

Report On  
**"A 360-degree evaluation of business model and tendering  
process of Shadow International Limited"**

By  
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An internship report submitted to the BRAC Business School in partial fulfillment of the  
requirements for the degree of  
Bachelor of Business Administration

BRAC Business School  
BRAC University  
[September] [2020]

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# Declaration

## It is hereby declared that

1. The internship report submitted is my/our own original work while completing degree at BRAC University.
2. The report does not contain material previously published or written by a third party, except where this is appropriately cited through full and accurate referencing.
3. The report does not contain material which has been accepted, or submitted, for any other degree or diploma at a university or other institution.
4. I have acknowledged all main sources of help.

## Student's Full Name & Signature:

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Waseque Bin Bashir

ID: 16204004

## Supervisor's Full Name & Signature:

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Shamim Ahmed

Deputy Registrar, BRAC University  
Lecturer, BRAC Business School  
BRAC University

# Letter of Transmittal

27<sup>th</sup> September, 2020

Shamim Ahmed

Deputy Registrar, BRAC University

Lecturer, BRAC Business School

BRAC University

66 Mohakhali, Dhaka-1212

**Subject: Internship Report Submission**

Dear Sir,

I, Waseque Bin Bashir, a student of BRAC Business School, am hereby respectfully submitting my Internship report on "**A 360-degree evaluation of business model and tendering process of Shadow International Limited**" as per the requirements of BBA Undergrad program.

To fulfill the qualification of my internship, I worked at Shadow International Limited as a Marketing Intern for three-month period from 1<sup>st</sup> July to 30<sup>th</sup> September. Shadow International Limited is an indenting firm, which provides power station machineries to the government owned power stations since 1984. The reason for doing internship here is they are one of the oldest and leading indenting firms in Bangladesh.

In conclusion, I want to express my utmost gratitude for your incomparable support and instruction that helped me complete this report seamlessly. I pray and hope that you would continue to show your support through the approval of this report.

Sincerely yours,

**Waseque Bin Bashir**

Student ID: 16204004

BRAC University

# **Non-Disclosure Agreement**

This Agreement is made and entered into by and between Shadow International Ltd. and the undersigned student at BRAC University Waseque Bin Bashir, ID of 16204004.

## **Acknowledgement**

Throughout the course of this internship period, I was lucky enough to get continuous support from several people whose invaluable advices and words of encouragement got me through this difficult and most important period of my undergrad life. The completion of this report would not have been possible without these people. And words will not be enough to express my gratitude for them.

In the beginning, I am very grateful to Almighty Allah for giving me the capability of enduring all the hardships I faced during this period. Next, I want to express my gratitude to all the members of the company where I spent the last three months, Shadow International Limited. The employees and staff members were so generous towards me. They helped me through the learning process and their invaluable insights will forever be with me in my corporate life. They went out of their way to guide me through my learning procedure and for that I would forever be grateful. My senior peers also helped me a great deal in helping complete the report successfully.

I want to make an attempt to show my humble gratitude to my internship Advisor Shamim Ahmed sir. He has been a constant source of support and inspiration and has helped me conclude the final chapter of my undergrad education with the completion of this report on due time. Lastly, my appreciation goes to BRAC University where I spent the last precious four years and at the final moments I can only say that the knowledge I have acquired from here will only help me prosper further in my professional life and every day for the rest of my life. I would continue to be grateful to have all these amazing supportive people who, altogether, helped me equip for the real life work that I would be facing from now on.

## **Executive Summary-**

Our organization SHADOW INTERNATIONAL is an Engineering Products Trading firm giving acquirement administrations to the Power Plants, Fertilizer Industries, Cement Industries, Paper Mills and Oil Refinery in Bangladesh as a perceived and all-around presumed Trading House since 1984.

We have been speaking to Internationally rumored worldwide, European, Japanese, Korean, Indian and Chinese producers effectively to the diverse Power Plants, Fertilizer Industries, Cement Industries, Paper Mills and Petrochemical Industries in Bangladesh.

We are providing supplies, materials, PALLMANN Machinery for wood preparing, Industrial Cooling Towers, Boiler Feed Pumps, Circulating Water Pumps, Condensate Pumps, Booster Pumps, Compressors and Compressors saves, Vacuum Pumps, Control Valves, Turbine and Turbine Spares and Industrial Boilers. Likewise, we are providing finished Cement plants for Dry Process from our Chinese Manufacturer.

SHADOW INTERNATIONAL LIMITED can offer quality administrations reacting to the necessities of clients by providing required supplies, extras and materials for the smooth activity, fix and upkeep of various Industrial plants in Bangladesh.

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## **List of Acronyms**

E-GP	Electronic Government Procurement
K.S.F	Key Success Factor
BPDB	Bangladesh Power Development Board

## **Glossary**

Internship Report	A research paper containing in depth examination of work performed during the internship period. The paper contains number of expanded essays going through each section.
Indenting Firm	Sole agents in Bangladesh of foreign power station machineries manufacturing companies.



**CHAPTER 1**

**Overview of Internship**

## **1.1 Student Information:**

**1.1.1 Name & ID:** I am Waseque Bin Bashir. I began my undergrad studies at BRAC University in Fall 2016 session under BRAC Business School. My student ID: 16204004.

### **1.1.2 Program & Major:**

Initially I had Economics as my second choice of subject and Bachelor of Business Administration (BBA) as my first. However, due to my passion for Business Administration I went for it. BRAC Business School is one of the most reputable schools in the country. I believed that I could achieve my dreams in this school. For my major stream, I had chosen Marketing and decided to complete a minor program in HRM. Sales and Marketing always fascinated me and I believe I have the skills that are required in the sector. The skills of persuasion, the marketing strategy comes to me naturally and as a student I was able to learn a great deal from my faculty members.

