

Report On
Supply Chain Relationship and Sourcing of JMI Hospital Requisite Manufacturing
LTD.

By

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An internship report submitted to the Graduate School of Business in partial fulfillment of
the requirements for the degree of
MBA

Graduate School of Management
BRAC University
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Declaration

It is hereby declared that

The internship report submitted is my/our own original work while completing degree at BRAC University.

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.

The report does not contain material which has been accepted, or submitted, for any other degree or diploma at a university or other institution.

I/We have acknowledged all main sources of help.

Student's Full Name & Signature:

Aynun Sultana

18164067

Supervisor's Full Name & Signature:

MD. Lutfor Rahman

Designation, Department

Institution

Letter of Transmittal

MD. Lutfor Rahman

BRAC University

66 Mohakhali, Dhaka-1212

Subject: Submission of Internship Report.

Dear Sir,

This is my pleasure to display my internship report on “**Supply Chain Relationship and Sourcing of JMI Hospital Requisite Manufacturing LTD.**” which you have selected for me. I tried to comprehend all the areas related to this report and this has certainly enhanced my knowledge considering a practical orientation. I have considered your remarks and instructions very carefully while preparing this report. I tried my best to follow your schedule, format and discipline. I hope that this report will meet the expected standard.

I will be pleased to provide further clarification regarding this report whenever necessary. Your acceptance and appreciation would surely inspire me.

Thank you for your consideration.

Sincerely yours,

Aynun Sultana

18164067

BRAC Business School

BRAC University

Date: June 07, 2021

Non-Disclosure Agreement

[This page is for Non-Disclosure Agreement between the Company and The Student]

This agreement is made and entered into by and between JMI Hospital Requisite Manufacturing LTD. and the undersigned student at BRAC University StudentAynun Sultana.....

Acknowledgement

To begin with I would like to pay appreciation to all-powerful Allah by whose elegance and favoring I have been able to conduct this Internship Report. MD. Lutfur Rahman my supervisor in this internship, is to be thanked for offering me this Internship topic to work on and practice in real world. He has been extremely helpful during the report's development. Mr. Fahad Mohammad Refayet-UI Ferdous, as well as all of my department colleagues, for their continued support and guidance. They served as a resource for acquiring corporate data and knowledge on the subject. I'd also want to express my gratitude to those who have helped me with their ideas, opinions, and support. I'm also thankful to those whose books, working papers, journals, and other sources provided me with knowledge and information required for this report.

Aynun Sultana

18164067

Graduate School of Management,

BRAC University

Executive Summary

This report has been primed as a requisite of the MBA internship program. This report is based on the “Supply Chain Relationship and Sourcing of JMI Hospital Requisite Manufacturing LTD.” the major highlighted part of this report is the process and organized way of supply chain relationship and sourcing of this company. In today's global business world, supply chain management has become an essential component of any organization. Larger companies outside of Bangladesh have effective supply chain management in place to ensure that their organization is run efficiently in order to maximize profits and maintain client loyalty. The delivery chain for a handful of the outside businesses is huge. Bangladesh's supply chain management position differs from that of developed international countries. The report has been organized on the basis of my hands-on work involvement at JMI Group. JMI Group is one of Bangladesh's most exciting and rapidly growing businesses. JMI Bangla Company Ltd (later renamed JMI Syringes & Medical Devices Limited) was founded in 1999 as the Group's first SBU. China, Turkey, Japan, and South Korea have all invested over BDT 10 billion in the Group, which currently has roughly twenty-two enterprises. The JMI's ultimate purpose is to safeguard lives through manufacturing medications, syringes, and other advanced medical devices, as well as working for the benefit of humanity. JMI Hospital Requisite Manufacturing LTD. is a driving producer of Plastic, Elastic & Silicon components for restorative applications around the world. The company produces exceptionally high-quality components for therapeutic gadgets keeping up a cleanroom environment. A bunch of highly-skilled, taught & committed workers is there to deliver & convey state-of-the-art quality items. The company is working beneath the Medicate specialist of the People groups Republic of Bangladesh. The company was set up as a joint wander company with endeavors & specialized know-how brought from Korea (Sun-Myung Universal Inc.) to deliver preeminent quality items. Supply chain relationship refers to the process where the communication and understanding the process and procedure of suppliers are maintained. Sourcing indicates the medium or ways the suppliers are identified and selected. JHRML maintain a very strict and modest process and procedure for selecting the sources and keeping the relationship cordial and professional with them. Ensuring the world class product and services need the best of the best raw material supply and maintain them balanced. In this report I have tried my level best to identify and indicate the procedure of sourcing the suppliers, their qualifying standards and abilities, selection criteria and overall relationship with the organization.

Keywords: Supply Chain Management; Supply Chain Relationship; Supply Chain Sourcing;

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Chapter 1: Overview of the Internship

1.1 Student Information:

Name: Aynun Sultana

ID NO-18164067

Program: Graduate School of Management (MBA Program)

Major: Operation Management

1.2 Internship Information:

1.2.1 Basic Info

Period: February - May (3 months or 90 Days)

Company Name: JMI Hospital Requisite and Manufacturing LTD.

Department: Supply Chain Department

Address

Corporate Office: Unique Heights (Level-11), 117, Kazi Nazrul Islam Avenue, Ramna, Dhaka-1217, Bangladesh. Phn: +88-02-55138723-24	Registered Office: Holdings # 72/C, Progoti Shoroni, Middle Badda, Dhaka-1212
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1.2.2. Internship Company Supervisors' Information:

Name: Mr. Fahad Mohammad Refayet-UI Ferdous

M.Sc., MBA, LL. B, PGD-SCM, LL.M

Position: Senior Manager

Supply Chain Management

Email: ferdous.scm@jmigroup-bd.com

1.2.3 Job Scope:

JMI Hospital Requisite especially looking for a full-time employee or an intern to make them understand the process of:

- Maintain supply chain inventory and records
- Collaborate with other departments to create coordinated plans for business growth
- Ensure supply chain processes meet legal requirements and standards
- Communicate and negotiate with suppliers and vendors to land more profitable deals
- Analyzing supply chain data and performance
- As an intern my job was to update the bill register and understand the relationship with supplier, how the communication has to be maintained and conducted.

1.3 Internship Outcomes:

1.3.1 Students Contribution to the company:

My duties included analyze and cross check the documents related to the suppliers, submitted bills and documents for the work purpose. Understanding and creating the communication ways to get and gather the new suppliers are another job.

1.3.2 Benefits to the Students:

Internships are required to improve one's ability to succeed in the early stages of a new graduate's profession. An internship may be quite beneficial in learning important aspects of the workplace in a variety of ways. It serves as a trial run for those interested in determining whether or not they enjoy their chosen vocation. Some internship situations are excellent places to network, which may help you acquire jobs and further your career. It allows students to connect their academic work with their work experience. This chance will undoubtedly broaden the student's knowledge and perspective.

1.3.3 Problems/ Difficulties:

Due to Covid-19 pandemic situation and the sudden implementation of lockdown I had only conducted my internship half of its period at office and for the rest I had to stay at home, so collection of data and truly and thoroughly understanding the work hand to hand seems a bit of difficult.

1.3.4 Recommendation:

Due to the Covid-19 pandemic and currently imposing lockdown situation, my internship was cut half of its time short. Within this small-time frame finding and evaluating any situation is difficult. In spite of that one thing that I could recommend is to increase the internship opportunity within the organization. As an industry conglomerates they can offer so many opportunities to the freshers and newly graduates which in long run can be effective for the company also.

Chapter 2: Organization part: Overview, Operations and Strategic Audit

2.1. Introduction:

This study proposes a conceptual framework for the JMI Hospital Requisite and Manufacturing LTD., focusing on a holistic approach, simpler models for specific companies, and integrated models that represent the production and service processes. For all of the subsidiary enterprises, the unique models demonstrate different supply chain management. Each framework develops suppliers, both internal and external, in a methodical manner as it moves through the manufacturing and service industries. Suppliers, both internal and external, and how they might be engaged, are managed by SCD's supplier relationship management during the sourcing process. The integrated models show how the company subsidiaries are interconnected through complicated networks in terms of internal supplier or internal customer, whether in the manufacturing or service industries.

2.1.1. Mission & Vision:

The mission and vision statement of JHRML are stated below:

- Provide healthcare service to ailing people with the help of locally manufactured global standard healthcare products, particularly medical devices, at affordable price
- Become self-reliant and come out of foreign dependence
- Save hard-earned foreign currency, create employment opportunity, improve technical know-how and expertise of our people by sharing technology transfer with the global leaders in relevant field
- Create brand image and reputation, explore export potential
- Become market leader in medical devices sector of Bangladesh.

2.2. Overview of the company:

The **JMI Group** is one of the leading and most diversified global conglomerates in Bangladesh. The company was established in April 1999, having offices in all major cities, employing more than 7,000 employees and dedicated to bringing the highest quality products and services to their customers. They have good annual turnover with diversified interests Syringes & Medical Devices, Pharmaceuticals, Lifesaving Vaccine manufacturing, Hospital Requisite manufacturing, Printing & Packaging Services, Export & Import businesses, the Construction sector, Safe Transportation sector to name a few. The conglomerate has an outstanding record of allaround excellence in growth in the different business activities.

JMI Hospital Requisite Manufacturing Ltd. (JHRML) is a leading manufacturer of Plastic, Rubber & Silicon components for medical applications worldwide. The company produces very high-quality components for medical devices maintaining a clean room environment. A group of highly-skilled, educated & dedicated employees are there to produce & deliver state-of-the-art quality products. The company is operating under the Drug authority of Peoples Republic of Bangladesh. The company was established as a joint venture company with efforts & technical know-how brought from Korea (Sun-Myung International Inc.) to produce supreme quality products.

2.2.1. Date of Incorporation and commencement of incorporation:

JMI Hospital Requisite Manufacturing Limited was incorporated on 20 August, 2008 vides registration no. C- 72728/08 under the Companies Act, 1994 as a Private Company Limited by shares. Subsequently, the Company was converted into a Public Company Limited by shares on 30 November 2014. The Manufacturing part of the Company has gone into commercial operation of manufacturing on 17 January 2013 and trading business from 2010.

2.2.2. Nature of Business:

JMI Hospital Requisite Manufacturing Limited has been manufacturing and selling a wide range of medical devices and their component product in Bangladesh since 2013 and Trading of healthcare related equipment since 2010. JHRML focuses primarily on the quality of the product, innovative design, and highest level of customer satisfaction and also offers the most competitive price in the industry. Components produced at JMI Hospital Requisite Manufacturing Ltd. are globally accepted for its international standard & quality. As such,

these products are marketed locally & internationally to different countries in the world. The company aims to deliver state of the art medical device components that produce high quality medical devices.

JHRML is producing finished products and components, such as Surgical Suture, Surgical Gloves, IV Cannula, Bulk Needle, Blister Film, Infusion Set Components, Blood Transfusion Set, Urine Drainage Bag and Scalp Vein Set etc. The company has a well-equipped workshop where we manufacture healthcare related equipment like Autoclave Sterilizer, Chemical Mixture Machine etc.

2.2.3. Quality Policy:

The Quality policy for JHRML is “Continuously supply quality products to customer through strict adherence to GMP and regulatory affairs of home and abroad with continuous development.”

2.2.4. Different Strategic Business Unit (SBU) and Their relations:

Since the establishment of the company in 2012 the JHRML is being active and taking part in manufacturing, trading and ensuring service equipment for both external and internal customer and also as a supplier. There around 48 types of products categorized in 8 different classes being supplied internally and externally every year. JMI Group has about 32 sisters concern in different sectors. These are the companies that are integrated with each other in a way of directly or indirectly as a supplier or customer.

