

Report On

**Exploring Business to Business Scope and Opportunities
of RMG Sector in Bangladesh**

By

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19164025

**An internship report submitted to the Graduate School of Management
in partial fulfillment of the requirements for the degree of
Masters of Business Administration**

Graduate School of Management
BRAC University
October, 2021

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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/We have acknowledged all main sources of help.

Student's Full Name & Signature:



Muhammad Sakin Sikdar
ID 19164025

Supervisor's Full Name & Signature:

Dr. Rafiuddin Ahmed (Rafi)
Associate Professor (Adjunct), Graduate School of Management
BRAC University

Letter of Transmittal

Dr. Rafiuddin Ahmed (Rafi)
Associate Professor (Adjunct)
Graduate School of Management
BRAC University
66 Mohakhali, Dhaka-1212

Subject: Submission of Internship Report

Dear Sir,

This is my pleasure to submit my internship report on “Aamra Resources Ltd.”. It was a great opportunity for me to acquire knowledge and experience in respect of the functions and process of supportive or supplier of the RMG or textile factories, while working in ARL. I believe that the knowledge and experience I have gathered during my job period will growth my professional career. I have concentrated as much as possible and tried my best to achieve the objectives of the practical orientation and hope that my endeavor will serve the purpose. However, I will always be happy to follow any further clarification that you may require.

Sincerely yours,



sakin

Muhammad Sakin Sikdar

Student ID: 19164025

Graduate School of Management

BRAC University

October 23, 2021

Non-Disclosure Agreement

This report is made and entered into by and between ARL and the undersigned student Muhammad Sakin Sikdar, ID- 19164025 at BRAC University for the purpose of internship report. During my job with ARL I have acquired “confidential information” and with acknowledgement of ARL management process. So, without prior permission and notice to ARL & me this “confidential information” is strictly prohibited to share with any online, offline & other news or print media.



Muhammad Sakin Sikdar

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Graduate School of Management

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October 23, 2021

Acknowledgement

With the great opportunity given to us for writing this report, it has brought a sense of pleasure to be able to submit it. I would like to thank all the contributors of this piece of writing. Unfortunately, the list of expressive gratitude- no matter how extensive- is always incomplete and inadequate.

However, to start with, I would like to thank our Almighty God for bestowing me with patience and courage to finish this huge task with the given deadline. In addition, I sincerely acknowledge our debt to our honorable faculty Dr. Rafiuddin Ahmed for his valuable counseling to better my report. Without his encouragement, this work would have been extremely difficult to accomplish.

Executive Summary

Now days RMG industry is the largest export zone for the Bangladesh. The readymade garment Sector or apparel industry actively plays an essential role in the economic development of Bangladesh. As our biggest foreign currency earner, this industry achieve for 84.21% and of the total exports in the fiscal year 2019. It made up 10% of the country's GDP that year, and if the supplementary industries are considered, that share was almost 14-15%. Two thirds of country's labor force (approximately 4 million) is working in this industry, of which almost 85% are women. It is the strongest formal sector employer in the country and is considered the essential part of the Bangladesh economy. The economic impressive development of this sector, however, does not reflect the real scenario prevailing in many factory of Apparel Industry. Numerous financial and policy incentives or solid labor law from the government have failed to ensure the rights and safety of the workers, who are the essential element of this sector. Still many factories failed to provide well working conditions to the workers not only that some factory skip the salary of workers and treat like slaves. Even in the COVID 19, RMG factories did not shake and able to manage around 80% total export and beat the Vietnam. ARL is one of the strongest supplier of RMG factory machineries whose are being engage with b2b business more than 1000 factories.

Table of Contents

Declaration.....	ii
Letter of Transmittal	iii
Non-Disclosure Agreement	iv
Acknowledgement.....	v
Executive Summary	vi
Table of Contents	vii
List of Table.....	x
List of Figures.....	xi
List of Acronyms	xii
Chapter 1 Overview of Job	0
1.1 Student Information	1
1.2 Job Information	2
1.2.1 Period, Company Name, Department/Division, Address	2
1.2.2 Internship Company Supervisor’s Information	3
1.2.3 Job Responsibilities	3
1.3 Job Outcomes	4
1.3.1 Some of my contribution to ARL	4
1.3.2 Benefits for me.....	5
1.3.3 Challenges of my job	5
1.3.4 Recommendations.....	5

Chapter 2 Organization Overview	6
2.1 Introductions	7
2.1.1 Objectives	8
2.1.2 Methodology	9
2.1.3 Scope of the study	9
2.1.4 Significance of study.....	9
2.1.5 Limitation.....	9
2.2 Overview of the company	10
2.2.1 Structural Brief of ARL	12
2.2.2 Machineries & Software of ARL	13
2.3 Management Structure of ARL.....	14
2.3.1 Business Partners of ARL	15
2.4 B2b Sale Process of ARL (Fashionology Division).....	16
2.5 Industry and Competitive Analysis of ARL	17
2.5.1 SWOT Analysis of ARL	17
2.6 Recommendations	19
2.7 Summary and Conclusion	19
Chapter 3 Exploring Business to Business Scope and Opportunities of RMG Sector in Bangladesh.....	20
3.1 Introduction.....	21
3.1.2 Objectives	29
3.1.3 Significance of the study.....	29

3.2 Literature Review	30
3.3 Methodology	30
3.4 Findings and Data Analysis.....	33
3.4.1 PESTLE Analysis	33
3.4.2 Comparison analysis on export of RMG and total export of Bangladesh	35
3.4.3 Total export percentage of RMG Bangladesh	36
3.4.4 Bangladesh's Apparel industries export to international market.....	37
3.4.5 Findings.....	38
3.5 Recommendation.....	39
3.6 Summary and Conclusion	40
References	41

List of Table

Table 1: Structural Brief of ARL.....	12
Table 2: Management Structure of ARL.....	14
Table 3: B2b Sale Process of ARL (Fashionology Division)	16
Table 4: SWOT Analysis of ARL.....	17
Table 5: PESTLE Analysis of RMG.....	33

