



BANGLADESH-BASED MULTIDISCIPLINARY BUSINESS
ADVISORY & DEVELOPMENT CONSULTANCY

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Business Profile-2026

WHO WE ARE?



Discuss Manage Output (DMO) is a Bangladesh-based multidisciplinary consultancy firm providing professional advisory, technical, project, and development services to startups, SMEs, enterprises, government and institutional stakeholders, development organizations, and international partners.

DMO brings together expertise across Project Development & Engineering, EPC, Procurement & Indenting, Financial & SME Advisory, Digital & Enterprise Solutions, Public Health & Social Development, Research & Monitoring & Evaluation, Training & Capacity Building, Organizational & Strategic Advisory, Agriculture, Water & Environmental Development, Emergency & Disaster Management, and Event & Programme Management.

Our approach is built around understanding the client's requirements, developing practical solutions, coordinating the necessary technical and operational resources, and supporting implementation to achieve defined outputs. Depending on the assignment, DMO can provide strategic advisory, technical consultancy, project development, procurement and supply support, financial and business advisory, research and M&E, capacity building, and implementation support.

The name Discuss Manage Output reflects the way we work. We begin by discussing and understanding the client's needs, manage the relevant processes and coordination, and focus on delivering practical, measurable, and quality outputs.

With a multidisciplinary professional network and experience across business, industry, development, engineering, agriculture, water, environment, public health, digital systems, and disaster management, DMO aims to serve as a reliable professional partner for organizations seeking practical solutions from concept and planning through implementation and continuous support.



MANIK

SHEIKH JAHANGIR HASAN **MANIK**

Proprietor & Chief Executive Officer
Discuss Manage Output (DMO)

Sheikh Jahangir Hasan Manik is the Proprietor and Chief Executive Officer of Discuss Manage Output (DMO), a Bangladesh-based multidisciplinary consultancy providing project development, engineering and EPC support, procurement and indenting, financial and SME advisory, digital and enterprise solutions, research and M&E, training, organizational advisory, and development-sector services.

With 12+ years of professional experience, Mr. Manik has worked across business consultancy, industrial project development, salt and food-processing industries, Universal Salt Iodization (USI), engineering procurement, organizational development, MIS/ERP systems, programme implementation, financial advisory, and capacity building. His experience combines strategic planning with practical field-level implementation and coordination among business, technical, institutional, and development stakeholders.

As the founder of DMO, he leads assignments from concept development and feasibility through procurement, project implementation, financial planning, digital systems, and operational support. His areas of professional engagement include project profiling and feasibility studies, EPC and industrial project support, international sourcing and tendering, capital planning, loan and investment facilitation, MIS/ERP development, organizational development, training, research and M&E, and strategic business advisory.

Mr. Manik has developed substantial sector expertise through his long-standing involvement in Bangladesh's salt industry and USI initiatives. His work has included the development of the Central USI BD MIS, model salt refinery project

MANIK

planning, assessment of process losses in traditional salt mills, quality salt harvesting initiatives, modernization and consolidation of salt mills, establishment of quality-control laboratory systems, and development of training, awareness, and community engagement programmes.

He has also contributed to industrial modernization and project development through consultancy for salt refineries and chemical plants, BMRE-related advisory services, international tendering, machinery and technology sourcing, and engineering project coordination. His professional exposure includes collaboration and field engagement with local and international stakeholders across Bangladesh and abroad.

Under his leadership, DMO is structured to provide integrated, practical, and implementation-oriented professional support, bringing together business, engineering, financial, digital, research, development, and technical expertise according to the requirements of each assignment.

Professional Focus:

- Project Development & Engineering
- EPC & Industrial Projects
- Procurement & Indenting
- Financial & SME Advisory
- Digital & Enterprise Solutions
- Public Health & Social Development
- Research, M&E & Data Solutions
- Training & Capacity Building
- Organizational & Strategic Advisory
- Event & Programme Management

Educational Background:

MA in English Language & Literature
Southern University Bangladesh

MBA in Human Resource Management
Southern University Bangladesh

BA (Honours) in English Language & Literature
Premier University, Chittagong



RIDHY

**NABILA AZHAR
RIDHY**

Consultant – Agriculture, Water & Environmental Development

Nabila Azhar Ridhy is an Agricultural Engineer and development professional with a B.Sc. in Agricultural Engineering and an M.Sc. in Farm Structure & Environmental Engineering from Bangladesh Agricultural University.

She has professional experience in Integrated Water Resources Management (IWRM), agricultural water management, climate-smart and regenerative agriculture, environmental sustainability, programme implementation, training and capacity development, and monitoring, evaluation, accountability and learning (MEAL).

Her professional work includes supporting IWRM-related training and programme activities, stakeholder and community engagement, sustainable water management, micro-watershed protection, climate resilience, sustainable agriculture, documentation, data collection and reporting.