- JMI GROUP (JG)
- JMI SYRINGES & MEDICAL DEVICES LTD. (JSMDL)
- JMI HOSPITAL REQUISITE MFG. LTD. (JHRML)
- JMI INDUSTRIAL GAS LTD. (JIGL)
- NIPRO JMI COMPANY LTD. (NJMI)
- NIPRO JMI DIALYSIS CENTRE LTD. (NJDCL)
- JMI PRINTING & PACKAGING LTD. (JPPL)
- JMI CNG DISPENSING LTD. (JCDL)
- JMI EXPORT IMPORT COMPANY LTD. (JEICL)

- JMI VACCINE LTD. (JVL)
- NIPRO JMI PHARMA LTD. (NJPL)
- JMI SONLU APPLIANCES LTD. (JSAL)
- JMI PHARMACY (JP)
- BANGLADESH CLINICAL TRIALS LTD.

There are other companies which are stated below:

- JMI SAFE TRANSPORTATION LTD. (JSTL)
- ADVANCE TRAVEL PLANNER LTD. (ATPL)
- JMI LPG & PETROLEUM LTD.
- JMI CYLINDERS LTD.
- JMI SANKUR AUTO TANK LTD.
- JMI SANKUR VALVE & BUNG LTD.
- JMI INDUSTRIAL RESEARCH & TOXICOLOGY LTD.
- JMI HOLLOW BLOCK CO. LTD.

2.2.5. Product Details:

a. Surgery:

1. JMI Suture (J-CRYL (Braided Coated Polyglactin 910)):

JMI Suture Needle possess highest sharpness with superior penetration power as the needle is made of hard fiber stainless steel AISI302 with special silicon coating by MANI, Inc., Japan. As a result, it has outstanding bending and breaking resistance property, continuous penetration performance pass after pass.



Features & benefit:

- Excellent thread & needle assembling
- Needle sharpness remains the same with multipass
- High tensile strength ensures excellent tissue support
- Very poor memory
- Smooth passage through tissue, minimal tissue reaction
- Excellent knot security, holds knot tightly

Properties	Indications		
Breaking Strength Retention: <table border="1"><tr><td>75% at 2 weeks</td><td>50 % at 3 weeks</td></tr></table> Absorption : Hydrolysis, between 56-70 days Available Size : 6-0, 5-0, 4-0, 3-0, 2-0, 0 and 1 (USP) Presentation : Box with 12 sutures pouch pack Sterilization : Ethylene Oxide (EO) Gas Shelf Life : 5 years	75% at 2 weeks	50 % at 3 weeks	Compatible for use in maximum surgery specially – <ul style="list-style-type: none">➤ Skin Closure➤ Gynecological Surgery➤ Plastic Surgery
75% at 2 weeks	50 % at 3 weeks		

2. J-LENE (Monofilament Polypropylene Blue):



JMI Suture Needle possess highest sharpness with superior penetration power as the needle is made of hard fiber stainless steel AISI302 with special silicon coating by MANI, Inc, Japan.

As a result, it has outstanding bending and breaking resistance property, continuous penetration performance pass after pass.

- Features & Benefit:
- Excellent thread & needle assembling
- Needle sharpness remains the same with multipass
- Smooth passage through tissue, minimal tissue reaction
- Absence of capillarity (no support of bacterial growth)
- Excellent knot security, holds knot tightly
- Extremely smooth textile, resulting minimal tissue trauma

Properties	
Available Size	: 9-0, 8-0, 7-0, 6-0, 5-0, 4-0, 3-0, 2-0, 0 and 1 (USP)
Presentation	: Box with 12 sutures pouch pack
Sterilization	: Ethylene Oxide (EO) Gas
Shelf Life	: 5 years

Indications
Compatible for use in all types of surgery specially –
➤ Soft tissue Closure
➤ Cardiovascular Surgery
➤ Neuro Surgery
➤ Gynecological Surgery
➤ Plastic Surgery

3. J-GUT Chromic (Catgut-Chromic):



JMI Suture Needle possess highest sharpness with superior penetration power as the needle is made of hard fiber stainless steel AISI302 with special silicon coating by MANI, Inc., Japan. As a result, it has outstanding bending and breaking resistance property, continuous penetration performance pass after pass.

Features & Benefit:

- Excellent thread & needle assembling
- Needle sharpness remains the same with multipass
- High tensile strength ensures excellent tissue support
- Smooth passage through tissue
- Excellent knot security, holds knot tightly
- High flexibility
- Extremely smooth textile, resulting minimal tissue trauma
- TSE & BSE Free

Properties

Breaking Strength Retention: 21-28 days
Available Size : 4-0, 3-0, 2-0, 0, 1 and 2 (USP)
Presentation : Box with 12 sutures pouch pack
Sterilization : Gamma Radiation
Shelf Life : 5 years

Indications

Compatible for use in maximum surgery specially–

- General Surgery
- Gynecological Surgery
- Gastrointestinal Surgery

4. J-SILK (Braided Silk Black):



JMI Suture Needle possess highest sharpness with superior penetration power as the needle is made of hard fiber stainless steel AISI302 with special silicon coating by MANI, Inc., Japan. As a result, it has outstanding bending and breaking resistance property, continuous penetration performance pass after pass.

Features & Benefit:

- Excellent thread & needle assembling
- Needle sharpness remains the same with multipass
- High tensile strength ensures excellent tissue support
- Excellent knot security, holds knot tightly
- Extremely smooth textile, resulting minimal tissue trauma

Properties

Available Size : 4-0, 3-0, 2-0, 0 and 1 (USP)
Presentation : Box with 12 sutures pouch pack
Sterilization : Ethylene Oxide (EO) Gas
Shelf Life : 5 years

Indications

Compatible for use in maximum surgery specially–

- General closure, G. I. Tract, Skin and Ophthalmic Surgeries
- Widely used as ligature

5. JMI Sterile Latex Surgical Gloves:



Features & Benefit:

- Hand specific, fully anatomically designed to reduce hand fatigue
- Natural high quality latex rubber for extra strength and elasticity provide & additional protection from surgical debris
- Textured micro-roughened surface provides excellent wet and dry grip
- Beaded cuff ensures ease of donning and helps to prevent rolling back
- USP grade absorbable cornstarch as lubricating agent

Product Range:

Product Code	Product Name	Size	Material	Color	Finger tip Thickness (mm)	Pack Size
H5066	JMI Latex Surgical Gloves	6	Natural Latex Rubber	Off White	0.250.02	50 pairs/inner box
H5053	JMI Latex Surgical Gloves	6.5	Natural Latex Rubber	Off White	0.250.02	50 pairs/inner box
H5054	JMI Latex Surgical Gloves	7	Natural Latex Rubber	Off White	0.250.02	50 pairs/inner box
H5055	JMI Latex Surgical Gloves	7.5	Natural Latex Rubber	Off White	0.250.02	50 pairs/inner box
H5067	JMI Latex Surgical Gloves	8	Natural Latex Rubber	Off White	0.250.02	50 pairs/inner box

6. JMI Nasal Oxygen Cannula:

- Soft, curved nasal prongs relieve pressure behind the ears thus minimize irritation and soreness
- Notch between nasal prongs provides flexibility and more customized fit
- Star-lumen design provides crush and kink-proof tubing for continuous flow



Product Range:

Product Code	Product Name	Size	Pack Size
H6107	JMI Nasal Oxygen Cannula	Adult	Poly Pack
H6106	JMI Nasal Oxygen Cannula	Child	Poly Pack
	JMI Nasal Oxygen Cannula	Infant	Poly Pack
	JMI Nasal Oxygen Cannula	Neonate	Poly Pack

7. JMI Nebulizer Mask:



Features & Benefit:

- Sterile product for single use Light weight design, soft feathered edges for increased patient comfort
- Clear tube & mask for visual assessment
- Elastic band and aluminum nose clip is provided on the mask for proper adjustment on nasal area
- Allow to angles for patient at positioned horizontally
- Tube is provided with connectors at both ends for easy connection with Nebulizer machine

- Star lumen design provides crushed and kink proof tubing for continuous flow

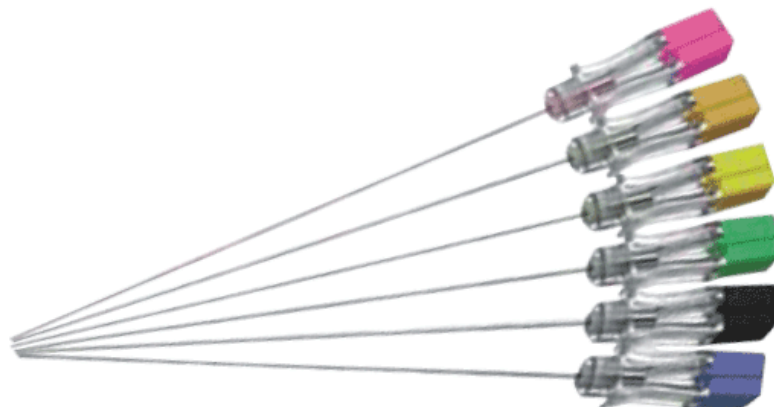
Product Range:

Product Code	Product Name	Size	Pack Size
H6159	JMI Nebulizer Mask	L (Adult Standard)	Poly Pack
H6166	JMI Nebulizer Mask	S (Pediatric Standard)	Poly Pack

b. Anesthesia:

1. NIPRO Spinal Needle:

- High quality Japanese technology steel needle easy penetration in tough ligaments
- This wall ensures high flow rate
- Sharp lancet type needle level, smooth & rounded cutting edges
- Crystal clear needle hub, easy identification of CSF
- A total color coding is used on style hub for rapid gauge identification.



Product Range

Product Code	Product Name	Needle (Gauge)	Size	Needle Length	Color Code	Pack Size
H6141	Spinal Needle	21 G (0.8mm)		88 mm	Green	25 pcs/inner box
H6142	Spinal Needle	22 G (0.7mm)		88 mm	Black	25 pcs/inner box
H6111	Spinal Needle	23 G (0.6mm)		88 mm	Blue	25 pcs/inner box
H6112	Spinal Needle	25 G (0.5mm)		88 mm	Orange	25 pcs/inner box
H6123	Spinal Needle	27 G (0.40mm)		88 mm	Grey	25 pcs/inner box

2. JMI Sononed:

A TRAUMATIC NEEDLE FOR PERIPHERAL NERVE BLOCKS

- For single use
- Atraumatic 30 or 45 bevel
- Non-toxic, non-pyrogenic
- Sterilized by EO gas

Product Range

Product Code	Product Name	Size	Pack	Pack Size
H5013	JMI Sononed	21Gx2.33"(0.71x60 mm)	Blister Pack	100 pcs/inner box
H5016	JMI Sononed	21Gx4"(0.71x100 mm)	Blister Pack	100 pcs/inner box

1. Endotracheal Tube:



- The slope (bevel) in the end of ET tubes makes it easier to pass through the vocal cords and give a better vision ahead of the tip
- At the tip of the ET tube, there is an additional hole (Murphy Eye) which helps to prevent blockage during gas flow
- Inflatable cuff provides a seal against the tracheal wall and prevents gases from leaking past the cuff. It also allows positive ventilation and prevents matter from entering the trachea
- Connector connects the ET tube to the breathing system. Sometimes, the ET tube is not directly connected to the breathing system, but is connected to a flexible catheter mount to provide a more flexible connection
- Polyvinylchloride (PVC), the material which most endotracheal tubes are made of, does not absorb x-rays. PVC tubes therefore contain a radio-opaque line, which makes them visible on chest radiographs
- Latex free, non-toxic, pyrogen free and ethylene oxide gas (EO) sterilized.

