

MITI & MSPC OUTREACH PROGRAM for MALAYSIAN SERVICE PROVIDERS SMEs

PROGRAM I
2015 series



*Outreach Program 2015 for
Malaysian service providers
is jointly organized by:*



Successful Professional and Construction Service Export for SMEs

The Outreach Program 2015 is a complimentary program and will consist of thirty participants selected from SMEs in the Professional and Construction Services Sectors as recommended by relevant MSPC members such as PAM, IEM, MBAM etc. It will be facilitated by two industry experts and representatives from MITI, MATRADE, SME Corp, Kementerian Kerja Raya, MIDF, CGC, Exim Bank, PROKHAS with three MSPC Council members

For the 2015 series, five Round Table Dialogues will be conducted from September to November at Klang Valley, Ipoh, Johore, Malacca and

Penang.

Participants are SMEs from Professional Construction Services Sectors who are proprietors, directors or senior managers involved in the company's operations in the following sub-sectors:

1. Engineering Consultancy
2. Architecture / MIID
3. Quantity Surveying
4. General Construction (Buildings)
5. General Construction (Civil)
6. Installations
7. Infrastructure Maintenance and Management
8. Other related Construction Sectors

PROGRAM OBJECTIVES

- I. To deliberate the recommendations of the Services Sector Blueprint (SSB) and identify its potential impacts with particular emphasis on enabling the participants to utilize and benefit from strategies outlined in the SSB.
- II. To obtain feedback on challenges and other initiatives, other than those advocated by the SSB to further improve the quality and competitiveness of the services rendered.
- III. To highlight the role of MSPC in enhancing the capabilities and capacity of Service Providers and facilitate export of services.

ABOUT MSPC

Amongst MSPC's key roles, MSPC is responsible for conducting policy, business market development and trade research on services sectors to facilitate the ease of doing business, enhancing competitiveness and comparative advantage and additionally, to undertake export promotion activities for Malaysian services sectors.



2015 DATES & VENUES

KLANG VALLEY

Kuala Lumpur 8 Sep MATRADE

PERAK

Ipoh 22 Sep TBA

JOHORE

Johor Bahru 6 Oct MPC

MALACCA

Malacca 20 Oct UTEM

PENANG

Georgetown 3 Nov USM



AGENDA

- 08.30am – 09.00am Registration and Networking
- 09.00am – 10.30am **Session I Briefing**
Government programs
by MITI, MATRADE, KKR and SME Corp
- 10.30am - 11.00am Morning break
- 11.00am - 12.30am **Session II Briefing**
Business finance and credit guarantees
by MIDF, CGC, EXIM Bank, PROKHAS
- 12.30pm - 01.30pm Lunch break
- 01.30pm - 03.00pm **Round Table Dialogue**
Overcoming Key Impediments for the development of
services sectors
- 03.00pm - 04.00pm **Innovative Strategies**
for growth acceleration
- 04.00pm - 04.30pm Tea break
- 04.30pm - 05.00pm **Summarizing the Way Forward**

PROGRAM OUTCOMES

UNDERSTANDING

Participants will have a clearer understanding of the Services Sector Blueprint to contribute to its intended goals

COLLABORATION

Strengthen the linkages between government officers and business players

ADVOCACY

Increase the advocates for championing the services sector

EXPORT CAPABILITIES

Enhance the success of participants in developing their services and exports capabilities

FEEDBACK

Obtain relevant feedback for further improvements to the services sector

DIRECTORY & NETWORKING

Provide and facilitate the database activation for networking by SME service providers

CONSENSUS BUILDING

Obtain consensus on a practical monitoring procedure

MSPC SERVICES DEVELOPMENT

Strengthen MSPC's role in facilitating the development and export of services

JOIN the OUTREACH PROGRAM

FREE ATTENDANCE

apply online at outreach.mspc.my
or complete and send the following

| | | |
|-----------------|------------|---------|
| salutation | full name | |
| company name | | |
| company address | | |
| postcode | state | country |
| office phone | office fax | mobile |
| email | | website |

CONTACT US



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SURVEY QUESTIONNAIRE

OUTREACH PROGRAM - 2015



| QUESTIONS | YES | NO |
|--|--------------------------|--------------------------|
| 1. Do you currently export services to countries outside Malaysia? | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Do you require assistance to start or expand your business outside Malaysia? | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Are you familiar with the various support and/or assistance provided by the Malaysian and foreign governments? | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Are you aware of the legal and tax regulations for export to overseas market you operate (or intend to operate) and their implications for your business? | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Are you knowledgeable about financing or funding options available for the overseas markets you service? | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. Do you require advice on best practices for managing foreign currency and other options available including billing, collections, managing cashflow and the impacts and processes of forex? | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. Do you think your current line of employees are able to manage and handle overseas-related issues? | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. Do you need help to access, or to obtain advice, on best marketing and selling approaches for your services in the overseas markets? | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. Do you require assistance to find and assess or monitor local partners or representatives in overseas countries to ensure suitability and compatibility? | <input type="checkbox"/> | <input type="checkbox"/> |
| 10. Are you familiar with requirements for local services certification or compliance standards, or how to obtain the necessary compliance? | <input type="checkbox"/> | <input type="checkbox"/> |
| 11. What are your proposals for us to enable you to succeed further with export opportunities? | | |
| <div style="border: 1px solid black; height: 100px; width: 100%;"></div> | | |

register & complete online at outreach.mspc.my or
 email your completed application and questionnaire to rafidah@mspc.my, or send to

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