She also holds a Postgraduate Diploma in Monitoring, Evaluation, Accountability and Learning (MEAL), certified by EDUCO, UK, and has research experience in low-cost water purification and water treatment solutions.

At DMO, Ridhy contributes specialist technical and development expertise to assignments related to agriculture, water resources, environmental management, climate resilience, sustainable development, programme management, research, and capacity building.

RIDHY

Areas Of Consultation

- Agricultural Engineering
- Integrated Water Resource Management for Agriculture and Aquaculture
- Farm Structure & Environmental Development
- Climate-Smart & Regenerative Agriculture
- Micro-Watershed Protection & Management
- Environmental Management & Sustainability
- Water Quality & Low-Cost Treatment Solutions
- Climate Change Adaptation & Resilience
- Programme Development & Project Management
- MEAL, Research & Capacity Building

Education & Professional Qualifications

PGD- Monitoring, Evaluation, Accountability & Learning (MEAL)

M.Sc.- Farm Structure & Environmental Engineering
Bangladesh Agricultural University

B.Sc.- Agricultural Engineering
Bangladesh Agricultural University

Certified by EDUCO, UK



ABEER

SHAHRIAR AZAD **ABEER**

Consultant – Emergency & Disaster Management

Shahriar Azad Abeer is an Emergency & Disaster Management professional with a B.Sc. in Emergency & Disaster Management from Coventry University, United Kingdom.

His academic and practical exposure includes international fieldwork in Sicily, Italy, and Tenerife, Spain, providing valuable exposure to emergency and disaster management practices within different geographical and operational contexts.

At DMO, he contributes specialist knowledge in emergency preparedness, disaster risk reduction, resilience, field assessment, risk awareness, and community-based disaster management, supporting multidisciplinary consultancy and development assignments.

His international academic background and field exposure complement DMO's broader consultancy capabilities, particularly in projects involving disaster risk management, emergency preparedness, climate and environmental resilience, community development, and programme implementation.

Areas Of Consultation

- Emergency & Disaster Management
- Disaster Risk Reduction & Resilience
- Emergency Preparedness & Response
- Field Assessment & Programme Support
- Community-Based Disaster Management
- Risk Awareness & Capacity Building
- Climate & Environmental Resilience
- Development & Humanitarian Programme Support

Education: B.Sc. in Emergency & Disaster Management
Coventry University, United Kingdom
International Fieldwork: Sicily, Italy | Tenerife, Spain

SELECTED ACHIEVEMENTS

- Developed and implemented the Central USI BD MIS, creating an integrated information-management framework for monitoring salt mills and supporting transparent, data-driven management within the salt sector.
- Developed a Model Salt Refinery Project Profile for a 72 TPD fully automatic mechanical salt refinery, supporting the modernization of Bangladesh's salt-processing industry through improved technology, production planning, and operational standards.
- Supported modernization and consolidation of traditional salt mills into improved production units, including machinery, process, operational, and compliance-related advisory.
- Conducted assessment of process losses in traditional salt mills, identifying production inefficiencies and opportunities for improved yield, resource utilization, and modernization.
- Designed and supported a 24-acre modern salt cultivation initiative, applying improved harvesting approaches aimed at enhancing crude-salt quality and production performance.
- Supported the establishment of a Central Laboratory for Quality Control, strengthening quality-testing and certification capacity for salt-processing stakeholders.
- Developed and delivered quality salt harvesting and iodization training programmes, including Training of Trainers (ToT), field-level training, and practical capacity-building activities.
- Designed and implemented community awareness and engagement programmes on iodized salt and quality salt production, including communication materials, counselling modules, TVC production, and courtyard meetings.
- Presented research on Public-Private Partnership in Universal Salt Iodization at the 5th Global Micronutrient Forum Conference in 2020, contributing Bangladesh experience to an international professional forum.
- Provided industrial project and engineering consultancy for salt refineries and chemical plants, including modernization, BMRE, process improvement, and technical coordination.
- Supported international procurement and tendering activities, including sourcing, vendor communication, technical requirements, and coordination for industrial projects and equipment.
- Provided project development and financial advisory support, including project profiling, feasibility assessment, capital planning, loan facilitation, investment structuring, and business proposals.
- Developed MIS, ERP, documentation, and management systems to support improved organizational coordination, reporting, operational management, and decision-making.
- Delivered programme development, organizational development, and capacity-building support across business, industrial, public-health, and development-oriented assignments.
- Built multidisciplinary project-support capacity through DMO, integrating business advisory, engineering, procurement, financial, digital, research, training, and development expertise under a single professional platform.

WHY CHOOSE DMO?

Integrated Professional Support

Integrated support across project development, engineering, supplying, procurement, finance, digital systems and development programmes.