## **1.2 Internship Information:**

Period, Company Name, Department, and Address: The internship program, or the real life experience a student has to get before his completion of the undergrad degree, for me was under an indenting firm named Shadow International Limited. I was very fortunate to work in their institution. The main concern of Shadow International Limited is to sell power station machineries and spares parts to the government. I gathered my experience of working in different departments under their supervision. Majority of my work was in the marketing department, while I also assisted the sales team and the operations team. I was able to work in the engineering department for a while where I helped check maintenance issues of their machineries in several power stations. Along with these, my work also included communication with the corporate clients under the customer service department. I have worked at Shadow International Limited for an internship of a total timespan of three months that started from 01. 06.2020 to 31. 09. 2020. The office of Shadow International Limited is situated in 33, Topkhana Road, Meherbab Plaza 3" Floor.

### **1.2.1 Internship Company Supervisor's Information**

As an intern in the company, I was assigned to work under Mr. Chowdhury Munirul Haque Irany, Executive Director. From him, I was lucky enough to learn a great deal regarding field marketing and its implications. I also learned more about formal communication with corporate clients. After that, I worked under the Managing Director, M Bashir Ullah Bhuiyan. He has provided constant support during my full internship time. He also helped me learn a great deal about the corporate practice and the real-life application of business.

### **1.3 Internship Outcomes:**

Contribution of student to the Company: Mine work summary in Shadow International Limited is given below. I had kept an excellent relationship with the clients. I helped communicate with the new clients whereas I also formed new connections with the existing ones. whenever they had any issues, I stepped up to provide all sorts of help and gave them the accurate solutions to their problems and answered any of their queries. Apart from that I also maintained a healthy relationship with the company members and employees. I have successfully bid 6 e-GP tenders and kept an effective communication with the government power stations. As for the specific work details, I negotiated more than 15 new clients and got them to use our machineries which was profitable to the company. Apart from that, I helped provide fresh ideas that could help upgrade the marketing process and help get new customers. Throughout my internship I had maintained a healthy working environment that is professional and yet, inviting to the clients and employees.

### **1.3.1 Benefits to the Students:**

My initial target was to complete the internship course as a part of my undergrad course. However, when I got to take the real-life experience, I was quickly enjoying my work and the working environment the company had provided. I was able to use my educational knowledge into real life experience and overall, it was an overwhelming experience. The other employees and my supervisor were kind enough to navigate me through all the real-life experiences and help me through critical situations that often arises in handling of clients. Firstly, when I joined and started working, I tried to observe the fellow employees. The way they negotiate with the clients, the way they face any critical and unwanted situations and it honestly helped me a lot. Also, during this time, I learned a lot more about teamwork. When working in a corporate house, it is important to be considerate of everyone in the team and without good teamwork the company fails to do any task with proper success. Learning to manage with others and take their ideas and incorporate them into actions was a great learning experience for me which I will be able to use in my future. The real-life experience was great for enhancing my confidence. Knowing that I have the potential to handle corporate dealings efficiently encouraged me to work harder. I think not just me, this experience will encourage any student. Not to mention, this also adds credentials to an individual's resume. After the completion of the internship program a student learns and experiences a lot. This helps them prepare as a strong candidate and creates a positive outlook for their future jobs.

### **1.3.2 Recommendation:**

Companies should hire professionals who are trained and educated for crucial positions. One's experience and work ethics are very important in the greater run. My suggestions to them would be to try out different updated marketing approaches that will help attract the clients even more. Digital marketing has been proven to be a wonderful way of approach and it really attracts more clients. They should really look into it and consider adopting this to their present tactics. More interns and employees could also be hired in order to reduce the work pressure and invite a bigger pool of ideas.



## **Chapter 2**

# **Business Model of Shadow International Limited**



## **2.1 Introduction:**

### **2.1.1 Objective:**

The principal goal of this study is to achieve knowledge from an indent firm, how they are doing their business with government in the power station sector and also examine their performance in the market and going through ways in their they can grow further. There are some short-term objectives discussed below:

Short Term Objective:

Getting an understanding of how they carry out their operation, learning about their marketing strategies and plans in the business, inspecting their strength and weaknesses and observing how the employees are working to get their targeted results.

### **2.1.2 Methodology:**

The process of collection and gathering of data is methodology. The information process is given below.

Primary Data: Shadow International Limited is a well-established indenting firm where primary data is given more focus in the data collection method. The primary data of the company includes, first-hand communication with the working team, direct observation and learning from practical work.

Secondary Data: the secondary data collection contains, researching online credible articles, browsing through the internet, etc.

### **2.1.3 Scope:**

This report can provide the present picture of Shadow International about their performance, the issues they are dealing with and how they are handling those problems. I was fortunate enough to get a closer look at their communication service, operations and marketing service. It gave me a real like experience which shall undoubtedly help in my future corporate career.

#### **2.1.4 Limitations:**

During my internship period the limitations I faced are discussed below:

Shadow International Limited is very private in terms of disclosing their financial and crucial information. I had faced some difficulties in gathering information as the company takes their privacy very seriously, so as not to leak any important information. Since the internship period is only three-months, the data collection automatically got limited. The time span was too short to collect any more information. Shadow International Limited is an indenting firm doing international trading's with government. Since there are insufficient amount of data available online, I had to rely mostly on the primary information I gathered. The three-month time duration is a limitation since gathering of the entire experience with data and detailed report is not possible in this time-span.

