



**TITAS PAR**  
**International**  
Specialising in Defence Supply

To Supply world's best products to Bangladesh Government





## 1. Executive Summary:

Titas Par International has been a supplier of Bangladesh Government since 1997. Since then it has been fully dedicated to making a mark in the Defence sector of the country.

Titas Par International initially began collaboration with Bangladesh Air Force, Bangladesh Army & Bangladesh Navy, Bangladesh law enforcement, Bangladesh fire services and other government organisation by providing them with different types of equipment, spares and other accessories. Titas Par International gradually began diversification of its working areas and started dealing with International manufacturers /dealers /trading houses to promote sales and marketing of different military products & other accessories, especially for the military, para-military & law-enforcement agencies of Bangladesh.

Titas Par International aims to provide clients/customers with quality product and timely compliance of delivery and installation, after sales service (within and out of warranty period) through our trained and experienced manpower. Clients' satisfaction is our prime objective.



## 2. Company Description:

### 2.1 Mission Statement & Vision

We are dedicated to meet our customers' satisfaction. We committed to providing excellent customer service, quality products and value for money and serve the modern soldiers, with new products and customer service that is second to none.

Our vision is to become the leading Defence supplier of the country.



### 2.2 Overview

We, Titas Par International, are one of the leading, reputed and well established Defense Supplier in Bangladesh. We are an enlisted supplier of Directorate General of Defense Purchase (DGDP), a wing of the Ministry of Defense (MoD) Bangladesh and law enforcement and other government organisation. We closely work with the manufacturer locally and around the world which is allow us to choose the best products for our customers. We work with selected foreign manufacturers and suppliers to promote their equipment and products in Bangladesh.

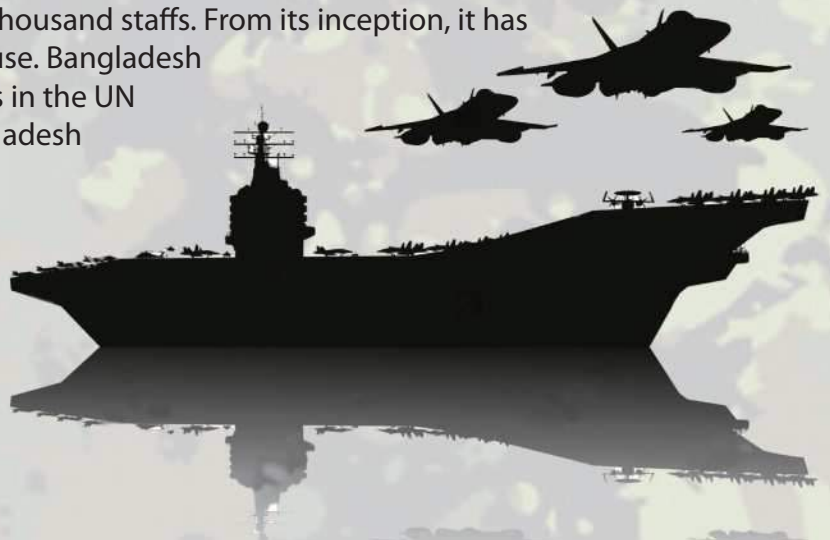
We have a good mixture of skilled engineers, management and sales team, high ranked ex-defence officials and experienced technical support team. Due to the wide range of products we supplied to our clients some of the products after sales service we provide by outsourcing and partnership with local experts. Our office is only 10min walking from the Directorate General of Defence Purchase (DGDP) head quarter.

We have 25 full time employees and our annual turnover around 560 million BDT.

### 2.3 Market Opportunity:

#### 2.3.1 Defence Sector

The economy of Bangladesh is a developing market economy. Bangladesh is one of the world's fastest growing economies. In the decade since 2004, Bangladesh averaged GDP growth is 6.4 %. The defence sector of Bangladesh is highly equipped with state of the art equipment and keeps updating themselves with the latest models from time to time. The Army, Navy and Air Force together have more than three hundred thousand staffs. From its inception, it has a reputation of being a big corporate house. Bangladesh defence is one of the leading participants in the UN peace keeping Missions. Every year Bangladesh defence spend a big chunk of budget to procure equipment for peace keeping mission. Titas Par International's successfully completed countless projects for Bangladesh defence in last few years and has become one of reputed supplier



### 2.3.2 Bangladesh Fire Services:

The Bangladesh Fire Service & Civil Defence is an emergency service operating under the Ministry of Home Affairs of the People's Republic of Bangladesh. Due to the high density of population, Bangladesh fire services increasing their capacity and procuring latest technologies available in the market. Titas Par International worked with many international manufactures and successfully supplied many equipment to Bangladesh fire service. We have a dedicated sales team who work closely with Bangladesh Fire services to provide best possible services.

