

Cash may be king, but smartphones seek to rule at the register

Using your smartphone to make payments in shops or public transport should become more widespread this year, but its supremacy will depend on how successful retailers are in enticing people to keep their cards or cash in their pockets.

The stakes are high for phone manufacturers and operators, not to mention banks, as the success of contactless systems where consumers sweep their smartphone over a reader could shake up the lucrative retail payments market.

But the chief executive of Ingenico, a leading manufacturer of payment card terminals as well as new contactless systems, doesn't see people as ready to give up their debit cards just yet.

"Smartphones will be a small part of the market but the main payment mechanism will remain the traditional (card) terminal which will continue to see growth," said Philippe Lazare, whose company manufactures more than one in three payment terminals in use worldwide.

That view didn't stop Ingenico from announcing this past week at the Mobile World Congress trade show in Barcelona a contactless payments system compatible with Apple Pay.

Apple's adoption last year of NFC, or the near field communication standard, was a major step towards this becoming the dominant technology.

Google has had a similar service, Google Wallet, available for a couple years.

NFC allows smartphones or other devices to communicate with one another within a distance of several centimetres (inches).

This means consumers can quickly sweep their phones over readers rather than having to pull out a card, insert it into a terminal



A worker demonstrates the new Apple Pay mobile payment system inside a mobile kiosk sponsored by Visa and Wells Fargo in San Francisco.

and wait to punch in a code.

"It was a decisive step towards the creation of an ecosystem but that may not be sufficient as several solutions are available," said Anne Bouverot, head of the GSMA trade association for mobile operators that organises the Barcelona event.

She said that it is also important to get people accustomed to using their phones for making payments by using them elsewhere, such as with public transportation systems that have adopted contactless technology like in London or Paris.

In launching Apple Pay, the US tech giant was again demonstrating its longstanding role as a trendsetter, rather than responding to consumer demand. It has yet to be rolled out anywhere except in the United States.

But Apple's initiative has pushed its competitors to also move forward. All high-end smartphones are

now coming equipped with NFC. Some are coming with added security features, like the new Samsung Galaxy S6 unveiled at Barcelona that has a fingerprint scanner.

Google last month bought Softcard, a rival to its Google Wallet co-founded by US mobile operators AT&T, T-Mobile USA and Verizon in 2011.

And Samsung recently acquired LoopPay, whose technology links up with the magnetic strip readers in existing payment terminals instead of NFC.

This system transmits card details via secure magnetic signals to the reader when held up against it.

It has the advantage over the Apple and Google systems of being immediately compatible with more than 30 million payment terminals in use in the United States.

US banks are watching nervously as the emergence of contactless

payment systems comes just as they are investing to upgrade payment cards and terminals from magnetic strips to chip cards.

US banks lost out in the Internet payments market to Paypal, which announced during the Mobile World Congress that it was getting into the contactless payments game with the purchase of Paydiant.

This US company works with merchants to develop loyalty and incentive programmes as part of mobile payment systems to help them boost sales.

Many experts see retailers offering discounts and promotions tailored to each client as an important element in encouraging consumers to make the switch to contactless payments with their smartphones.

Not everyone is expecting a boom in the use of smartphones for making payments.

Apple takes leap into new territory with smartwatch

AFP, San Francisco

Apple's hotly-anticipated smartwatch is expected to debut Monday as the trend-setting firm sets out to make stylish wrist-worn computers must-have accessories for modern lifestyles.

Industry trackers say Apple Watch will star at a media event being held at the same San Francisco theater where the California tech giant introduced the iPad.

Apple's chief executive Tim Cook has revealed little about the sophisticated wrist wear, but has said that he "can't live without it."

The company announced its plans for Apple Watch last year to much fanfare and has said it would begin shipping in April.

It will mark Apple's first new product type since the iPad in 2010.

Apple has indicated that the entry price would be \$349 in the United States, and that two different sizes would be available in three collections, including the "Apple Watch Edition," featuring 18-karat gold cases in yellow or rose, sapphire crystal and finely crafted bands and closures.

The Apple device will connect with the iPhone, and also have a range of apps and sensors, notably for health and fitness.

The watch is also expected to include map software that guides people to destinations with gentle "taps" on the wrist.

Fitness apps on the Apple Watch and its rivals could spell trouble for makers of fitness bands from companies like Jawbone, Fitbit and Nike.

