



## U.S. Commercial Service Liaison Office to the Asian Development Bank

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### ***Our Mission:***

The U.S. Commercial Service Liaison Office to the Asian Development Bank (CS ADB) is a part of the U.S. Department of Commerce's global network of export development offices. We help U.S. firms target *major project, consulting and procurement opportunities* generated from the ADB's lending. The CS ADB also works with *U.S. sponsors of private projects who can benefit from the lending and risk mitigation* activities of the ADB's Private Sector Department and the Office of Co-financing. The *market* for U.S. goods and services that is generated through ADB lending is a *regional* one, including 37 Developing Member Countries in Asia and the Pacific. *U.S. firms are eligible to bid* on all ADB-funded procurement and consulting opportunities. Since the ADB's founding in 1966, the U.S. cumulative share of procurement exceeds \$5.41 billion -- \$4.6 billion for goods/civil works and related services, and \$786.5 million for consulting services. In terms of *overall share* of ADB-funded procurement among *donor* member countries, the *U.S. ranks number one*.

### ***Our Scope:***

We help U.S. firms pursue ADB business opportunities primarily in 37 Asian developing countries:

- |                 |                      |                      |                  |
|-----------------|----------------------|----------------------|------------------|
| 1. Afghanistan  | 11. Kazakhstan       | 20. Nauru            | 29. Tajikistan   |
| 2. Azerbaijan   | 12. Kiribati         | 21. Nepal            | 30. Thailand     |
| 3. Bangladesh   | 13. Kyrgyz Republic  | 22. Pakistan         | 31. Timor Leste  |
| 4. Bhutan       | 14. Lao PDR          | 23. Palau            | 32. Tonga        |
| 5. Cambodia     | 15. Maldives         | 24. Papua New Guinea | 33. Turkmenistan |
| 6. China, P.R.  | 16. Marshall Islands | 25. Philippines      | 34. Tuvalu       |
| 7. Cook Islands | 17. Micronesia       | 26. Samoa            | 35. Uzbekistan   |
| 8. Fiji Islands | 18. Mongolia         | 27. Solomon Islands  | 36. Vanuatu      |
| 9. India        | 19. Myanmar          | 28. Sri Lanka        | 37. Vietnam      |
| 10. Indonesia   |                      |                      |                  |

### ***ADB business opportunities occur primarily in these sectors:***

- **Agriculture and Natural Resources** (including disaster management)
- **Education and Training** (including distance learning)
- **Energy** (including electric power, oil & gas and renewable energy)
- **Environment** (including water supply, waste treatment and environmental management)
- **Financial Services** (including banking, insurance and project finance)
- **Healthcare and Nutrition** (including telemedicine)
- **Information Technology and Telecommunications** (incl. e-government services)
- **Infrastructure** (including housing and urban development)
- **Transportation** (including road, rail, port and airport projects)

### ***Our Services:***

- **Market Research:** Alert reporting and status reports on planned and approved ADB-supported technical consulting contracts, development programs and infrastructure projects, including public tenders generated from ADB assistance. Organization of project opportunities in ADB Market Briefs for various sectors and countries. Our research is in the National Trade Data Bank and on these websites: [www.buyusa.gov/adb](http://www.buyusa.gov/adb), [www.stat-usa.gov](http://www.stat-usa.gov), [www.export.gov](http://www.export.gov)
- **Counseling:** Advise U.S. firms on ADB procedures and opportunities.
- **Key Contacts:** Organize "Gold Key" appointment schedules with ADB officers to facilitate informal technical presentations by U.S. firms to ADB staff.
- **Trade Events:** Organize ADB Business Opportunities Seminars in the U.S. and Asia.
- **Advocacy:** U.S. Government advocacy on behalf of U.S. firms and in support of open and transparent competition.

### ***Our Advisory Staff:***

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