



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