#### **2.1.5 Significance:**

The primary objective of this internship was to get a real corporate experience and getting the firsthand knowledge regarding the general process of how an indenting firm works with government and run the operation. As power sector is an important area worldwide and demanding globally so, it is a flourishing industry in our country. Taking an internship in this industry will help learn a student about the functioning of the industry and hopefully will help choose their career better. Whoever is interested can decide their future in this business where they can deal will power stations and related technologies. Lastly, my experience working in this corporate will always be with me, as it was my first introduction to the corporate world and I have honestly learned a great deal. My experience will hopefully assist me in seizing more opportunities in the future.

## **2.2 Overview of the Company:**

Shadow International Limited was established in 1984, it is an indenting firm providing machineries to government power stations. It is sole agents of several foreign machine manufacturing companies. Shadow International Limited works on behalf of those companies in Bangladesh and sell their items. Its corporate office is situated at Dhaka, Topkhana road, where several engineers and other employee work to achieve its goal.

### **2.1.1 Vision:**

To be the leading company for providing PowerStation machineries.

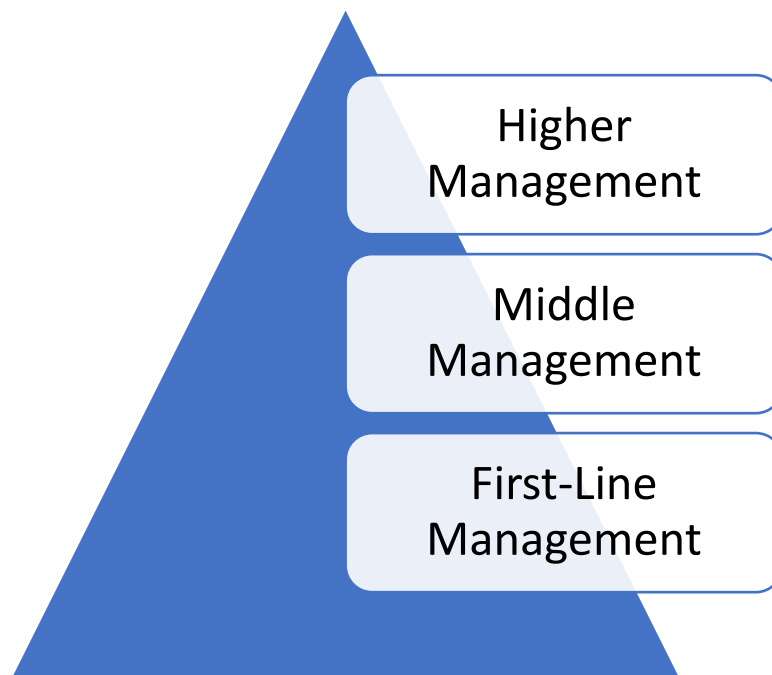
### **2.2.2 Company's Mission:**

- The company's mission contains, ensuring employment for engineers and business graduates.
- Serving government with best quality machineries.

## 2.3 Management Practices:

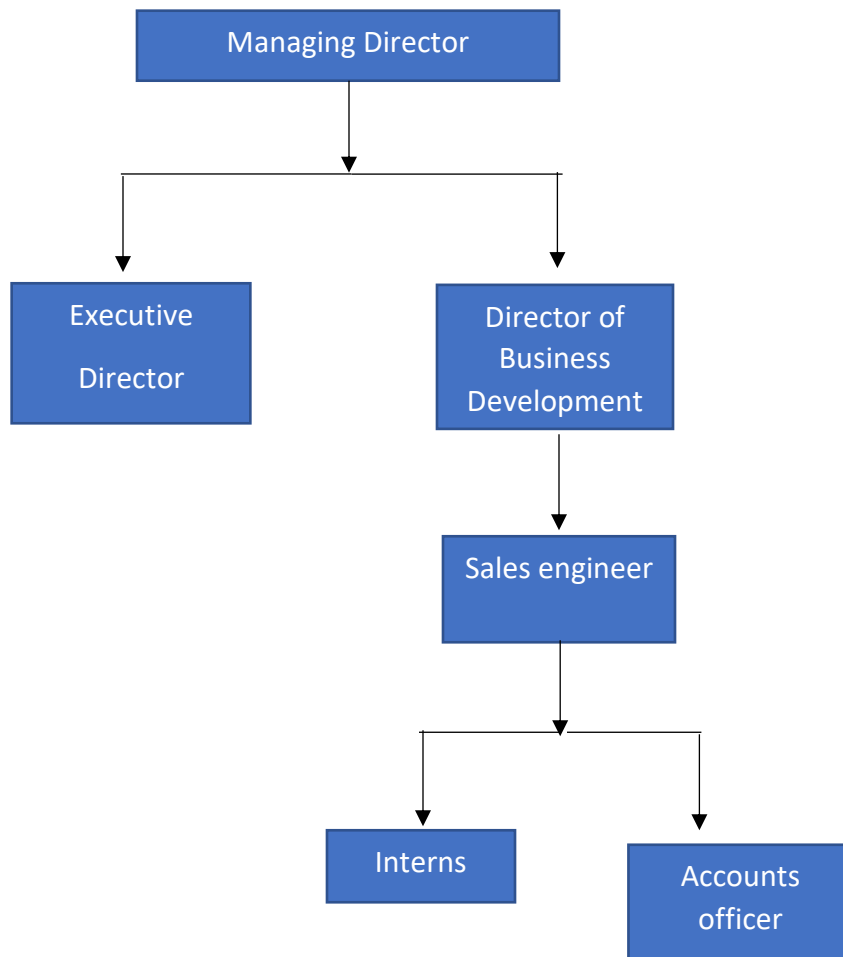
### 2.3.1 Functional Structures:

Shadow International Limited follows an excellent management system that is structured to provide excellent support and better service quality to the clients. The system consists of the employees and their designated service.



**Fig.2.1. Shadow International Limited's Functional Structure**

- Following this, every employee fills in their specific positions to ensure desired service for the clients and ultimately the better outcome for their organization. The management structure is shown below.