Product Range

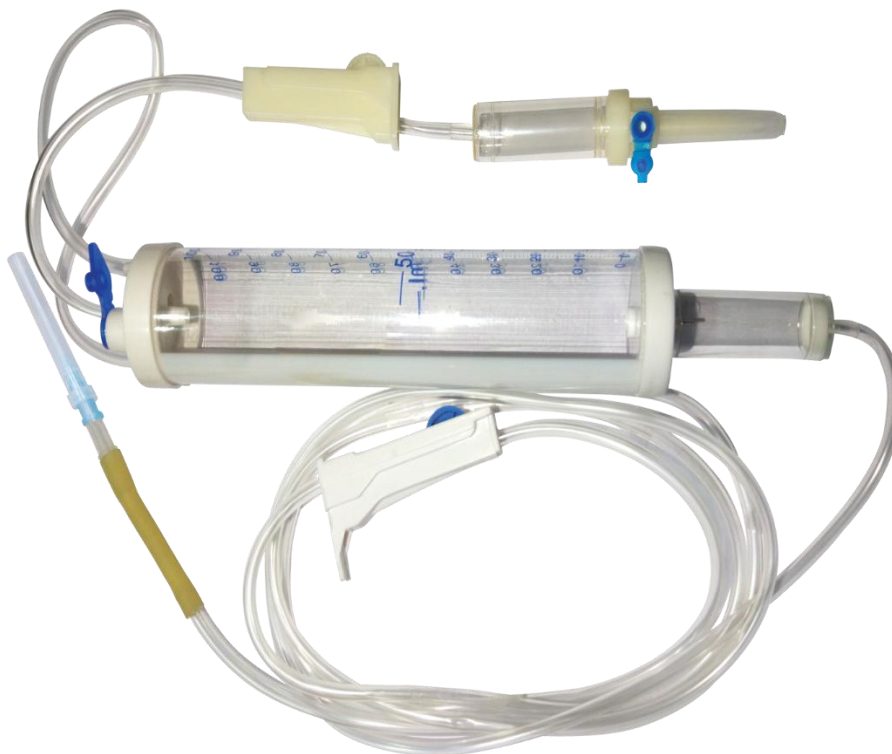
Product Code	Product Name	Size	Pack	Pack Size
H6113	JMI Endotracheal (ET) Tube	4	Paper Pouch	10 pcs/inner box
H6114	JMI Endotracheal (ET) Tube	4.5	Paper Pouch	10 pcs/inner box
H6115	JMI Endotracheal (ET) Tube	5	Paper Pouch	10 pcs/inner box
H6116	JMI Endotracheal (ET) Tube	5.5	Paper Pouch	10 pcs/inner box
H6117	JMI Endotracheal (ET) Tube	6	Paper Pouch	10 pcs/inner box
H6118	JMI Endotracheal (ET) Tube	6.5	Paper Pouch	10 pcs/inner box
H6119	JMI Endotracheal (ET) Tube	7	Paper Pouch	10 pcs/inner box
H6120	JMI Endotracheal (ET) Tube	7.5	Paper Pouch	10 pcs/inner box
H6121	JMI Endotracheal (ET) Tube	8	Paper Pouch	10 pcs/inner box
H6122	JMI Endotracheal (ET) Tube	8.5	Paper Pouch	10 pcs/inner box

c. Infusion:

1. JMI Micro Buret Set:

Features & Benefits:

- Clear, soft, cylindrical and calibrated measured volume chamber with graduation mark
- Silicone Injection port of buret chamber facilitates to inject medication into the mixture / chamber
- Flow regulator for accurate dispensing of solution and precise flow control
- Air vented spike with 15 μm filter
- 100 μm fluid filter
- 100 mL chamber
- Approximately 60 drops/ml
- Transparent, Soft and kink resistant PVC tubing
- Isoprene tube for injecting extra medication
- Luer lock connector with 23G Needle
- Latex free, non-toxic, pyrogen free
- Ethylene oxide (EO) gas sterilized



d. Diagnostics:

1. Vacuum Blood Collection Tube:

Product Range:

Product Code	Product Name	Cap Color	Additive	Volume	Indication	Pack Size
H6015	JMI Vacuum Blood Collection Tube (Serum Tube) Clot Activator	Red	Thrombin/ Diatomite	4 ml	Biochemistry Analysis	100pcs/inner pack
H6026	JMI Vacuum Blood Collection Tube (Serum Tube) Clot Activator	Red	Thrombin/ Diatomite	6 ml	Biochemistry Analysis	100pcs/inner pack
H6016	JMI Vacuum Blood Collection Tube (Serum Tube Gel)	Golden	Thrombin/ Diatomite	3.5 ml	Biochemistry Analysis	100pcs/inner pack
H6025	JMI Vacuum Blood Collection Tube (Serum Tube)	Red	No Additive	4 ml	Biochemistry Analysis	100pcs/inner pack

H6017	JMI Vacuum Blood Collection Tube (Plasma Tube)	Green	Lithium Heparin	4 ml	Biochemistry Analysis	100pcs/inner pack
H6018	JMI Vacuum Blood Collection Tube (Coagulation Tube)	Light Blue	Sodium Citrate 1:9	2.7 ml	Coagulation Time Analysis	100pcs/inner pack
H6019	JMI Vacuum Blood Collection Tube (K2 EDTA)	Purple	K2 EDTA	2 ml	Hematology Analysis	100pcs/inner pack
H6024	JMI Vacuum Blood Collection Tube (K3 EDTA)	Purple	K2 EDTA	2 ml	Hematology Analysis	100pcs/inner pack
H6020	JMI Vacuum Blood Collection Tube (K3 EDTA)	Purple	K2 EDTA	3 ml	Hematology Analysis	100pcs/inner pack
H6065	JMI Vacuum Blood Collection Tube (Glucose Tube)	Gray	Fluoride/K2 EDTA	4 ml	Blood Glucose Analysis	100pcs/inner pack
H6022	JMI Vacuum Blood Collection Tube (ESR Glass Tube)	Black	Sodium Citrate 1:4	1.6 ml	ESR	100pcs/inner pack

H6023

JMI Vacuum Blood Collection Tube (ESR Pet Tube)	Black	Sodium Citrate 1:4	1.6 ml	ESR	100pcs/inner pack
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- Blood collection tube is composed of plastic or glass tube, butyl rubber stopper, safety cap, label and additive
- The safety cap and label are color-coded to indicate specific additive inside the tube. Choosing additive depends on the need of different analytical test methods
- The tube is evacuated by pre-determined vacuum for drawing exact volume of blood from vein
- Blood collection tube is used together with blood collection needle and holder as a blood collection system

2. Blood Collection Needle:

- Tri bevel cut hypodermic needle for blood collection needle offers smooth venipuncture
- Flashback chamber of needle ensures confirmation of vein-puncture through easy visualization
- Safety butterfly ensures safe blood collection



Product Range:

Product Code	Product Name	Needle Type	Needle Gauge & Length	Pack Size
H6029	Blood Collection Needle	Straight	22G (1 1/2 Inch)	100pcs/inner box
H6028	Blood Collection Needle	Flashback	22G (1 Inch)	100pcs/inner box
H6030	Needle Holder	Standard	Not Applicable	Not Applicable

H6040	Blood Collection Needle	Safety Butterfly	21G, 22G, 23G, 25G (3/4 Inch); 27G (1/2 Inch)	100pcs/inner box
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3. JMI Alcohol Pad:

Antiseptic for preparation of skin prior to injection.



Product Range:

ProductCode	Product Name	Pack Size
H5052	JMI Alcohol Prep Pad	100 pcs/inner box

e. Home Care:

1. Blood Glucose Monitoring System:

- Accurate result in just 5 seconds
- Small Blood Volume (0.5 µL) is required and eliminates any pain in testing
- Stores up to 500 result with date and time and provides 3,7,14,21,28,60 & 90 day averages
- No coding required. Just insert test strip into the meter
- Large & easy- to-read LCD display Result range 1.1-33.3 mmol/L (20-600mg/dL)
- Alternate site testing: Upper arm, forearm, fingertips, palm, thigh, calf

Product Range:

Product Code	Product Name	Origin
H6160	Blood Glucose Monitoring System (CareU SMART) (Solo)	Korea
H6170	CareU SMART Meter with 10s Strips & Lancing Device	Korea
H6168	25s Strips for CareU SMART	Korea
H6169	50s Strips for CareU SMART	Korea

2. Automatic Blood Pressure Monitor:

Model	M -500A Hi-End	M-200A
Type	Automatic upper arm	Automatic upper arm
Arrhythmia detection	IHB Advanced	yes
Average of 3 last measurement	-	Yes
WHO blood pressure rate indicator	-	Yes
CAM technology (clinically accurate measurement)	Yes	-
Average	All stored values morning time & night- time measurement values	-
Hypertension warning by ESH Bar	Yes	-
Cuff Size	-	M-L (22-42 cm)
Memory	90 x 2	2 x 30



Alarm Clock	2	-
Bag	Soft Bag	Soft Bag
Using a mains adapter	Yes	Yes
USB connector	Yes	-
Battery	Non Rechargeable	Rechargeable
Warranty	10 years	5 years

Product Range:

Product Code	Product Name	Origin
H6171	Automatic Blood Pressure Monitor (M-500A Hi-End)	Swiss Brand
H6161	Automatic Blood Pressure Monitor (M-200A)	Swiss Brand

3. Aneroid Blood Pressure Monitor:

Product Range:

Product Code	Product Name	Origin
H6162	Aneroid Blood Pressure Monitor	Swiss Brand



Model

A-30

Aneroid blood pressure kit

Premium

Sphygmomanometer

Berylzinc mechanism, chrome finished

Cuff

Professional 25 42 cm

Stethoscope

Yes

Soft bag

Yes

Warranty

2 years

4. Compressor Nebulizer (Turbo Pro):



intensive use



Model

Compressor Nebulizer (TURBO PRO)

Type	Compressor
Nebulization rate	From 0.2 to 0.4 ml/min
Particle size (MMAD)	3 - 6 microns with regulation MMAD (APS-Technology)
Possibility to nebulize antibacterial and hormonal drugs	Yes
Nebulizer capacity	2 - 12 ml

Cleaning and disinfection

Boiling and/or dipping into disinfectant according to info in the users manual

Sound noise level

Around 55 dB

Operating cycle

Continuous use

Nasal washer

Optional

Weight

1500g

Size

253x192x102 mm

Warranty

2 years

Product Range:

Product Code	Product Name	Origin
H6158	Compressor Nebulizer (TURBO PRO)	Italy

2.2.6. MANUFACTURING FACILITIES

JMI Hospital Requisite Manufacturing Ltd.(JHRML), is situated at Vitikandi in Gazaria Upazilla, of Munshigonj about 34 km away from Dhaka city center and 50 km from International Airport, located at Dhaka Chattogram highway covering an area of 12552 sq. meter. The main products of this plant are Components of IV Infusion Set, Blood Transfusion Set, IV Cannula, Urine Drainage Bag, Scalp Vein Set and some finished products like Surgical Suture, Alcohol Prep Pad, Latex Surgical Gloves, Latex Examination Gloves, Burette Set, First Aid Box etc.

1. Injection Molding
2. Cannula manufacturing and Assembling
3. Suture Manufacturing
4. Gloves Packaging and Alcohol pad preparation

Manufacturing and packaging operations are carried out by properly qualified machineries followed by validated methods with full documentation at all stages of operations maintaining the regulation of cGMP, ISO:13485.

HVAC systems are used for conditioning, monitoring and supplying clean air to the working floors according to the ISO guideline and facilitated with coarse filter, medium filter, final filter and de humidifier to control dust particle and humidity. The change rooms are designed with hundred percent exhausts and production area is connected with air shower tunnel to remove adhering dust, fiber and hair. Desired temperature and humidity is maintained automatically through the system.

Training programs take place on a regular basis according to written plan. Personnel at all levels undergo general cGMP and Technical Training appropriate to perform their job satisfactorily.

• **Injection Molding Section:** Production of components of medical devices for IV Cannula, IV Infusion Set, Blood Transfusion Set, Urine Drainage Bag, etc. These areas are fully covered by HVAC systems and Class-D area is maintained.

- **Suture Manufacturing Section:** The following steps are followed for the manufacturing of Suture, namely Thread Rewinding & Cutting, Needle Attachment at MAC workstation, in-process quality control is ensured by Knot Pull Test, Tensile Strength, Checking of Thread & Needle Diameter, Packaging of Suture in Aluminum Foil Pack and then Inner Envelope. Finally packed sutures are sterilized by Ethylene Oxide Gas, or Irradiation by Gamma Ray.

- **Cannula Manufacturing Section:** Steps of Cannula manufacturing, like- Cutting, Burr Removing, Shinning, Tapping, Grinding, Honing and acid, soap & water washing. To maintain the quality of needle various tests, like dimension check, bevel shape, needle penetration tests are performed.

