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## 凝聚领域之声 推动机械与器材发展（上）

### Consolidate the voice of the industry to promote the development of machinery and equipment (part 1)

有一位长者，担心四个儿子日后会因争吵而分裂，就把他们叫到火堆前，要他们每人拿一根燃上火的木条。他们各自拿了一根木条后，火不久就熄灭了。长者就说：“燃火要把木条集合起来，才能够燃烧更久；木材被分散后，火势就会灭了。”

An elder, worried that his four sons would be split due to quarrels in the future, called them to go to the front of fire and asked them to take a wooden stick that burned. Each of them took a piece of wooden stick, the fire soon went out. The elder said "The wooden sticks must be assembled to burn for a longer period of time; after the wood is scattered, the fire will be extinguished."

大家携手，才能走得更长远。

Together, we can go further.

他们，所处不同的中小型协会，各自发声，但始终凝聚力不足，所提出的建议或诉求未必能够被听见。为了在接洽政府、出席论坛、解决领域问题时，能够有更团结、更一致的声音，他们决定整合力量，结盟为机械工程行业联合会（MEIF）。

They, in different small and medium-sized associations, have their own voices, but their cohesion is always insufficient, and their suggestions or demands may not be heard. In order to have a more united and unified voice when contacting the government, attending forums, and solving problems in the industry, they decided to integrate their forces and form a federation, namely Mechanical Engineering Industries Federation (MEIF).



机械与器材（Machinery & Equipment）是一个特别的领域。它与各个关键经济领域，如制造、建筑与服务业关系紧密。

Machinery & Equipment (Machinery & Equipment) is a special industry. It is closely related to various key economic sectors, such as manufacturing, construction and service industries.

它的整体价值链与供应链，涵盖工程支援领域，如模具、铸件、表层工程、机械加工、锻件、热处理、板金加工等，以及部分电气与电子（E&E）工业。

Its overall value chain and supply chain cover engineering support fields, such as mold & die, castings, surface engineering, machining, forgings, heat treatment, sheet metal processing, etc., as well as some electrical and electronic (E&E) industries.

它注重创新与科技，融入了电子、机器人、原料与软体结合等，所以成为推动工业革命的关键点。

It focuses on innovation and technology, and integrated into the electronics, robotics, materials and software combination, so it has become a critical success factor in industrial revolution.

它是马来西亚转型为高科技、工业4.0国度的催化剂，甚至被点名为第11大马计划下催化经济转型的次级领域之一。

It is a catalyst for Malaysia's transformation into a high-tech, industry 4.0 country, and has even been selected as one of the sub-industries of the 11th Malaysia Plan to catalyse economic transformation.

## 东盟里数一数二

One of the best in ASEAN

在2019年，机械与器材领域出口额为414亿令吉；但进口额来得更高，达到约697亿令吉。这反映出该领域所具有的极大潜能。

In 2019, the export value of machinery and equipment sector was 41.4 billion ringgit; but the import value came even higher, reaching about 69.7 billion ringgit. This reflects the great potential of this field.

这也是为何我国的机械与器材领域，在整体规模与表现方面皆称霸东盟。

This is why machinery and equipment industry in Malaysia dominate ASEAN in terms of overall scale and performance.

对此，MEIF会长麦彦文表示，领域希望能够收窄进出口之间的差异，并积极呼吁政府在各种商业活动中，通过选择本土公司的产品以示支持，借此减少进口、带动出口。

In this regard, the president of MEIF, Mr. Mac Ngan Boon said that the industry hopes to narrow the gap between imports and exports, and actively appeals to the government to show support by selecting products made by local companies in various commercial activities, so as to reduce imports and drive Export.

“政府选择本地制造的产品时，所带来乘数效应介于5至9倍。这意味，此举能够带动与机械与器材领域相关的其他5个领域以上。”

"When the government chooses locally made products, the multiplier effect is between 5 and 9 times. This means that this move can drive more than 5 other industries related to the machinery and equipment industry."

