

Report On
“Analyzing the Project Model of Green Power Limited”

By

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19304109

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

BRAC Business School
Brac University
January 2022

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Declaration

It is hereby declared that

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

Student's Full Name & Signature:

Ishfar Khan
19304109

Supervisor's Full Name & Signature:

Shihab Kabir Shuvo
Lecturer, BRAC Business School
BRAC University

Letter of Transmittal

Shihab Kabir Shuvo

Lecturer,

BRAC Business School

BRAC University

66 Mohakhali, Dhaka-1212

Subject: Submission of Internship Report

Dear Sir,

With my heartiest respect, it has been a pleasure of mine submitting my internship report on “Analyzing the Project Model of Green Power Limited” under your supervision and assistance as partial attainment of Bachelor of Business Administration (BBA) program.

The prospect this report holds is to analyze how Green Power Limited’s Project Model is used to obtain and successfully complete a project from start to end. I have attempted my best to finish the report with the essential data and recommended proposition in a significant, compact, and comprehensive manner.

I earnestly hope that reading this report will be worthwhile to you and my endeavor in completion of this assignment under your guidance will receive your recognition.

Thank you for your assistance in completion of this report.

Sincerely yours,

Ishfar Khan

19304109

BRAC Business School

BRAC University

Date: January 27, 2022

Non-Disclosure Agreement

This agreement is made and entered into by and between Green Power Limited and the undersigned student at BRAC University namely Ishfar Khan as a word of commitment regarding avoiding the unapproved use of confidential data from Green Power Limited.

.....

Green Power Limited

.....

Ishfar Khan

Acknowledgement

To begin with, my infinite indebtedness and honor for being given the opportunity to study in a prestigious institution like BRAC University and the determination and wherewithal to finish my internship project and work experience with a company like Green Power Limited.

The unequivocal encouragement, assistance and knowledge from my respected faculty and internship supervisor Shihab Kabir Shuvo, Lecturer, BRAC Business School, is indeed worth acknowledging. Due to your instructions and teachings, the completion of this project and major courses were made possible for me throughout my journey.

Moreover, it is of great honor on my behalf on being a part of Green Power Limited. My uttermost gratitude to each member of GPL for having faith in me and supporting me in this voyage, sharing their exquisite perceptions and experiences. I am thankful to my supervisor S. Sinha Sujon (Accounts & Logistics Manager, Green Power Limited) for his perpetual support and motivation for the greater good. I would also like to mention my thankfulness towards Sazzad Hossain Shaon (Project Engineer, Green Power Limited) for his nonstop invigoration to carry out the passion for Project Management. Finally, I must mention the name of Atiq Yasir (Sales Engineer, Green Power Limited) who has been the shadow over my head under which anyone can rest assured. I am grateful to each of these people who gave their precious time from their hectic schedule and their continuous help, support, and suggestions.

Lastly, I give my gratitude towards my parents for their constant support throughout my journey.

Executive Summary

Green Power Limited is a private limited company that is registered and operational in Bangladesh. They started their operation back in 2002 and has since then completed several projects by providing reputed clients with their desired products/services such as Power Manufacturing Plant setups, Generator installation etc. Partnering with International companies like PowerPro, Edenpookkal, Perkins, Volvo and many others, Green Power Limited has established a name for itself as a solution provider for Power related products and services within Bangladesh. A key factor in their success is the use of a Project Model that allows a project to be effectively and efficiently completed and delivered to the client. This report will take an in-depth look into what the Project Model is like, its breakdown and analysis to find out if the model will survive the long run and keep Green Power Limited ahead of its competition.

Keywords: Project Model; Green Power Limited; Bangladesh; Power; Service; Private Limited company.

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List of Acronyms

GPL	Green Power Limited
DGDP	Directorate General Defence Purchase
LTD	Limited
GM	General Motors
HFO	Heavy Fuel Oil
POL	Petroleum Oil & Lubricants
NSSD	Naval Supply & Stores Department
BOF	Bangladesh Ordnance Factory
EPC	Engineering, Procurement, and Construction
CSR	Corporate Social Responsibility

Chapter 1

Overview of the Internship

1.1 Student Information

I am a student of BRAC University starting my journey with this organization in fall 2017 semester. Details of my student information are as follows:

Name	Ishfar Khan
ID	19304109
Program	Bachelor of Business Administration (BBA)
Major	Computer Information Management (CIM)
Minor	Computer Science (CS)

Table 1 Student Information

1.2 Internship Information

1.2.1 Organization Details

The name of the organization that I have successfully completed my internship with from 1st October, 2021 to 29th December, 2021 is Green Power Limited. The address of the organization is UAE Moitry Complex, Road#17, House#02(4F/1), Block# C, Banani, Dhaka-1213, Bangladesh. The department I was assigned to is the project management department. The organization is led by Shaikh Ehsanul Habib who holds the position of Managing Director within Green Power Limited alongside several directors.

1.2.2 Supervisor's Information

Within Green Power Limited, I was placed directly under the care of S. Sinha Sujon who holds the position of Accounts & Logistic Manager. As per the instruction of the supervisor, I have completed my tenure of internship working alongside Sazzad Hossain Shaon (Project Engineer) and Atiq Yasir (Sales Engineer).

1.2.3 Job Scope

1. Preparation of administrative documents.
 - a. Bank LC opening.
 - b. Raise requisition for resources of projects.
2. Attend meetings
 - a. Internal organization meetings
 - b. External organization meetings(on behalf of Green Power Limited)
 - c. Preparation of meeting minutes.
3. Inspection visits
 - a. Maintenance inspection visits.
 - b. Project inspection visits.
4. Communication
 - a. In person communication with client.
 - b. Over the phone communication with client.
5. Need based work.