**Figure-2.2: Organogram of Shadow International Limited**

### **2.3.2 Management Strategies:**

The management strategies followed by Shadow International Limited is discussed below:

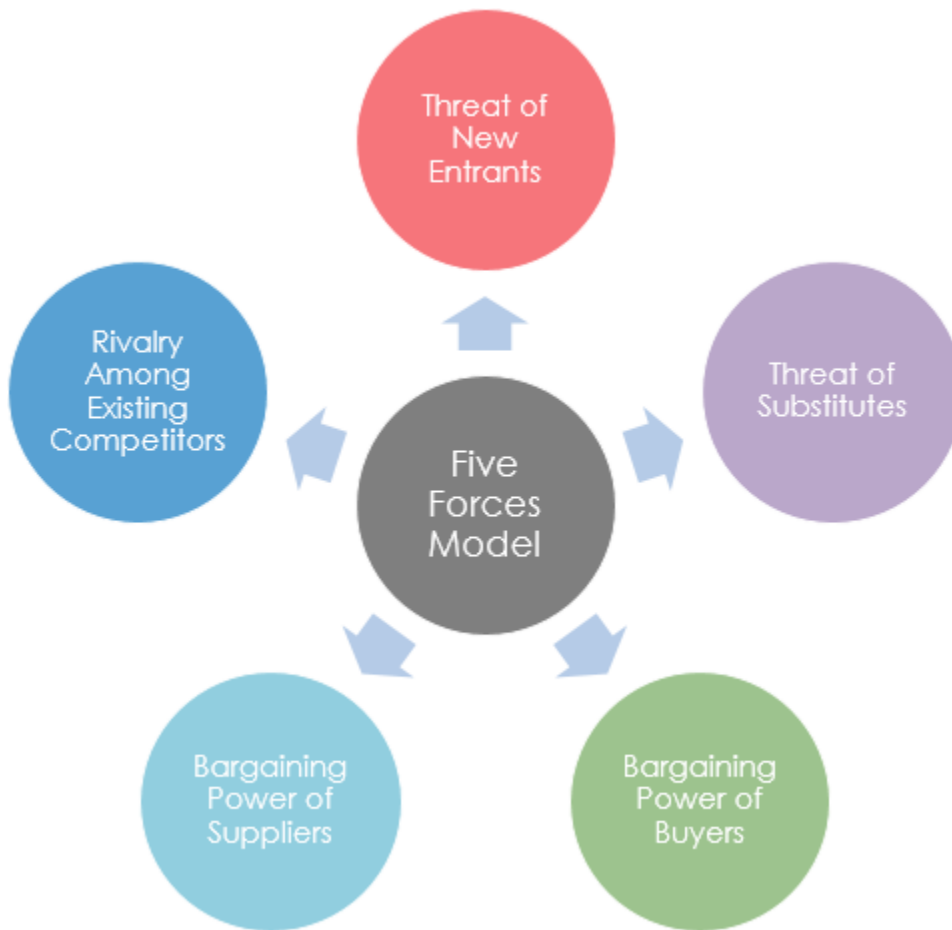
They use every possible tactic to ensure the satisfaction of their clients. They tend to focus in e-GP tenders and regularly discuss and try to improve ways to help their customers. They prioritize customer needs, trust and satisfaction. Meetings are held every month with the companies they are agents of and also with PDB. Productivity of employees and engineers is increased by setting up goals that they intend to complete daily. The engineer and employees are trained efficiently so that their work is free of error and their performance is much more efficient.

### **2.3. 3 Accounts Department:**

The Accounting practices of Shadow International Limited is discussed beneath:

- **Digital Book-keeping:** digital book keeping is an excellent way of keeping records which the company follows. By using computer Shadow International Limited keep a record of all the salaries, transactions, commission rates, sales of machineries and spares. Shadow International Limited spares ton of time and vitality. Furthermore, by using computer it is easy and also efficient to save all the transactions and entry's and also it is easier to find any record of transactions at any time.
- **Online Payment:** Shadow International Limited also follows a system where payment is made digitally. Online bank payment and money transfers are allowed.
- **Process:** This section will discuss how Shadow International Limited decides the price of their product while keeping a decent profit. Since it's an indenting firm and they are sole agents of various foreign companies, they sell their machineries to government power stations and from their they get a certain percentage of commission on sales from the company they are agent of.

### 2.3.4 Porter Five Forces Analysis



**Figure-2.3 Porter's Five Forces**

By using this method, we can see the position Shadow International Ltd. Holds in the industry. We have used score in percentages that weighed the attributes in order to calculate the general position of the company.

### **Competitive Rivalry: Moderate**

The competitive rivalry of Shadow International Limited is moderate. The reason is because they are the sole agents of various foreign companies in Bangladesh who manufactures power station's machineries. So, the rival firm cannot be the agent of the similar company though they can be sole agents of other companies who manufactures similar machineries

### **Threat of Substitutes: Low**

The threat of substitutes for Shadow International Limited is low. This is because in Bangladesh while providing machineries to government power stations, their only indenting firms can participate in the tendering process. No other form of business firm cannot bid a tender in this business sector.

### **Threat of New Entrants: High**

The Business idea of Shadow International Limited unique. In their case, risk of new entrants for this business is high. This is because there are many foreign companies who manufacture power station machineries so in Bangladesh any illegible company can open up an indenting firm and become sole agents of different companies and can bid the tendering process in this sector.

### **Bargaining power of suppliers: High.**

In this case government power stations are the buyers so they have high bargaining power. They can do negotiation on the time duration of shipments, price negotiation and technical discussion.