- **Assembling Section:** This section involves the assembling of molded medical devices parts to semi finished and finished products. This section is equipped with manual and fully automated machine like Scalp Vein Set Assembling Machine, Hypodermic Needle Assembling Machine, 0.05ml AD (BCG) Syringe Automatic Assembling Machine, High Frequency Welding machine for Drain Bag & Urine Drainage Bag etc.

- **Blister Film Making Section:** This section is involved in production of Blister film for packing of Syringes, Hypodermic Needle etc.

- **Gloves Manufacturing Section:** production of sterile latex surgical gloves and non-sterile latex examination gloves.

- **Alcohol Prep Pad Manufacturing Section-** production of Alcohol Prep Pad.

- **Engineering/Industrial Engineering** – JHRML have an EHS (Environment Health Safety) policy in place for maintaining health safety and environmental protection, infrastructure maintenance, machinery and other maintenance for smooth production.

- **Quality Assurance/Quality Control** – JHRML have fully equipped Quality Control laboratories for maintaining quality laboratories in accordance with the ISO:13485.

- **Plant HR/Administration** – Support different units of the plant for HR related issues, general services, general logistics and administrative issues.

Design of the room and air-conditioning systems:

- Prevention of contamination of the product.
- Protection of the environment.
- Protection of people.
- Prevention of the ingress of vermin, insects, birds etc.

There are different environmental zones maintained within the manufacturing area.

2.3. Management Practices:



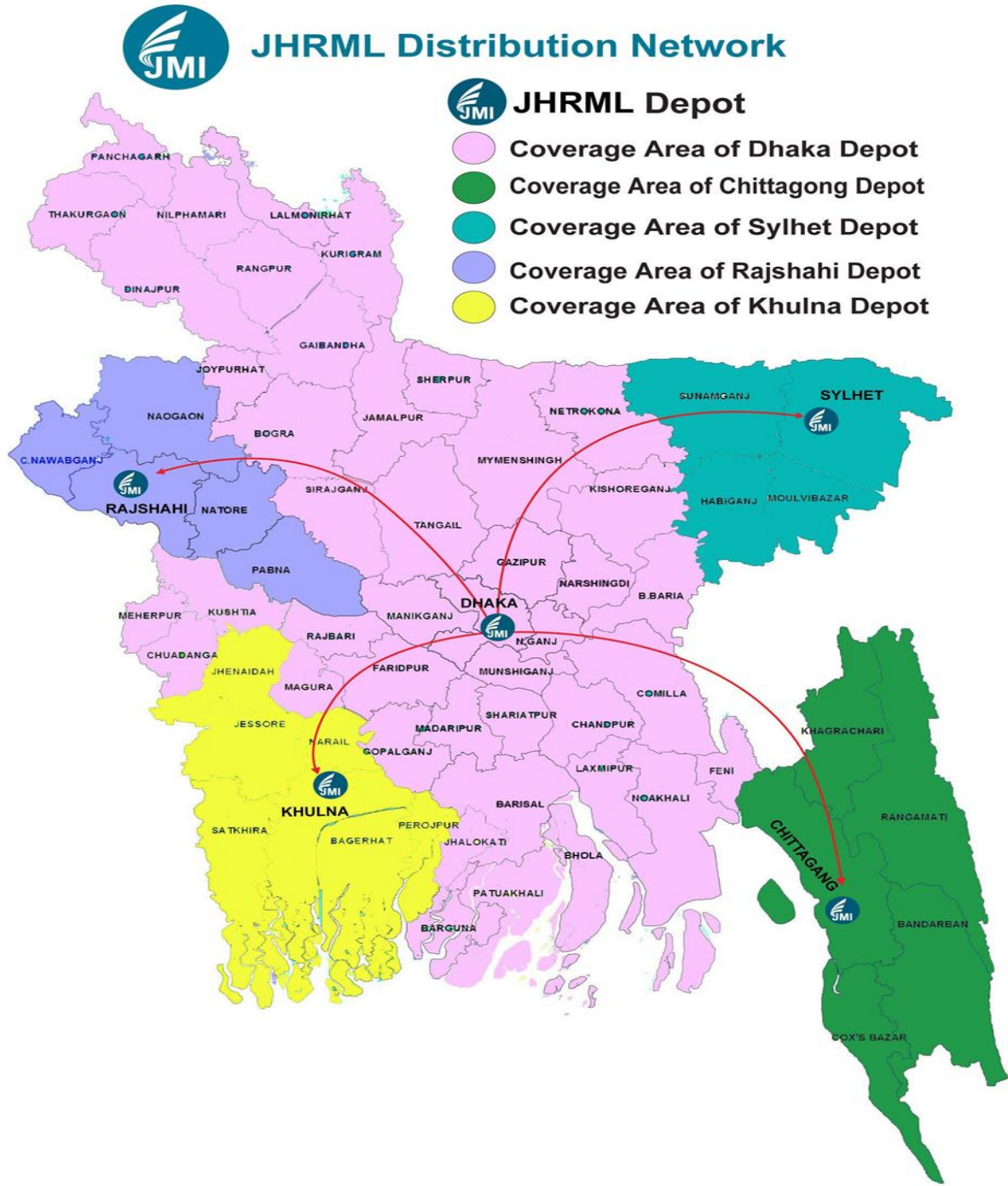
The Management team is the executive Committee of JMI confined coping with the affairs of the business enterprise. The management crew consists of the managing Director and different key Managers throughout the enterprise. The managing Director is the leader of the group. Control team endeavors to gain the strategic goals and undertaking of the corporation set by using the Board of directors.

2.4. Marketing Practices:

JHRML distributes its products all over the country using its own distribution channel along with more than 1000 dealers. It has five depots located strategically across the country to meet the market demand and to ensure the product's availability to the end customers on due time. The depots are located in Dhaka, Chittagong, Rajshahi, Khulna and Sylhet.

DEPOT	ADDRESS	Contact information of DIC / IN-CHARGE	
Dhaka	Plot # 29/C & 29/D (2nd Floor), Holding # 72/C, Tejgaon Industrial Area, Dhaka-1208, Bangladesh.	Contact 01777742383 distribution.jsmdl@jmigroup-bd.com	Number:
Chittagong	House No. 82 Road No. 07 O.R. Nizam Road R/A Chittagong-4000	Contact 01777742388 jmi.ctg@gmail.com	Number:
Khulna	House No. 323 Road No. 18 Nirala R/A Khulna-9100	Contact 01777742833 jsmdl.khulna@jmigroup-bd.com	Number:
Sylhet	House No. 60 Block - A Shahjalal Housing Estate (Upashahar) Sylhet-3100	Contact 01777742669 jsmdl.sylhet@jmigroup-bd.com	Number:
Rajshahi	195/3 Upashahar Sector - 03 Rajshahi-6202	Contact 01777742835 jsmdl.rajshahi@jmigroup-bd.com	Number:

2.4.1. Distribution Network:



2.5. Financial Performance & Accounting Practice:

In any organization financial stability and there maintain is a must. Accounting is essential for every company activity since it provides data, records, reports, analysis, and precise information about assets, debts, liabilities, and profits. Accounting data is critical for an organization's management or decision-making body. Management can't make a decision unless there's enough data to back it up. Genuine data and numbers must be used to reach a choice. Information is essential for making decisions at all levels of management. Accounting provides managers with information about a company's financial status, such as profit and loss, cost and earnings, liabilities and assets, and so on.

Shareholding Composition

Details of Shareholding Composition as on 30th June, 2019

(Ref: Listing Regulations-2015 of 44/2/f)

SL No.	Shareholders' Category	No. of Shares (Qty)	% of Total Share
1.	Sponsors & Directors	40,484,500	44.98%
2.	Institutions	40,336,000	44.82%
3.	General Shareholders	9,179,500	10.20%
Total		90,000,000	100.00%

**Details of Shareholding position of Sponsors & Directors as on 30th June,
2019**

(Ref: Listing Regulations-2015 of 44/2/g)

SL No.	Name of Sponsors / Directors	Status	No. of Shares (Qty)	% of Total Share
1.	Mrs. Suriya Akther Rina	Chairman	2,400,030	2.67%
2.	Md. Abdur Razzaq	Managing Director	28,848,900	32.05%
3.	Hoi Kwan Kim	Director	4,626,080	5.14%
4.	JMI Vaccine represent by Md. Mohiuddin Ahmed	Nominee Director	4,464,490	4.96%
5	Dr. Md. Shahjahan	Independent Director	20,000	0.02%
6	Mrs. Jae So Shim	Shareholder	125,000	0.14%
Total			<u>40,484,500</u>	<u>44.98%</u>

2.5.1 Financial Practices:

JMI Hospital Requisite Manufacturing LTD.

Statement of Financial Position

As at 30 June, 2020

Particulars	(Amount In BDT)	
	30 June 2020	30 June 2019
	(Amount in BDT)	
Assets		
non- current Assets	2,170,863,622.00	2,013,436,205.00
property, plant & equipment	2,170,863,622.00	2,013,436,205.00
Current assets	2,464,088,501.00	2,772,489,904.00
inventories	526,333,601.00	470,447,725.00
intercompany loan	834,782,168.00	1,095,662,734.00
investment in project: SUTURE	-	204,897,104.00
advance, deposits & prepayments	397,698,404.00	460,304,198.00
accounts and other receivables	462,288,474.00	483,190,758.00
investment in shares & others	166,113,180.00	11,660,952.00
cash & cash equipment	76,872,674.00	46,326,433.00
total assets	4,634,952,123.00	4,785,926,109.00
Equity and liabilities		
equity	2,699,251,757.00	2,572,346,157.00
share capital	900,000,000.00	900,000,000.00
share premium	840,000,000.00	840,000,000.00
reserve & surplus	322,785,860.00	327,186,912.00
retained earnings	636,465,897.00	505,159,245.00
Non- current liabilities	704,334,091.00	780,452,028.00
term loan (non-current maturity)	521,731,161.00	658,881,882.00
deferred tax liability	164,649,018.00	105,309,928.00
lease finance (non- current maturity)	12,298,727.00	16,260,218.00
rental lease liability	5,655,185.00	
Current liabilities	1,231,366,275.00	1,433,127,924.00
lease finance (current maturity)	10,409,492.00	9,646,308.00
term loan (current maturity)	228,139,820.00	240,000,000.00
working capital loan	706,252,034.00	852,758,274.00
liability against import	65,888,896.00	60,998,581.00

accounts & other payable	141,335,121.00	164,760,359.00
dividend payable	5,135,156.00	–
loan from directors' & others	7,756,976.00	7,756,976.00
income tax liability	66,448,780.00	97,207,426.00
Total equity & liabilities	<u>4,634,952,123.00</u>	<u>4,785,926,109.00</u>
Net asset value per share (NAV)	<u>29.99</u>	<u>28.58</u>

JMI HOSPITAL REQUISITE MANUFACTURING LTD.

Statement of Profit or Loss and Other Comprehensive Income

for the year ended 30 June 2020

PARTUCULARS	01 July 2019 to 30 June 2020	01 July 2018 to 30 June 2019
	(Amount in BDT)	
Sales Revenue	1,498,079,647.00	1,301,626,241.00
Cost of Goods Sold	922,088,979.00	(786,455,825.00)
Gross Profit/(Loss)	575,990,728.00	515,170,416.00
Operating Expenses		
Administrative Expenses	(59,720,217.00)	(50,005,018.00)
Selling & Distribution Expenses	(40,653,810.00)	(37,206,139.00)
Total Operating Expenses	(100,374,027.00)	(87,211,157.00)
Operating Profit	475,616,701.00	427,959,259.00
Financial Expense	(79,709,802.00)	(134,382,502.00)
Net Profit After Financial Expenses	395,906,899.00	293,576,757.00
Income From Others Sources	2,553,927.00	5,648,989.00
Net Income before adjustment of WPPF	398,460,826.00	299,225,746.00
Workers' Profit Participation Fund	(18,974,325.00)	(14,248,845.00)
Net Profit Before Taxation	379,486,501.00	284,976,901.00
Provision for Income Tax Expense		
Current Tax	(102,702,116.00)	(99,741,915.00)
Deferred Tax	(59,377,190.00)	(1,034,332.00)
Profit after Tax for the year	217,407,195.00	184,200,653.00
Other Comprehensive Income	(140,600.00)	360,995.00
Unrealized Gain: Fair value gain/loss) of investment	(178,700.00)	202,305.00
Deferred Tax	38,100.00	158,690.00
Total Comprehensive Income for the year	<u>217,266,595.00</u>	<u>184,561,648.00</u>
Basic Earnings Per Share (EPS)	<u>2.42</u>	<u>2.21</u>

JMI HOSPITAL REQUISITE MANUFACTURING LTD.