1.3 Internship Outcomes

1.3.1 Contribution to Green Power Limited

Working with Green Power Limited, my responsibilities were diverse in nature. However, a major connection with all of the duties assigned to me was related to my department namely project management. Thus, all the work assigned to me is regarding steps required to complete the project at hand. My responsibilities within the organization involved preparation of documents regarding opening of LCs with different banks on behalf of Green Power Limited to fund projects. Projects were analyzed by me in order to prepare documents raising requisition for resources of projects. Meetings within the organization and out of the organization were attended by me on behalf of GPL to prepare meeting minutes to submit to higher authorities for further analysis aiding in decision making. Project inspection visits and maintenance inspection visits were attended by me and accompanied by other employees of GPL in order to communicate with clients to scout for new opportunities of sales. Follow up calls were made from my end if further communication was necessary. Furthermore, need based works such as preparations of miscellaneous administrative documents were also done by me.

1.3.2 Benefits Gained working with Green Power Limited

My internship tenure with Green Power Limited was undoubtedly impactful regarding the gain of experience working with project management alongside learning about the business environment of Bangladesh as a whole. Several theories learned throughout my journey in BRAC University, completing several courses were practically implemented during this internship. Theories such as business logistics, consumer behavior, project lifecycle etc. were experienced first-hand working with Green Power Limited. Several traits such as corporate etiquettes, time-management, leadership skills etc. were further polished through this experience. These benefits will definitely help progress my career in the long run.

1.3.3 Problems/ Difficulties

Certain problems might be faced by an intern while working with Green Power Limited as the work involves travelling to different project locations and interacting with people from different social groups. For example, I faced an issue regarding a maintenance visit which involved me to be physically present in a location involving height which was uncomfortable as I suffer from acrophobia. However, these problems can easily be overcome through proper communication with the supervisor who can provide alternative task to take part in.

1.3.4 Recommendation

Provided the work environment and culture, Green Power Limited is an organization where an intern can see potential growth. I will recommend working with GPL as it provides the opportunity for an individual to work with a team of highly effective, efficient, enthusiastic and creative people who will help on every step of the way throughout the journey with the organization. Furthermore, the experience will help polish several traits of an intern necessary for the progress of career in the long run.

Chapter 2

Company Overview

2.1 Introduction & Overview of Green power Limited

Green power company Limited, a Bangladesh-based private limited company, began operations in late 2002. Green power company's major business is the sale and service of power company generation equipment, such as diesel, HFO, gas, and renewable technology. According to Green Power Ltd. (2021), for diesel generator projects, the company collaborates with Edenpookkal and Power Pro from the United Kingdom. Green Power Limited of Bangladesh works with Green Power of Italy on natural gas generators. The company uses Volvo, Perkins, Deutz, Cummins, Scania as prime movers for diesel and GM is used for natural gas. For HFO-based Generator and Power Plant, the company has collaborated with MAN Diesel & Turbo of Germany and Doosan Engine Co. Ltd. of Korea. The company is active in the oil and gas sector, supplying line pipe and fittings, importing and facilitating POL operations, and so on. The company is in the business of general trade. The scope of services primarily involves the export, import, and indenting of various products and hydrocarbon energy commodities. The company also conducts business with defence services and other law enforcement authorities. Directorate General of Defence Purchase (DGDP), Naval Supply Stores Department (NSSD), Bangladesh Ordnance Factory (BOF), and several other affiliated institutions has enlisted their services.

Green Power Limited has worked hard since their founding in late 2002 to make their organization a worldwide partner for our country's growth. Green Power Limited has established itself as one of Bangladesh's most trusted, worthy, and reputable companies in the energy and power, gas and oil, water, road and highways, and communications sectors, and has also earned a notable reputation with private industrial consumers and the Law Enforcement Forces through professional dealings by providing their services. The company is dedicated to serving and improving Bangladesh. The company also hopes to become members of global communities and share their knowledge on multilateral and bilateral matters. GPL has established a very friendly and open working environment for both local and international business partners.

The company works on civil aviation-related initiatives as a service provider. It is responsible for supplying airports with various equipment, goods, and spare parts. Under Bangladesh's Civil Aviation Authority, it also does electromechanical work. Green Power Limited also serves as the Engineering, Procurement, and Construction (EPC) contractor for many of the country's power company projects. It works in the power company, oil and gas, road and highways, and other infrastructure sectors, supplying, building, and turning important projects. It attempted and successfully completed several renowned representative projects in utility industries, all of which the company finished successfully. The firm has their own infrastructure and is ready to handle turnkey projects involving power plants and distribution engineering, power transmission, and gas and diesel generators for captive power operation.

Since its beginning, the organization's main office has been located in a commercial location in Banani, Dhaka, Bangladesh's capital, and it has had a presence in major cities around the nation. GPL has had significant success in its quest, and the company feels that 'Green Power Limited' has the potential to become a brand of competent EPC Company of power production projects in our country. Its key strength is to give real energy solutions with cost-effective equipment to any organization or project. GPL is supplemented by a qualified and trained technical team that provides expert after-sales services. Green Power Limited is also active in the types of production plant consultant work to offer value to the country's expansion of these sectors. GPL has been certified by TRACE Inc. in the United States. This certificate is awarded following a rigorous background check, as the company has complete due diligence on the directors and the company's actions.

2.1.1 Organization Structure



Shaikh Ehsanul Habib

(Managing Director (MD), Green Power Ltd.)