List of Figures

Comparison analysis on export of RMG and total export of Bangladesh.....	35
Total export percentage of RMG Bangladesh.....	36
Bangladesh's Apparel industries export to international market.....	37

List of Acronyms

B2b	Business to business
RMG	Ready-Made Garments
BGMEA	Bangladesh Garment Manufacturers and Exporters Association
EPZ	Export Processing Zone
ARL	Aamra Resource Ltd.
CAD	Computer Aided Design
CAM	Computer Aided Manufacturing
GDP	Gross Domestic Product
GSP	Generalized System of Preferences
BKMEA	Bangladesh Knitwear Manufacturers and Exporters Association

Chapter 1

Overview of Job



1.1 Student Information

Name: Muhammad Sakin Sikdar

Student ID: 19164025

Department: Graduate School of Management

Program: MBA

Major: Marketing

Educational Institution: BRAC University



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"Committed to create future leaders"



1.2 Job Information

In below all the things will discuss which is related with my jobs that connect with my internship topic “**Exploring Business to Business Scope and Opportunities of RMG Sector in Bangladesh**”. But due to organization high-confidentiality some information will not be disclosed.



1.2.1 Period, Company Name, Department/Division, Address

The report is originated to do a study on “**Exploring Business to Business Scope and Opportunities of RMG Sector in Bangladesh**” As I currently doing job as an Executive, Sales in Fashionology Department of Aamra Resource Ltd. since September 01, 2021. It is under the Aamra Companies. For close to three decades (since 1987), aamra resources limited (ARL) has been at the service or supplier of Bangladesh’s Textile and Apparel industry. Today, Bangladesh is the 2nd biggest manufacturer of finished garments in the world especially in Europe or USA. The ARL purpose has been to continuously add value by offering technology solutions in just about every textiles or apparel segment or market.

1.2.2 Internship Company Supervisor's Information

Name of supervisor is Md. Saiful Azam, Manager Sales of Fashionology Division under ARL.

1.2.3 Job Responsibilities

Engaged as an Executive Sales of Fashionology Division under ARL, numerous duties have to observe. Below briefly given job responsibilities:

- Make direct and regular contact with regular customers.
- Visit potential customers and maintain a positive relationship with them.
- Develop and maintain good product knowledge.
- Conduct the outlook mail communication with suppliers.
- Coordination with customers, L/C process and look after the commercial communication.
- Dedicated to spare parts sales and needed to be the target-oriented person.



1.3 Job Outcomes

As I mention before I joined in Fashionlogy Division of ARL, here the employees have to be responsible for negotiating the best rate, quality, and placement of RMG supportive elements or machineries or machine parts and ARL focus on to establish trust and build rapport with clients and partners while closely working with many RMG factories. In below I will discuss some facts and situation regarding to work on my job responsibilities.



1.3.1 Some of my contribution to ARL

- Manage and conduct the mail communication with supplier and client.
- Try to provide work-from home support during weekend.
- Visit the factory and try to create positive impact on client.
- Maintain high confidentiality regarding ARL official activity.
- Try to create a brand value in BRAC University which is one of the top graded educational institutions in Bangladesh.

1.3.2 Benefits for me

- Get recognition or employee status from ARL.
- As a fresher it will be a great opportunity for me to growth my professional knowledge under ARL.
- We employee service provide by ARL so that employees provide workforce activity in ARL for long term.
- Opportunity to work in dynamic and fun environment with one of best team.
- Hands on experience working with top brands of RMG sectors.
- Opportunity to learn immensely in a short time.
- Full MNC culture follow by ARL.

1.3.3 Challenges of my job

- Have to maintain or provide security on high confidential mail or information of ARL
- Maintain perfect communication with client and supplier in order to please both.
- Ensure at least 95% accuracy in every assigned tasks
- Have to engage many tasks or overserve lot of things in mail due to short time period.

1.3.4 Recommendations

- Should provide free lunch facility in order to motivate employees.
- Cleaning facility need to faster.

Chapter 2

Organization Overview



2.1 Introductions

Aamra resources limited (ARL) has been at the service or supplier of Bangladesh's Textile and Apparel industry. Today, Bangladesh is the second strongest producer of finished garments in the world and ARL is the part of this industry since its inception. ARL prime focus is to continuously add value by offering technology solutions in just about every textiles segment. And ARL constant focus is on develop the customer's investment yield as well as internationally competitive quality of its output.

The ARL has been engage with a network of over 1000 textiles and apparel factories not only that ARL maintain close contact with both customers and principals in international market. And this professional international and local network work as an advantage of ARL in order to align with the changing needs of customers to suitable technological advances – an ongoing process.



Over the years, ARL achieve the trust of the clientele through focused teamwork, agility and responsiveness, proactive initiatives, and ingenuity in meeting the most specialized customer demands. Today, the textile industry is focused on producing globally competitive products using technologically superior but cost-competitive machinery. ARL is the investor's valuable ally, partner and resource. The company is one of the 11 concerns of aamra companies. The group has diversified investment in ICT, Textile, and Lifestyle sectors in Bangladesh. Starting in 1985 the group presently has over 500 employees.



2.1.1 Objectives

- To sustain strongly in a RMG sector machinery/machineries parts and software market
- Become a biggest supplier of CAD (Computer Aided Design) and CAM (Computer Aided Manufacturing) in Bangladesh
- Target is achieving maximum profit in 2021
- Provide best after service facilities in the RMG factories machineries.

2.1.2 Methodology

In this report I will apply the non-probability sampling method. Non-probability sampling is described as a sampling approach in which samples are chosen based on the researcher's subjective assessment rather than random selection. Every person in the population has an equal probability of getting chosen. Basically I have been working on two type of data. Primary Data which is totally related with my current work activity. And the secondary is based on data articles, journals, websites, magazines, internet, social media etc.

2.1.3 Scope of the study

This research study is based on RMG sector and ARL. The data and information of the report has been collected from ARL website and social network platforms.

