助的目的、執行步驟、工作計畫、每月人力需求、創新性、配合單位的支持程度 和工作表現；

❖ 專業技術人員（700分）

- 計畫主管（300分）、專家（International 200分、National 100分、Admin 100分）其中一般資格占10~25%、工作經驗 60~70%，國際（當地）工作顧問經驗占10~15%，語文能力

❖ 總分數 = 技術評分×80% + 財務評分×20%



資料另行提供



Q & A

Thank You !

ΤΙΣΥΙΚ ΛΟΠ Ι