### 2.3.2 Bangladesh Law Enforcement:

Law enforcement in Bangladesh is one part of the Justice System in Bangladesh along with Prisons and Courts. Bangladesh Ansar, Bangladesh Coast Guard, Bangladesh Financial Intelligence Unit, Bangladesh Police Academy, Bangladeshi intelligence community, Rapid Action Battalion or RAB, Special Weapons And Tactics (SWAT) all other department are working closely and committed to enforce law, maintain social order, reduce fear of crime, enhance public safety and ensure internal security. Bangladesh police also take part on UN peace keeping programme. Every year Bangladesh government allocate a huge budget to modernise and equipped the Bangladesh law enforcement agencies. Titas Par International is a dedicated enlisted supplier for Bangladesh law enforcement agencies since 1997.

## 3. Strategy and the Procedures of Defence Purchase::

DGDP is the government body under Ministry of Defence MoD. The officially represented by the President of the People's Republic of Bangladesh to organize all procurements/repair/overhaul of the three forces, i.e. Bangladesh Army, Navy, and Air Force.

Most of their procurement is via local and international tenders/bids. Our company participate on selected local and international bids. Only foreign companies are allowed to participate in international bids to through their corresponding local agent/representative.

There is no tender participating bond requires to joining the DGDP bids, but after a successful bids foreign company has to submit a performance bond (PG)(10% of the offer value). After submitting the PG an international sales agreement will sign by DGDP and foreign company. Then a Government irrevocable Letter of Credit will be opened by the State Bank of Bangladesh or their nominated scheduled first class bank directly in favor of the foreign company.

Payment terms berry contract to contract but the common payment terms is 80% payment will be paid upon submitting bill of lading to bank and remaining 20% after receiving the goods and test and trail has been carried out (in presence of local agent).



#### 4. Our Group of Companies and Local Partners:

1. Medisource Global Limited (Our sister company)
2. Reham & Co (Our sister company)
3. Airwave BD (Our sister company)
4. TPI Communication (Our sister company)
5. Astro Agro (Our sister company)
6. Nagar Arms and Ammunition (Our sister company)
7. Subhani Enterprise Limited (Our sister company)
8. Asia Stone Crusher Industry (Our sister company)
8. Sampan Development Limited (Corporate Partner)

#### 5. Our Message:

Titas Par International has grown considerably to become one of the best suppliers of military and law enforcement equipment and tailoring to customers in Bangladesh. Our dedicated, experience and well-spoken team closely work with foreign companies around the clock. We know the value of time, therefore we work with selected project and we make sure that our and our partner's time has been valued. We welcome foreign companies but we do not work with everyone. We make sure our partners are expert on their field and maintain the quality. We know preparing the documentation is time consuming and quite important, so our team does the entire clerical job to prepare the documentation. We make sure your partners work with us with peace of mind.





At present we are representing more than three hundred companies globally, and the majority of them are based in Western Europe, USA, Canada and Australia. We mostly prefer to work with manufacturers, custom build assemblers, and builders. We also have a good number of traders and distributors/dealers.

## 2.4 To Do Business

Members of Bangladesh Indenting Agents' Association (BIAA) acts as an agent of their overseas counterparts for marketing their goods and commodities in Bangladesh Defense in exchange for a "commission". They also act as local agents in respect of Turn-Key Projects, Development Projects and Foreign Consultants. To be precise, they look after the interest of the overseas manufacturers, exporters, investors and consultants in Bangladesh market.

As an indenting license holder, they have to be enlisted to the DGDP (Directorate General of Defense Purchase) with the clearance of the DGFI (Directorate General of Forces Intelligence).



## 2.5 Strategy and the procedures of defense purchase:

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DGDP is the government body under Ministry of Defense; officially represented by the President of the People's Republic of Bangladesh to organize all procurements/repair/overhaul requirements of the three forces, i.e. Bangladesh Army, Bangladesh Navy, and Bangladesh Air Force through competitive tenders/bids. Our company also participates in tenders/bids in other government and private companies regularly.

Only international parties duly authorized by the manufacturer/designer of the concerned equipment/item or by the correspondence government authorities in the respective field are allowed to present their quote through their corresponding local agent/representative. But contract and payment are signed and made with foreign companies only.

Payment is done through Government irrevocable and confirmed Letter of Credit opened by the State Bank of Bangladesh or their nominated scheduled first class bank directly in favor of the foreign organization/principal supplier. The local company through whom they are represented receives the commission from their foreign counterpart/ principal supplier.

A fixed specification and terms & conditions against each requirement are sold against a fixed rate to the enlisted local suppliers only through whom the quotations are submitted. The authority is very strict about the specification and terms & conditions which are required to be complied with. Any non-compliance results in the rejection of the offer. Thus our specialty is to provide all knowledge to the foreign counterparts.