“业者在制造产品的时候，需要原料供应，同时需要雇用人手，人手需要住宿，而接连带动其他产业。这，就是所谓的乘数效应。”

"When the industry manufactures products, it needs the supply of raw materials, and at the same time it needs to hire labour, labour needs accommodation, which in turn drives other industries. This is the so-called multiplier effect."



获国家认可是关键

National recognition is the key

机械与器材领域主要是由本土中小型企业（SME）组成，其中还有多家规模较大的本土企业，如辉高（Favelle Favco）、伟特机构（Vitrox）、鹏达企业（Pentamaster）、Tractors Malaysia及MS Elevators等。

The machinery and equipment industry is mainly composed of local small and medium-sized enterprises (SMEs), including many large-scale local enterprises, such as Favelle Favco, Vitrox, Pentamaster, Tractors Malaysia and MS Elevators etc.

无论规模大小，我国的机械与器材相关企业具有强劲的竞争力。

Regardless of the scale, machinery and equipment-related companies in Malaysia have strong competitiveness.

麦彦文指出，透过政府选择本土产品的倡议下，部分企业都有不错的表现，其中包括辉高。他也提到，国家石油（Petronas）为旗下的岸外钻井平台选择辉高的起重机，促使其母公司睦兴旺工程（Muhibbah Engineering）得以推销产品给全球其他油气集团。

Mr. Mac Ngan Boon pointed out that under the government's initiative to select local made products, some companies have performed well, including Favelle Favco. He also mentioned that Petronas chose Favelle Favco cranes for its offshore platforms, which prompted its parent company Muhibbah Engineering Berhad to sell products to other oil and gas groups around the world.

“在巅峰期，辉高多达90%的本地产起重机，成功出口到全世界。因此，马来西亚的认可，是获取领域与使用者认可的基准。”

"At its peak, 90% of Favelle Favco's local made cranes were successfully exported to the world. Therefore, the recognition of Malaysia is the datum for obtaining recognition from the industry and users."

麦彦文目前也是睦兴旺工程的董事经理，以及辉高的董事之一。

Mr. Mac Ngan Boon is currently the Managing Director of Muhibbah Engineering Berhad and also one of the directors of Favelle Favco Berhad.

### **透过联合会聚合业者声音**

#### **Gather the voices of industry players through the Federation**

MEIF的成员有机械与器材制造商协会（MEMA）、马来西亚自动化科技协会（MATA）、马来西亚模具暨机械加工协会（MSTMA）、马来西亚吊秤车同业公会（MMCOA(1987)）、马来西亚中小型企业公会（SMEAM）、马来西亚电业公会（TEEAM）、马来西亚土著机械公会（PERKEM）、马来西亚中小型企业商会（SAMENTA），以及吉隆坡大学法国学院（UniKL MFI）。

MEIF's members include Machinery and Equipment Manufacturers Association (MEMA), Malaysian Automation Technology Association (MATA), Malaysian Special Tooling and Machining Association (MSTMA), Malaysian Mobile Crane Owner's Association (MMCOA (1987)), Small and Medium Enterprise Association of Malaysia (SME Association of Malaysia), The Electrical & Electronics Association of Malaysia (TEEAM), Persatuan Pengilang, Pembekal, Kontraktor, Industri Elektrikal, Elektronik, Mekanik dan ICT, Melayu dan Bumiputera Malaysia (PERKEM), Small and Medium Enterprises Association (SAMENTA), and University Kuala Lumpur French Institute (UniKL MFI).



由8个协会和1家教育机构组成的MEIF，非直接会员人数超过7000家公司。作为获得各界认可的组织，MEIF如今是机械与器材与相关领域的主要代表。

MEIF, consists of 8 associations and 1 educational institution, Indirect members of more than 7000 companies. As a federation which recognized by all walks of life, MEIF is now the main representative of machinery and equipment and its related industries.