2.1.4 Significance of study

By structuring this report framework, I have learned potential information regarding RMG Industries. It will help the organization to know their SWOT, PESTLE, Porter Five Forces including organization will aware of their current situation and the expectations of the employees and stakeholders.

2.1.5 Limitation

- Due to high confidentiality most of the information will not be disclosed.
- For the lack of time less data, information and analysis able to gather.

2.2 Overview of the company

Aamra is the collation of a giant enterprise that focused on growth the modernization or 4th industrialization of Bangladesh by providing advance technology which able to give solutions to their potential buyer in various market segments.



Aamra identifies the latest knowledge that Bangladeshi corporate industries or companies need to focus on solid effective systems integration. The aamra corporate framework engage to provide all the consumers with customized and integrated technology-based solutions that enables them to maximize their industrial growth. Although aamra holds the patents, distribution and marketing rights of a number of world recognize high technology advance products or software. Basically aamra is engage with b2b business.

Eventually Aamra is a branded house. It has three major sister concern which are below:



This report or article basically focus on the contribution of ARL in RMG or apparel industry of the Bangladesh.



2.2.1 Structural Brief of ARL

Particulars	Facts
Official Name	aamra resources limited
Year of Establishment	1987
Business Type	aamra resource is one of the well-known leading supplier organization in Bangladesh and plays an essential activity in the market of apparel and textiles sector. aamra resources holds the patents, distribution and marketing rights of a number of world recognize high technology with advance products or software and maintain high quality with professional personalized service.
Head Office Address	BTA Tower (10th Floor) 29 Kemal Ataturk Avenue, Banani C/A, Dhaka-1213, Bangladesh.
Telephone & Email Contact	+880-2-9821545 info.resources@aamra.com.bd
Website URL	http://www.aamreresources.com
Number of Employees	100

2.2.2 Machineries & Software of ARL

ARL is a supplier of RMG and apparel industry tools and software. ARL current products list are in below:

**Computerized Embroidery
Machine**

Metal Detector

CAD/CAM Solutions

ETP

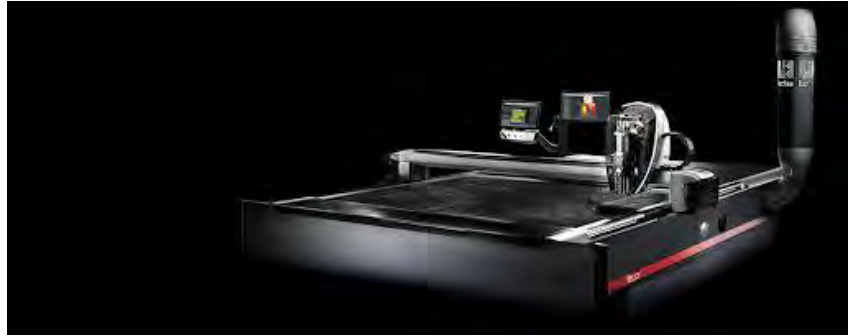
Laboratory Equipment

Fabric Finishing

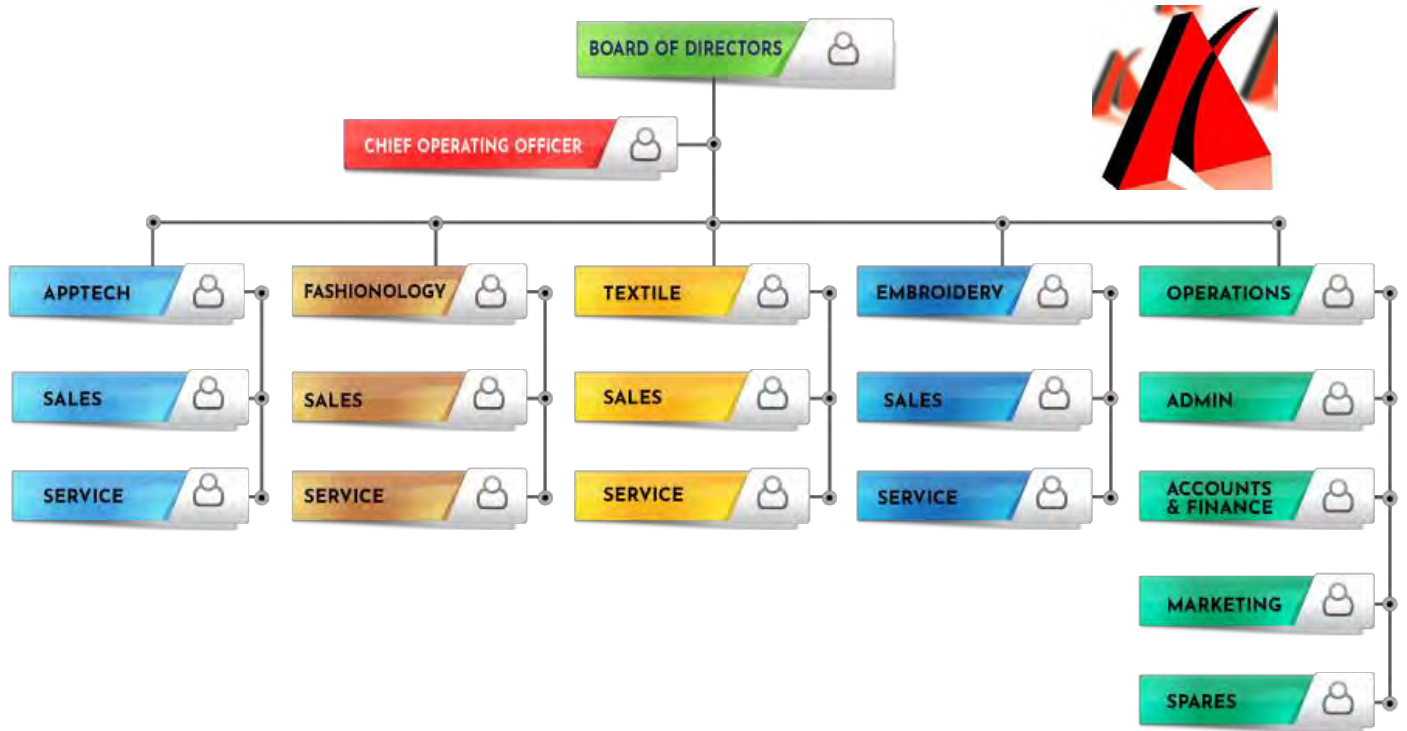
Cutting and Washing Machine

Fabric Dyeing Machines

Compressed Air Solution



2.3 Management Structure of ARL



2.3.1 Business Partners of ARL

Barudan

GRAPHTEC

LECTRA.