### **Bargaining power of Suppliers: Moderate to High**

In this case Shadow International Limited have moderate bargaining power since they are the sole agents of the companies who provides those machineries. So, buyer have to purchase those specific machines from Shadow International Limited since there are no other suppliers in the market.



### 2.3.5 Competitive Strength Assessment:

Competitive Strength Assessment allows us to compare the strengths with other companies. The evaluation is done by rating points out of 10 based on the performance of the company. The competitive strength Assessment of Shadow International Limited is given below.

		<b>Landmarks Bangladesh Ltd</b>		<b>Shadow International Limited</b>		<b>MRM International</b>	
K.S. F	Importance weight	Strength Rating	Weighted score	Strength Rating	Weighted score	Strength Rating	Weighted score
Machinery Quality	0.18	7.5	1.35	8.5	1.53	7	1.26
Machinery packaging	0.16	8.5	1.36	8.5	1.36	7	1.12
Firms connection with government	0.18	8.5	1.53	9	1.62	8.5	1.53
Availability of spare parts	0.12	8.5	1.02	8	0.96	7.5	0.9
Discount on commission rate	0.14	8	1.12	7	0.98	6	0.84
Amount of sole agent ship	0.1	8.5	0.85	9	0.9	6.5	0.65

Customer Service	0.12	7	0.84	8.5	1.02	7.5	0.9
Sum of importance weight	1						
Overall Strength rating			<b>8.07</b>		<b>8.37</b>		<b>7.2</b>

**Table- 2.1**

Shadow International Limited is one of the oldest indenting firm operations since 1984, Shadow’ International Limited managed to stays at the top with their competitors Landmarks Bangladesh Ltd. and MRM International because of their promising service and extraordinary qualities, good relation with government and customer service. Shadow International Limited have to focus on increasing their popularity by making new marketing strategies and also have to increase promotional activities to enter their machineries in maximum possible power stations.

## 2.4 SWOT ANALYSIS

SWOT Analysis helps to find out the inner data of Shadow International Limited. It incorporates Shadow International Limited's strength, weakness, opportunity, and Threats. In the course of my internship period, I got the opportunity to chip away at various branches of Shadow International Limited which help me to comprehend interior circumstance of the organization. The details are given beneath.



Figure-2.1: SWOT Analysis

### **Strength:**

Shadow International Limited has effectively figured out how to construct solid interface particles with numerous government administration power stations, PDB and their representatives which really helping them to assemble a devoted client base. Probably the greatest quality of Shadow International Limited is their supply of extra parts. Shadow International Limited figures out how-to conveyance spare parts and do their maintenance of the machineries at the shortest time. Shadow International Limited is consistently client driven. Their definitive objective is to guarantee consumer loyalty. Thus, their client care division stays accessible 24\*7 so as to take care of questions and issues of the client. That is the reason, Shadow International Limited consistently keeps up solid client relationship. The administration gave by client assistance division additionally fills in as a quality for the organization.

### **Weakness:**

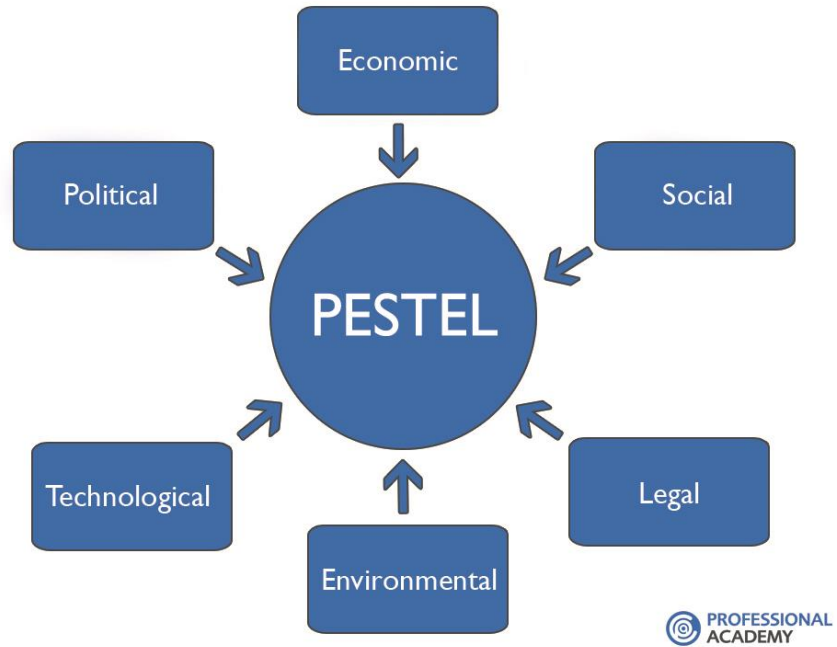
Shadow International Limited also contain some weaknesses, which is discussed below. Shadow International Limited is getting solid reaction utilizing conventional advertising practices. Be that as it may, Shadow International Limited are still in absence of solid computerized showcasing and notice. In any case, Shadow International Limited began to chip away at creating computerized showcasing approach which will without a doubt push them to overcome with this shortcoming. They should do digital marketing in order to let people what they are doing in the market and show their existence.

### **Opportunity:**

The opportunities of Shadow International Limited are given below New power plants are increasing day by day so, Shadow International Limited are providing their machineries and spare parts to those newly build power stations.

### **Threats:**

Sometimes power station invites international tender or e-GP tender which are open for all as result the chance of getting the tender decreases. This is an exceptional case. And now due to corona pandemic it has become difficult to operate the business which is a threat too.