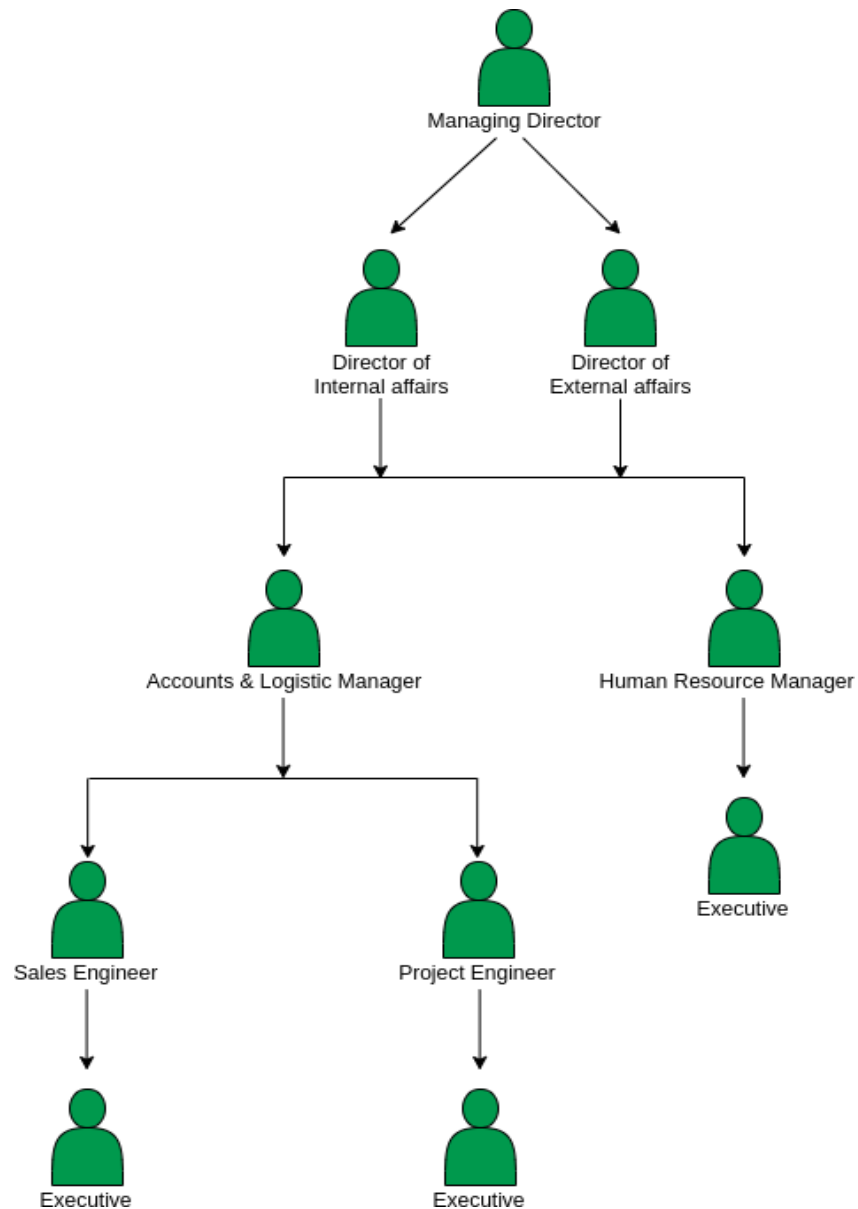


Figure 1 Company Hierarchy

2.2 Mission, Vision & Objective

2.2.1 Mission Statement

“We will make the organization the most desired workplace for most competent and professionals in the field of infrastructural works of Power & Energy, Oil & Gas, Telecommunication, Rail and Roads & Highways.” (Green Power Ltd., 2021)

2.2.2 Vision

“We want to be the symbol of a professional and quality business organization as a trusted trading partner and EPC company in the field of infrastructural development works.” (*Green Power Ltd.*, 2021)

2.2.3 Objective

“We want to be an eligible organization and to have eligible associates with us for the construction & implementation of any level of projects in Power & Energy sector, Oil & Gas sector, Telecommunication sector, Rail Infrastructure and Roads & Highway sector to implement any project in Bangladesh by 2020.” (*Green Power Ltd.*, 2021)

2.3 SWOT Analysis

Strengths:

- 1) Years of practical expertise in producing natural gas and providing Power Generation Equipment services.
- 2) Cutting-edge technology for the production and sale of natural gas and other equipment.
- 3) For production, experienced and certified technicians are available within the organization.
- 4) Having all of the essential processes in place for gas related equipment packaging and storing.

Weaknesses:

- 1) Capital costs are high.
- 2) High cost of imported raw materials from diverse nations
- 3) Machine maintenance costs are high.

Opportunities:

- 1) Investigate the latest automation technology.
- 2) Expand the market's potential.
- 3) Increase the number of international corporations willing to invest.

Threats:

- 1) Dealing with customer concerns about product quality.
- 2) Rising number of competitors who are technologically sophisticated.

2.4 Core Values & Corporate Social Responsibility (CSR)

2.4.1 Core Values

- 1) To be successful, we company follows through.
- 2) We make an effort to do it right the first time, every time.
- 3) Members of the organization take ownership of their role in the company's success.
- 4) Outstanding achievement is recognized and rewarded.
- 5) We pay attention to what you say.
- 6) We encourage individuals to look for new and better ways to do things.
- 7) We provide outstanding customer service and complete satisfaction.
- 8) In whatever we do, we treat others with respect, honesty, and integrity.
- 9) We provide our employees with the tools they need to reach their greatest potential.
- 10) We are pleased with the product, our organization, and ourselves.

2.4.2 Corporate Social Responsibility (CSR):

The culture and objectives of Green Power Limited include socially responsible, ecologically sensitive, and resource-friendly conduct, dedication to their workers and community, and the creation of sustainable product solutions and services. These factors are critical to the long-term development of the company.

2.5 Policies

2.5.1 Quality Policy

The Company's goal is to deliver the highest quality of service to its clients, and the procedures, materials, and equipment utilized by the organization are examined and upgraded as needed. Furthermore, internal systems are constantly reviewed to ensure that the organization is running as effectively as it can be made possible. The accomplishment of these goals is evaluated during sessions of management review.

