

THE B2B MATCHMAKING SERVICE

provided by BASIS allows you to meet relevant Bangladeshi IT & ITES providers that are carefully identified and screened.

Potential providers are identified on the basis of your specific business interest. Subsequently selected company profiles of relevant Bangladeshi companies will be forwarded to you for validation.

Only the companies of interest to you will be invited for pre-arranged scheduled B2B appointments at BASIS offices in Dhaka, Bangladesh.

Upon your request follow-up company visits will be arranged with the most promising Bangladeshi contacts.

The B2B MatchMaking service is an extremely effective way of establishing reliable business contacts and saves you time and money.

The service include

- Briefing on business practices in Bangladesh
- Market overview IT & ITES sector Bangladesh
- Minimum 3 tailor-made pre-arranged bilateral meetings in the office of BASIS
- Minimum 2 follow-up company visits



Want to know more? Please contact Ms. Sabrina Tanjin

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The BASIS B2B MatchMaking service was developed in the framework of the Netherlands Trust Fund II (NTF II) Bangladesh project and BASIS acquired the relevant MatchMaking skills through ITC training.



Looking for IT Solutions & Outsourcing Partners in Bangladesh?



B2B MatchMaking

- Do you want to identify and meet reliable Bangladeshi IT & ITES companies?
- Companies that already discovered IT solutions and outsourcing partners in Bangladesh include Ogilvy, Wunderman, WPP, Dell, Nokia, Colgate, INTERSPORT, BP, Samsung, AMD, VizRT, World-Bridge Global.

Find out what the B2B MatchMaking service of the Bangladesh Association of Software and Information Services (BASIS) can do for you.



www.basis.org.bd

BASIS is the national trade body for
Software & IT Enabled Service industry of Bangladesh

Why Bangladesh?

Bangladesh offers an attractive business opportunity for both SME's and multinationals interested in outsourcing or offshoring because of the following strengths

High labour availability and scalability

Bangladesh demographics provide a constant supply of human resources at extremely competitive costs.

Good language skills

Bangladesh offers a ready pool of English speaking staff, with limited accent neutralization needs.

Growing education - industry linkages

Bangladesh based companies- both domestic and multinationals, have built strong relationships with various Universities in the country to tap and train talent at the sources. Finishing schools to bridge the skill gaps between academia and industry are also coming up, allowing ready human resources availability.

Low total cost of operations

Affordable office space, human resources and attractive taxation policies help lower the total cost of operations compared to the other outsourcing destinations.



Testimonials

"We tested many waters before coming to Bangladesh, but we found a trusted partner through the B2B MatchMaking Service" said Mr. Thomas Hogenhaven, Chief Strategy Officer, Better Collective Denmark.



"I made use of the B2B MatchMaking service in 2011 and was surprised by the technical know-how and expertise of the Bangladeshi IT & ITES providers. Meanwhile we have re-located our IT development department to Bangladesh. For one Dutch salary I can hire 20 Bangladeshi programmers" said Gerard Spin, Director of Parkingware in the Netherlands.



FOR WHOM?

Single buyer

the all-inclusive 2-day service package guarantees a minimum number of 3 relevant B2B meetings at the office of BASIS and 2 follow-up company visits

(plus airport pick-up, transportation, hotel booking, briefing and market overview)

Incoming delegation

the all-inclusive 2-day service package guarantees a minimum number of 3 relevant B2B meetings per participating company at the office of BASIS and 2 follow-up company visits

(plus airport pick-up, transportation, hotel booking, briefing, market overview, networking dinner)

Online directory link

Go to our website www.basis.org.bd and access the top left of the home page to use the online directory.