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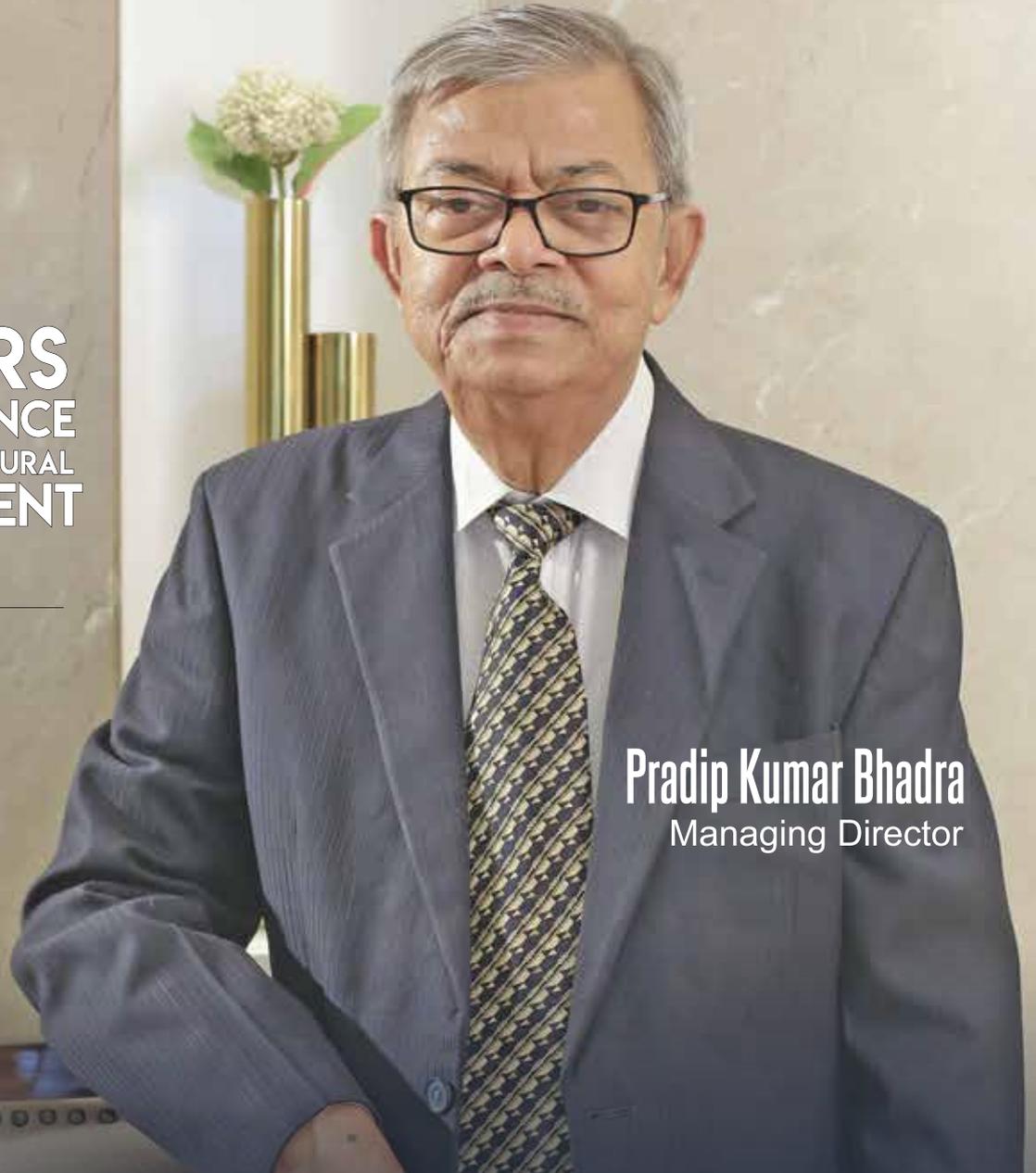
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INSPIRING BUSINESS COMMUNITY



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ASSERTING  
**50 YEARS**  
OF PROMINENCE  
IN THE INFRASTRUCTURAL  
DEVELOPMENT  
LANDSCAPE...



**Pradip Kumar Bhadra**  
Managing Director

# BHARAT VANIJYA EASTERN PVT. LTD.

# Bharat Vanijya Eastern Pvt. Ltd.

Asserting 50 years of prominence in the infrastructural development landscape...



**T**he role of roads and highway construction in infrastructure development is crucial for the overall economic growth and connectivity of any nation. Roads and highways serve as lifelines, connecting cities, towns, and rural areas, facilitating the movement of goods, services, and people. From facilitating connectivity & accessibility to supporting trade & commerce, this domain ensures holistic infrastructural development of the country. That said, many construction companies have emerged in the last 5 decades to become a beacon of hope to enhance the infrastructure in India. In this direction, Bharat Vanijya Eastern Pvt. Ltd. has scaled to prominence with its best-in-class service portfolio and insightful leadership that is guided by Pradip Kumar Bhadra, the Managing Director of the company. This whole narrative is based on the excerpts of candid conversations held with Mr Bhadra who walked us through various aspects of the company and shared his entrepreneurial wisdom and industrial insights with us.