According to Green Power Ltd. (2021), the company's policy is to offer its clients with an effective and efficient service that completely meets defined criteria and the highest levels of safety and dependability. Employees at GPL are made aware of the quality standard/system and are educated on how to use it. They are obligated to follow the quality system's rules at all times. In accordance with the policies and objectives, the organization has implemented and is maintaining a quality system that meets the requirements of the international quality system standards ISO 9001.

2.5.2 Health & Safety Policy

The safety and health of the employees requires at least the same level of attention and care as GPL's primary activity, which includes quality, efficiency, proficiency, financial awareness and environmental awareness. They also understand their obligations to the safety and health of individuals who may be harmed by their activities.

Green Power Ltd. (2021) states that on their part, all designers, employees, and contractors are asked to provide their complete cooperation and actively contribute to developing a work environment that is free of accidents, harmful events, and ill health. It is their goal to provide a working environment devoid of work-related dangers, accidents, harmful occurrences, and poor health in all construction projects, and to that end, GPL will strive for continuous progress from year to year.

They commit to fulfilling GPL's legal obligations in the following ways:

- 1) Identifying hazards on building sites, analyzing the risks associated with them, and putting in place suitable preventative and protective measures.
- 2) Maintaining and providing safe plants and equipment.
- 3) Setting up and implementing safe work practices.
- 4) Hiring and appointing employees with the necessary skills, talents, and competence for their position and degree of responsibility.
- 5) Providing refresher training as needed to ensure that technical competence is maintained.
- 6) Increasing public understanding of health and safety, as well as best practices, via efficient transmission of pertinent information.
- 7) Providing the necessary resources to achieve these goals.

2.5.3 Environmental Policy

Green Power Limited's objective is to do business in an ecologically responsible manner. To this end, all of their site works will be planned and designed with environmental effect in mind. Incorporating environmental concerns into their energy consumption, materials usage, recycling processes and trash disposal. Work with suppliers and contractors to ensure that projects are executed and managed with environmental understanding and responsibility. To

decrease material loss in the work process and have a better environmental effect, they use MFCA (Material Flow Cost Accounting).

Chapter 3

Project Overview

3.1 Introduction

Since Green Power Limited started its operation back in 2002, it has partnered with international principals like Edenpookkal, PowerPro, Doosan Engine Co. Ltd, MAN Diesel & Turbo and many others renowned organizations spread around the world to provide its local clients in Bangladesh with the utmost quality both in terms of product and service. GPL has provided products and services like:

Products

1. Power Generation Equipment:

- A. Industrial Captive Power Generation System
- B. Gas Turbine Power Plant
- C. HFO Generator/ Power Plant
- D. Fuel Cell

2. Power Transmission & Distribution Equipment

- A. GIS & AIS Switchgear
- B. Power Transformer, Station Transformer
- C. Current Transformer, Inductive & Capacitive Voltage Transformer
- D. Isolator, Lightning Arrester
- E. Tower Structures and Steel Pole, Gantry & Substation Structures
- F. Ring Main Unit, Drop Out Fuse Cut Out, Voltage Regulator etc.
- G. Power Cable , Control Cable, Overhead Conductors etc.

H. Single & Three Phase Energy Meters, Prepayment Energy Meters

I. PLC, SCADA & Substation Automation Products

3. Renewable Energy Products

- A. Bio Gas Generators
- B. Gasification System & Generator
- C. Wind Turbine & Wind Power Plant
- D. Solar Power Plant
- E. Hybrid Power Plant

4. Oil & Gas Products

- A. Petroleum Oil Products (POL)
- B. Liquefied Natural Gas (LNG)
- C. Liquefied Petroleum Gas (LPG)
- D. Natural Gas Condensate.
- E. HFO and Diesel
- F. Gas line pipe and fittings
- G. Various equipment & products for Oil and Gas sector

Services:

1. Power Generation

- A. Erection of Equipment
- B. Procurement of Equipment
- C. Access roads and general infrastructure Works
- D. Testing & Commissioning
- E. Foundations, Soil test, civil works

2. Power Substation

- A. Layout of Sub-station
- B. Installation of Piles
- C. Erection of Gantries
- D. Concreting of Foundations
- E. Instrumentation
- F. Installation of Power Transformers
- G. Supply of Substation equipment
- H. Testing & Commissioning
- I. Installation of GIS Type Switchgear and Protection System
- J. Installation of Switchgear and Protection System

3. Power Transmission

- A. Survey and Preparation of Profiles
- B. Design of Foundations, Piles
- C. Construction of Conventional Foundations
- D. Sub Soil Investigation
- E. Erection of Lattice Steel Towers
- F. Erection of Tubular Poles
- G. Stringing of Bundled Conductors
- H. Procurement of equipment
- I. Maintenance and Operation

J. Testing and Commissioning

4. Oil & Gas Projects & Services

A. Gas Process Plant, Water Bath Heater, Pipeline, Compressor and regulating station

B. Condensate Fractionation Plant, City Gate Station, District Regulating Station

C. General infrastructure Works

D. Laying of pipeline, Supply and installation of gas Meter

5. IPP Project run by Coal, Gas, HFO

6. Power Consultancy

7. Aviation Projects & Services

8. Other Services:

A. Major & Minor Overhauling of Power Plant

B. Spare parts Supply

C. Long Term Service Agreement (LTSA)

D. Technical Bid Document Preparation for any Government Tender

E. Energy Management Consultancy for Any Enterprise or Campus

F. Technology Transfer

G. Representation

All of the above-mentioned products and services were successfully imported and implemented in Bangladesh as per the client requirement due to the fact that a successful project model was followed by the employees of Green Power Limited. According to Walker, A. (2015), project management's role is to make sure that the organization undertaking the project works in a manner that ensures the achievements of the client's objectives. Using this model multiple projects under reputed and renowned clients have been undertaken and delivered by GPL. Further insights on the details of these projects and clientele can be found later in the report.

