



1 & 2 October 2024
Menara Felda, Platinum Park KLCC

Exporting Professional Services Forum –
Expanding the Horizon:
Success Stories in Global Engineering Services

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Moderator

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Forum Objective

To inspire Malaysian Engineering Consultancy Firms and Engineering Professionals to export their services Globally

Empowering BEM Registered Persons and ECPs to Tap into the Global Value Chain

Registered Persons and ECPs

- | | | | |
|--------|-----------------------|---------------------------------|---------|
| • ECP | 2,809 (1,283 Sdn Bhd) | • Graduate Engineer | 206,737 |
| • PEPC | 8,820 | • Engineering Technologist | 16,133 |
| • PE | 7,938 | • IOW (Engineering Technicians) | 5,417 |

There are many Initiatives to empower ECPS, Engineers, Engineering Technologists and Engineering Technicians to be mobile and exporting services

1. ASEAN Mutual Recognition Agreement (MRA)

- Recognises Registered Professionals in all ASEAN Member States
- Registration of ASEAN Chartered Professional Engineers (ACPEs)

2. ASEAN Registered Foreign Professional (RFP) process to activate ACPEs working in Host Member States

3. MATRADE

- Continuous Programs to promote and support Export of Malaysian Services
- Grants, Guidance, Capacity Building, Export Delegation, International Exhibitions, Market Intelligence...

4. BEM Strategic Plan 2021-2025

- Theme 1: Enhance the Value of the Engineering Profession
- Tap in into the Global Value Chain
- Branding

5. BEM International Accredited Degrees and Diplomas

- Washington Accord, Dublin Accord, Sydney Accord

6. International Engineering Alliance (IEA)

- APEC/IPEA (Engineers); IETA (Engineering Technologists); AIET (Engineering Technicians)



Yet, when compared to Contractors (CIDB)...

Comparison CIDB vs BEM

1. CIDB Established 1995 (29 years ago); BEM in 1972 (52 years ago)
2. By 2022 (over 27 years), Contractors have exported RM 20.1 billion; Engineering Consulting Practices (ECP), over 52 years, still relatively insignificant!

WHY?

Why should we **increase export** of engineering services?

1. Malaysia has signed several Free Trade Agreement FTAs; **Trading is mutual** buying and selling
2. All FTAs require mutual uplifting of barriers to free trade
3. **Malaysia has opened-up** – ASEAN MRA, FTAs, Opening up of Shareholding and ownership of ECPs.
ASEAN MRA:
 - Recognises Registered Professionals in all ASEAN Member States (ACPEs)
4. There will be an **increasing** number **local presence of international professionals and ECPs**
5. We need to **balance** the engineering services trade by **venturing out and establish our Global Presence**

HOW?

1. Apart from taking full advantages of the initiatives already in place, we can **learn from the knowledge and experience** of ECPs that have already ventured into the Global value chain.
2. This is In line with the objective of this Forum:
 - To learn and listen from the panel of ECPs today and **to be inspired** by their achievements at the international platform
 - To **exchange experience and share knowledge** between the panel and participants here today

