



DEFENSE BUSINESS PLENTIFUL PROSPECTS IN BANGLADESH



JOIN WITH US FOR GRAB THE DEFENSE
CONTRACT FROM BANGLADESH



ট্রায়াঙ্গেল ট্রেডিং ওয়ার্ল্ড
TRIANGLE TRADING WORLD

A Defense Contractor Since 2011

There is a significant business opportunity in Bangladesh for defense procurement. The country has been increasing its defense budget in recent years. Bangladesh is also looking to upgrade its existing military capabilities and build new infrastructure.

It's important for foreign companies to have a clear understanding of the government regulations, and to have a strong network of local partners in order to effectively navigate the business opportunity.

State Owned Defense Procurement Organization:

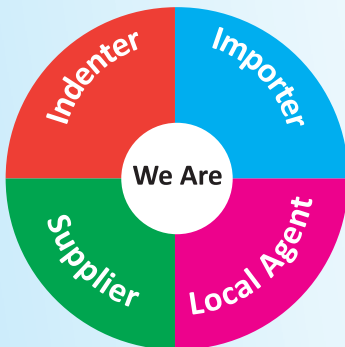
- ❑ **DGDP:** Directorate General Defense Purchase (DGDP), Ministry of Defense, the People's Republic of Bangladesh. A large amount of government procurement is done by DGDP.
- ❑ **CMTD:** Central Mechanical Transport Depot, Bangladesh Army
- ❑ **NSSD:** Naval Store Sub Depot, Bangladesh Navy
- ❑ **201 MU, BAF:** 201 Maintenance Unit, Bangladesh Air Force
- ❑ **Army Aviation Maintenance Workshop**



Who We Are:

We have been a defense contractor since 2011. We also act as an indenter, importer, supplier and local agent.

We are able to work with DGDP, CMTD, NSSD, 201 MU, Bangladesh Army Aviation Maintenance Workshop etc. We are all group enlisted in DGDP including Group 4 & 10 that means we are exclusively authorized for aircraft parts, arms, ammunition, marine engine and all kinds of spare parts business.



**SEEKING FOREIGN FIRMS TO
GRAB THE DEFENCE CONTRACT**



Foreign firms required agents to participate in the defense procurement process.

What we do as an Agent for our Principal:

- ✓ Streamlined communication with government agencies and military officials
- ✓ Purchase tender schedule and collect its specification
- ✓ Coordinate with principal to arrange necessary certificates and documents
- ✓ Submission the tender on time
- ✓ Signing the contract on behalf of Principal
- ✓ Expedite government payment for Principal through Letter of Credit (LC)
- ✓ Port Clearance (both air and sea)
- ✓ Goods Inspection Coordination
- ✓ Expedite the release of Principal's Performance Guarantee (PG)

What you need to do as foreign company (Principal):

- ✓ Understand the government regulations, including procurement processes and requirements.
- ✓ Network with local partners such as local agents.
- ✓ Read the tender specification carefully and examine the entire tender document.
- ✓ Arrange the necessary documents and certificates according to tender specifications.
- ✓ Provide quotations including transport cost, your profit and agent commission.
- ✓ If you win the tender, arrange Performance Guarantee (PG) for DGDP before signing the contract.



Performance Guarantee (PG):

Performance Guarantee (PG) is a type of guarantee offered by a Principal to ensure that the work or services performed meet the agreed-upon standards and specifications. In DGDP there is a PG for each of the contracts. After winning the tender, the Principal needs to deposit 10% of the total contract value as PG before signing the contract with DGDP.

If the Principal fails to deliver the work or services as agreed, DGDP can claim against the PG, and the bank will compensate the DGDP for any losses incurred.

When the contract is done successfully according to agreed-upon standards and specifications PG will be released by DGDP.

Agent Commission:

Agent commission refers to a fee or percentage of the total value of a contract that is paid to an agent for signing a contract on behalf of the Principal.

You need to pay agent commission for each of the contracts. It can be an agreed-upon fixed amount or a percentage of the total contract value.

- ❖ Agent does not mean middlemen. In DGDP rules, without an agent it is not possible to participate in the DGDP tender. If any issue, discrepancy arises, authority seeking the agent first. Agents are playing a vital role here.



Product & Services Category:

- Aircraft & Helicopter - Engine, Spare Parts Procurement and Maintenance, Repair & Overhaul (MRO)
- Arms & Ammunition for Army, Navy and Air Force
- Auto Parts
- Armoured Vehicles and its spare parts
- Construction and Engineering Equipment
- Machine, Tools & Ground Support Equipment (GSE)
- Marine Engine and spare parts
- Paints, Chemical & POL
- Radio & Signal Equipment
- Test Equipment



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