"Apple is poised to once again show how computing platforms are won or lost on the one-two punch of eager consumers and hungry ecosystem partners," said Forrester Research analyst James McQuivey.

Apple reportedly had to scale back health tracking features on the watch after some sensors didn't rise to the challenges.

It remains unclear whether Apple -- a latecomer to the wearables segment -- would do for smartwatches what the iPod did for MP3 players and the iPad did for tablet computers.

Apple enters a segment crowded with vendors ranging from South Korean giants Samsung and LG, to Japan's Sony and startups such as Pebble.

Motorola, acquired by Chinese giant Lenovo last year, also produces a

smartwatch, and China's Huawei introduced its version at the Mobile World Congress in Barcelona this month.

Pebble, which burst on the scene with a crowd-funded smartwatch in 2012, this month broke the record on the Kickstarter platform with more than \$16 million raised.

Research firm Strategy Analytics predicts Apple will set fire to the market from the outset, projecting sales of 15.4 million units worldwide in 2015, to give Apple a 5 percent market share.

"The Apple Watch is the catalyst to ignite the global smartwatch market," said Strategy Analytics executive director Neil Mawston.

"Apple's famous brand, loyal fan base, deep retail presence and extensive apps ecosystem will ensure healthy uptake for its watch."

Still, he said Apple may see a few glitches that need to be ironed out.

"Apple's first-generation Watch is not yet perfect," Mawston said in a statement.

"Apple will need to upgrade tangibly its second-generation watch to stay ahead of competitors later this year."

He noted that rival models are more attractive, have a longer battery life and offer more affordable prices.

But Deutsche Bank analyst Sherri Scribner predicted an even bigger splash for the Apple Watch, with sales of 17.6 million units this year.

By 2018, Scribner said, one of every four iPhone users will also have an Apple Watch, making the segment worth some \$26 billion for the company.

In a research note, Scribner said the Apple Watch should be a "catalyst" to expand the market, with wrist-worn devices gradually becoming a complement to smartphones.

Others say it's not yet clear if the smartwatch will become the must-have accessory for consumers, particularly if the pricing remains at current levels.

Roger Kay, analyst at Endpoint Technologies Associates, said Apple's loyal consumer base will deliver a certain number of sales but won't guarantee widespread adoption.

"There will be 10 million people who will buy it because it's from Apple," Kay said. "But the larger question is whether this category really has legs."

কোল পাওয়ার জেনারেশন কোম্পানী বাংলাদেশ লিমিটেড
Coal Power Generation Company Bangladesh Limited (CPGCBL)
 (An Enterprise of Government of The People's Republic of Bangladesh)

Career in Power Sector

The Coal Power Generation Company Bangladesh Ltd. (CPGCBL) owned by the Government of The People's Republic of Bangladesh and a successor utility for generation of electricity to meet its growing demand of the country, has already started functioning. The CPGCBL invites applications from qualified professionals for the following post of:

Director, Technical (Planning & Development) 1 (One) post:
 The Director Technical is the Chief Technical Officer of the Company reporting through the Managing Director to the Board of Directors. He shall act as a member of the Management Team of the Company to assist the Managing Director, for overall coordination of company's management, planning, development and preparation of the project profiles for the electrical generation system, ensuring the compliances of Laws, Rules and Regulations for Good Governance. He is also responsible for the technical studies, engineering, construction, supervision, operation and maintenance of all the facilities of the Company, and shall assist the Managing Director for negotiating project formation include financing issues with donors/development partners.

Required Qualification, Experience & Age Limit:
 Candidates must be Graduate in Electrical/ Electrical and Electronic/Electro-mechanical /Mechanical Engineering with at least twenty (20) years of experience under Power Sector in large Public Utility Organization or large company working in multi-disciplinary environment, including experience of working in 3rd position (Chief Engineer or Equivalent) or above of the organization in planning and design. Candidates with Post Graduate Qualification in Engineering and experience of working in large public electric utility will get preference. For extraordinary candidate working in multidisciplinary electricity utility working in 4th position (Superintending Engineer or Equivalent) may also be considered. The candidate should be fluent in spoken and written Bangla and English language, and shall be capable of working and managing the emergency situations. Age limit of the candidate shall be forty five (45) to fifty six (56) years on the last date of submission. The age limit may be relaxed up to 1(one) year in case of highly qualified candidate.