因此，马来西亚生产力机构（MPC）于2017年寻求MEIF的协助，以推行马来西亚生产力蓝图（MPB）中提及的机械与器材领域，带动领域全面提升产能。

Therefore, the Malaysian Productivity Corporation (MPC) sought the assistance of MEIF in 2017 to promote the machinery and equipment sectors which mentioned in Malaysia Productivity Blueprint (MPB) and drive the sector to increase its production capacity.

在MEIF的协助下，马来西亚生产力机构启动了机械与器材生产力推动委员会（Machinery & Equipment Productivity Nexus, 简称MEPN），并在旗下打造了4个工作小组，分别负责培训与人资发展、提升产能与科技、加强与发展SME，以及生态系统（条规、政策及程序整合）。

With the assistance of MEIF, Malaysian Productivity Corporation launched the Machinery & Equipment Productivity Nexus (MEPN), and established 4 working groups under it, responsible for talent and manpower, productivity and efficiency, SME empowerment and development, and ecosystem (policies and procedures)

身兼MEPN领导者的麦彦文，日前是在出席MEIF常年大会后，与团队代表一起接受星洲日报的访问，分享机械与器材领域现况与MEPN的进展。

Mr. Mac Ngan Boon, who is also the champion of MEPN, was interviewed by Sin Chew Daily with team representatives after attending the MEIF's annual general meeting a few days ago to share the current status of machinery and equipment and the progress of MEPN.



其中有MEPN第1工作组负责人兼MATA会长张启福、MEPN第1工作小组专家曾志达（上图左）、MEPN第3工作小组负责人兼马来西亚中小型企业公会总会长拿督江华强、MEPN第3工作小组专家苏国清、MEPN第4工作组负责人兼TEEAM会长萧转泰（上图中），以及MEIF顾问熊启盛。

Among them are Mr. Tiong Khe Hock, head of MEPN working group 1 and president of MATA; Mr. Chan Chee Tatt, Subject Matter Expert of MEPN working group 1 (above left); head of MEPN working group 3 and president of the Small and Medium Enterprise Association of Malaysia, Datuk Michalle Kang; Mr. Rick Soo, Subject Matter expert of Working Group 3; Mr Siew Choon Thye, head of MEPN Working Group 4 and president of TEEAM (pictured above); and Mr. Yoong Kee Sin, the advisor of MEIF.

他们认为，政府对待领域越来越开明，并逐渐注重领域发展，所以业者们都对这改变感到非常高兴，并希望政府能够延续此做法，以便在领域面对问题的时候，可立马咨询有关部门。例如，提出如何能够降低企业的经营成本。

They believe that the government is more and more enlightened in the industry, and gradually pays attention to the industry development, so the industry is very happy with this change, and hope that the government can continue this practice, so that when facing problems in the industry, they can immediately get consult from relevant departments. For an example, how to reduce the operating cost of the company.

更多详情，可浏览<http://www.wayup.my/nexus/machinery-equipment>。

For more details, please visit <http://www.wayup.my/nexus/machinery-equipment>.

根据大马投资发展局（MIDA），机械与器材领域2020年的投资额预计可创下308亿令吉，出口则会维持每年6.7%的增幅，达到483亿令吉。这意味，领域的前景依然亮眼，但成员们能否抓紧机会呢？

According to the Malaysian Investment Development Authority (MIDA), the investment in the machinery and equipment sector is expected to reach 30.8 billion ringgit in 2020, while exports will maintain an annual growth rate of 6.7% to reach 48.3 billion ringgit. This means that the prospects of the industry are still bright, but can members seize the opportunity?

【继续阅读：凝聚领域之声 推动机械与器材发展（下）】

[Continue reading: Condensing the voice of the field to promote the development of machinery and equipment (below)]

【FB Mock】

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你听过MEIF? MEPN又是什么?