Statement of Profit or Loss and Other Comprehensive Income (Production)

for the year ended 30 June 2020

PARTUCULARS	0 July 2019 to 30 June 2020	0 July 2018 to 30 June 2019
	(Amount in BDT)	
Sales Revenue	737,693,092.00	571,832,318.00
Cost of Goods Sold	(410,675,616.00)	(304,762,230.00)
Gross Profit/(Loss)	327,017,476.00	267,070,088.00
Operating Expenses		
Administrative Expenses	(33,489,850.00)	(24,988,346.00)
Selling & Distribution Expenses	(3,067,848.00)	-
Total Operating Expenses	(36,557,698.00)	(24,988,346.00)
Operating Profit	290,459,778.00	242,081,742.00
Financial Expense	(42,774,496.00)	(73,753,831.00)
Net Profit after financial Expenses	247,685,282.00	168,327,912.00
Income From Others Sources/(Loss)	(929,739.00)	(149,270.00)
Net Income before adjustment of WPPF	246,755,543.00	168,178,642.00
Workers Profit Participator) Fund	(11,750,264.00)	(8,008,507.00)
Net Profit Before Taxation	235,005,279.00	160,170,135.00
Provision for Income Tax Expense		
Current Tax	(63,600,522.00)	(56,059,547.00)
Deferred Tax	(59,052,133.00)	(1,011,427.00)
Profit after Tax for the period	112,352,624.00	103,099,161.00
Other Comprehensive Income:	-	-
Unrealized Gain: Fair value gain/loss) of investment	-	-
Deferred Tax	-	-
Total Comprehensive Income for the period	<u>112,352,624.00</u>	<u>103,099,161.00</u>

JMI HOSPITAL REQUISITE MANUFACTURING LTD'

STATEMENT OF CHANGES IN EQUITY

for the Year ended 30 June 2020

Particulars	Share Capital	Share Premium	Tax Holiday Reserve	Revaluation Surplus	Fair Value Gain/(loss)	Retained Earnings	Total amount in Taka
Balance as on 01.07.2019	900,000,00 0.00	840,000,0 00.00	1241852 13	2026407 03	360995	50515 9245	2572346 157
Share Issued							
Revaluation Surplus				- 3899457		38994 57	
Adjustment for other comprehensive income					-360995		-360995
other Comprehensive Income					-140600		-140600
Adjustment for Revaluation Reverse							
Tax Holiday Reserve							
Share Premium							
Return of Share Money							
Divided for the year 2018-2019 @ 10% Cash						- 90000 000	- 9000000 0
Net profit during the year						21740 7195	2174071 95
Balance as on 30.06.2020	900,000,00 0.00	840,000,0 00.00	1241852 13	1987412 46	-140600	63646 5897	2699251 757

JMI HOSPITAL REQUISITE MANUFACTURING LTD.

Statement of Cash Flows

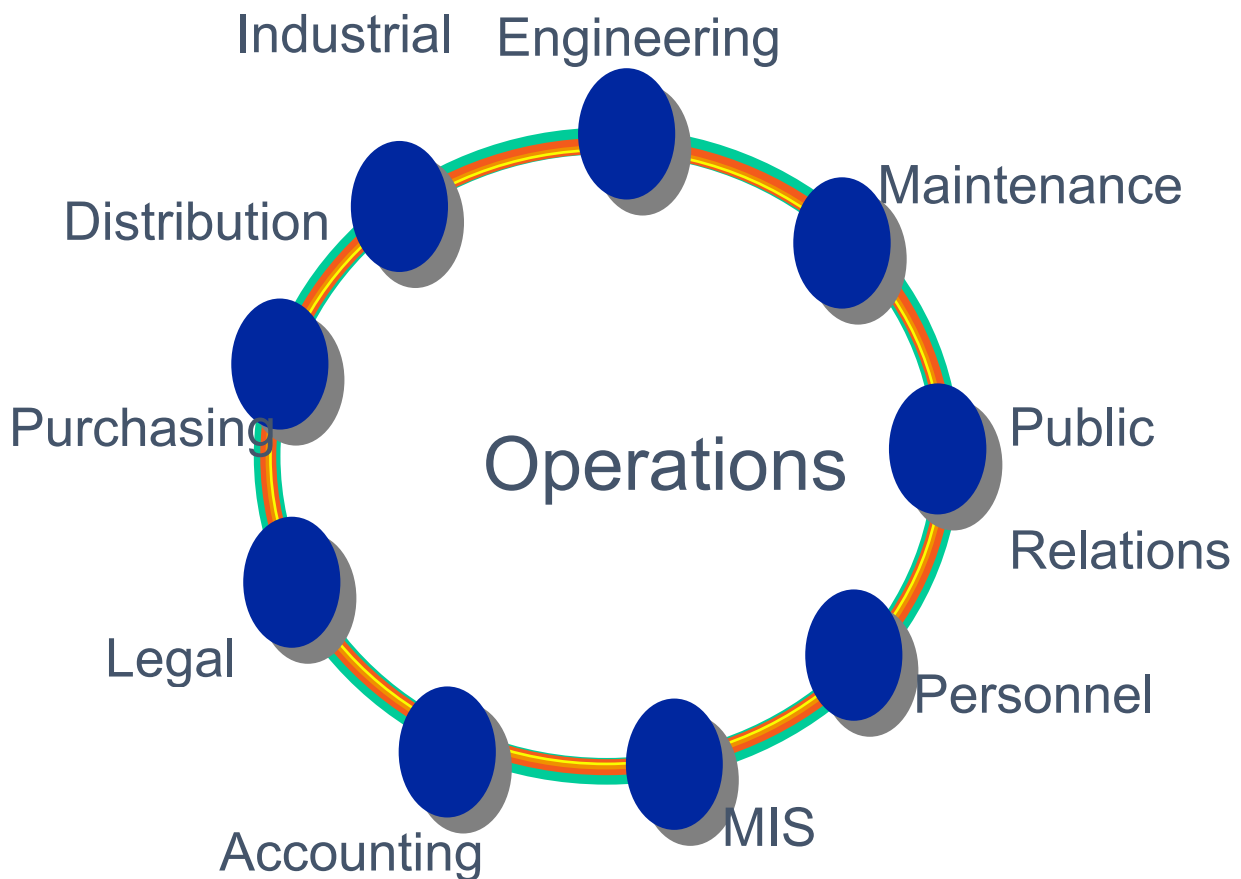
for the year ended 30 June 2020

Particulars	30 June 2020	30 June 2019
	(Amount in BDT)	
Cash flow from operating activities		
Cash Receipts from customers and others	1,521,535,859.00	1,266,843,108.00
Paid to suppliers and others	(925,459,929.00)	(910,126,234.00)
Income tax paid	(133,450,762.00)	(66,612,395.00)
Net cash generated from operating activities	462,625,168.00	290,104,478.00
Cash flow from investing activities		
Investment in Shares & Others	(131,216,922.00)	5,149,729.00
Balance with inter company	260,880,566.00	(312,707,861.00)
investment in Suture project	-	(1,068,642.00)
Acquisition of Non-current Assets	(64,711,163.00)	(136,163,477.00)
Net cash generated from investing activities	64,952,481.00	(444,790,251.00)
Cash flow from financing activities		
Financing cost paid	(109,899,802.00)	(184,382,502.00)
Term Loan received/(paid)	(149,010,901.00)	(137,559,908.00)
Lease Finance received/ (paid-net off payment)	(3,198,307.00)	(3,403,137.00)
Working capital loan received/(paid)	(146,506,241.00)	58,393,518.00
Dividend Paid	(84,864,844.00)	-
Rental Lease Liability Payment	(3,551,312.00)	-
Cash received on share issue	-	450,000,000.00
Net cash generated from financing activities	(497,031,407.00)	183,047,971.00
Net cash Surplus/(Deficit) for the year	30,546,242.00	28,362,198.00
Cash & Cash Equivalents at the Beginning of the year	46,326,432.00	17,964,233.00
Cash & Cash Equivalents at the End of the year	<u>76,872,674.00</u>	<u>46,326,432.00</u>
Net Operating Cash Flow Per Share (NOCFPS)	<u>5.14</u>	<u>3.49</u>

2.6 Operations Management and Information System Practices:

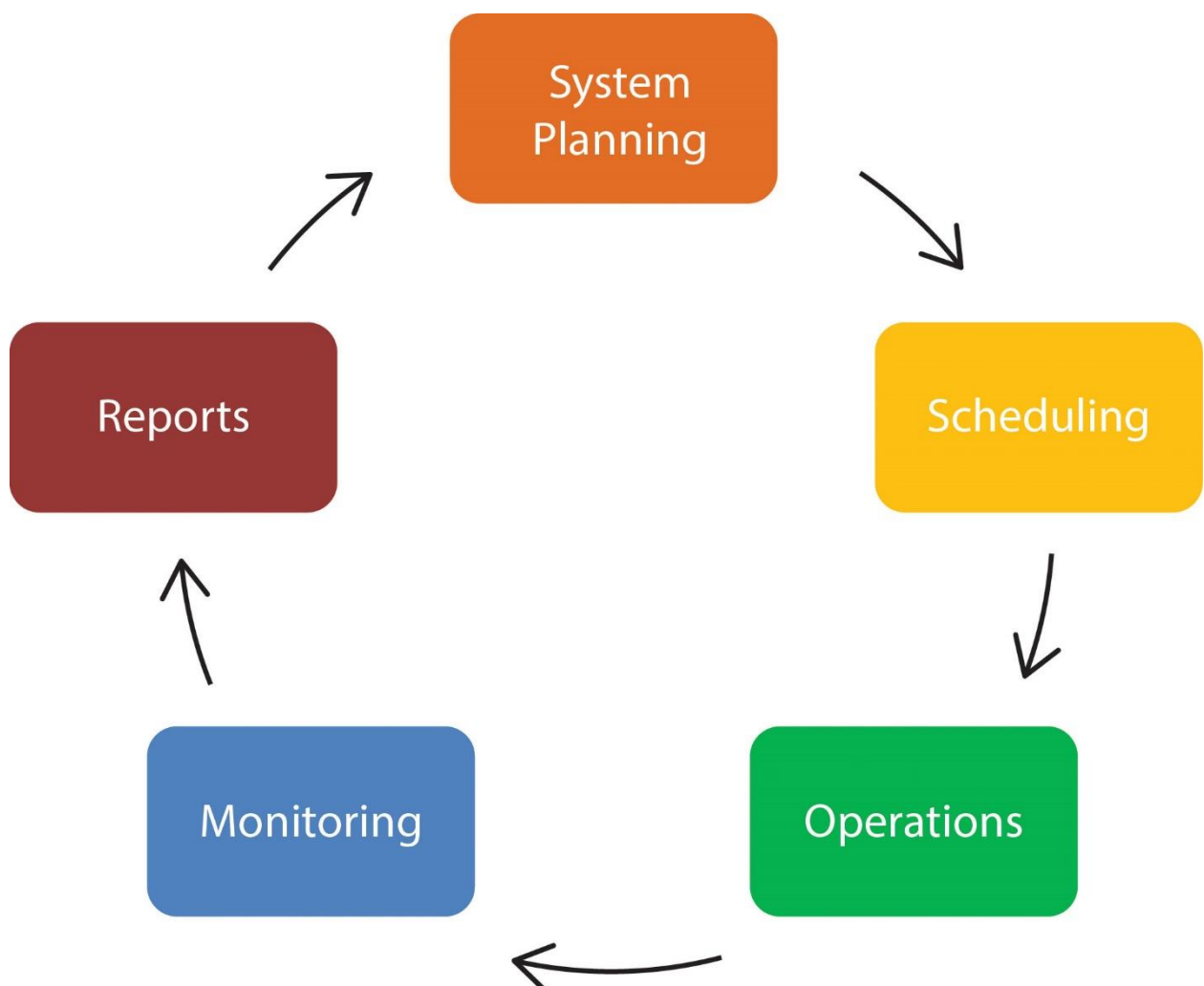
2.6.1 Operation Management:

The administration of business activities to achieve the best level of efficiency feasible inside an organization is known as operations management (OM). It is concerned with effectively transforming materials and labor into goods and services in order to maximize an organization's profit. The goal of operations management teams is to produce the largest net operational profit achievable by balancing expenses and income. All those components must be managed properly, from the strategic planning stage, the implementation stage, production supervision, and the final evaluation of outcomes for future innovations, so that the company remains profitable and competitive in its industry. Operations managers have a great responsibility of dealing with strategizing, forecasting, and overseeing daily processes.