Mathis



Ngai Shing



**SANTEX
RIMAR
GROUP**



2.4 B2b Sale Process of ARL (Fashionology Division)

Buyer provide proposal by mail.

ARL offer the price including weight and freight cost according to buyer proposal.

After negotiation if buyer agree, then order process happen after advance payment.

Draft documents issues regarding final check.

Arround one week product arrived in airport or sea with shipping documents.

Buyer collect product from airport or CTG port.

2.5 Industry and Competitive Analysis of ARL

On the basis this analysis organization able to figure out its position and status. Also it is help to do forecasting and figure out the competitor's strategy. Three analysis will be done in here: SWOT, PESTLE and Porter Five Forces.

2.5.1 SWOT Analysis of ARL

SWOT analysis basically figure out organization strengths, weakness, opportunities and threads. Not only is that for applying new strategy SWOT analysis very essential. Also able to find best advantages for the company, minimize the chance of failure, lacking's are identified and eliminating hazards. The ARL SWOT analysis are below



Strength

- Have a very strong consumer network
- ARL Suppliers who have very strong brand value
- Have an efficient & experience employees

Weakness

- Heavy tasks rather than lesser employees

Opportunities

- Next 10 or 15 years the whole RMG sector will go full automation and that time ARL will be the strongest industry tool supplier or b2b business enterprise in RMG sector.

Threats

- International trade war may affect the business likewise China vs Taiwan.

2.6 Recommendations

- **Need to hire more efficient and effective employees.**
- **Should enhance and grow the IT security through Apple technologies and IOS Software.**
- **More training program will develop the skills of existing employees**

2.7 Summary and Conclusion

Above all discussion we able to figure that the future contribution of ARL in RMG or Apparel industries in order to engage with 4th industry revolution or automation technologies where production will be lesser costly and productivity will be increase. In COVID 19 pandemic, ARL also had been able to maintain its business very effectively. ARL also have latest CAD and CAM technology to fast the production of factories. The ARL also planning to full-fill the gap which we already recommend in our report. And the SOWT analysis weakness also be eliminate very soon by ARL. The Aamra Resource Limited has more than 35 years' industrial experience and with knowledge ARL will grow more and also create a good impact in our countries GDP including vision is to make our Apparel industry at number one positions.

Chapter 3

Exploring Business to Business Scope and Opportunities of RMG Sector in Bangladesh



3.1 Introduction

Ready-made garments are mass-produced wrapped up textile items of the clothing industry. They are not custom-tailored agreeing to estimations, but or maybe generalized agreeing to anthropometric thinks about. RMG are made from numerous diverse fabrics and yarns. Their characteristics depend on the fibers utilized in their make. Ready-made garments are separated into the taking after sorts: external clothing, which incorporates work wear and regalia, recreation wear, and sportswear likewise suits, pants, dresses, ladies' suits, shirts, coats, coats, cardigans, sweaters, coats, sports coats, skirts, shirts, tees, jeans, shirts, T-shirts, polo shirts, sports shirts, tracksuits, washing shorts, washing suits and undergarments, which incorporate shirt merchandise and lingerie (underpants, undershirts, socks, leggings, and pantyhose).



This readymade garments industry represent as a leader for the progress and development of Bangladesh. The "Made in Bangladesh" tag has also bring respect for our country and creating it a glorious brand across the world. Bangladesh, which was once recognized by cynics a "bottomless basket" has now turning a "basket full of wonders." The country with its very few natural resources has been maintaining 8% annual average GDP growth rate and has introduce regarding appreciable social and human development.

After the independence in 1971, Bangladesh was one of the under-development countries in the world. No major industries were raised in Bangladesh, when it was known as East Pakistan, due to discriminatory attitude and policies of the government of the then West Pakistan. So, restructuring the country (after war) with little resources expected to be the biggest challenge.

The industry that has been creating essential contribution to restructuring the Bangladesh and its economy is none other than the readymade garment (RMG) industry which is now the single great export earner for Bangladesh. This RMG industry arrange for 83% of total export earnings of the country.



When Bangladesh only prime export earner "the jute industry" started losing its good days then the RMG sector that replaced the jute industry and overtake it. The apparel industry of Bangladesh begin its journey in the 1980s and has growth the position it is in today. The late Nurool Quader Khan was the introducer of the readymade garment industry or textile in Bangladesh. He had a vision of the growth of RMG in our country. In 1978, he sent 130 trainees to South Korea regarding regarding learn about RMG and Textiles. With those trainees, he structured the first factory "Desh Garments" to produce garments for export.

In the mean same time, the late Akhter Mohammad Musa of Bond Garments, the late Mohammad Reazuddin of Reaz Garments, Md Humayun of Paris Garments, Engineer Mohammad Fazlul Azim of Azim Group, Major (Retd) Abdul Mannan of Sunman Group, M Shamsur Rahman of Stylecraft Limited, the first President of BGMEA, AM Subid Ali of Aristocrat Limited also came forward and established some of the first garment factories in Bangladesh.



Following their guideline, other intelligent and diligent entrepreneurs started RMG or Textile factories in the country. Since then, Bangladeshi garment industry growing day by day. Despite many difficulties faced by the sector over the past years, it has carved a niche in world market and kept continuing to show robust performance. Now the apparel or RMG industry is Bangladesh's strongest export earner with the value of over \$27.9 billion of exports in 2019-20 financial year earned how to produce readymade garments.