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凝聚领域之声推动机械与器材发展（上篇） - 【市场情报】

 讚  留言  分享

## 凝聚领域之声 推动机械与器材发展（下）

Consolidate the voice of the industry to promote the development of machinery and equipment (part 2)

根据大马投资发展局（MIDA），机械与器材（Machinery & Equipment）领域2020年的投资额预计可创下308亿令吉，出口则会维持每年6.7%的增幅，达到483亿令吉。这意味，领域的前景相当亮眼，但成员们会否抓紧机会呢？

According to the Malaysian Investment Development Authority (MIDA), the investment in Machinery & Equipment in 2020 is expected to reach 30.8 billion ringgit, while exports remain an annual growth rate of 6.7% amounting to 48.3 billion ringgit. This means that the prospects of the industry are quite bright, but will members seize the opportunity?

作为如今机械与器材与相关领域的主要代表，机械工程行业联合会（MEIF）为领域发声，同时致力带动领域的发展、协助业者们迈向更高层次。

As the main representative of today's machinery and equipment and related industry, the Mechanical Engineering Industry Federation (MEIF) represents the industry, and at the same time is committed to driving the development of the industry and assisting the industry to move to a higher level.

配合马来西亚生产力机构（MPC）推行马来西亚生产力蓝图（MPB）中提及的机械与器材领域，MEIF协助该机构启动机械与器材生产力推动委员会（Machinery & Equipment Productivity Nexus，简称MEPN）。

In coordination with Malaysian Productivity Corporation (MPC) to promote the machinery and equipment sector mentioned in the Malaysian Productivity Blueprint (MPB), MEIF assists MPC in launching the Machinery & Equipment Productivity Nexus (MEPN).

MEPN旗下有4个不同专家率领的工作小组，分别负责培训与人资发展、提升产能与科技、加强与发展SME，以及生态系统（条规、政策及程序整合）。

MEPN has four working groups led by different experts, which are responsible for talent and manpower, productivity and efficiency, SME empowerment and development, and ecosystem (policies and procedures)



MEIF会长兼MEPN领导者麦彦文（上图左）日前率领MEPN第1工作组负责人张启福、MEPN第1工作小组专家曾志达、MEPN第3工作小组负责人拿督江华强（上图右）、MEPN第3工作小组专家苏国清、MEPN第4工作组负责人萧转泰，以及MEIF顾问熊启盛接受星洲日报的访问，分享了机械与器材领域现况与MEPN的进展。

MEIF's chairman cum MEPN's champion Mr. Mac Ngan Boon (pictured left) recently led MEPN's working group 1 leader - Mr. Tiong Khe Hock, Subject Matter Expert of MEPN working group 1 - Mr. Chan Chee Tatt, MEPN's working group 3 leader - Datuk Michalle Kang (pictured right), Subject Matter expert of Working Group 3 - Mr. Ricky Soo, MEPN's working group 4 - Mr. Siew Choon Thye, and MEIF's advisor - Mr. Yong Kee Sin were interviewed by Sin Chew Daily and shared the current status of machinery and equipment industry and the progress of MEPN.

他们认同，政府对待领域越来越开明，并逐渐注重领域发展，所以业者们都对这改变感到非常高兴，并希望政府能够延续此做法，以便在领域面对问题的时候，可立马咨询有关部门。

They agreed that the government is more and more enlightened in the industry, and gradually pays attention to the industry development, so the industry is very happy with this change, and hope that the government can continue this practice, so that when facing problems in the industry, they can immediately get consult from the relevant agencies.

### **SME对数码化却步**

SME deterred for digitalization

麦彦文（上图右）点出，政府亦针对机械与器材领域的中小型企业（SME）提供不少拨款、融资或补贴，但大家却没有发现或去了解：其实政府一直都向业者们伸出援手。

Mr. Mac Ngan Boon (above right) points out that the government provides a lot of grants, financing support or subsidies to small and medium enterprises (SMEs) in the machinery and equipment industry, but we did not discover it or get to know: in fact, the government has always offered a helping hands to industry players.

“若他们知道如何善用（这些资金），肯定能够让他们获益良多。他们能够透过MEIF了解更多详情，因为我们是一个联合会，都是志愿者，都是为了支持领域的发展，协助大家迈向下一个工业时代。”

"If they know how to make good use of (the funds), they will definitely benefit a lot. They can learn more through MEIF, because we are a federation and we are all volunteers, we are all to support the development of the industry. To help everyone move towards to the next industrial era."