Remuneration:
 Basic salary per month Taka Eighty five thousand (85,000.00) only + house rent (If proper accommodation could not be made available), two festival bonus in a year, contributory provident fund, group insurance, encashment of leave, fringe benefits, gratuity, etc. as per applicable rules of the Company. Actual medical expenses for self, spouse and dependent children within Bangladesh will be reimbursed up to a maximum limit of three (3) months basic salary per annum and full time transport with driver will be provided. Income tax shall have to be paid by the employee.

Nature of the Service:
 The service shall be on contract basis. The initial contract period of the service shall be for 3 (Three) years and is renewable for further period based on the satisfactory performance and as per approval of the Board of Directors of the Company. However, the performance of the selected candidate shall be evaluated and monitored yearly by the Board of Directors of the Company for taking decision about his continuity of service in the Company.

General Conditions:
 1 The post applied for must be marked on the top of the envelope.
 2 Person employed in government/semi-government/autonomous organization(s) and government owned company(s) should apply through proper channel.
 3 Computer literacy of candidate will get preference.
 4 Only short-listed candidates will be called for interview.
 5 Coal Power Generation Company Bangladesh Ltd.(CPGCBL) management reserves the right to cancel any or all application without assigning any reason whatsoever.

Submission of application:
 (a) Application (cover letter) with a detailed CV signed by the applicant and attested copies of all educational and experience certificates including training and other activities, National ID card and 3(three) copies of recent PP size photograph must reach by March 31, 2015 (within office hour) to The Managing Director, Coal Power Generation Company Bangladesh Ltd, Unique Heights (Level-17), 117, Kazi Nazrul Islam Avenue, Eskaton Garden Road, Dhaka-1217.
 (b) Those who applied for the same post earlier, no need to apply further. Their Previous application will be considered.

Md.Mizanur Rahman
 Company Secretary
 E-mail: cs@cpgcbld.gov.bd

"বিদ্যুৎ সঞ্চয়ী বাতি ব্যবহার করুন"

Saudi, Germany seek to boost economic ties

AFP, Riyadh

Saudi Arabia and Germany are seeking to develop their economic ties, the official SPA news agency reported after talks in Riyadh between officials from the two countries.

"The amount of trade and joint investments does not reflect the economic potential of both countries' economies," said Saudi Finance Minister Ibrahim al-Assaf, following the meeting late Saturday.

German Vice Chancellor and Economy Minister Sigmar Gabriel said his country was ready to boost its role in diversifying the Saudi economy, especially in infrastructure, transport and the petrochemicals sectors, SPA reported.

China February trade surplus hits record \$60.6b: govt

AFP, Beijing

China's monthly trade surplus hit \$60.6 billion in February, the government said Sunday, a new record for the world's second-largest economy.

Exports leapt 48.3 percent year-on-year to \$169.2 billion while imports fell 20.5 percent to \$108.6 billion, Customs said on its website.

The country's trade surplus, long a source of tensions with its trading partners, rose above a previous all-time monthly high of \$60.0 billion recorded in January.

ঢাকা পাওয়ার ডিস্ট্রিবিউশন কোম্পানী লিমিটেড
DHAKA POWER DISTRIBUTION COMPANY LTD.
 (An Enterprise of the Government of the People's Republic of Bangladesh)