3.2 Methodology

Using online data and qualitative field research, this study focuses primarily on the analysis of the GPL project model. As a representative of Green Power Limited, I obtained primary data through attending internal and external meetings with clients, as well as visits to project sites. I also created a standard questionnaire to assess staff satisfaction with GPL's current project model and determine whether any adjustments were required.

The following are secondary sources of information: The internet was used to collect the majority of the material used to develop this study, which contributed to its success.

The most important data sources are as follows: Websites of GPL and other organizations; publications; journals; newspapers; and a range of reports.

Descriptive research was used as the research design.

The study was carried out in the following manner: The survey was conducted offline, and the research instrument was a well-structured questionnaire. The sample size is 20 people. Employees of Green Power Limited serve as sample representative.

3.3 Project Model Analysis

The Project Model of Green Power Limited has been a key factor in their road to progress and success over the years. This model clearly explains the stages and steps necessary to complete a project from start to end. The project model of GPL consists of 6 major stages. The figure below shows each of the stages within the model and the direction of workflow within the model.

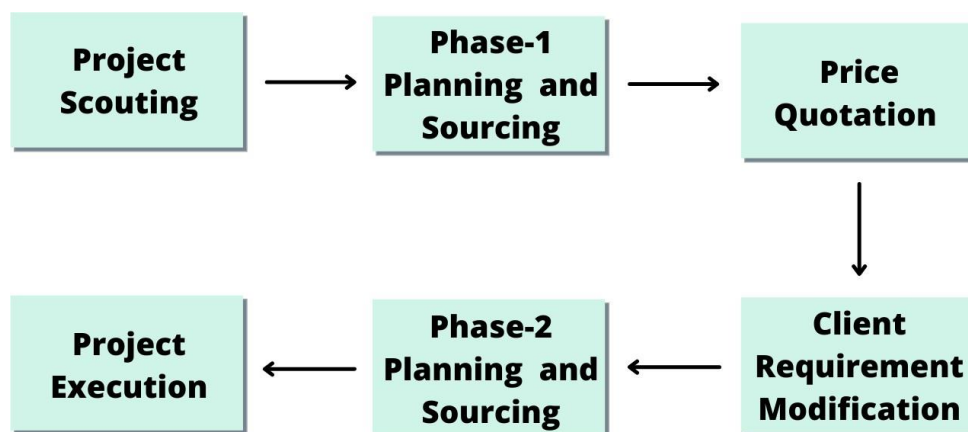


Figure 2: Project Model of Green Power Limited

Each of the stages in the model has its own subset of steps to complete before moving on the next stage of the model. The table provided below properly explains all the sub-steps involved in the project model of Green power Limited.

Project Scouting	2 Scouting 3 Filtering and Approval
Phase-1 Planning and Sourcing	2 Scouting and Communication with Prospective Principals 3 Financial Analysis of Project 4 Scouting and Communication with Prospective Sources of Fund 5 Communication with Client
Price Quotation	1. Preparation of Quotation/Tender Offer
Client Requirement Modification	2. Company-Client Meetings 3. Company-Principal Meetings 4. Modification of Quotation
Phase-2 Planning and Sourcing	1. Bank LC Opening 2. Finalizing Formalities with Client 3. Finalizing Formalities with Principal
Project Execution	5 Import of Product 5 Implementation of Product 5 Closing Project

Table 2: Project Model Description

To understand the project model formulated, we will be looking at an example of a project of DGDP that is currently being handled by Green Power Limited. This project involves the construction of a factory to produce fuze for artillery and mortar shell to be used by Bangladesh Army.

Project Scouting: The first stage within the project model is Project Scouting. This step involves the sales engineer and executives under the project management department to firstly scout through all forms of media such as websites, social media, news portals, newspaper etc. to look for prospective requirement advertisement from clients as project opportunities for Green Power Limited. This step takes place on a daily basis to gather information regarding project opportunities for GPL. An example of such advertisement can be seen on the figure below.

প্রতিরক্ষা ক্রয় মহাপরিদপ্তর, বাংলাদেশ 10: 00: 36 PM 29 JANUARY, 2022

DGDP
DIRECTORATE GENERAL DEFENCE PURCHASE

HOME WINGS TENDER CITIZEN CHARTER WEB MAIL GALLERY CONTACT ABOUT DGDP

Army Wing 1 43 Army Wing 2 22 Navy Wing 40 Air Force Wing 43 00

NEWS








Tender Notice			
SL	Name	Published Date	Download
1	Standardization of various vehicle	23-01-2022	
2	Standardization of various vehicle	23-01-2022	
3	Standardization of various vehicle	23-01-2022	
4	Eval of Truck Tractor fur UN Mission	19-01-2022	
5	Road Roller	04-01-2022	
6	Emergency Notice 274.07.113.21	05-01-2022	
7	BOFO - Evalutaion of truck refrigerator	02-01-2022	

Figure 3: DGDP Project Advertisement

Once the scouting process is complete, the collected data is passed to the manager for further filtering. Given the background of the company and the types of projects the company can handle, the list is filtered down to one or more projects and is then sent to higher authority for approval to move forward with. If approval is given from the directors and the managing director, the manager then instructs the team to start working on the next stage of the project model.

Phase-1 Planning and Sourcing: This stage is named “Phase-1 Planning and Sourcing” and it is the second stage out of the six stages within the project model of Green Power Limited. This stage is also one of the most crucial stages in the entire model as the stage consists of several sub-steps which if not followed properly might result in a rejection from the client’s end in the next stage. In this stage, the project at hand is approved by higher authority within the organization, thus, the requirements from the principal’s end is clear.

Firstly, scouting for a principal who can provide the necessary product or service demanded by the client takes place.