## THE COMPANY OVERVIEW

Bharat Vanijya Eastern Private Limited aka BVEPL is a rapidly growing infrastructure development company based in Eastern India. Since its humble beginning in 1973, the company has been involved in the construction sector, adapting itself to the requirements of the sector along the way. They intend to change the infrastructure landscape of this booming country by delivering one project at a time.

BVEPL focuses on the construction of roads and highways, working across regions like West Bengal, Jharkhand, Bihar, Arunachal Pradesh, Manipur, and Karnataka. In 50 years of its spectacular journey, it has served about 112 Projects, with a record of 95% of projects delivered on time and 21% of projects delivered before time.

“Our mission is to build a more prosperous nation by delivering SBD, EPC, and HAM projects of the highest quality within the strictest deadlines. It is our unwavering commitment to this mission that has made BVEPL one of the most trusted names in the infrastructure sector throughout the nation. BVEPL has completed many projects before the scheduled time for which bonuses for early completion were received,” reveals Pradip Kumar Bhadra.

**Pradip Kumar Bhadra**  
Managing Director



## The story of genesis

In 1973, Sudhir Kumar and Nagarmal identified a business opportunity to export boulders to Bangladesh from India and industrial garments and safety items to the Middle East and Europe. Encouraged by the prospect, they approached their friend, Dwarkalal Agarwal, also a displaced individual from Bangladesh, to embark on this entrepreneurial venture together. This marked the beginning of their business relationship, leading to the formation of a partnership firm called Bharat Vanijya Sangh.

The partnership firm thrived with the involvement of nine partners, united by a blend of friendship, family ties, and professional values. Pradip Kumar Bhadra, son of Sudhir Kumar, along with Dwarkalal, took on the initiative to drive the partnership firm towards greater success.

In 1980, Bharat Vanijya Sangh secured its first significant breakthrough project in the irrigation and road construction sector. The firm successfully completed "The left upstream guide bundh of Teesta Barrage project at Oodlabari district Jalpaiguri," a challenging undertaking under the Government of West Bengal's Irrigation and Waterways department. This ensured the company's entry into the road infrastructure sector, and it expanded its operations to Bihar between 1982 and 1990.

During this period, in 1983, Bharat Vanijya Sangh transformed into a Private Limited company and rebranded as Bharat Vanijya Eastern Pvt. Ltd. (BVEPL). The company actively pursued and won various prestigious tenders for irrigation and Public Works Department projects, earning a reputation for timely and efficient project execution. A few of their prestigious projects included the construction of the Boulder-cum-masonry dam at North Koel River, the Chandil Dam project, and the Galudih barrage project.

In 1990, BVEPL received the prestigious task of constructing the Falakata Pundibari Road of NH31, which was the largest single project under MoRTH in the northern part of Bengal in terms of volume and monetary value at that time.

As the roadway sector experienced significant developments, the Indian Government launched a connectivity revolution under the leadership of Former Prime Minister, Late Shri Atal Bihari Vajpayee, who focused on constructing expressways to drive national growth and development. This included the Golden Quadrilateral expressway, connecting major cities of India with four-lane/six-lane/eight-lane expressways.

Taking advantage of the government's promotion of FIDIC, SBD, BOT, HAM, and EPC contracts through the Ministry of Road Transport and Highways (MoRTH), National Highway Authority of India (NHAI) and National Highways & Infrastructure Development Corporation Limited (NHIDCL), BVEPL secured landmark projects through various contracts.

When it comes to team building, the company has prioritized interpersonal relations and the recruitment of skilled and experienced engineers capable of handling projects from esteemed clients such as MoRTH, NHAI, NHIDCL, and various Government Road Construction Departments across different states throughout India. They have sought team members with the necessary qualifications and technical expertise to execute projects according to the required specifications mandated by authorities. Instead of approaching top institutes and colleges, they have recruited candidates from similar experienced companies, cultivating a well-qualified and competent workforce.

### SYNCING WITH TECH ADVANCES

BVEPL takes a proactive approach to staying in sync with the latest market trends and technological advancements. To achieve this, they maintain constant communication with their service providers and equipment suppliers, such as Volvo, Wirtgen, Ammann, Kovelco, Hyundai, and many more. By staying updated on the latest manuals and circulars from regulatory authorities like the IRC, MoRTH, State Governments, and other official bodies, they ensure compliance with the latest industry standards.

To uphold its commitment to quality, the company has established a dedicated quality control team. They possess their own laboratory equipped with state-of-the-art material testing machinery and a team of skilled engineers closely monitoring the quality of each activity undertaken as part of the contract. Additionally, clients appoint Authority Engineers to independently assess and oversee the quality and progress of the construction on a regular basis.

The in-house quality control team plays a pivotal role in ensuring the delivery of high-quality projects. Regular third-party audits conducted by NABL labs further validate their commitment to adhering to IRC guidelines and to maintain the highest quality standards in the field.