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## Some of our Customer List:



Directorate General of  
Defence Purchase (DGDP)



Bangladesh Army



Bangladesh Navy



Bangladesh Air Force



Bangladesh Coast Guard



Bangladesh Police



Shahjalal University of Science  
and Technology



University of Dhaka



Central Medical Stores Depot (CMSD)



Pabna University of Science & Technology



Bangladesh Atomic Energy Commission



Ministry of Flood and Disaster Management



Dhaka Metropolitan Police



Bangladesh Ordnance Factory (BOF)



Rapid Action Battalion (RAB)



Bangladesh Fire Service & Civil Defence



Bangladesh Telecommunication &  
Regulatory Authority (BTRC)



Chittagong Port Authority



Border Guard Bangladesh



## OUR TEAM



**MOHAMMED KIBRIA**  
CHAIRMAN

Bringing 21 years of experience as a businessman, his career has followed the expected vicissitudes of high-level, fast-paced entrepreneurship. Mr Kibria an experienced business entrepreneur that was born in Bangladesh and has settled in UK since 1997.

Mr Kibria is highly experienced in marketing, management and liaising with partners which has allowed him to successfully run the company since 2010 and is continuing to do so.

[kibria@titaspar.com](mailto:kibria@titaspar.com)



**BRIG GEN MD TAREQUL ISLAM KHAN,**  
**PBGM,psc (LPR)**  
CHIEF ADVISER

He Completed B Sc Engineering (Mechanical), Master of Defense Studies, Army Staff course from Defense Service Command & Staff College and Master of Business Administration.

Former Chief Inspector of Inspectorate of Armaments and Explosive of Bangladesh Army and Bangladesh Ordnance Factories. He has experience of over 30 years of service in Bangladesh Army. He completed many Pre-Shipment Inspection and Post Shipment Inspection in many countries.

He received Technical Training from China, Germany & Slovak Republic. He also worked as Officer In Charge of Bangladesh Battalion of United Nations Protection Force in Bosnia and Herzegovina.

He is at present with Titas Par International as Chief Adviser.

[tarequl@titaspar.com](mailto:tarequl@titaspar.com)

## OUR TEAM



**Faisal Rana Bhuiyan**  
MANAGING DIRECTOR

Involved in business from last 20 years. A reputed enlisted supplier of Directorate General Defence Purchase (DGDP) Ministry of Defence, Bangladesh Ordnance Factory (BOF), Naval Store Sub Depot (NSSD) Bangladesh Navy, Central Ordnance Depot (COD) Bangladesh Army, & some other government & non-government organizations.

Member of Bangladesh Indenting Agents Association (BIAA), Dhaka Chamber of Commerce & Industry (DCCI), & President of Rotary E-club 3282, Bangladesh. Having excellent knowledge on foreign procurement & related rules and regulation of International tender, successfully completed many international contract with Government and Non- Government organizations like Bangladesh Army, Navy, Air force, Fire Service, Police, Coast Guard of Bangladesh, Bangladesh Ordnance Factory (BOF) and so many. Experienced in the field of Arms- Ammunition and Defence supply.

[faisal@titaspar.com](mailto:faisal@titaspar.com)



**A S M MAHABUBUL LATIF**  
ADVISER

He served in Bangladesh Police for a long duration of his career then retired as a Police Super. In the span of thirty years of his career, he served in various capacities of Bangladesh Police with reputation, integrity, competence, professionalism, and code of ethics. Mr Latif infused various best practices in the modality of professional dispensation to add glory and dignity to the Police Service.

Mr Latif is well experienced in counterterrorism equipment and procuring on small arms. As an Adviser of Titas Par International, Mr Latif has created a huge window to expand our services to the Bangladesh law enforcement sector.

[latif@titaspar.com](mailto:latif@titaspar.com)

## OUR TEAM



**Rtn. Rasel Mahbbub**  
CEO

Rasel Mahbbub is involved in business from last 20 years. He was involve with Para-military Reserve Defence Force Army Wing as Cadet under Officer (CUO) he also served as Cadet adjutant of Moinamati Regiment.

He was international contractor of UN, and currently as a supplier in Government & Non-government sector. He is very much professional in international trade business.

He is working with Titas Par International since 2010.

[rasel@titaspar.com](mailto:rasel@titaspar.com)



**MD SHIBLI SADI ACCA, CIMA Adv  
Dip MA**  
CHIEF FINANCIAL ADVISER

Mr Shibli Sadi is a member of Global Professional Accountancy body ACCA ( Association of Chartered Certified Accountant ) , he brings wealth of experience to the team aiding us with his insights on complex global financial transactions. He also holds a Advance Diploma in Management Accounting from CIMA UK ( Chartered institute of Management Accountant .) He worked in the industry over a decade and represented our firm in North America over the last 10 years in various international trade affairs .

He is a professional with diversified industry experience and we often rely on him in performing due diligence on the company that we hand pick to work with in North America. We advise companies sending proposal to do business with us in Bangladesh to contact Mr Shibli Sadi, he can help you in getting set up with us as an approvedenlisted supplier.

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**TITAS PAR**  
International



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