



1 & 2 October 2024  
Menara Felda, Platinum Park KLCC

# **Exporting Profession Services Forum – Expanding the Horizon: Success Stories in Global Engineering Services**

## **Sharing the Experience of RPM Engineers Sdn Bhd**



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**2 October 2024**

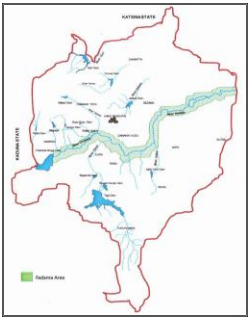


- Specialisation – Water resources, hydrology, dam management, irrigation, drainage, flood management, rural infrastructure
- Countries where we have provided engineering consultancy services



### International Organizations

- CAP-Net
- FAO
- JICA





# From our experience...

## To export services

1. There must a sense and spirit of adventure in the Board of Directors, the staff and the company
2. Positioning – Be Export Ready
  - Building Credentials – essential for company evaluation and pre-qualification, selection
    - Good Track Record
    - Good CVs
    - Registration with BEM has added value
    - Good, well written Company Profile, Brochures
    - Good Financial Standing
    - Credit Rating by Banks – for project financing, loan (“Boutique Countries”)
    - Understanding contracts and service agreements – Arbitration clause; payment terms
3. Building a Team for Overseas Assignment
  - Personnel “eager” to go; adventurous
  - Personal Security and Communications Training
  - Respect – Professional Capability, Cultural Differences and Diversity, Political and Religious Beliefs, **Food**
  - **Good Home Office Team Support** – Motivation, Technical Support, In case of emergencies (time difference Suriname – 11 hours)
  - **Managing Corruption**



EMPOWERING  ENGINEERING



From our experience...

*Feasibility Studies and Masterplans  
are Strategic Information of Future  
Development Plans*

To export services

**4. Skills in preparing Technical and Financial Proposals and Report**

- Must be well written, impressive (Specialist Consultant)
- Report must be “bankable” – for international project funding
- **ENGLISH** – This is now becoming a challenge (English Department)
- **Risk Assessment; Market Intelligence, Country background**

[1. Daily Fact Archive - The World Factbook](#)

2. Go to CIA.gov WFB The **World** Factbook...The **World** Factbook Daily Facts Archive

[3. https://www.cia.gov/the-world-factbook/daily-facts-archive/](https://www.cia.gov/the-world-factbook/daily-facts-archive/)

**5. Collaborate with local consultants**

- Selecting good partners
- Understanding local laws, rules, regulations, standards, practices
- Data and information collection
- Resolving problems and issues
- Pricing; negotiation; “invisible” costs

**6. Strengthening Engineering Services Exports**

- International Branding
- Developing strategies specific for engineering services export (MATRADE; Foreign Affairs, JKR, JPS..)

**“We just cannot go and knock on doors and ask for jobs”**