The prime key points which have a great influence on the RMG sector of Bangladesh

Skilled human resources.

Vast labor force.

Technological upgrades.

Government supports for textile and clothing.

Special economic/export processing zones.

Creation of textile and clothing villages.

The incentive for use of local inputs.

Duty reduction for the import of inputs/machines.

Income tax reduction.

International supports like GSP+ duty-free access, etc.

Factories usually engage with below this strategies

Cost-Effective Strategy

New Product Development strategy

Product Diversification Strategy

Market Diversification Strategy

The RMG sector or apparel industry of Bangladesh again took the place of the second position for the highest number of garments exporter although it has a lot of issues. The prime challenge faced by the RMG sector or apparel industry currently is the lack of safety in working place and working conditions for the millions of garment workers. It's become a great challenge for the upcoming fiscal year of Bangladesh. Another important one is political stability.



Two prime incidents happen in the RMG sector or Apparel industry of Bangladesh which are the Tazreen fire and the Rana Plaza collapse and this two scenario has brought the issue of workplace safety to the fore and led all stakeholders to act accordingly. But it's good news for the RMG sector or Apparel industry that, following the unfortunate incidents, various platforms such as the Bangladesh Accord on Fire and Building Safety, the Alliance for Bangladesh Worker Safety, and the National Plan of Action have been formed to develop building and fire safety of Bangladesh's garment industry. Also, BGMEA and BKMEA are engaging alongside here to resolve such kinds of obstacles.

The challenge is very critical for the government of Bangladesh to ensure working place safety in all the garments manufacturing factories. If we failed to do it, the foreign buyers will refuse to place orders here, which will be a massive loss for the RMG sector or Apparel industry or local buying house of Bangladesh. We expect that the government of Bangladesh, BGMEA, and BKMEA, with the support of global brands and international development partners, will be able to ensure the safety of the RMG industry or Apparel industry and maintain the momentum of socio-economic development in the country.

According to the McKinsey survey or analysis, it's estimate that almost 86 percent of the chief purchasing officers in the leading apparel organizations in Europe and the USA planned to reduce the levels of sourcing in China over the next five years because of declining profit margins and capacity constraints. Not only has that Bangladesh will the next hot spot for garment market.

B2B or business to business it means that the communication, transaction, selling service or product is between organization and wholesaler, retailer or supplier. Basically b2b business is belong to industry to industry business where products are always sell or consume in a bulk amount. And the money amount also big. Business-to-business (b2b) eventually focus on business that is conducted between organizations, rather than between a company and individual customer. B2B framework rely on the supply chain, where an organization will buy raw materials from another supplier or company in order to use in the manufacturing process or structure.



The Serai is a B2B digital platform for the apparel industry, has been enabling and empowering the local readymade garment (RMG) sector in unprecedented ways since its launch in Bangladesh. Even prior to the pandemic, both B2C and B2B businesses were looking towards digitisation to increase sales. For B2B businesses, in particular, being connected online can open up access to new markets, consumer segments, materials and more.



Serai is a tech subsidiary founded by HSBC which is the world's well-known trade bank that link-up between buyers and suppliers on their platform, allowing them to structure solid trade relationships. With an initial focus on the RMG and Apparel industry or the organization has been seen a particular number of apparel manufacturers, suppliers, buyers and brands in key markets. Such as Bangladesh join their platform to share information about their company, products and services with interested parties, and grow their business. In the November 2020, Serai has offered a free digital profile building initiative to develop the digital presence of Bangladeshi RMG manufacturer and suppliers. This was focus to help Bangladeshi RMG manufacturers link up with the European or USA buyers for the purpose of look forward to new business opportunities and secure or achieve a larger share of the global RMG market.

3.1.2 Objectives

- **Analysis the RMG or Apparel industry environment of Bangladesh.**
- **To identify the contribution of supplier in RMG or Apparel industry.**
- **Recognize the post COVID 19 affect in the RMG or Apparel industry.**
- **To review the B2b business on RMG sector or Apparel industry.**

3.1.3 Significance of the study

By building this analysis of the report, I have growth my professional knowledge on essential database regarding RMG or Apparel industries. It will help to analysis the PESTLE, Porter Five Forces, literature review, data analysis including RMG or Apparel industries will be aware of their current situation and the expectations of the labor, employees and stakeholders including foreign buyers.

3.2 Literature Review

Khan, S.S (2020) suggested that RMG or Apparel industry able to resolve upcoming challenges by apply to solid labor law policy according to international standard. Sahid Hossain (2019) cl analysis the efforts and expectation of the RMG sector in the economy of Bangladesh. Claim that Bangladesh will become number one garment exporter in the world in next years because of emphasized on finding new target market-segment, politics are now stable in Bangladesh and closing workers procession against their garments. Saiful, Rakib and Adnan (2016) recognizes few challenge which may issues for the future development of the RMG sector or Apparel industries likewise many factories failed to impose solid labor law, lack of skill of the labor, high tax rate, bank loan, custom or shipment issues etc.

3.3 Methodology

Most of the data has been collected on primary as well as on secondary basis. The primary data has been dependent on practical visit of factories and communicate with factories employees. The secondary data base on several studies likewise economic reviews, online newspaper, Wikipedia, BGMEA, and BKMEA websites, social media LinkedIn. But due to high confidentiality and the lack of time some data not possible to organize. The COVID 19 is a prime obstacle regarding data collection. The primary and secondary source brief below in descriptive.

Primary Source: In here, contact with client in factories in order to know their conditions, position, work-environment etc. Also had to communicate with factory employees in order to analysis the PESTLE where terms were discussed the effect of politics, economy, social, technological, legal, and environmental. Also had to provide some statement after analysis some confidential data.

Not only that ARL has been a strong customer based network and most of communication with customer happen through outlook mail. And observe this mail able to figure out the real condition of RMG method. We were avoid sampling or survey method because of high confidentiality. Also most of the client were not interested to participate on it. And that's why we were following qualitative method to collect data from primary resource including some hypothesis has been attached. Qualitative method basically based on language, images and interpretations.



