APAC PROCUREMENT WATCH TOOLKIT

The New ADB Bidding Playbook

Quick-Scan Tender Readiness Checklist for Infrastructure Bids

> The Asian Development Bank (ADB) has officially retired the old "lowest compliant bid wins" model for internationally advertised contracts. Under the new **Merit Point Criteria (MPC)** framework, your technical depth, lifecycle value, and local economic contribution determine whether your financial proposal is even opened. Use this checklist to score your team's readiness before pitching.

1. Technical Quality & Lifecycle Value

Targeting the mandatory 50% to 60% technical evaluation weight framework.

- [ ] **Beyond the Low Sticker Price**
  Does your proposal explicitly map out long-term cost-efficiencies, including projected maintenance, operational optimization, and overall lifecycle asset value rather than just a cheap upfront construction cost?

- [ ] **Climate & Resiliency Engineering**
  Are region-specific, climate-resilient designs detailed directly within the technical narrative? You must explicitly address localized environmental risks (e.g., severe weather patterns, sea-level rise for Pacific civil works).

- [ ] **Active Risk Ownership Matrix**
  Have you provided a comprehensive, transparent risk registry? The bid must clearly demonstrate how your team actively mitigates and owns operational risks, instead of defaulting them back onto the executing government agency.

2. The 50% Local Labor Mandate

Ensuring absolute compliance with strict in-country workforce targets.

- [ ] **Mathematical Labor Breakdown**
  Can your operations plan mathematically prove that at least 50% of all projected person-days over the entire life of the construction contract will be completed by local workers?

- [ ] **Formalized Regional Partnerships**
  Do you have signed letters of intent, MOUs, or clear partnership frameworks established with local subcontractors, community leaders, or regional labor groups to guarantee a stable talent supply chain?

- [ ] **Upskilling & Health/Safety Integration**
  Is there a fully budgeted, practical training and safety onboarding program tailored for local workers to run smoothly from day one of mobilization?

3. Early Market Engagement & Alignment

Winning the contract before the official Request for Tender (RFT) goes live.

- [ ] **Structured Roadshow Participation**
  Did your technical directors or business development leads actively participate in the government executing agency’s mandatory pre-procurement industry roadshows?

- [ ] **Specification & Risk Consultation**
  Did your team submit strategic feedback during open-comment periods to help reshape unfair risk transfers or technically unfeasible tender specifications?

- [ ] **Executing Agency Capacity Assessment**
  Have you audited the historical performance, administrative bottlenecks, and localized priorities of the specific regional government agency managing this pipeline?

THE STRATEGIC TAKEAWAY

Price dumping is officially dead. Under the new MPC rules, if your team hasn't secured an explicit local labor strategy and built a bulletproof technical narrative, your price point won't matter.

Treat technical compliance and local partnerships as your primary baseline for entry.