

## নর্থ-ওয়েস্ট পাওয়ার জেনারেশন কোম্পানী লিমিটেড

**NORTH-WEST POWER GENERATION COMPANY LIMITED**

ISO 9001: 2008, ISO 14001: 2004 & OHSAS 18001: 2007 Certified

(An Enterprise of Bangladesh Power Development Board)

UTC Building (Level-3&4), 8-Panthapath, Kawranbazar, Dhaka-1215, Bangladesh

Phone : 9145291-92, 9145427-28, e-mail: info@nwpgcc.org.bd, web : www.nwpgcc.org.bd

সূত্র নং-০৯৫৫/নওপাজেকো/মানবসম্পদ/নিয়োগ-উপঃসহঃ প্রকৌঃ (অংশ-৪)/২০১৭

তারিখঃ ২৩ ভাদ্র, ১৪২৪  
০৭ সেপ্টেম্বর, ২০১৭

### নোটিশ

নর্থ-ওয়েস্ট পাওয়ার জেনারেশন কোম্পানী লিমিটেড-এ উপ-সহকারী প্রকৌশলী (ইলেকট্রিক্যাল/মেকানিক্যাল/সিভিল) এবং জুনিয়র সহকারী ব্যবস্থাপক (কেমিক্যাল) পদে লিখিত পরীক্ষা আগামী ১৫/০৯/২০১৭ইং তারিখ (শুক্রবার) সকাল ১০ঃ০০ ঘটিকায় ঢাকা পলিটেকনিক ইনস্টিটিউট, তেজগাঁও, ঢাকায় অনুষ্ঠিত হবে। আলোচ্য পরীক্ষার প্রবেশপত্র প্রার্থীদের স্ব-স্ব ই-মেইলে প্রেরণ করা হয়েছে। প্রত্যেক প্রার্থীকে প্রবেশপত্র অবশ্যই পরীক্ষা কেন্দ্রে আনতে হবে।

  
(মোঃ মামুনুর রহমান মন্ডল)

মহাব্যবস্থাপক (মানবসম্পদ ও প্রশাসন)

নর্থ-ওয়েস্ট পাওয়ার জেনারেশন কোং লিঃ, ঢাকা।

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## Government of the People's Republic of Bangladesh

Bangladesh Bridge Authority  
Setu Bhaban, New Airport Road  
Banani, Dhaka-1212

### Invitation for Re-Tender (IFT)

1	Ministry/Division	Bridges Division.
2	Agency	Bangladesh Bridge Authority.
3	Procuring entity name	Adtl. Director (Admn).
4	Procuring entity code	N/A.
5	Procuring entity district	Dhaka.
6	Invitation for	Supply of stationary, printing, electric & miscellaneous consumable goods.
7	Invitation Ref. No.	50.113.001.00.00.002.1997(V-7)-779
8	Date	07/09/2017

**KEY INFORMATION**  
9 Procurement method Open Tendering Method (Framework contract).

**FUNDING INFORMATION**  
10 Budget and source of funds BBA (GOB).  
11 Development partners (if applicable) N/A.

**PARTICULAR INFORMATION**  
12 Project/programme code (if applicable) N/A.  
13 Project/programme name (if applicable) N/A.  
14 Tender package No. N/A.  
15 Tender package name Supply of stationary, printing, electric & miscellaneous consumable goods.

16 Tender last selling date and time 20/09/2017 during office hour (Time 05:00pm).  
Date Time  
17 Tender closing date and time 21/09/2017 12:00 noon  
18 Tender opening date and time 21/09/2017 3:00pm

19 Name & address of the office(s) Address  
-Selling tender document (principal) Finance & Accounts Section, BBA, Setu Bhaban, 3rd Floor, New Airport Road, Banani, Dhaka-1212 during normal office hour.  
-Selling tender document (others) N/A.  
-Receiving tender document Adtl. Director (Admn), BBA, Setu Bhaban, 2nd Floor, New Airport Road, Banani, Dhaka-1212.  
-Opening tender document Conference Room, BBA, Setu Bhaban, 2nd Floor, New Airport Road, Banani, Dhaka-1212. Interested tenderers and their authorised representatives are allowed to attend.

**INFORMATION FOR TENDERER**  
20 Eligibility  
i. General experience: Tenderers shall have general experience for supply of stationary/printing / electric /miscellaneous consumable goods for at least (5) years.  
ii. Specific experience: The potential tenderers shall have at least 1 (one) contract with govt. or semi-govt organisation within last 3 (three) years with value Tk 50.00 (fifty) thousand that has been successfully completed and that are similar to proposed works.  
iii. The intending tenderers shall have to apply in their letterhead pad to the designated officer to obtain permission for issuance of the tender documents.

21 Brief description of supply of goods Supply of stationary, printing, electric & miscellaneous consumable goods during the financial year 2017-2018.

22 Brief description of related services N/A.

23 Price of tender document (Tk) 1000/- (one thousand only) non-refundable.

Lot No.	Identification of lot	Location	Tender security amount (Tk)	Completion time in weeks/months
24	1	Stationary goods	Dhaka	2.5% of quoted price
25	2	Printing goods	Dhaka	2.5% of quoted price
26	3	Electric goods	Dhaka	2.5% of quoted price
27	4	Miscellaneous goods	Dhaka	2.5% of quoted price

**PROCURING ENTITY DETAILS**

28 Name of official inviting tender S. M. Alam.  
29 Designation of official inviting tender Additional Director (Admn).  
30 Address of official inviting tender Bangladesh Bridge Authority, Setu Bhaban, 2nd Floor, New Airport Road, Banani, Dhaka-1212.  
31 Contact details of official inviting tender Tel: 55040315 Fax: 55040444  
32 The procuring entity reserves the right to accept or reject any or all tenders.