Invitation for Re-Tender

1	Ministry/Division	Ministry of Power, Energy & Mineral Resources/Power Division.		
2	Agency	Dhaka Power Distribution Company Limited (DPDC).		
3	Procuring Entity Name	Superintending Engineer, Contract & Procurement Circle Dhaka Power Distribution Company Limited (DPDC).		
4	Procuring Entity District	Dhaka		
5	Invitation for	Procurement of 33 kV Outdoor Type Circuit Breaker, 33 kV Control, Relay & Metering Panel for Outgoing/Incoming Feeder and 33 kV Control, Relay & Metering Panel for 33/11 kV Transformer Feeder.		
6	Invitation Ref. no.	DPDC/SE(C&P)/VCB/2015/587		
7	Date	03/03/2015		
Key Information:				
8	Procuring Method	Open Tendering Method (Single - Stage - Two - Envelope).		
Funding Information				
9	Source of Funds	DPDC's own fund (Revenue).		
Particular Information:				
10	Tender Name	Procurement of 33 kV Outdoor Type Circuit Breaker, 33 kV Control, Relay & Metering Panel for Outgoing/Incoming Feeder and 33 kV control, Relay & Metering Panel for 33/11 kV Transformer Feeder.		
11	Last Selling Date of Tender, with Bid Submission and Bid Opening Date, Time	Last Selling Date 05/04/2015	Bid Submission Deadline 12:00 noon 06/04/2015	Bid Opening date & Time 06/04/2015 3:00 pm
12	Name & Address of the office for selling, receiving and opening of Tender Document	Selling 1) Superintending Engineer, Contract & Procurement Circle, Dhaka Power Distribution Company Limited (DPDC), Biddut Bhaban (3 rd floor), 1 Abdul Gani Road, Dhaka - 1000. 2) Chief Engineer, NOCS North, DPDC, House No: 73/1, Road No 5/A, Dhanmondi R/A, Bangladesh. 3) General Manager (ICT), DPDC. House No: 47, Road No: 135, Gulshan-1, Dhaka. 4) Chief Engineer, System Operation & SCADA, SCADA Bhaban, Katabon, Dhaka.	Receiving 1) Superintending Engineer, Contract & Procurement Circle, Dhaka Power Distribution Company Limited (DPDC), Biddut Bhaban (3 rd floor), 1 Abdul Gani Road, Dhaka - 1000. 2) Chief Engineer, NOCS North, DPDC, House No: 73/1, Road No 5/A, Dhanmondi R/A, Bangladesh. 3) General Manager (ICT), DPDC. House No: 47, Road No: 135, Gulshan-1, Dhaka. 4) Chief Engineer, System Operation & SCADA, SCADA Bhaban, Katabon, Dhaka.	Opening Superintending Engineer, Contract & Procurement Circle, Dhaka Power Distribution Company Limited (DPDC), Biddut Bhaban (3 rd floor), 1 Abdul Gani Road, Dhaka - 1000.
Information for Tenderer:				
13	Eligibility of Tenderer	a) The maximum [3] number of arbitration against the Tenderer over a period (five years). b) The Tenderer shall have a minimum of 05(five) years of overall experience in the supply of goods and related services. c) The Tenderer shall have successfully completed minimum [2] numbers supply contract of similar goods and related services within last [5] years to be evidenced by certificate from end user. d) The Satisfactory completion of supply of similar goods of minimum taka 1,40,00,000 (One Crore Forty Lac) under maximum [2] contracts in the last [5] of years to any utility service (Evidence to be enclosed). e) i) The manufacturer shall have minimum production capacity of 33 kV Outdoor type VCB 2000 Amps Circuit Breaker is 30 nos/annum & shall produce documentary evidence in support of production capacity. ii) The manufacturer shall have minimum production capacity of 33 kV Control, Relay & Metering Panel is 70 nos/annum & shall produce documentary evidence in support of production capacity. f) Other Qualification Criterias should be as per Tender Document.		
14	Price of Tender Document (Taka)	Taka 7,000/= (Taka Seven Thousand) non-refundable only payable in the form of Pay Order/Bank Draft from any scheduled Bank of Bangladesh in favour of Superintending Engineer, Contract & Procurement Circle, Dhaka Power Distribution Company Limited (DPDC).		
15	Item	Tender Security Amount (Taka)	Location of Delivery	
	Procurement of 33 kV Outdoor Type Circuit Breaker, 33 kV Control, Relay & Metering Panel for Outgoing/Incoming Feeder and 33 kV control, Relay & Metering Panel for 33/11 kV Transformer Feeder.	Taka 6,00,000/= (Six Lac) Only.	CSD, DPDC, Tongi.	
16	Completion Time	As per Tender Document.		
Procuring Entity Details:				
17	Name of official Inviting Tender	Engr. Sanjit Kumar Ghose		
18	Designation of official Inviting Tender	Superintending Engineer, Contract & Procurement Circle, Dhaka Power Distribution Company Limited (DPDC).		
19	Address of official Inviting Tender	Biddut Bhaban (3 rd floor), 1 Abdul Gani Road, Dhaka - 1000.		
20	Contact Details of official Inviting Tender	Telephone: 9567258	Fax: 9568349	E-mail: secp@dpdc.org.bd
21	The Procuring Entity reserves the right to accept or reject any/all Tender(s) without assigning any reason whatsoever.			

(Engr. Sanjit Kumar Ghose) . Superintending Engineer, Contract & Procurement Circle, Dhaka Power Distribution Company Ltd.