

Garments Management System



Md Asraful Islam

- 100% export oriented
- 13% of the GDP
- Highly labor based industry
- Most of the people working there are not educated

Garments Industry/1

- About 5150 factories around the country
- Yearly turn over about \$12 billion
- 3 percent of global market share



Garments Industry/2

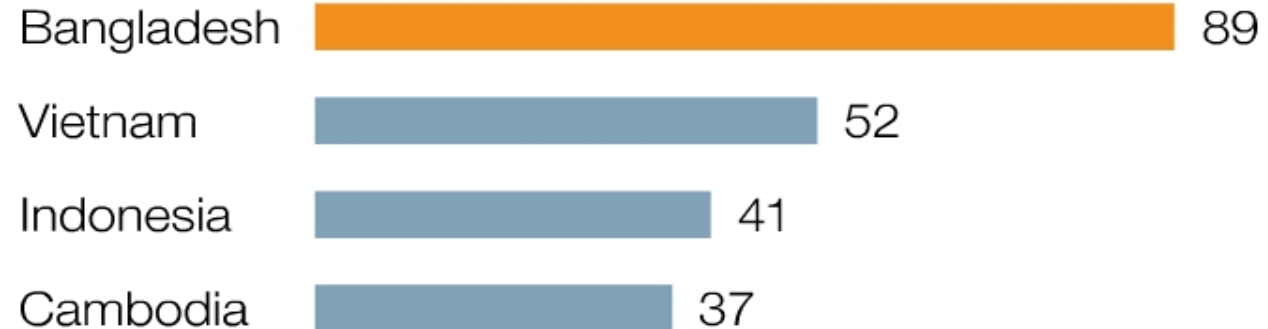
- 5-8% garments industry using software solution
- Maintain excel,access data entry.
- Generates huge overhead

Garments Industry/3

Many chief purchasing officers view Bangladesh as the next hot spot for sourcing in the ready-made-garment market.

% of respondents

What are your top 3 sourcing-country hotspots within the next 5 years?



Source: Sept–Nov 2011 McKinsey survey of 28 European and US chief purchasing officers from leading apparel companies that together account for \$46 billion in total apparel-sourcing value and 66% of all apparel exports from Bangladesh to Europe and the United States

Market Opportunity

- **Garments Management System(GMS)**
 - SMS based system
 - Mobile application
 - User friendly system.
 - Low cost solution

- SMS based system
 - Predefined information can be flashed key person anywhere.
 - Daily production
 - Monthly production
 - Push pull service
 - SMS Alert

- **Mobile Apps**

- Workflow of the order
- Access the updated information or update the information.
- Report of inventory, production ,sales etc

- **Garments Management System(GMS)**
 - Accounting
 - Inventory
 - Commercial
 - Order
 - Production

- Small and medium industry of the country
- 5-10% of the total industry
- Newly established company

Target

- \$40000 initial investment.
- 1st year expected return \$10000
- 2nd year expected return \$40000
- 3rd year expected return \$150000

Financial Plan

- Time to market
- First few selling of the product
- Keep the price cheap
- Manage initial investment

Challenge

- [1]. <http://www.bgmea.com.bd/home/pages/aboutus>
- [1]. <http://www.thedailystar.net/newDesign/news-details.php?nid=148118>(access on 24 march 2012)

References

Thanks for your attention