**Figure- 2.5**

### **2.4.1 PESTLE Analysis:**

#### **Political factors**

Political factors of a country can influence a business from different aspects. While doing business in Bangladesh Shadow International Limited needs to carefully deal with political factors. Like due to change of government rules may change as a result according to that rule the business must be done. Also due to frequent political unitalities i.e. during strikes the roads are blocked as a result shipment time is delayed which effects the business negatively. Due to these issue prices of the machineries various from time to time, as a result Shadow International Limited faces problem.

### **Economic factors**

For doing a business economic factor of a country is very important like it covers economic growth rate of Bangladesh, foreign exchange rate, interest rates etc. Shadow International Limited need to focus in this because they are getting their profits from foreign companies so exchange rate of Bangladesh plays an important role. Furthermore, economic growth rate of Bangladesh also plays an important role because it influences government decisions while buying powerplant machineries as a result it has a direct impact on Shadow International Limited.

### **Social factors**

If we look into the social factors in Bangladesh we have to look into population, growth rate, employment level, income, education, culture etc. As the population is rising and people are becoming more tech savvy so more consumption of electricity occurs and the need for electricity is also rising as a result government is making more new power plants to meet the demand. For example, even demand for plug in hybrid car also rising so more electricity dependent culture is growing.

### **Technological factors**

In this era every country focus on technological advancement. Bangladesh also rising their technological advancement every day. So, government are more interested in doing investment for technological change for better and sustainable outcome. Due to technological advancement new machineries are coining into the market which are more efficient so government of Bangladesh buying those new machineries time to time, as a result sale rises for Shadow International Limited.

### **Legal factors**

A country is run by following its legal factors. So, it plays a vital role for an organization's inside and outside part. To operate the business Shadow International Limited, need to follow all the laws of the country and then do their business. By following the legal rules Shadow international Limited is running their business smoothly without facing any legal complications with the government.

### **Environmental factors**

Doing a business in any country an organization must focus on its environmental factors. According to the environment and weather conditions products needs to be manufactured for better results. Products features are made according to the climate conditions of that country, so while selling a products Shadow International Limited makes sure that their machineries can cope up with environmental factors.

## 2.4.2 Business Canvas model:

<p><b><u>Key Partners</u></b></p> <ul style="list-style-type: none"> <li>-KSB AG. (Germany)</li> <li>-KSB Limited India</li> <li>-NIHON KOSO CO. LTD (Japan)</li> <li>-Paharpur Cooling Towers Limited (India)</li> <li>-CW-Hydro, Inc. (Korea)</li> </ul>	<p><b><u>Key Activities</u></b></p> <ul style="list-style-type: none"> <li>-Sales &amp; Marketing</li> <li>-Customer Relation</li> </ul>	<p><b><u>Value proposition</u></b></p> <ul style="list-style-type: none"> <li>-Low cost</li> <li>(Providing service at low commission rate)</li> </ul>	<p><b><u>Customer Relation</u></b></p> <ul style="list-style-type: none"> <li>-one to one interaction</li> <li>-dedicated personnel assistance</li> </ul>	<p><b><u>Customer Segment</u></b></p> <ul style="list-style-type: none"> <li>-Government Powerplant, Fertilizer industries</li> <li>-Cement Industry</li> </ul>
	<p><b><u>Key Resources</u></b></p> <ul style="list-style-type: none"> <li>-Distribution Channel amongst existing Customer</li> </ul>		<p><b><u>Channels</u></b></p> <ul style="list-style-type: none"> <li>-Website</li> <li>-corporate office</li> </ul>	
<p><b><u>Cost Structure</u></b></p> <ul style="list-style-type: none"> <li>-Import &amp; Supply (Tax, Vat)</li> </ul>		<p><b><u>Revenue Stream</u></b></p> <ul style="list-style-type: none"> <li>-Sales of machineries &amp; spare parts</li> </ul>		

**Table 2.2- Canvas Model**



### **2.4.3 Challenges and Solution:**

#### **Challenges**

- Open Tender where other indenting firms participates
- Competition arises
- Government doing budget limit, as result due to lack of budgets power station cannot purchase required number of spare parts or equipment for maintenance
- Government don't do restart of power stations as scheduled as a result machineries collapses.

#### **Solution**

- Government should do DPM (Direct Procurement Method) for the sole agent companies.
- Budget increase for better maintenance of power stations
- Reduce the risk of collapsing by restarting the power stations as scheduled.

### **2.4.4 Recommendation**

Some suggested recommendations are discussed below that will help obtain excellent performance and help the company grow faster. The company should focus on hiring individuals who have good grasp on practical skills, they will ensure that the best quality is always achieved. Apart from this, highly educated working staff help lead the team in the right direction. Digital marketing has recently proven to be an excellent platform for advertising and branding; thus, companies should invest in the department more in increasing the budget of the sector and also in hiring proficient individuals in the team. Technical issues that arise in machinery should not be taken lightly; more focus should be given there as well. In addition, overall number of site engineers should be increased and they should be given additional training that would help in their work performances. Introduction of more government power stations mean that productivity will automatically increase, so this matter should be seriously looked into.



## Chapter 03-

# Tendering Process of Shadow International Limited

## **3.1 Introduction to E-GP Tender:**

### **3.1.1 E-GP Tendering Process**

Ventures by public agencies- Procuring Entities and Procuring Agencies- are carried out on an online platform system known as E-GP system. This platform is backed by the World Bank and has been initiated by Public Procurement Reform (PPR). This has quickly become a popular platform that all the organization run by the government are starting to use. Since the platform is online, it ensures that all the bidders get equal transparency, accessibility and chances. It is much more efficient and has proven to be an excellent introduction.

### **3.1.2 The system functions in two phases:**

1. 1. E-Tendering System: this covers the basic information. It contains all the necessary information on the bidders, the tender document is prepared here, the invitation of the bidders and the selling are operated here. As well as, the APP (Annual Procurement Plan), eTD (Tender Documents) and contracts and negotiations are operated here.
2. 2. E-Contact Management System: this area covers the allover managing system from the preparation and the surveillance, quality ensure and tracking each and every steps of the workings. The ratings and certificates are also shown/given here.