许多本土SME自认规模不大，而无意推行科技转型，或觉得没有迫切需要。不过，工业4.0时代的步伐越来越靠近，不着手提升企业，未来4至5年或会与领域脱节，甚至面临被淘汰的命运。

Many local SME's believe that they are not large-scale, and have no intention of implementing technological transformation, or feel that there is no urgent need. However, the pace of the Industry 4.0 era is getting closer and closer. If you don't start to upgrade the company, the next 4 to 5 years may be out of touch with the industry, and even face the fate of being eliminated.

熊启盛（下图左）指出，不少业者抱持着“过一天、算一天”的想法，没有想要采取行动，以自动化、数码化等提升产能。他不否认，也有不少SME知道需要提升自己，但感到茫然，因为不知道要从何下手，或担心成果及费用而有所迟疑。

Mr. Yong Kee Sin (left in the picture below) pointed out that many industry players hold the idea of "passing a day, counting a day" and do not want to take action to increase production capacity through automation and digitalization. He does not deny that many SMEs know that they need to be improved, but feel at a loss because they do not know where to start, or hesitate about the results and costs.



“有些公司因为选择采用廉价劳工，而没去考虑提升营运。有些公司则觉得自己的营运处于工业2.0，难以跃升到工业4.0的境界。有些公司就不知道要向谁求助，或担心需要耗费大笔资金。其实，他们可以向MEPN、MEIF或MPC了解详情、获取协助。”

"Some companies choose to hire cheap labour instead of upgrading their operations. Some companies feel that their operations are in Industry 2.0 and it is difficult to jump to the realm of Industry 4.0. Some companies do not know where to seek for help, or worry about the need to spend large sums of money. In fact, they can ask MEPN, MEIF or MPC for details and assistance."

### 步伐虽小但深具意义

The steps are small but meaningful.

工业4.0又称为第四次工业革命，主要是在制造和工业技术中融入自动化和数据交换，以整合资源、流程、大数据，打造更快速回应市场需求、降低成本及促成跨领域合作的领域。

Industry 4.0, also known as the fourth industrial revolution, is mainly to integrate automation and data exchange into manufacturing and industrial technology. Integrate resources, processes, and big data to create a field that responds more quickly to market needs, reduces costs, and facilitates cross-field cooperation.

苏国清（上图右）坦言，不少SME对工业4.0的第一印象是昂贵的配备、机器，但事实并非全然。

Mr. Ricky Soo (above right) said frankly that many SMEs' first impression of Industry 4.0 is expensive equipment and machinery, but the facts are not entirely true.

“从一个简单的手动操作，提升为半自动化，这意味你已朝着工业4.0迈进。若全是以人手计算、记录，转为使用电子数据表或文字处理应用程序，这已是踏出了一大步。各界在提到工业4.0时提到了机器人等术语，而让人却步。他们没想到：每件事都是由一小步作为开始，无需马上迈出一大步。”

"Upgrade from a simple manual operation to semi-automation, it means that you have moved towards Industry 4.0. If you use manual calculations and records, and switch to electronic data sheets or word processing applications, this is a big step taken. When referring to Industry 4.0, all walks of life mentioned robotics and other terms, which was daunting. They did not expect that everything starts with a small step, and there is no need to take a big step immediately."



由8个协会和1家教育机构组成的MEiF，非直接会员人数超过7000家公司。联合会成员有机械与器材制造商协会（MEMA）、马来西亚自动化科技协会（MATA）、马来西亚模具暨机械加工协会（MSTMA）、马来西亚吊秤车同业公会（MMCOA(1987)）、马来西亚中小型企业公会（SMEAM）、马来西亚电业公会（TEEAM）、马来西亚土著机械公会（PERKEM）、马来西亚中小型企业商会（SAMENTA），以及吉隆坡大学法国学院（UniKL MFI）。