S. M. Alam  
Additional Director (Admn)  
☎ 55040315  
✉ addldir-admn@bba.gov.bd

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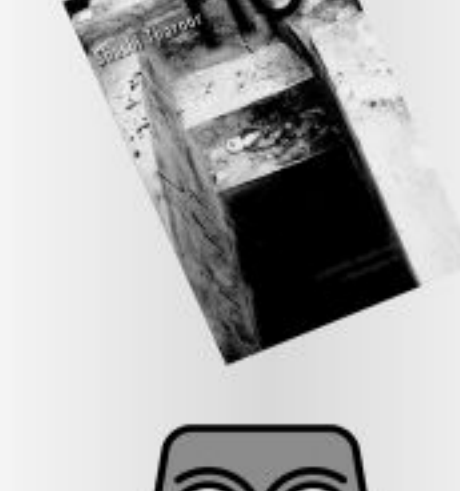


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## Request for Expression of Interest (REOI)

### For 03 (three) National Datacenter Marketing and Business Specialist

A reputed international donor project intends to apply part of the proceeds toward payments for consulting services to be procured under the project. Three (3) consultants (national) will be recruited on the basis of individual capacity.

The objective is to recruit three (3) Marketing and Business Specialists for marketing and business development of National Data Center (NDC). The recruited Marketing and Business Specialist will be accountable for marketing, communications and business development for the NDC across government agencies in Bangladesh. As part of this role they will be identifying, developing and maintaining customer relationships as well as identifying and communicating with prospective new clients within GOB. The position holder will cultivate client relationships by identifying opportunities, marketing solutions, closing the sale and ensuring client satisfaction.

#### The National Datacenter Marketing and Business Specialist is responsible for the following:

- Act as the front line executive, building, developing and managing specialist marketing activities, taking responsibility for developing relevant marketing, communications and business development plans for NDC
- Develop results-oriented marketing and communications programs that build awareness and pipeline with all stakeholders
- Successfully champion an integrated, solutions-based marketing operation for the NDC, bringing organizational stability and marketing expertise to the function
- Ownership of control and tracking of overall budget and key metrics
- Influence strategy, engagement, channel and customer interactions across the business of NDC
- Coach and develop the team on continual improvement to achieve and exceed targets and deliverables
- Effectively align and leverage internal and external resources to resolve complex issues and scale the business
- Communicate business development strategy proposals with senior management
- Coordinate with key stakeholders to ensure the overall campaign implementation is aligned to the recommended strategy
- Identify and refine the target market for the NDC's services
- Develop and maintain a pipeline of prospective NDC clients, and actively follow up for business development opportunities
- Develop a business development/sales funnel, and provide regular updates on the status and actions that will be taken to convert these potential cases into actual clients of the NDC.
- Meet periodic (monthly or quarterly) targets for business development
- Coordinating with key stakeholders from the business units to lead the campaign implementation resulting from the recommended strategy; and reporting campaign status to senior management.

#### The Qualifications & Experience for the National Datacenter Marketing and Business Specialist are as follows:

- Minimum Bachelor's Degree in Marketing/Business Administration (or similar)
- Minimum Eight (8) years' experience building, leading and managing successful specialist marketing and/or business development teams to achieve high growth initiatives and revenue goals in a fast paced, highly competitive, and ever-changing sales environment
- Strong and current business development skills and experience gained with international software or hardware vendors and presently operating in a Marketing role with a leading IT vendor
- Solid business development capability, working closely with customers, and end users to represent the NDC.
- Experience in strategic business development, and demonstrated ability to build & execute a business development strategy with clear goals & objectives to align to business objectives and support the growth targets
- Sufficient business acumen, credibility and presence to enable effective relationship building, influencing and instilling confidence at all business levels
- Metrics/ROI focused and knows how to generate leads & track to closed loop
- Able to appreciate and understand the technical issues surrounding Data Center Solutions products and technologies
- Experience in managing relationships with vendors and other GOB agencies
- Proven experience in business analysis, planning, budget modeling, fund sourcing and management including P&L responsibilities
- High levels of energy, drive and commitment, combined with excellent written and verbal communication skills
- Manage Vendor Partnerships
- Build the NDC business practice and generate awareness of NDC as a provider for IaaS, PaaS, SaaS among the GOB agencies.
- Constant Education and Training of the Sales Team in the NDC business offerings and value proposition
- Ability to present a NDC Solution Offering to the client:
  - Preparation and Presentation of a solution
- Carry out a discussion of NDC business value proposition discussion with an audience of High Level GOB officials
- Present thought leadership in a Forum (Desirable)
- Ownership of a NDC opportunity and the ability to see it to a full close
- Ability to spot opportunities

The Project now invites eligible applicants to indicate their interest in providing the services. Applicants are invited to provide information indicating that they are qualified to perform the services (complete CV with other details as required). The consultant will be selected in accordance with the procedures set out donor's Procurement Regulations.

Expressions of Interest (EOI) shall be submitted 02 (two) hard copies and soft copy in a sealed envelope by **September 25, 2017 up to 3.00 pm** to the address below and be clearly marked "Application for the post of National Datacenter Marketing and Business Specialist". The authority has the right to accept or reject any or all the applications.

The duration of the assignment will be about 12 months for each position and may extend subject to satisfactory performance of the Specialist.

Only selected candidates will be requested for interview.

Address:

Box No # 506

New Age, Hamid Plaza (4<sup>th</sup> Floor),

300/5/A/1, Bir Uttam C.R. Dutta Road (Opposite of Sonartori Tower),

BanglaMotor, Dhaka-1205, Bangladesh

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