Operation management gives an overall picture about what what a company should take into consideration while performing the production and services.

A management data framework (MIS) could be a computerized database of monetary data organized and modified in such a way that it produces normal reports on operations for each level of administration in a company. It is as a rule moreover conceivable to obtain special reports from the framework effectively. The most reason for the MIS is to grant supervisors input almost their possess execution; beat administration can screen the company as an entire. Data are shown by the MIS ordinarily appear "genuine" information over against "arranged" comes about and comes about from a year sometime recently; in this way, it measures advance against objectives. The MIS gets information from company units and capacities. A few of the information is collected naturally from computer-linked check-out counters; others are keyed in at intermittent interims.



Operations management (OM) and information systems (IS) are two topics of study that are interconnected and critical to business in both the commercial and public sectors. The two disciplines are a perfect match. OM uses advanced approaches to solve business challenges linked to operations, logistics, and supply chain management processes, such as developing, planning, managing, and enhancing them. New information technologies to assist them are constantly being developed. IS, on the other hand, aims to bridge the gap between computer science and business management by embracing a variety of methodologies for building and implementing information technology solutions in businesses.

For the JMI Hospital Requisite Manufacturing LTD. there is no specific MIS software maintained. Every material calculation, inventory report, LC material tracing are maintained by MS Excel. Suppliers information, day to day communication, suppliers audit report are maintained by MS word and Excel.

2.7 Industry and Competitive analysis:

2.7.1 Industry Analysis:

To analyze industry Porter has developed the following 5 forces model. One the basis of this model JHRML is analyzed as the following:



1. Rivalry among existing firms:

This force recognizes the active competition among industry members helps to determine industry performance. The strong competitor of JHRML are:

- Opso Saline
- Skylab
- Acme lab

There is acute competition being noticed among these industries. At present JHRML hold the market top position because:

- Widening the geographic market
- Selling their products not only to institution but also local market
- Lowering variable cost relative to fixed cost
- Increasing their product line.
- No of marketing information officer

2. Threats of new entrants:

This force highlights the possibility of new Competitors entering the market. In our case JHRML is facing strong threat of new entrants. As there are more than 30000 products in the market but JHRML are few of them. Most of the existing products are exported from the foreign market by various industries and exporters that may impact in the production.

3.Substitute product:

This force considers the potential impact of substitutes. New products that satisfy the same customer value requirements are important sources of competition. In my case JHRML faces less threats of substitute product.

4.Bargaining power of suppliers:

The fourth force is the power that supplier may be able to exert on the producers in an industry. In this case JHRML faces strong bargaining power of suppliers. As they import most of its raw materials from foreign countries it competes with many suppliers to purchase raw materials

5. Bargaining power of buyers:

Finally, buyers use their purchase power to influence their suppliers. In this case customers have less flexibility in terms of purchasing products.

2.7.2 Competitive Analysis:

SWOT Analysis:

Strength:

1. State of the art production facility
2. Highly qualified skilled and dedicated team of professionals in the plant.
3. First of its kind in the country
4. Well-equipped workshops and marketed internationally.

Weakness:

1. Sales train analysis unavailable, so forecasting impossibility.
2. Wrong method of collecting resources & inventory management.
3. Time-consuming decision-making process.
4. Dependency on foreign materials and product.

SWOT ANALYSIS

S	W	O	T
STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
Internal factors that give you an advantage	Internal factors that work to your disadvantage	External factors that pose opportunities	External factors that pose threats
<p><i>Examples</i></p> <ul style="list-style-type: none"> ● Brand reputation ● Access to skilled staff ● Company culture ● Industry relationships ● Location 		<p><i>Examples</i></p> <ul style="list-style-type: none"> ● Number of alternatives ● Demand ● Availability of financing ● Cost of raw supplies ● Political climate 	

Threats:

1. Political climate.
2. Price hike of raw materials (inflation)
3. Inadequate supply of power.

Opportunity:

1. Enormous growth
2. Building strong brand

2.8 Summary and Conclusion:

JMI Hospital and Requisite Manufacturing LTD, a sister concern of JMI Group, has become one of the most fastest growing company in the country. There ability of creating up to the mark pharmaceutical products are now exporting to other countries also gaining local market popularity.

2.9 Recommendations:

In our current world health situation, every day new and new health crisis are increasing. To be ahead of that is impossible but if we as a pharmaceutical conglomerate should emphasis on the research and development more.

CHAPTER 3- PROJECT PART: JHRML SUPPLY CHAIN RELATIONSHIP & SOURCING

3.1 INTRODUCTION:

Supply Chain Management:

The active management of supply chain operations to maximize customer value and establish a sustainable competitive advantage is known as supply chain management (SCM). It is an intentional effort on the part of supply chain companies to construct and manage supply networks in the most effective and efficient manner feasible. Product creation, sourcing, production, and logistics, as well as the information systems required to coordinate these operations, are all covered by supply chain activities. SCM refers to providers' efforts to design and operate supply chains that are as efficient and cost-effective as feasible. Supply chains encompass everything from manufacturing to product creation, as well as the information systems required to coordinate these activities. Typically, SCM aims to centralize or connect a product's manufacturing, shipment, and distribution. Companies can reduce extra expenses and deliver items to customers faster by regulating the supply chain. Internal inventories, internal manufacturing, distribution, sales, and business vendor stocks are all under tighter supervision. SCM is founded on the concept that practically every product that reaches the market is the result of the efforts of several businesses that make up a supply chain. Despite the fact that supply chains have been around for a long time, most businesses have only lately recognized them as a valuable addition to their operations. n SCM, the supply chain manager the logistics of all aspects of the supply chain which consists of five parts:

The plan or strategy

The source (of raw materials or services)

Manufacturing (focused on productivity and efficiency)

Delivery and logistics

The return system (for defective or unwanted products)

The supply chain management strives to keep costs low while minimizing shortages. The work entails more than just logistics and inventory purchases. The term supply chain management

(SCM) covers all the activities associated with managing an organization's procurement with the goal of:

Reducing costs

Improving efficiency

Satisfying demand



SCM execution incorporates a coordinate impact on the organizations in general execution. From a taken a toll control point of view, it's evaluated that companies with amplified worldwide supply chains have between 80% and 90% of their costs tied up in their supply chains. Too, the expanded complexity of advanced supply chains caused by worldwide sourcing, omni channel dissemination and far-reaching markets cruel SCM is essential. Customers have gotten to be more requesting and anticipate retailers to have stock of what they

need or will move on, causing a misplaced deal. In the event that they arrange things online, they anticipate incite, on-time conveyance and simple return forms for undesirable buys. Numerous producers are subordinate on just-in-time (JIT) fabricating methodologies that require conveyance of components not as it were on time but also not some time recently time, and in precisely the desired quantity.

Supply Chain Sourcing:

Sourcing, commonly referred to as procurement, is the process of identifying and choosing firms or persons based on predetermined criteria. In business, sourcing is done in a variety of ways and for a variety of purposes. Supply chain management is among the most popular applications of sourcing. Businesses who can identify the best suppliers at the best prices might gain a competitive advantage. Sourcing is a subset of recruiting that entails proactively seeking for the best applicants for a certain position. Outsourcing is a widespread business practice in which a company contracts out a non-critical business function, such as payroll, to a third-party supplier. Businesses will compile a list of possible third parties as part of the outsourcing process and select the most fit for their needs. Crowdsourcing is a relatively new strategy that tries to use the collective intelligence of a group of people to complete a certain goal, such as brainstorming or recruiting. Sourcing encompasses all actions related to locating and analyzing possible suppliers, communicating with chosen suppliers, and selecting the best value provider during the procurement process (s). The sourcing process generally results in a contract or agreement that specifies what needs to be acquired, on what terms, and from which vendors. The term "strategic sourcing" can refer to the application of the sourcing process to major acquisitions, as well as the team in charge of the sourcing process on behalf of the company.

Understanding the requirement, analyzing the supply market, designing a suitable strategy, implementing that plan, frequently requiring market contacts such as the issue of an RFP and/or negotiation, choosing supplier(s), and drafting a contractual agreement are all part of the sourcing process. In today's competitive corporate environment, supply chain management specialists are always looking for new and innovative methods to cut costs, ensure and enhance the end product's quality, and shorten time to market. Strategic sourcing is a component of overall procurement management that can aid in the achievement of these supply chain objectives. Here's how it works:

Identify Suppliers:

Procurement specialists and managers that are effective constantly find the highest quality products at the lowest feasible cost from the most dependable sources. When selecting and defining alternative suppliers, take in mind logistical constraints that may make one trade partner more advantageous at different periods of the year or under different external conditions. This ensures that a steady supply of products is maintained throughout the year, regardless of external conditions. Another critical thought when distinguishing suppliers is competitive differentiation opportunity. Employing a specific provider that encompasses a positive brand picture together with your buyers can make a great item separation opportunity, possibly driving the buyer to incline toward your item over others. In an advancing worldwide commercial center, utilizing key sourcing strategies to recognize the leading providers can offer assistance companies keep up productive and successful supply chains overall company divisions and accomplices.

Cultivate Relationships:

Recognizing the leading suppliers is critical. In any case, there's more to key sourcing. Cultivating a positive and long-term relationship by working closely together with your providers can give numerous win-win scenarios. Creating strong connections can offer assistance sourcing experts gotten to be superior at meeting taken a toll, speed-to-market, and quality objectives, whereas permitting providers to more effectively tailor and convey materials to specific buyer specifications. We are presently in a time where customers can, in extraordinary portion, drive the victory of a company through their mindfulness and request for moral commerce hones. Making and developing connections with consumer-friendly providers makes openings for your company to make strides item and company picture through PR and showcasing communication with shoppers.

Continuously Improve Skills:

Procurement professionals and managers looking to improve their strategic sourcing abilities can take advantage of online courses provided by industry experts. Strategic sourcing is a field that is always evolving. Understanding, planning, and implementing a strong strategic sourcing strategy, tightening the efficacy and efficiency of your supply chain architecture, and reducing total costs will all be aided by being knowledgeable in this sector and keeping your knowledge up to date. Simultaneously, a solid strategic sourcing plan may help your firm improve its corporate image, grow sales and market share, and cut expenses.

Understand and Embrace the Possibilities:

The execution of key sourcing requires a wide assortment of abilities. A few of the best competencies required to exceed expectations in making the foremost of a company's vital sourcing decision-making prepare include: Portraying, recognizing and getting to key issues, standards, openings, techniques, strategies, and advancements being pursued by the organization to attain competitive advantage. Recognizing inner and outside challenges that influence sourcing strategy Characterizing and depicting issues in worldwide sourcing, e-procurement, the amplified venture, transactions, and ethics Recognizing and applying decision-making systems and problem-solving aptitudes to decide the most excellent course of activity relating to the over procedure areas.

3.2 Literature Review:

SCM at JMI Hospital Requisite Manufacturing LTD.

Thorough study and analysis of the primary and secondary data led the researchers to originate conceptual structures for JMI Group, which include a holistic view, simplified models for individual company and integrated models signifying manufacturing and service process for the whole Group.