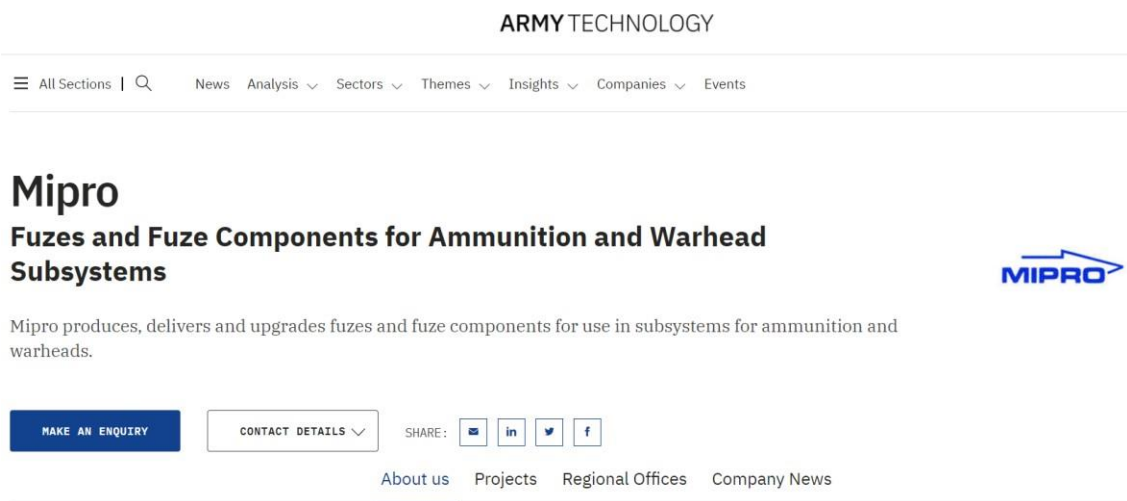


Figure 4: Mipro (Supplier of fuze of ammunition)

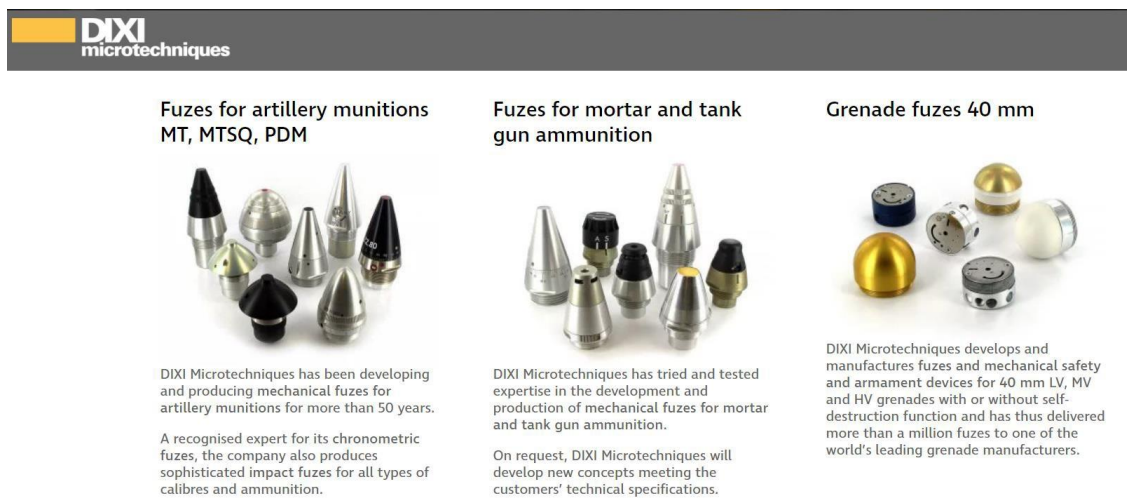


Figure 5: DIXI microtechniques (Supplier of fuze for ammunition)

During the scouting and communication process several national and international suppliers provide their prospective proposals to be the supplier for Green Power Limited. One of these suppliers ends up becoming the principal to supply the products needed by GPL.

Upon finalizing the principal, an initial estimation of price is acquired from the principal's end. This price along with the expenses of GPL is utilized to formulate a price quotation that will later be submitted to the client.

Several banks are contacted with this pre-estimation of budget to filter for the best source of fund. This step is necessary as an LC will provide the initial fund necessary to complete the project before the client pays the final amount of the contract.

The client is then contacted with to confirm all the details and information necessary to formally produce all the documents of the tender offer.

Price Quotation: In this stage, a meeting with the client (DGDP) takes place where the tender offer is submitted to the client from Green Power Limited and all other competing companies. The client analyzes all of the offers presented to them and finalizes one company to work with in order to complete the project. Only if the tender offer presented by Green Power Limited qualifies in this stage, the project moves forward and the next stages in the model are utilized.



Figure 6: DGDP meeting

Client Requirement Modification: To start this stage, the tender offer presented by Green Power Limited will have been accepted by the authority of the client, in this case DGDP. Meeting will take place between GPL and the client as well as between GPL and the principal until a point is reached where for an agreed price, the principal will supply the necessary products/parts to Green Power Limited to be provided to the client.

Furthermore, modification of the quotation is made in this stage to finalize the contract to be signed between GPL and the client. Once this stage is completed GPL is in charge of the project and is bound by contract to deliver the product/service required by the client as per the contract.

Phase-2 Planning and Sourcing: This is one of the final stages before the execution of the project. In this stage the finalized contracts between Green Power Limited, the client (DGDP) and the principal supplier is used to open a Bank LC, in this example, the LC was opened with One Bank Limited under the assistance of Ohiduzzaman (Relationship Manager, One Bank Limited). The LC confirms the fund needed to be paid to the principal supplying the products/parts to Green Power Limited.