### **3.1.3 The process of doing e-GP tender.**

- Tender announcement in e-GP portal
- Then if item matches, we purchase tender document through the bank
- Submit the tender with tender security money
- Technically the lowest bidder gets the notification of award
- Submit the performance security
- Signing the formal contract
- Shadow International Limited then import the product

### **3.1.4 Advantages and Disadvantages**

#### Advantages

- \* Local currency used
- \* Customer gets Competitive price

#### Disadvantages

- \* e-GP process is bit complicated
- \* registered company

## **3.2 Introduction to International Tender**

When PDB or any government agency want to purchase the machinery directly from overseas company through international bidding then they go for international tender. Then the foreign manufactures bid the tender directly through their local sole agent.

### **3.2.1 International Tendering Process:**

- Buy tender document from the customer
- Submit bid security
- Submit technical data sheet, catalog and price offer during bid closing date
- Lowest bidder will get the notification of award
- Submit performance security
- Contract signing
- LC (letter of credit)
- shipment

### 3.2.2 Advantages and Disadvantages

#### Advantage:

- Government can get competitive price, since they are directly buying from manufacturer through sole agents

#### Disadvantage:

- Foreign currency is used which is a disadvantage since dollar rate keeps on changing.

### 3.2.3 Sample of a tender notice is given below:

#### 3.2.4 Tender Announcement-

View IFT /PQ / REOI / RFP Notice Details			
Ministry :	Ministry of Energy, Power and Mineral Resources	Division :	Power Division
Organization :	Ashuganj Power Station Company Ltd.	Procuring Entity Name :	Procurement Division
Procuring Entity Code :		Procuring Entity District :	Brahmanbaria
Procurement Nature :	Goods	Procurement Type :	NCT
Event Type :	TENDER	Invitation for :	Tender - Single Lot
Invitation Reference No. :	APSCL/Pro-19/e-GP/APP-2020-21/GRLTU-009/27		
App ID :	165535	Tender/Proposal ID :	488771
Key Information and Funding Information :			
Procurement Method :	Open Tendering Method (OTM)	Budget Type :	Own Fund
Source of Funds :	Own Fund		
Particular Information :			
Project Code :	Not applicable	Project Name :	Not applicable
Tender/Proposal Package No. and Description :	APSCL/Pro-19/e-GP/APP-2020-21/GRLTU-009/27 Procurement of Clear Water Pump with Motor of Basin for Drinking Water system under Turbine Maintenance Division of APSCL.		
Category :	Electrical machinery, apparatus, equipment and consumables; Motor vehicles, trailers and vehicle parts; Electricity, gas, nuclear energy and fuels, steam, hot water and other sources of energy; Electric motors, generators and transformers; Electric motors; Generators; Alternators; Cooling towers; Ballasts for discharge lamps or tubes; Parts of electric motors, generators and transformers; Transformers; Electricity distribution and control apparatus; Electrical apparatus for switching or protecting electrical circuits; Electrical circuit components; Parts of electricity distribution or control apparatus; Insulated wire and cable; Mains; Power distribution cables; Coaxial cable; Insulated cable accessories; Electric conductors for data and control purposes; Accumulators, primary cells and primary batteries; Primary cells; Primary batteries; Electric accumulators; Lighting equipment and electric lamps; Electric filament lamps; Lamps and light fittings; Parts of lamps and lighting equipment; Electrical equipment and apparatus; Electrical equipment for engines and vehicles; Sound or visual signalling apparatus; Magnets; Machines and apparatus with individual functions; Insulating fittings; Carbon electrodes; Electrical parts of machinery or apparatus; Electrical supplies and accessories; Electronic, electromechanical and electrotechnical supplies; Electronic equipment; Electromechanical equipment; Electrotechnical equipment; Motor vehicles; Passenger cars; Motor vehicles for the transport of 10 or more persons; Motor vehicles for the transport of goods; Heavy-duty motor vehicles; Vehicle bodies, trailers or semi-trailers; Vehicle bodies; Trailers, semi-trailers and mobile containers; Parts and accessories for vehicles and their engines; Engines and engine parts; Mechanical spare parts except engines and engine parts; Test benches; Vehicle conversion kits; Seat belts; Spare parts for goods vehicles; Spare parts for vans; Spare parts for cars; Tractor accessories; Motorcycles, bicycles and sidecars; Motorcycles; Motor scooters; Cycles with auxiliary motors; Bicycles; Electricity; Manufactured gas; Coal gas or similar gases; Mains gas; Steam, hot water and associated products; Hot water; Steam; District heating; Long-distance heating; Solar energy; Solar panels; Solar installation; Nuclear fuels; Uranium; Plutonium; Radioactive materials; Radio-isotopes		