Basically one on one conversation happen two way one was in factory visit and another one was regarding mail communication. And by this two process of connecting with customer we tried to identify the customer behavior and activity towards RMG market. And our focused group was factory commercial and supply chain department personnel especially the top level management of that particular depend. And customer activity record automatically stored in mail history. Also we saved price intend in our pc. Also had to study some practical cases which provide by our service engineer and do some potential research on it.

Secondary Source: This is basically based on quantitative resource method. And major two website collected from data one is ARL and BGMEA website. From ARL website data we learned regarding essential role regarding machineries and parts supplier of RMG factories and ARL belongs to apparel industry. The 2nd website is BGMEA where we collect essential data in order to build the data analysis. Not only that we were also able to do analysis the COVID 19 impact in our RMG and Apparel industry.



The data types were based on non-probability and survey method were not used because of high-confidentiality. But official website history data were highly used in order to analysis or exploring business to business scope and opportunities of RMG sector in Bangladesh so that we are able figure out findings and provide some potential recommendation on the current scenario. Data analysis were in next pages including we tried to provide some real examples also.

3.4 Findings and Data Analysis

First of all some essential data will be analysis regarding the impact of RMG industries in the Bangladesh economy. Also PESTLE and Porter Five Force will be analysis. Then finding of B2b business of RMG industries will be recognizes.

3.4.1 PESTLE Analysis

PESTEL Analysis is a strategic analysis framework used to assessment the external environment of an organizations by breaking down the opportunities and risks into Political, Economic, Social, Technological, Environmental, and Legal factors. PESTEL Analysis can be a useful tool to use in business strategy planning and for recognizing the advantages and disadvantages of a company strategy.



Political

- Currently political stable in Bangladesh.
- GOVT. providing subsidiary facility to RMG factories .

Economical

- EPZ's are structuring for RMG or Apperal Industris.
- Providing espical facality by BGMEA and BKMEA. And GDP increase.

Social

- Create strong women work place opportunities.
- People lively hood has been improved.

Technological

- Advance automation macineris and softwares are started to being attach in many factories for the part of 4th industry reevolution.

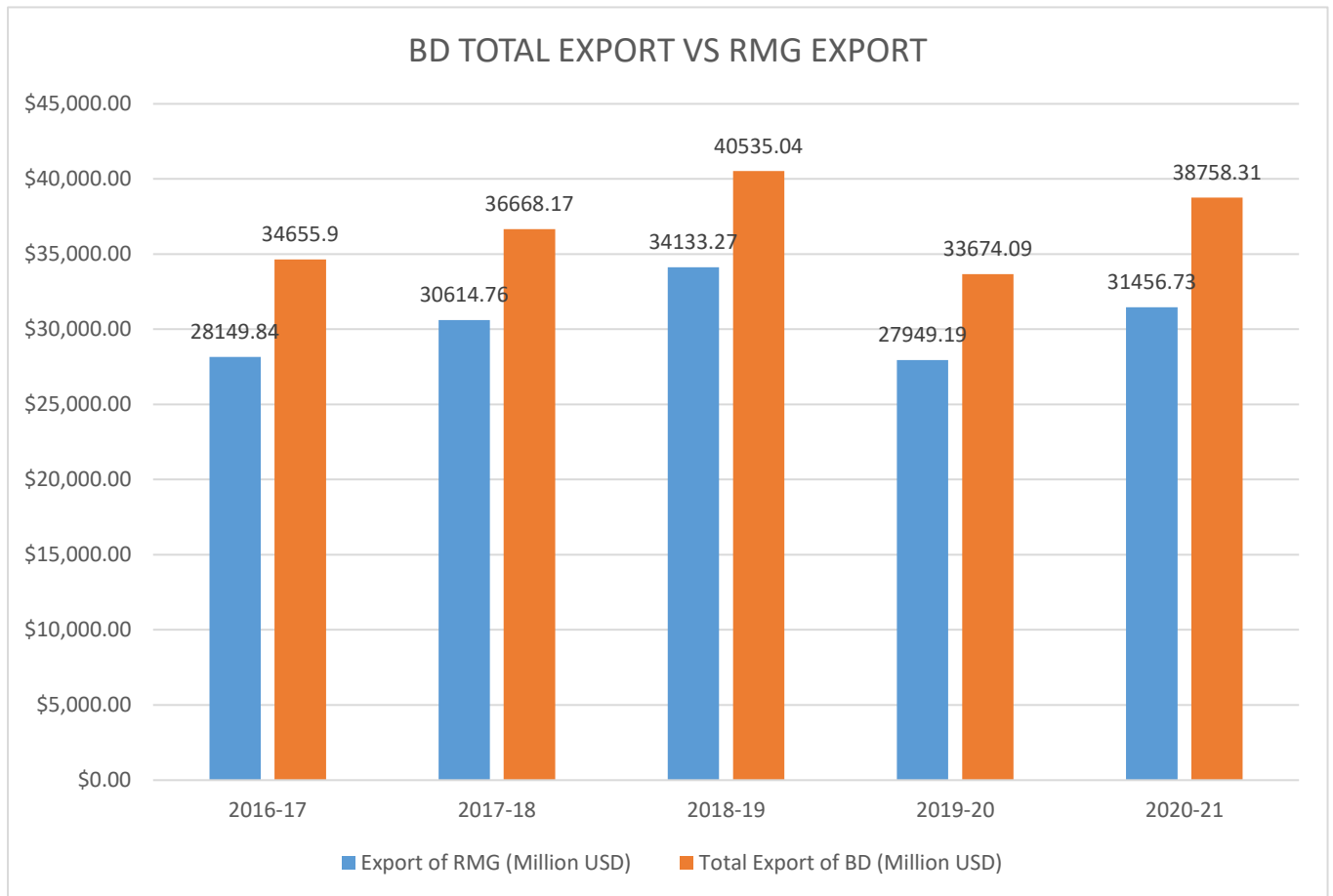
Legal

- Very few factories have to face legla issues.