Multidisciplinary Expertise

Access to complementary expertise in business, engineering, finance, agriculture, water resources, environment, public health, research, MEAL agriculture & water resource, emergency & disaster management and organizational development.

Practical & Execution-Oriented

DMO focuses on moving beyond recommendations by supporting planning, coordination, implementation and delivery.

National & International Engagement

Experience working with government stakeholders, development organizations and international technical and business partners, including partners from Bangladesh, China and India.

Customized Solutions

Services are structured according to the specific requirements of startups, SMEs, enterprises, investors, institutions and development partners.

Transparency & Sustainable Results

DMO emphasizes professional integrity, transparent coordination, practical innovation and sustainable outcomes.

CORE AREAS OF EXPERTISE

1. Project Development & Engineering Support

- Startup Project Concept Notes & Investor Pitch Preparation
- Engineering, Procurement & Construction (EPC) Services
- Budget Planning & Resource Allocation
- Business Registration & Regulatory Setup Support

2. Supplying & Indent Services

- Sourcing & Supplying of Equipment and Machinery
- Government and Private Sector Indenting
- Technical Procurement Support
- Vendor & Supplier Coordination
- Logistics Coordination & Delivery Oversight

3. Financial Services

- Financial Feasibility & Project Viability Assessments
- SME-focused Business Planning & Financial Modeling
- Loan Proposal Development for Banks and Financial Institutions
- Investment Profiling for Startups and Growth-Stage Enterprises
- Budget Forecasting, Capital Planning & Cash Flow Advisory
- Access to SME Financing, Grants, Subsidies & Incentive Schemes
- Advisory on Compliance with Regulatory & Banking Requirements

4. Digital & Enterprise Solutions

- Management Information System (MIS)
- Enterprise Resource Planning (ERP)
- Project & Data Dashboards
- Digital Transformation Advisory
- Branding, Web Presence & Pitch Deck Development for Startups

5. Public Health & Social Development

- Universal Salt Iodization (USI) Programming
- Iodized Salt Awareness & Advocacy
- Counseling & Training Module Development
- Designing Awareness Campaigns & IEC Materials
- Report & Script Writing for Documentation

6. Research, Monitoring & Evaluation

- Survey Design & Field Execution
- Census Module Development & Enumeration
- Monitoring Frameworks & MIS Development
- Baseline, Midline & Endline Assessments
- Policy Analysis & Recommendations

7. Training & Capacity Building

- Training Module Development
- Training of Trainers (ToT) Programs
- Capacity Building for Startups, Enterprises & Field Staff

8. Organizational Development & Strategic Advisory

- Organizational Development & Change (ODC)
- Institutional Policy & Strategic Planning
- Business Model Innovation & Roadmapping

9. Agriculture, Water Resources & Environmental Development

- Agricultural Engineering Advisory
- Integrated Water Resources Management (IWRM)
- Agricultural Water Resources Management
- Farm Structure & Environmental Engineering
- Micro-Watershed Protection & Management
- Climate-Smart Agriculture
- Regenerative Agriculture
- Environmental Management & Sustainability
- Water Quality & Low-Cost Water Treatment Solutions
- Climate Change Adaptation & Resilience
- Sustainable Agriculture & Natural Resource Management



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- Disaster Risk Reduction & Resilience
- Emergency Preparedness & Response
- Risk & Vulnerability Assessment
- Community-Based Disaster Management
- Disaster Management Planning
- Emergency Training & Capacity Building

11. Event & Programme Management

- Event Planning & Execution
- Workshop & Conference Management
- Training Event Coordination
- Programme Launch & Stakeholder Events
- Community Engagement Events
- Documentation & Event Reporting

WHO WE SERVE

Startups & Entrepreneurs
SMEs & Enterprises
Industrial & Manufacturing
Government & Public Institutions
Development Organizations & NGOs
International Project Partners
Investors & Business Groups
Agriculture, Water & Environment
Humanitarian & Disaster Management
Public-Private Initiatives

OUR APPROACH

DISCUSS

Understand the client's objectives, challenges, requirements and expected outcomes.

MANAGE

Coordinate the appropriate technical, financial, operational, procurement and development processes.

OUTPUT

Deliver structured, practical and measurable results aligned with the client's objectives.



LET'S WORK TOGETHER

Whether you are a startup founder, SME owner, investor, industrial enterprise, development partner, government institution or international organization, DMO is ready to explore how our multidisciplinary expertise can support your objectives.

We welcome opportunities for consultancy assignments, project development, technical collaboration, procurement and supply, financial advisory, digital solutions, research and development programmes, agriculture & water resource, emergency & disaster management and strategic partnerships.

Let's discuss your requirements and explore how we can work together.

Warm regards,

Sheikh Jahangir Hasan Manik

Proprietor & Chief Executive Officer

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Contact Us

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