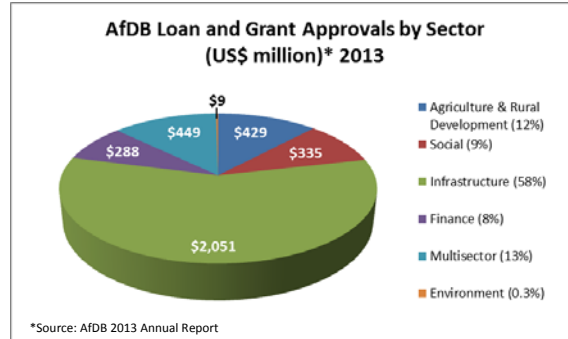
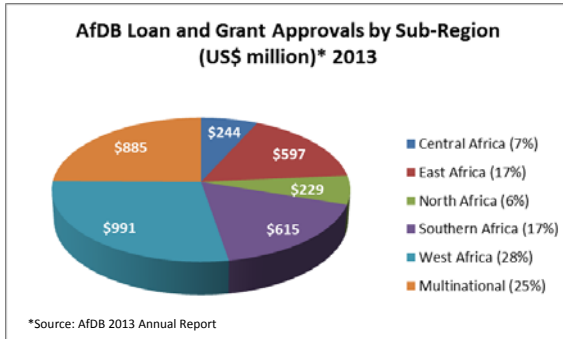


## African Development Bank Group Abidjan, Ivory Coast

The [African Development Bank](#) (AfDB) Group is a multilateral development bank whose shareholders consist of 54 regional member countries in Africa and 26 member countries from elsewhere in the world. The AfDB Group consists of three institutions: the African Development Bank, the African Development Fund and the Nigeria Trust Fund. Most of the Bank Group's support to developing countries is in the form of loans and grants for specific development projects and investment programs in the agriculture, energy, transport, water, sanitation, health, education and environment sectors. The AfDB also finances private sector projects in the region.



**PROCUREMENT PROCEDURES:** Bidding on AfDB-funded projects is restricted to firms from AfDB Group member countries, but companies from anywhere in the world can bid on African Development Fund opportunities. The Borrowing Country manages procurement processes, but the AfDB reviews each stage of the process and issues a “non-objection” if it is satisfied with the process, allowing the Borrower to proceed.

**Procurement of Goods, Works & Non-Consulting Services by Borrowers:** International Competitive Bidding (ICB) is the primary method of procuring goods and works for AfDB-financed projects. The Bank may authorize other methods such as National Competitive Bidding (NCB), Limited International Competition, International or Local Shopping, and Directly Negotiated Purchase. NCB is generally used for smaller goods or works contracts where international firms may not be interested. International or National Shopping is used to procure available, off-the-shelf goods or commodities.

**Corporate Procurement:** Most Bank procurement is conducted by the Institutional Procurement and Logistics Division and, to a lesser extent, by field offices and Cost Centre Managers. The Bank’s General Services and Procurement Department issues Requests for Proposals or Invitations for Bids. The [vendor kiosk](#) is dedicated for vendors interested in supplying goods, works and services for the Bank's internal needs.

**Procurement of Consulting Services by Borrowers:** Consulting services are procured by means of shortlists compiled by a project's Executing Agency. Services can be contracted either to a consulting firm or, for smaller assignments, to an individual consultant. Procurement procedures must follow the Bank's rules as described in the [Rules and Procedures for the Use of Consultants](#). Selection procedures for larger assignments are detailed and lengthy (14 months on average). Procedures for individual consultants are simpler and faster, especially for short-term assignments.

**Canadian Success:** Canadian firms have had most success providing consultancy services to borrowing member countries. This includes pre-investment studies (feasibility and pre-feasibility studies); detailed design studies; environmental and social impact assessments; the control and supervision of the construction of works; and technical assistance. Canadian firms have also led many of the Bank’s private sector projects.

**PRIVATE SECTOR FINANCING:** In 2013, over 20% of the Bank’s operations supported projects in the private sector in the form of guarantees, lines of credit and equity participation. Specialized funds include the US\$100 million [Agvance Africa Fund of Funds](#) which focuses on Africa’s agri-business, and the US\$250 million Private Sector Credit Enhancement Facility which mitigates the risk associated with lending to low income countries.

**Canadian firms can obtain additional information and support by contacting representatives from the Canadian Aid Market Support Network: [Doing Business Abroad - Business Opportunities: Development and Humanitarian Aid Markets](#)**