Project Execution: This is the final stage of the project where the work of delivering the product/service begins between Green Power Limited and the client (DGDP). Import of the products take place from the supplier via shipment through sea/air/road and reaches GPL. GPL then uses the supplies imported and their own team of experts to start implementing the obtained supplies to complete the required project by the client. Upon completion of the project, it is handed over to the client and the project is successfully closed.

3.4 Employee Survey Analysis & Findings

A short survey was conducted with the employees of Green Power Limited to see if the project model seems sustainable from the employees' point of view. Figure 7 shows if the

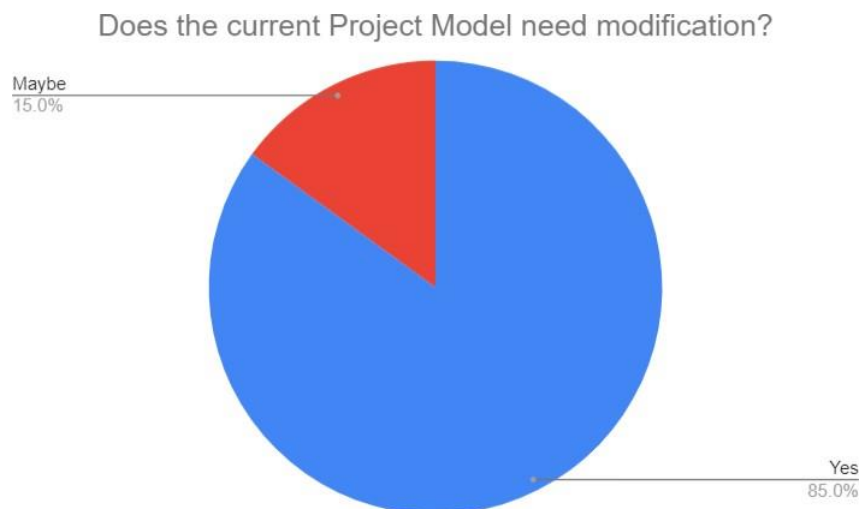


Figure 7 Employee Survey Question 1

Employees of Green Power Limited want the modification of existing project model or not. 85% of the people want the improvement of the existing project model and 15% of the employees partially want the modification of the project model. Thus, we can say that the existing project model needs to be more efficient so that the employees can be satisfied working with the project model.

Figure 8 shows that if the employees are satisfied with the current project model or not. While analyzing the answer, I saw that there are 10% people who are somewhat happy working with the existing project model. But other 90% employees are satisfied with the

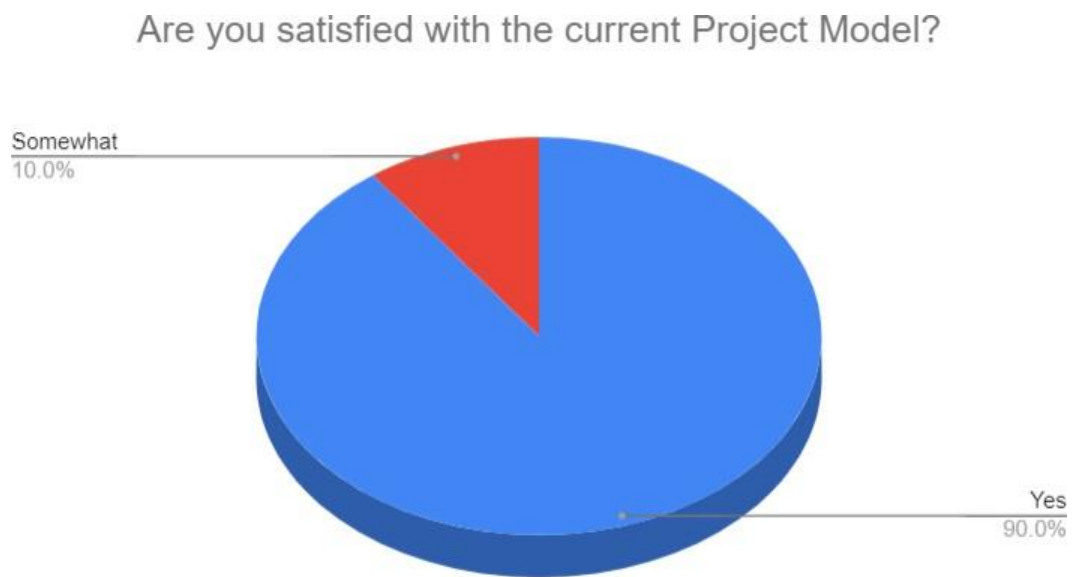


Figure 8 Employee Survey Question 2

Current project model. Thus, we can say from figure 7 and figure 8 that, the employees of GPL are happy with the current project model but majority of them also want to modify the current model so they can work more efficiently and effectively.

Figure 9 illustrates the opinion of the employees of Green Power Limited if the project model is future proof or not. Around 18 people out of 20 people who took the survey strongly agreed that the project model is sustainable in the long run.