MEiF, consists of 8 associations and 1 educational institution, Indirect members of more than 7000 companies. MEiF's members include Machinery and Equipment Manufacturers Association (MEMA), Malaysian Automation Technology Association (MATA), Malaysian Special Tooling and Machining Association (MSTMA), Malaysian Mobile Crane Owner's Association (MMCOA (1987)), Small and Medium Enterprise Association of Malaysia (SME Association of Malaysia), The Electrical & Electronics Association of Malaysia (TEEAM), Persatuan Pengilang, Pembekal, Kontraktor, Industri Elektrikal, Elektronik, Mekanik dan ICT, Melayu dan Bumiputera Malaysia (PERKEM), Small and Medium Enterprises Association (SAMENTA), and University Kuala Lumpur France Institute (UniKL MFI).

### 提供虚拟导向和咨询

Provide Virtual Advisory Clinic

身兼MATA会长的张启福（下图）指出，MEPN旗下的活动之一是打造PRODUCTIVITY1010虚拟启导计划，即由善于系统集成（system integration）的专家担任导师，指引SME逐步迈向工业4.0境界。

Mr. Tiong Khe Hock (pictured below), who is also the chairman of MATA, pointed out that one of MEPN's activities is PRODUCTIVITY1010 virtual mentoring program, that is, experts who are good at system integration serve as mentors to guide SMEs to the realm of Industry 4.0.

“我们会协助他们自行评估，以了解需要专注在哪一方面。透过回答这些疑问，他们能够从中发现自己的弱点和需要以什么为先。迈向工业4.0，就如一趟旅程，你为数码化踏出第一步，你就是踏上工业4.0的旅程。”

"We will assist them in self-assessment to understand where they need to focus. By answering these questions, they can discover their weaknesses and what they need to be first. Towards Industry 4.0 is like a journey. If you take the first step towards digitalization, you are embarking on the journey of Industry 4.0.

他提到，导师除了协助SME找出最具成本效率的方案，也会协助他们探讨如何向当局寻求资助。例如，部分政府拨款可提供高达70%的资金协助，有助减轻SME数码化或科技化的费用，同时亦更容易达到他们想要的投资回报率（ROI）。

He mentioned that in addition to assisting SMEs to find the most cost-effective solution, the mentor will also assist them in discussing how to seek funding from the authorities. For example, some government grants can provide up to 70% of financial assistance, which can help reduce the cost of SME digitalization or technology, and it is also easier to achieve their desired return on investment (ROI).



团队在受访时坦言，涉足机械与器材领域的SME，有超过90%仍未提升营运或达到工业4.0的境界。他们透露，若融入资讯科技属于工业3.0境界，那大部分业者目前还是处于工业2.5的水平。

（更正：若自动化属于工业3.0领域）

During the interview, the team admitted that more than 90% of SMEs involved in the industry of machinery and equipment have not yet upgraded their operations or reached the realm of Industry 4.0. They revealed that **if the integration of information technology is in the industry 3.0 realm**, most of the players are still at the industry 2.5 level.

**(Correction: if automation is in the industry 3.0 realm)**

例如，业者拥有非常先进的配备，**却没有一套传送系统（conveyor system）**，把操作互相联系起来，结果必须在个别机器完成部分制作步骤后，再利用人力转移到另一个机器。

**(更正：但没有完整的集成系统)**

For example, the industry has very advanced equipment, **but there is no conveyor system** that links the operations with each other. As a result, it is necessary to use man to transfer products to another machine after the individual machine completes some of the production steps.

**(Correction: but there is no complete integrated system)**

另一个方案为机械与器材领域**虚拟咨询诊所**（Machinery & Equipment Virtual Advisory Clinic，简称MEVAC），提供SME有关品牌营销、科技与数码化、人资、融资、营运、供应链、管理等多方面的咨询服务。

Another program is the Machinery & Equipment Virtual Advisory Clinic (MEVAC), which provides SME consultation on brand marketing, technology and digitalization, human resources, financing, operation, supply chain, management, etc. service.