Holistic View:

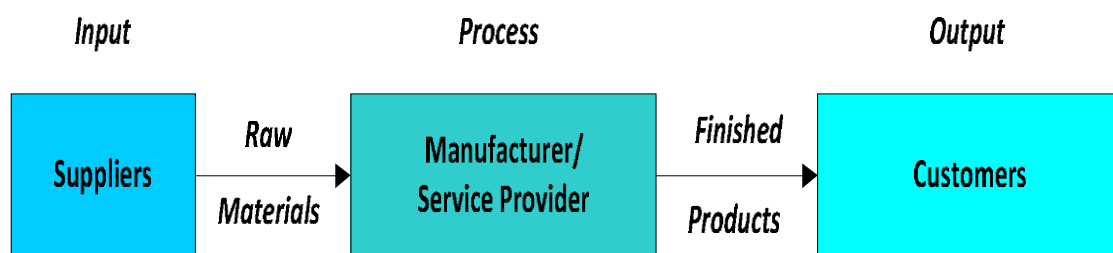
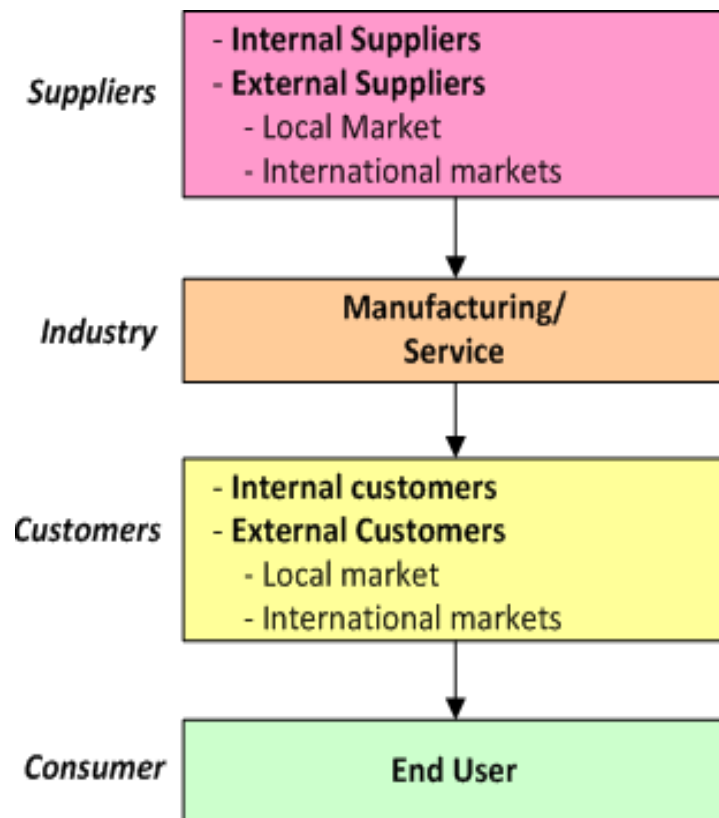


Figure 3.2: A Holistic View of Supply Chain of JMI Group

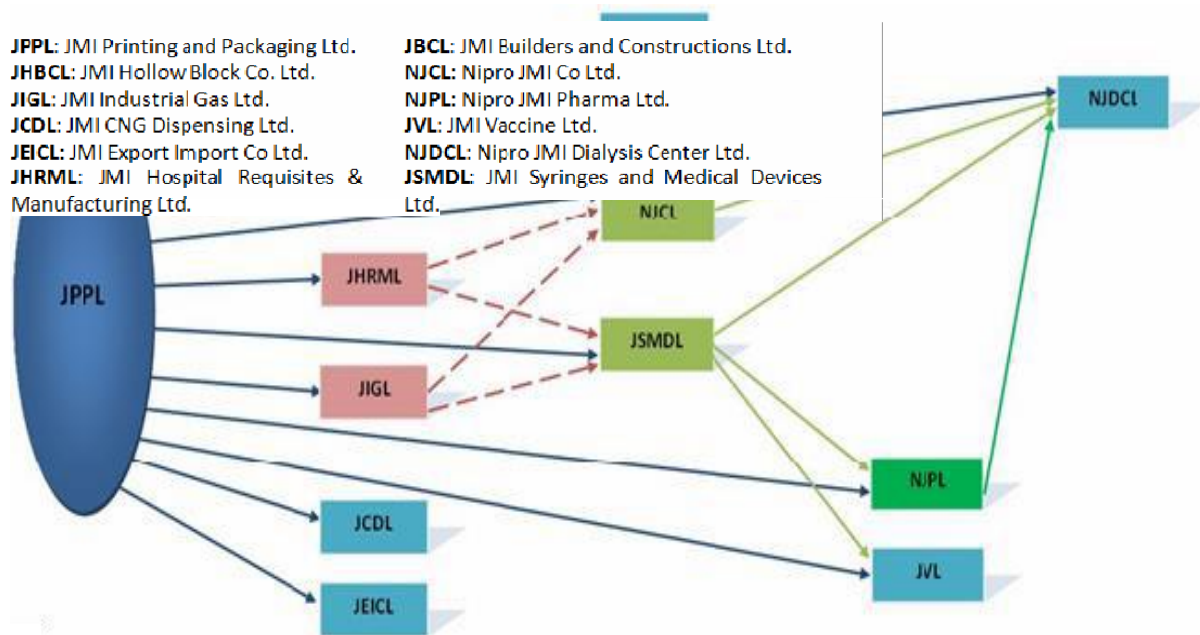
A holistic view of Supply Chain of JMI Group in terms of input, process and output is represented in suppliers, customers, raw materials and finished products are recognized. JHRML is processing from the raw materials to finished products as a manufacturer or service provider.

Simplified Model of supply chain management process of JHRML illustrates Supply Chain in terms of suppliers, industries, customers, and consumers. Internal Suppliers, External Suppliers (both local and international markets), Internal Customers, External Customers (both local and worldwide markets), and End Users are all recognized. JHRML Group is a manufacturer as well as a service provider.



To comprehend integrated supply networks, you must first understand what a supply chain is. A supply chain is a group of suppliers that work together to manufacture a single product for a firm. Each supplier is a "link" in the chain, adding time and money to the equation. Supply chain management is a set of approaches, beliefs, and practices aimed at maintaining a supply chain operational and enhancing its efficiency for the advantage of the majority, if not all, of

the connections. Supply chain integration is a large-scale business approach that aims to integrate as many parts in the chain as possible into closer collaboration. The objective is to decrease expenses and waste while improving reaction time and production time. Every link in the chain reaps the rewards. Integration can be done tightly by merging with another company in the supply chain, or it may be done loosely by exchanging information and working more closely with certain suppliers and customers. The supply chain in the latter situation isn't fully "owned" by one company, but the many parts work together to boost efficiency and benefit everyone through consistent, reliable operations. In the subsidiaries of the JMI Group, two types of supply chain processes are seen, namely manufacturing and service processes. JMI Group has built two integrated supply chain models based on the types of processes. It's easy to see how these integrated models are linked to the specific models of all of the Group's subsidiaries (described above). The next paragraphs will show you how to do this.

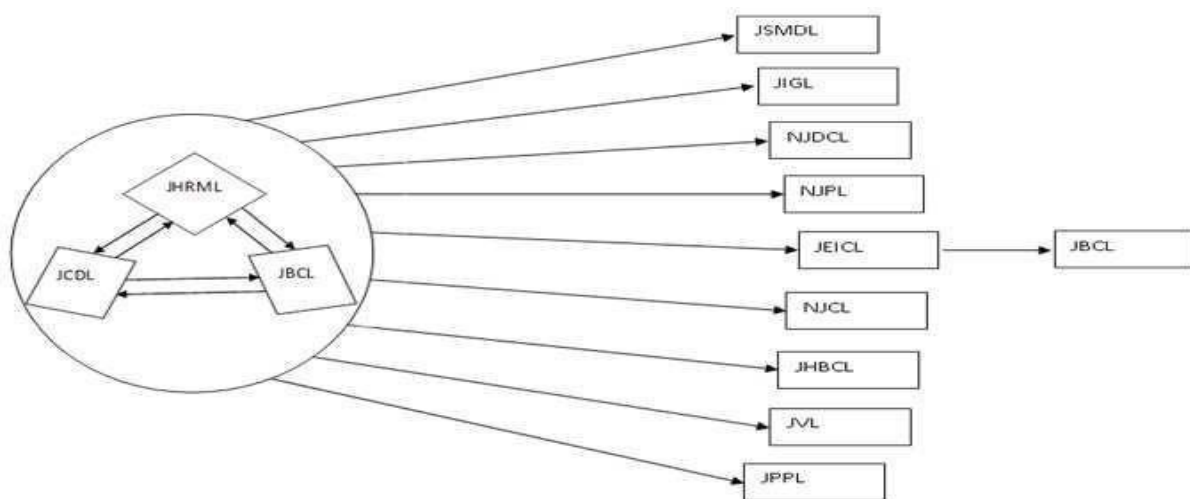


The Integrated Model for JMI Group Supply Chain – Manufacturing Process is shown above. JMI Printing and Packaging Ltd does not have an internal supplier in this model, but all of its other companies are JPPL's internal customers. Similarly, it can be shown that other subsidiaries have one or more internal supplier/suppliers and one or more internal

customer/customers. Any firm connected by an arrow on the left side is an internal supplier, and any firm connected by an arrow on the right side is an external supplier.

Integrated Model for Supply Chain – Service Process:

Within the underneath figure speaks to the Coordinates Demonstrate for JMI Group Supply Chain – Service Process. In this show it can be visualized that JMI Clinic Imperative Fabricating Ltd, JMI CNG Apportioning Ltd and JMI Builders and Developments Ltd are the inside providers for all other backups of this Gather and all other auxiliaries are the inside clients of these concerns. These three companies are too connected to each other as demonstrated by the interfacing bolts, indicating that each of them is performing both for other two, i.e., inside provider and inner client. It may be famous that in spite of the fact that JBCL is one of the subsidiaries’ that's performing as inside provider of all other backups but it is appeared once more as the inside client of JEICL.



JPPL: JMI Printing and Packaging Ltd.
JHBCL: JMI Hollow Block Co. Ltd.
JIGL: JMI Industrial Gas Ltd.
JCDL: JMI CNG Dispensing Ltd.
JEICL: JMI Export Import Co Ltd.
JHRML: JMI Hospital Requisites & Manufacturing Ltd.

JBCL: JMI Builders and Constructions Ltd.
NJCL: Nipro JMI Co Ltd.
NJPL: Nipro JMI Pharma Ltd.
JVL: JMI Vaccine Ltd.
NJDCL: Nipro JMI Dialysis Center Ltd.
JSMDL: JMI Syringes and Medical Devices Ltd.

Supply chain functions must be integrated in order to achieve optimal performance. However, the business and market dynamics make this impossible; resources arrive late, manufacturing facilities fail, workers become ill, consumers modify or cancel orders, and so on, generating

deviations from the plan. These events may be handled with locally in some situations, i.e., inside the scope of a function. In other circumstances, the issue cannot be "locally confined," and changes to many functions are necessary. As a result, the supply chain management system must coordinate plan/schedule updates across all supply chain functions.

Supplier relationship management, moreover known as SRM, may be an orderly approach to survey suppliers' commitments to your commerce. It helps you decide which providers are giving the leading impact on your victory and guarantees they are performing well. Supply chain management uses SRM in acquirement, operations, and extend management. SRM makes a difference to cultivate positive connections along with your providers and makes a difference direct the exercises you ought to lock in in with each provider. It works much the same way as client relationship management, or CRM, does on the front-end, managing straightforwardly with customers. The supply chain relationship management process can be broken down into three steps. Using this dynamic approach, you can simplify supplier management across your entire supply base.

Step One: Segment Suppliers

Step Two: Develop Supplier Strategy

The best SRM strategies aim to facilitate collaborative supplier relationships.

