

別添：ご参考資料

アジア開発銀行の調達手続き

2017年の調達改革のなかで、ADB 理事会に提出した Policy Paper の中で、調達原則として品質とコストパフォーマンス（原文では VfM : value for money）が提案され採択された。

18. The proposed principles-based procurement policy, presented in Appendix 1, will include two new core procurement principles—quality and VfM—in addition to economy, efficiency, fairness, and transparency. These two new principles permit the introduction of customized procurement methods as well as support for high-level technologies.

この結果として導入された ADB Procurement Policy では次のように記載されている（パラ 5 (vi)参照）。

(vi) **Value for money.** This principle enables the borrower to obtain optimal benefits through effective, efficient, and economic use of resources by applying, as appropriate, the Core Procurement

Principles and related considerations, which may include life-cycle costs and socioeconomic and environmental development objectives of the borrower. Price alone may not sufficiently represent value for money.

同時に導入された ADB 顧客（即ち ADB 融資でもって調達を主催する途上国政府）向けの Procurement Regulations for ADB Borrowers で上記同様の記述あり（パラ 1.4(f)、さらには次のように記載ある。高度技術の調達ではコストだけではなく質が重要とし（下記）、Performance-based procurement も可能な調達手段としている（パラ 2.30～参照）。

G. Procurement of High-Level Technology

2.27 The procurement of high-level technology involves proven or advanced new technology that improves the quality of the service delivered.

2.28 The quality requirements of the infrastructure, equipment, or services to be procured are critical in such cases and may outweigh an evaluation of bids based exclusively on cost.

2.29 For particularly complex or sophisticated infrastructure, equipment, or nonconsulting services, alternative methods of procurement, such as two-stage bidding or evaluation criteria which prioritize nonprice criteria, may be appropriate to provide optimal value for money and fitness for purpose, as detailed in Appendix 5.

For consultancy services, this may be done through appropriate weighting of cost ratios under QCBS methods as detailed in Appendix 5, or other methods of evaluation.

さらに、Appendix 1 では Value for Money の考え方について説明があり、Life cycle costing is generally a factor in assessing value for money とありますし、評価に当たっては非コスト面も考慮するようにとあります（下記抜粋）。Appendix 5: Evaluation Criteria and Methodology にも同様の記載がある。

8. Evaluation criteria must be designed to enable the borrower to achieve value for money taking into account the cost- and noncost-based criteria needed to achieve the procurement needs and objectives. This will include consideration of the quality of the goods and services, responsiveness to socioeconomic or environmental objectives, fitness for purpose, the bidders' record of achieving the desired results based on experience and performance history, and methods of assessing costs such as life cycle costing (including initial price together with, as appropriate, costs of maintenance, operation, licensing, additional features, consumables, disposal, etc.).

しかしこれらは、あくまでも途上国で、調達するサービス、物品等の目的・態様によって最適な調達方法を選ぶこととされている。