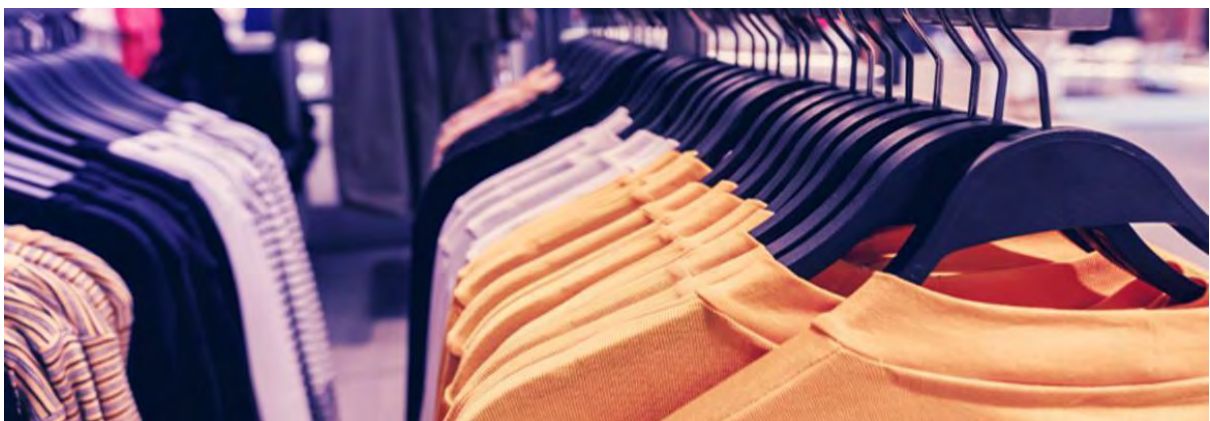
Environmental

- Lesser green factories damaging the environmnet including river, soil, air etc.

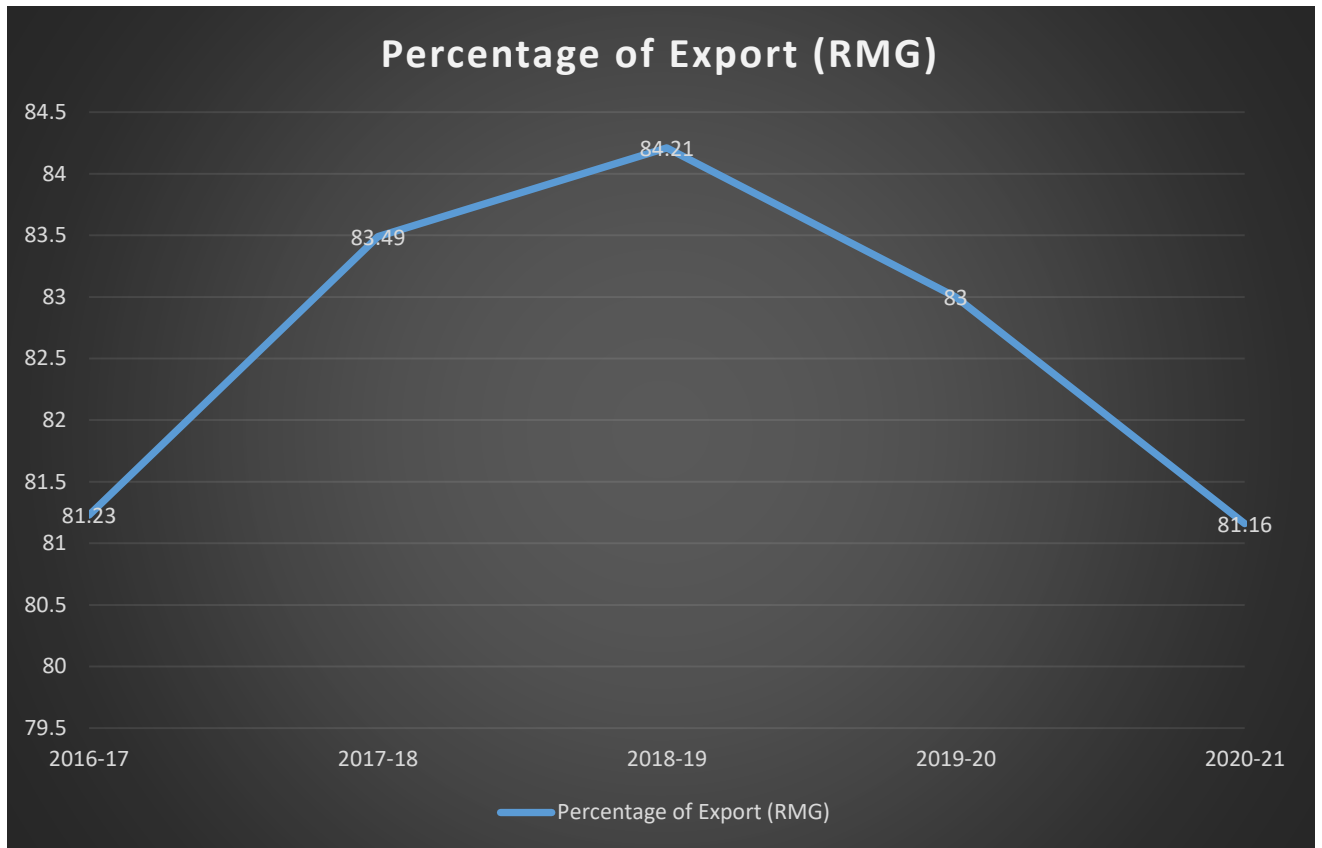
3.4.2 Comparison analysis on export of RMG and total export of Bangladesh



Above analysis we can able to figure out that only RMG industries do massive amount exports.