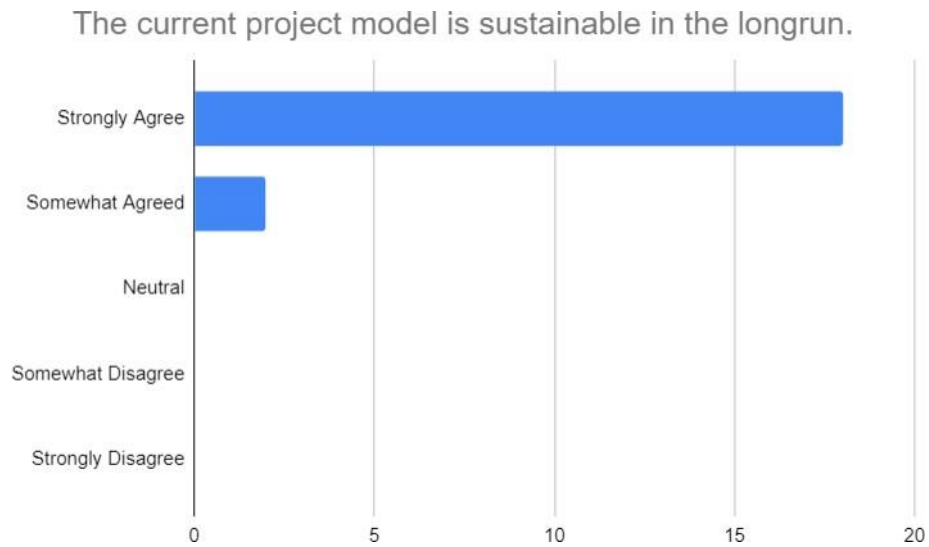


Figure 9 Employee Survey Question 3

Other two people also somewhat agreed to the statement. Thus, it can be said that the employees are satisfied enough to work with the existing project model and they also agreed that the project model is sustainable in future. Figure 10 explains about the quality of the

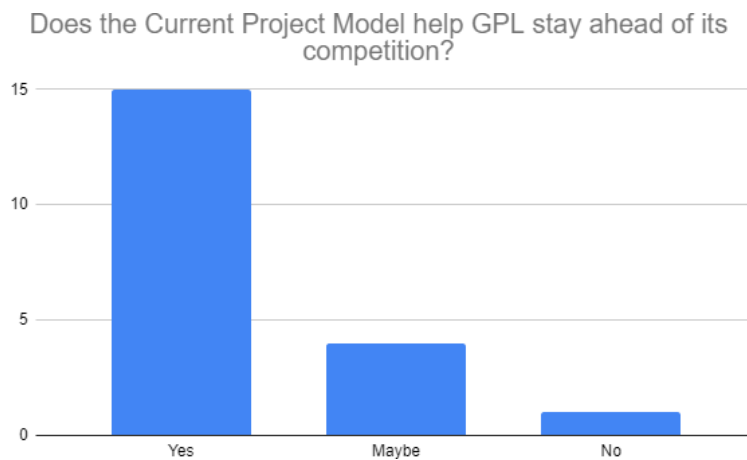


Figure 10 Employee Survey Question 4

current project model GPL. The majority of the employees think that the existing project model is one of the significant key points that keeps the company ahead of other competitors.



Figure 11 Employee Survey Question 5

The last question was about the greatest threats to GPL in the upcoming days. Majority of the employees think that if new competitors with sophisticated technologies and innovative ideas come in the market, it will be a great threat to GPL. Another portion of people think that if too many new companies enter into the same industry as GPL, it will be hard for GPL to cope up with the unique innovations of the other companies. The last portion of employees think that if any company shifts the market towards green energy, the whole business will shift toward green energy which can cause a huge problem for the traditional companies. For this, GPL needs to be always up to date with the new technologies if they want to stay in the market in the long run.

3.5 Summary and Conclusion

Bangladesh is a developing country and with the status of developing comes an endless opportunity of growth. Massive projects paving the path towards development can be found on every inch of the country. Thus, more and more clients are on the lookout for companies like Green Power Limited to step in and help turn their requirements into realities. Green Power Limited has been working on such projects since 2002 to bring clients satisfaction through product and service quality catering to all sizes of needs of a diverse range of clientele. Their success of doing so greatly depends on the project model followed by them to conduct business. According to Gido, J., & Clements, J. (2014), the priorities of the target group met by the project outcomes define the relevance of the projects. In this case, it can be stated that the current project model of Green Power Limited is an excellent one as not only the analysis of the model but the survey and findings from the employees working in the company suggest that the model is one of the key reason GPL stays ahead of its competition in the game. The current project model is simple yet very detailed as to what to do and when to do thus, helping in keeping the tasks organized for the employees that are working on the project. Majority of the employees surveyed are satisfied with the current model being used and believes that the model is sustainable. They also believe that modifications and alterations to the current model will not be necessary as the model is helping keep the company ahead of most of its competitors and is helping in bringing large sums of revenue. Thus, it can be concluded that the current Project model used by Green Power Limited is effective, efficient and successful in completing its purpose and can be relied upon without much alterations to keep the company at the top of its game in the upcoming future.

3.6 Recommendation

Presented from the analysis and findings that the project model of Green Power Limited is at its peak, there are certain recommendations that needs to be taken into consideration to ensure the sustainability of the company in the long run and maintain its position in the industry as a top player.

The business environment needs to be analyzed on a regular basis by Green Power Limited to analyze the current and upcoming threats and change the project model accordingly to stay ahead of the game. This is due to the fact that the number of new entrants in the industry is increasing at a massive increasing, thus, the competitiveness of the industry will increase with it.

Furthermore, with time companies are starting to adopt newer models and more tech savvy digital solutions. Incorporation of new technology into the company proves to be more efficient and increases the effectiveness of work.

Thus, if these recommendations are taken into consideration by Green Power Limited, the future progress and sustainability of the company can be ensured and their position ahead of the competition can be guaranteed.

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Appendix

Employee Survey Questionnaire

1. Name:
2. Designation:
3. Email:
4. Does the current project model need modification?
 - a. Yes
 - b. Maybe
5. Are you satisfied with the current project model?
 - a. Yes
 - b. Somewhat
6. Is the current project model sustainable in the long run?
 - a. Strongly Agree
 - b. Somewhat Agree
 - c. Neutral
 - d. Somewhat Disagree
 - e. Strongly Disagree
7. Does the current project model help GPL stay ahead in the competition?
 - a. Yes
 - b. Maybe
 - c. No
8. What is the greatest threat to GPL?
 - a. New Competitors with innovative project models
 - b. Large number of new entrants in the industry
 - c. Shift the market towards green energy.