

Address of welcome by Mr. Md. Sabur Khan, President, DCCI in the Inauguration Ceremony of "DCCI Online Membership Directory & B2B Service" (April 11, 2013, at 2.30 p.m. Venue: DCCI Auditorium)

Bismillahir Rahmanir Rahim

- Honorable Minister for Information and Communication Technology, Government of Bangladesh Mr. Mostafa Faruque Mohammed, MP & today's Chief Guest;
- Distinguished Former Presidents, DCCI;
- My Colleagues in the Board of Directors, DCCI;
- Distinguished Business Leaders;
- Friends from the Media both Print and Electronic;
- Ladies and Gentlemen;

Assalamu A'laikum and a very good afternoon,

On behalf of Dhaka Chamber of Commerce & Industry (DCCI) and on my own behalf I have the pleasure to welcome you all in the **Inauguration Ceremony of "DCCI Online Membership Directory & B2B Service"** organized by Dhaka Chamber of Commerce & Industry (DCCI).

We are honored to have amongst us Honorable Minister for Information and Communication Technology, Government of Bangladesh Mr. Mostafa Faruque Mohammed, MP as the Chief Guest of today's program which we consider as an encouragement for private sector.

I take this opportunity to sincerely thank the government of the Netherlands through NTF-II project for their continuous support to implement the Online Membership Directory and B2B Service of DCCI.

One of the objectives of our today's program is to inform about different aspects of the Online Membership Directory and B2B Service which will be inaugurated shortly by the hon'ble Minister. All the members of DCCI and business communities at home and abroad can avail the opportunity to expand their business through the Directory and B2B Service.

Distinguished Guests,

In this age of globalization and rapid technological advancement, Information and Communication Technology (ICT) is considered as the

driving force for doing business which provides business communications avenues crucial to remaining competitive in local and global economies.

To compete in the global marketplace, companies use websites to provide ordering information and product lists online, allowing monetary exchange with customers. Websites also allow companies to receive valuable feedback on customer needs and ideas for improvement. Through e-mail, faxes, and telecommunications devices, businesses generate greater accessibility through almost instantaneous communications. ICT allows people to connect with each other and multiple third-party sources to verify information before acting on it.

You all know that in order to render more useful and informative services to its stakeholders, DCCI Website has been upgrading continuously. We are proudly informing all of you that we have been able to meet our commitment. Every day it is upgraded with relevant and updated information. The members of the Chamber, business communities at home and abroad, researchers, academicians are now able to collect information on trade, investment, different policies, economic indicator, bilateral trade, business opportunities, training opportunities etc. from this website.

I would like to highlight some of the recent development areas. We have already established a network namely DCCI Forum through which the members of the chamber and other business entrepreneurs can share their thoughts and ideas. DCCI has also developed an On Line Membership Directory and B2B Service to fulfill our commitment to the business communities.

Distinguished Members,

Some more software and important links have also been included in the website. These are:

- (1) News Link for linking published news of DCCI**
- (2) News & Event for getting all chamber news**
- (3) You Tube video link for broadcasting deferent TV channels of DCCI related news**
- (4) Trade Fair for national and international trade fair related news**
- (5) Business scope to get business information**
- (6) AMS Software/ Meeting Management Software, membership Management software**
- (7) Photo Gallery to see the picture with caption of any event of DCCI**

Distinguished Participants,

DCCI offers an effective Business-to-Business (B2B) Match-Making service to entrepreneurs who would like to explore new business opportunities in Bangladesh. The exporters and importers will be able to identify the buyer and seller through this service. The Foreign Buyers will also be able to identify their relevant partners from DCCI Online Membership Directory. I think this development is a milestone of the business community of Bangladesh.

In today's more global and competitive markets, success will only be achieved by organizations that focus on customer service, embrace change and who also have a pragmatic yet innovative approach to their customers. B2B means business to business. In other words, one company sells its goods or services to other companies or organizations rather than to an end-user or consumer.

Business-to-business (B2B) exchanges or marketplaces provide dramatic opportunities to automate collaborative business processes with customers and suppliers, generate internal efficiencies, and reach new markets at minimal cost. The benefits of B2B services are:

- **It provides B2B Company with a new way to increase revenue within its existing client base through expanded purchases or introduction to new items using up-selling and cross-selling techniques**
- **Expands the company's brand presence**
- **Reaches out to new potential customers, tapping into new streams of revenue and developing new relationships**
- **Increases revenues via 24/7 online ordering and significantly lowers the operational costs associated with those orders**
- **Provides the opportunity to revive relationships with inactive customers through targeted marketing campaigns.**

The online Member Directory allows someone to easily find and do business with any of the members of the world. B2B helps to meet the growing demand of the business community to promote their trade through an effective B2B meeting for enhancing the business locally and globally.

Distinguished Members,

Implementation of the Online Membership Directory and B2B Service of DCCI are major achievements of the chamber towards the transformation of e-chamber. Now our members will be able to find their respective business potentials through the use of internet. Any businessman across the world can find the members of DCCI through online and contact with them in the same way. Unlike a local business listing, online Business List Directory, will allow the listing to be seen anywhere by anybody in the world. **We believe that this new option will help DCCI members to find new businesses and provide more detailed & reliable information related to business, commerce and national economy.**

Distinguished Participants,

I will not prolong my speech further. Before concluding I would like to thank you all once again for joining us and sharing your interest to amass benefits from this program. I wish this initiative of DCCI will open a new era for its members.

I am eagerly waiting for the inauguration of the DCCI Online Membership Directory & B2B Service by the hon'ble Information and Communication Technology Minister.

Thank you very much.

Allah Hafiz.

Md. Sabur Khan
President, DCCI
April 11, 2013