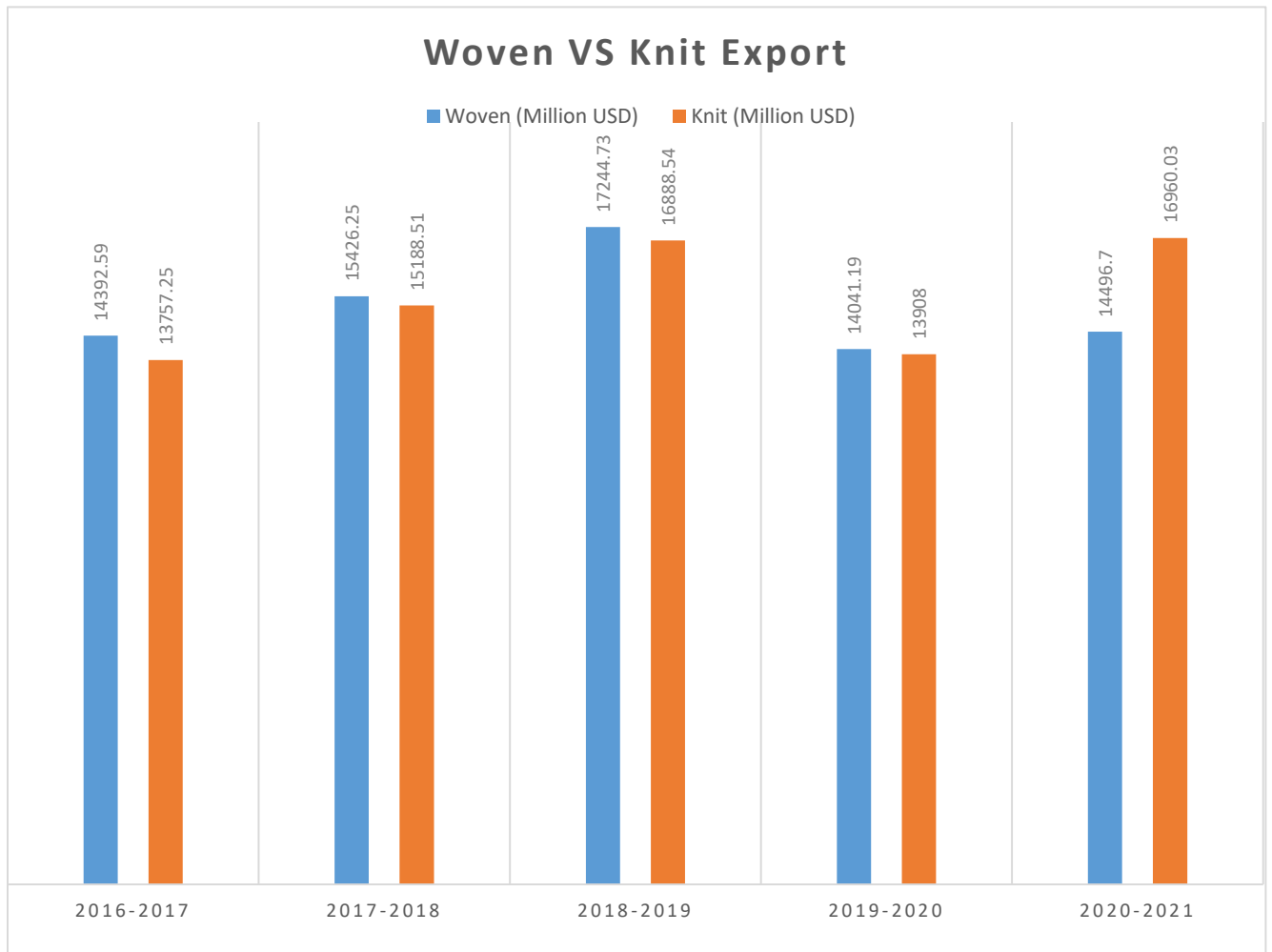
3.4.3 Total export percentage of RMG Bangladesh



We can see that due to COVID 19 impact the percentage are little-bit fall.



3.4.4 Bangladesh's Apparel industries export to international market



The woven and knit both are close in exporting. But in this year Knit ahead than Woven regarding exporting in International market.



3.4.5 Findings

Have to import raw materials likewise fabrics, several accessories of garment, machineries and its parts, thread etc.

Lack of automation technology in many factories slow the production process including the level of quality control. It may also lose the buyer.

Very few green factories establish in our country so maximum factories are responsible destroying environment structure including increase the global warming.

Many factories work environment is not good for the labors physical and mental health conditions. Some factories also not provide salary on time which is completely against labor law.

Lack of proper training facilities in RMG corporate level management.

When 4th industry revolution come with advance automation technology lots of people our country lose the job.

Custom shipment issues or custom clearance struggle. Government procedure is being slow and creates delay of shipment.

Similar type of RMG. Lack variation or creativity in RMG it is because of fashion designing department failed to do enough in innovation in cloth design.

3.5 Recommendation

Raw materials like fabric, thread, bottom which are used in our RMG sectors should be produce domestically in our country.

BGMEA and BKMEA should provide lesser costly training programs which are also should be effective and also be related with 4th industry automation technology.

Ensure green factory environment in order to reduce global warming. Government also should provide subsidiary facility regarding building green factory.

Have to motivate or providing law in order to minimize the wastage material of factories.

Have to invest in research and development of fashion designing in order to compete with international market.

3.6 Summary and Conclusion

The apparel industry or RMG sector recognize as one of the most globalized industries in the world and Bangladesh is the 2nd manufacturer of RMG. The main targeted is European and USA market. Basically Bangladeshi RMG or Apparel Industry follow the b2b business models. The whole process is based on retailers, contractors, subcontractors, merchandisers, buyers, and suppliers; each are plays an active essential role in a network of b2b which spans from fibers to yarn, to fabrics, to accessories, to garments, to trading and to marketing, machineries to factories. Many factories provide high pressure to apparel and machinery retailers to manage their supply chains. So in the current competitive environment, global markets are turning more dynamic, and customer-driven and buyers are demanding more variety, better quality and service, including both reliability and faster delivery. And all for that a well b2b business model consider as requirement

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