Table-3.1

### 3.2.5 Tender Pricing

Form Name : Price and Delivery Schedule for Goods (Form e-PG2-2A)										
Table Name : Price and Delivery Schedule for Goods										
Table Header : Note 1: Delivery period starts from the date of contract signing.										
Item No.	Description of Item	Measurement Unit	Quantity	Point of Delivery	Delivery Period (in days)	Country of Origin	Unit Price in Figure (BDT)	Unit Price in Words (BOT)	Total Price in Figure (BDT)	Total Price in Words (BOT)
1	Clear Water Pump with Motor 1. Pump Type: Horizontal Shaft, Single Stage, Single entry, Back Pulls out Design, end Suction Centrifugal Pump. Capacity: 120 m3/hr. Discharge Head: 60 mtr. Suction Pipe Dia: (80-100) mm, Discharge Pipe Dia: 65mm. Speed: 2900 rpm. Shaft Seal: Mechanical Packing Seal. Casing Pressure: 10-15 bar. Pump Brand - KSB/ Ebara/ Flowserve 2. Motor HP-40, KW- 30, Volt- 415 (+/-10) V, 3ph, 50Hz, 2900 rpm, Motor Brand - Siemens/ABB 3. Accessories: a. Coupling. b. Base plate with foundation Bolts	set	2	AT APSCS Store.	60	Fill By Tenderer/Consultant - Small Text	Fill By Tenderer/Consultant - Money Positive(3 digits after decimal)	Auto	Auto	Auto
						Fill By Tenderer/Consultant - Small Text	Fill By Tenderer/Consultant - Money Positive(3 digits after decimal)	Auto	Auto	Auto
Table Footer : The Goods covered by this Tendering process shall require to be delivered in accordance with this Delivery and Completion Schedule. No credit will be given for earlier completion.										

### Table-3.2

### 3.2.6 Recommendation

Tendering process needs to be transparent more although its online but as well know corruptions occurs a lot in this sector. Tenders are sometimes influenced by political parties or by powerful individuals. So, more transparency is needed for fair tendering, as result better outcome will come. And the best quality of machineries will enter into the power sector for producing electricity more efficiently.

## References

- *National e-Government Procurement (e-GP) Portal of the Government of the People's Republic of Bangladesh.* <https://www.eprocure.gov.bd/>. Accessed 27 September 2020.
- *Institutional Repository.* <http://dspace.bracu.ac.bd/>. Accessed 27 September 2020.



# Appendix

## 1. E-GP Site for bidding tenders.

National e-Government Procurement (e-GP) Portal of the Government of the People's Republic of Bangladesh

Home Page | About e-GP | Contact Us | RSS Feed | Language | English

Type your Keyword here  eTenders  Advance Search

Go To > [eTenders](#) [Annual Procurement Plans](#) [eContracts](#) [Debarred Tenderers](#) [Reports](#) [Off-line Tenders](#) [Off-line Contracts](#) [View All Notifications](#)

### Electronic Tender, Makes Procurement Simpler

#### User Login

e-mail ID

\*\*\*\*\*

[Forgot Password?](#)

#### Help

- > [User Registration Flowchart](#)
- > [User Registration Steps](#)
- > [User Registration Manual - Bangla](#)
- > [User Registration Manual - English](#)
- > [Frequently Asked Questions \(FAQ\)](#)
- > [Help Desk Support](#)
- > [Recommended System Requirement](#)

#### About e-Government Procurement (e-GP) System

National e-Government Procurement (e-GP) portal ( i.e. <https://www.eprocure.gov.bd> ) of the Government of the People's Republic of Bangladesh is developed, owned and being operated by the Central Procurement Technical Unit (CPTU), IME Division of Ministry of Planning. The e-GP system provides an on-line platform to carry out the procurement activities by the Public Agencies - Procuring Agencies (PAs) and Procuring Entities (PEs).

The e-GP system is a single web portal from where and through which PAs and PEs will be able to perform their procurement related activities using a dedicated secured web based dashboard. The e-GP system is hosted in e-GP Data Center at CPTU, and the e-GP web portal is accessible by PAs and PEs through internet for their use.

This complete e-GP solution introduced under the Public Procurement Reform (PPR) Program is being supported by the World Bank and gradually used by all government organizations. This online platform also helps them ensuring equal access to the Bidders/Tenderers and also ensuring efficient transparency and accountability in the public procurement process in Bangladesh.

#### News and Events

- Formal for organizations about sending info for e-GP registration - **Important**
- DG, CPTU new chair of SAPFN - **Important**
- CPTU signs MoU with NRB Bank for e-GP payments
- South Asia regional conference on public procurement in Dhaka Nov 1-3 - **Important**
- New Delegation of Financial Power issued - **Important**
- Flyer about e-GP registration and tendering released
- Live TV talk show about e-GP aired by Independent TV - **Important**
- Banks can play vital role in advancing e-GP
- e-tender steps forward: 38 banks now linked to e-GP for payments
- CPTU signs MoUs with two more banks for e-GP payments
- MOU has been signed with Trust Bank, Bank Asia and Southeast Bank for e-tendering
- Fourteen more Organizations in e-GP
- View of Tender Document without fee - **Important**
- CPTU reaches at the new height - Signing MoU for e-Payment through Payment Gateway in the e-GP System
- e-GP training for registered bidders starts - November 27, 2011
- eGP Training of Registered Tenderers
- All contract award are being notified in real time on the system through automatic mail full for any kind of contract

#### Important Messages and Support Details

- The eGP guidelines were approved by the Government of the People's Republic of Bangladesh in pursuant to Section 65 of the Public Procurement Act, 2006. As per approved guidelines, e-GP system has been introduced and implemented. The eGP system has been developed and introduced in two phases.
- In the first phase, e-Tendering has been introduced on pilot basis in the CPTU and 16 other Procuring Entities (PEs) under 4 (four) sectoral agencies, namely: Bangladesh Water Development Board (BWDB), Local Government Engineering Department (LGED), Roads and Highways Department (RHD) and Rural Electrification Board (REB). The system rolled out to 291 PEs of those 4 sectoral agencies is now expanding to all the PEs of the government up to Districts and sub-Districts level.
- In the second phase, e-Contract Management System (e-CMS) has been developed and introduced and implemented. eCMS is a complete electronic contract management system which provides platform for preparation of work plan and its submission, defining milestones, tracking and monitoring progress, generating reports, performing quality checks, generation of running bills, vendor rating, generation and issuance of completion certificate.
- For further details, please contact [help desk](#).