SH-1, Bongaon - Chakdaha Road

### A PROMISE TO CUSTOMER –CENTRICITY

BVEPL upholds a strong commitment to customer centricity, evident in their direct collaboration with esteemed clients such as National Highways Authority of India, the Ministry of Road Transport & Highways, and various State Public Works Departments. Their partnerships extend to working with private contractors like Ashoka Buildcon and DRA, building faith through timely and quality-driven service delivery with minimal client involvement. BVEPL takes immense pride in completing landmark projects well ahead of schedule, reflecting their dedication to innovation, unwavering adherence to strict quality control standards, and prioritization of safety. Leveraging cutting-edge machinery from around the world and assembling highly skilled team members, BVEPL consistently fulfils their mission by exceeding expectations and achieving excellence in project execution.

### ENSURING AN EDGE IN THE MARKET

The company's competitive edge lies in its strategic approach of undertaking a small number of projects each year, allowing them to prioritize the quality and time schedule. Their commitment to adhering to IRC guidelines and the Road and Highway Circulars of different Ministries ensures consistently high-quality output. They also stand out by keeping abreast of technological trends and innovations, reinforcing their position as industry leaders. Unlike its peers in the industry, the company's focus remains on delivering excellence in a selected number of projects rather than expanding the volume of projects undertaken annually. Moreover, the active involvement of their top management significantly contributes to their success, setting them apart in the industry.

### GET TO KNOW THE KEY EXECUTIVES

BVEPL commemorates 50 remarkable years of achievement, a journey ignited by Founder Sudhir Kumar Bhadra and Nagarmal Lila in 1973. Their enduring guidance and support, alongside contributions from directors like Pradip Kumar Bhadra, Dwarka Lal Agarwal and others, have forged a familial bond and propelled the company to excellence. These stalwarts' continuous commitment has been pivotal in shaping BVEPL's triumphant trajectory.

#### Pradip Kumar Bhadra

He is the Managing Director of the company and has been the guiding force since inception behind the success of BVEPL. He looks after the long-term strategies of the company and supervises the CSR of the company.

#### Gokul Agarwal

He is the Director of the establishment and has been influential in the meteoric rise of BVEPL since 1999. Being one of the first civil engineers in the company, he has been able to guide the technical staff since he joined. He looks after the day-to-day implementation of prefixed strategies and programs. He also handles the vendor network primarily and is the chairman of the CSR committee. He leads the banking relations of the company and is handling all the projects for early completion keeping the quality in mind for better goodwill of BVEPL. He has also been able to implement new methodologies for projects through skilled and qualified vendors for timely completion of projects.

#### Debdeep Bhadra

He is also the Director of the company and is a well-accomplished engineer himself. He has transformed BVEPL into a technology-shift this to the end. His technical knowledge helps guide the company in completing projects on schedule. He looks after the tendering activities. Having a civil engineering background, he is maintaining the day-to-day progress of the work to fulfil the highest quality with timely completion since 2012.

#### Deepanjan Bhadra

He is the CEO of the company and looks after the day-to-day functioning of the projects under the guidance of the other directors. He manages the procurement of materials for various ongoing projects and also heads the Plant and Machinery department of the company.

### SITTING ON THE LAURELS

Throughout its phenomenal trajectory, BVEPL happened to create several marvels crossing many milestones. Out of the long list, we have entailed a few worthy mentions below:

- It bagged the MORTH Silver Award for Excellence in Construction Management (NH-60A).
- It received the MORTH Gold Award for Excellence in Project Management (NH-215).
- Received Appreciation for the timely completion of the NHIDCL Project (NH-215).
- Bestowed with bonuses from the government for completing 90% of the projects on time.

### THE FUTURISTIC OUTLOOK

The company envisions a future that speaks of continuous adaptation to technological trends and advancements. They are proactively pursuing opportunities to secure HAM projects directly floated by NHAI (National Highway Authority of India) and various asset management projects.

BVEPL has observed its Golden Jubilee in 2023 and has achieved a significant revenue milestone of nearly Rs 800 Cr. With an optimistic outlook, the company aims to double its revenue to Rs 2000 Cr in the next two years. This ambitious goal is supported by a robust pipeline of major projects that not only promise to fuel the company's growth but also contribute to the nation's overall progress. Their determination to embrace opportunities and their commitment to nation-building serve as strong pillars for their success ahead.

Before signing off, Pradip Kumar Bhadra expressed, "BVEPL is committed to undertaking various projects under different authorities, ensuring the utmost quality, safety, and environmental consciousness. We prioritize the well-being and awareness of commuters, road users, and local villagers, aligning our efforts with the guidelines set by MoRTH and NHAI. This dedication has led us to achieve several awards and bonuses, which serve as a testament to our accomplishments. I believe our accomplishments and approach are expected to inspire other contractors to adopt similar methodologies and practices while executing their projects to help contribute to the socio-economic growth of our society."



NH-60A, Bankura - Purulia Section