Demonstrate You're a Good Customer

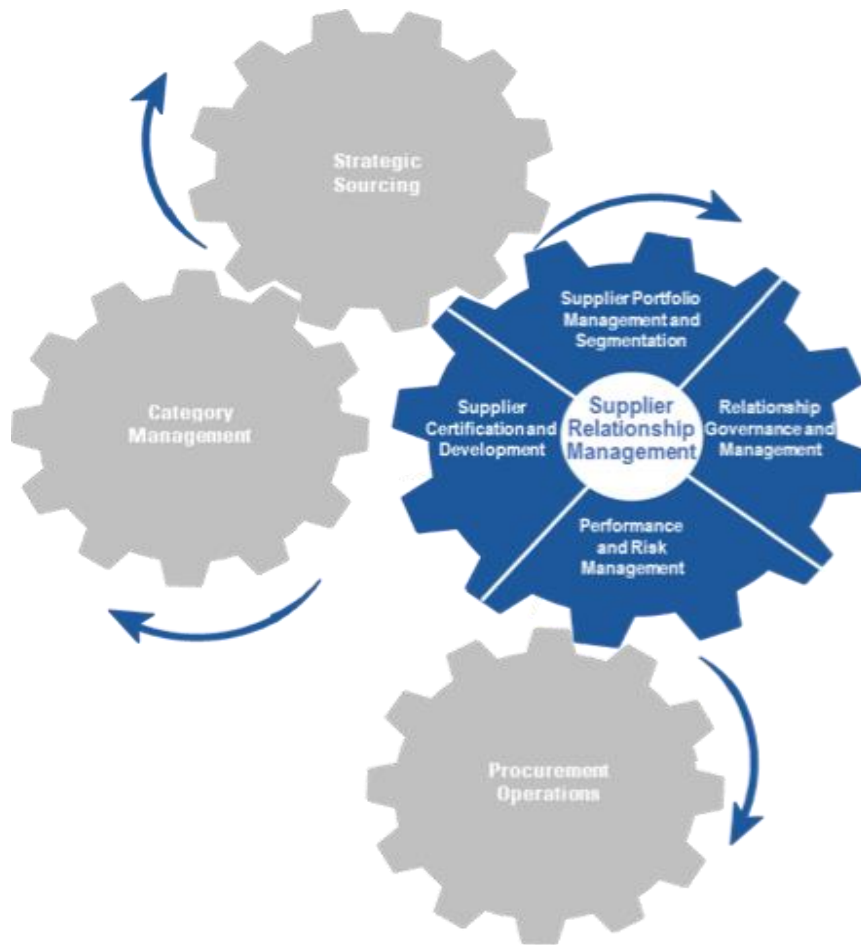
Come Up with a Risk Management Plan

Devise a Plan for Issue Resolution

Centralize Point of Contact

Use Two-Way Balanced Scorecards

Step Three: Execute Supplier Strategy



Supplier relationship management, moreover known as SRM, may be an efficient approach to survey suppliers' commitments to your commerce. It helps you decide which providers are giving the leading impact on your victory and guarantees they are performing well. Supply chain management uses SRM in acquirement, operations, and extend management. SRM makes a difference to cultivate positive connections along with your providers and makes a difference direct the exercises you ought to lock in with each provider. It works much as the same way as client relationship management, or CRM, does on the front-end, managing straightforwardly with customers.

SRM includes the whole processes of interface between the organization and its suppliers. It is one of the three micro processes of supply chain management. The aim of this process is to arrange and select suppliers for various products, negotiate about price and delivery terms, share demand and supply plans and communicate for new orders and products with suppliers

and replacement of orders for the JHRML. The Major SRM Processes of the company are as follows:

Design Collaboration: It aims to improve the design of item through collaboration between producers and suppliers. It facilitates the selection of production ability or commonality across several end products or services.

Source: It's a very important part of SRM. It helps to assess the Qualification of suppliers and also in supplier selection, contract management and supplier evaluation it helps to find out the amount that the company spends with each supplier. Suppliers are evaluated by several criteria like lead time, reliability, quality and price. Some Suppliers have complex details that must be tracked, so contract management is a very important part of sourcing.

Negotiate: Negotiations with suppliers includes many steps, it starts from RFQ. It includes design, execution of actions. Its helps to make an effective contract that specifies price and delivery parameters for a supplier in a way that best matches the firm's needs.

Supply Collaboration: After an agreement for supply is established between the manufacturer and supplier, supply chain performance can be improved by collaborating on forecasts, inventory levels and production plans. Its main goal is to ensure a common plan across the supply chain. For better supplier relationship management sourcing is a big factor.

Sourcing Procedure of Supply Chain JMI Group

Sourcing is a critical component of SRM. Purchasing, also known as procurement, is the process by which a company obtains goods, raw materials, services, components, and other resources from suppliers in order to carry out their activities. We use business procedures to purchase products and services, and this complete collection of activities is referred to as sourcing. The most crucial choice in supply chain is whether to outsource or conduct any job in-house. Outsourcing is a critical problem for every business. If a company can't do a function in-house, it usually outsources it to a third party or a supplier.

In JMI Group supply chain, they source anything based on three question. These Questions are:

Will the third party increase the surplus relative to performing the activity inhouse?

How much the surplus will increase?

How much risk will decrease if they outsource?

A successful sourcing strategy entails a thorough grasp of a firm's business plan, the resources needed to fulfill that goal, market dynamics, and the inherent risks that come with applying certain methodologies within the firm. A frequent assessment of the sourcing strategy ensures that the expected results are achieved and that the plan remains aligned with the company's goals. Some of the sourcing strategies that are used in supply chain management today include:

Single sourcing refers to a process in which a bought part is provided by only one vendor. In order to create tight ties with a smaller number of suppliers, a JIT manufacturer will usually have only one source for a particular part. High quality, reliability, quick lead times, and coordinated action are all fostered by these strong interactions (and mutual dependency).

Multi-sourcing is the process of purchasing a product or service from many independent vendors. Companies may utilize it to encourage healthy competition among suppliers, resulting in improved quality and reduced prices.

Outsourcing is the process of obtaining goods and services from outside sources that were previously delivered domestically. Outsourcing entails substituting the supplier's capacity and production for internal capacity and output.

Insourcing: The goods or services are developed internally.

If SRM get any order to source any item they first find out the specification of that item with the requirement of the company. Then they do source for the item and list out some suppliers for that item and request for information (RFI) to the suppliers. After receiving RFI SRM do cross check the information with the company required product or service specification. If RFI match with the required item, then SRM go for a visit of that suppliers' factory (if they manufacture that) or Shop (if they sell ready-made or finish goods only) for survey. If the survey report shows positive result, then SRM request for quotation (RFQ) to the suppliers. After receiving quotation of different suppliers, they make a comparative statement with all quotations of different suppliers. For doing CS Quotations should be on same level play field or same level. For doing CS They follows some criteria, which should be considered, those are-

Same specification

Price

Product or service quality

Supply capability

Payment terms

Lead time

Transportation

On the basis of this criteria, they create CS for any item. From the CS they select one or multiple suppliers for different product specifications which will more profitable for the company. Then, which suppliers has been selected SMR provide supplier enlistment form to the suppliers to fill up with all the requirements and documents. Which documents suppliers have to provide, those are-

Trade License

TIN

VAT registration certificate

Certification of Quality Assurance from authorized organization

After collect all this from the suppliers, SRM take a approval on that form from the higher authority with all attached documents and enlist that suppliers. By this steps SRM in supply chain management of JHRML makes strategic sourcing procedure done.

3.3 Methodology:

Data collection:

As this research was exploratory in nature, the report has been written based on both the primary as well as the secondary form of information. The details of these sources are highlighted below:

Primary Sources: Primary data were the collected data directly from the officials. I have discussed the aspect of the relative supply chain activities to the related executive official and used their responses as primary data.

Secondary Sources: The secondary data were, company's yearly business review report, marketing report, annual budget, in-house training material, company manual, internal meeting minute, text book and information from internet etc.

3.4 Findings & Analysis:

While working in the organization, I have attained a newer kind of experience. After collecting and analyzing data I have some problems. These problems are completely my personal view to research work.

- The main aim of SCD software is to solve the problems and optimize activities and resources in the supply chain. For that smooth SCD software is very much required in JMI supply chain department. There is no software yet but they are trying for integrated software.
- The supplier database SRM maintains for sourcing purpose of any item, they have to revise or recheck that after different time period.
- The entire fixed asset approved by the Managing Director of the company. That's why the approval process is lengthy sometimes in JMI. For lengthy process SRM doesn't process the urgent item immediately.
- Transportation refers to the movement of product from one location to another as it makes its way from the beginning of a supply chain to the customer's handle. In JHRML transportation is not under Supply Chain Department. So, it creates problem for better service of SRM.
- Mainly sourcing means to negotiate with different suppliers and purchase from the suitable one but here JMI has fixed vendor for raw materials. So normally they don't need to communicate with new suppliers.
- JMI Group most of the raw materials are imported and for most of them the lead time (Order to Factory arrival time) is very high. Average lead time is 2 months to 4 months.

For this reason, sometimes company facing timely production problem and on time delivery to the customer.

- There is some upcoming project of the group and which investment budget is very high. like LPG Project, Home Appliance Project, Cylinder Manufacturing Project, Auto Tank Manufacturing Project etc. That's why most of the working capital already invested in the upcoming project. For this reason, SCD are facing some problem to purchase or clear the supplier payment, that's why supplier relationship is getting hampered
- As the SRM is the new concept in the business. Sometimes management of the JMI Group can't understand the importance of the SRM concept.

3.5 Conclusion:

This study exemplifies various sequential procedures to design conceptual SCM model for the organization in order to outline different functions under SCM department. JMI Group is one of the most capable and very fast-growing conglomerates in Bangladesh. A holistic view as whole, simplified models for individual companies and integrated models incorporating all the subsidiaries of JMI Group identifying manufacturing and service processes had been designed while framing conceptual structure for the supply chain of JMI Group. Its new attempt to create the section supplier relationship management (SRM) help it to make a good relation with their supplier and the database of this section helps to find any source quickly and with the help of this they can source, purchase and utilize any required item very easily. Holistic view can be pronounced in terms of input, process and output. Suppliers, customers, raw materials and finished products are identified. Simplified model can be described in terms of suppliers, industry, customers and consumers. Internal suppliers, external suppliers (local market and international markets), internal customers, external customers (local market and international markets) and end user are identified. This Group is processing from the raw materials to finished products as a manufacturer or service provider. Integrated models for manufacturing and service processes are displaying how all the subsidiaries of JMI Group are inter connected to each other performing as either internal supplier or internal customer depending on their connectivity shown by arrow and their relative positions on the diagram.

3.6 Recommendation:

JMI Group has gained its reputation in medical devices & hospital requisite items within very short period of time; still, they are yet not the market leader. As a sister concern of this group JHRML has to overcome the shortcomings in the near future and offers new innovative products to retain its position as a leader. Based on my observation and data analysis, a set of these recommendations have been generated in order to transform the weakness of the organization into possible strength and counter the potential threats of the organization so that the management is to able to navigate the organization in the turbulent ocean of fierce competition. The pertinent suggestions are as follows:

- Using supply chain software for better inventory management and operations. There are two types of supply chain software, planning software and execution software. This software is available for renting by different organizations in Bangladesh. JHRML can easily rent the software from these organizations to improve their Supply Chain Management effectiveness.
- For smooth operation of SRM, the management of the JMI Group can delegate the approval authority to department head. Then the SRM of JMI can do the emergency job as just time.
- There are six drivers of the supply chain- Facilities, Inventory, Transportation, Information, Sourcing & Pricing. Transportation is the vital driver for smooth operation of SCD. So, management of JMI can include the transportation department in the supply chain department of JMI Group.
- At present most of the raw materials are imported and for most of them the lead time (Order to Factory arrival time) is very high. Average lead time is 2 months to 4 months. JMI needs to reduce lead time by negotiation with international suppliers.
- Most of the time company purchase materials from selected suppliers. It may create some problems because there may arise a question if the price is competitive or not. To solve this problem SCD already create a section which name is Supplier Relationship Management (SRM). The main function of SRM is to communicate the supplier for competitive price.

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