麦彦文重申，在MPC的带动下，MEIF提供SME一个平台，以向相关单位寻求多方面的协助，包括咨询、引导及融资等。

Mr. Mac Ngan Boon reiterated that, driven by MPC, MEIF provides a platform for SMEs to seek various assistance from related agencies, including consultation, guidance and financing.

“这是一个联合会，面对难题的你能够加入我们，提出你的问题，已让我们给你提供方向。我们只是为了带动国家和领域的发展，而向大家伸出援手。”

"This is a federation. You can join us if you encounter any problems, ask your questions. So, we will provide you with directions. We are just to promote the development of the country and the industry, and to extend a helping hand to everyone."

更多详情，可浏览<http://www.wayup.my/nexus/machinery-equipment>。

For more details, please visit <http://www.wayup.my/nexus/machinery-equipment>.

点击：凝聚领域之声 推动机械与器材发展（上）

Click: Condensing the voice of the industry to promote the development of machinery and equipment (part 1)

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24/11：企业如何降低成本，提高生产率？（嘉宾：拿督江华强 机械工程行业联合会副主席，

张启福 机械工程行业联合会财政，需要做FB Live)

Talkset 1:

1. 由马来西亚生产力机构(MPC)启动的机械与器材生产力推动委员会（Machinery & Equipment Productivity Nexus, MEPN），主要的职责涵盖哪些？协助哪些领域的业者？

[English version](#)

What are the main responsibilities of the Machinery & Equipment Productivity Nexus (MEPN) initiated by Malaysian Productivity Corporation (MPC)? What is the role of Association and which industries do you assist?

(Answer by Mr Tiong KH, 张启福), Mr Tiong participated in various meeting/ activities of MEPN. He knows it very well.

2. 目前国内大部分机械与器材领域的中小型企业（SME）的营运，处于怎样的状况？他们面对哪些问题？如何改善？

[English version](#)

What is the current operation status of most small and medium enterprises (SMEs) in machinery and equipment industry? What problems do they face? How to improve it?

(Answer by Datuk Micheal Kang, 拿督江华强) – the question related to SME, Datuk is the president of SME Association of Malaysia. The right person to answer the question.

3. 他们的营运成本主要是來自哪里？能降低吗？如何做到？

[English version](#)

Where do their operating costs mainly come from? Can it be lowered? How to do it?

(Answer by Datuk Micheal Kang, 拿督江华强) – the question related to SME, Datuk is the president of 马来西亚中小型企业公会 (SME Association of Malaysia). The right person to answer the question.

4. 降低成本，提高生产力，很多人都会想到转型，想到自动化，要做到这一点，困难吗？

[English version](#)

Many people think of transformation and automation to reduce costs and increase productivity. Is it difficult to achieve this?

(Answer by Mr Tiong KH, 张启福), Mr Tiong is the president of 马来西亚自动化科技协会 (MATA). He is also the programme master of Productivity 1010 (Businesses to go digital).

Talkset 2:

1. 何谓工业4.0？

- Industry 4.0, 意思是「第四次工业革命」

[English version](#)

1. What is Industry 4.0?

- Industry 4.0, meaning "the fourth industrial revolution"

(Answer by Datuk Micheal Kang, 拿督江华强). Datuk answered this question many times in interviews with various media.

2. 工业4.0的目标？国内涉足机械与器材领域的SME离这目标还有多远？
- 整合现有的制造资源、销售流程、大数据，建立能够快速反应市场需求、精准生产、减少成本浪费、跨领域合作的制造产业。

[English version](#)

What is the goal of Industry 4.0? How far are domestic SMEs involved in machinery and equipment from this goal?

- Integrate existing manufacturing resources, sales processes, and big data to establish a manufacturing industry that can quickly respond to market demand, precise production, reduce cost and waste, and cross-field cooperation.

(Answer by Datuk Micheal Kang, 拿督江华强) – the question related to SME, Datuk is the president of马来西亚中小型企业公会 (SME Association of Malaysia). The right person to answer the question.

3. 马来西亚机械与器材 (Machinery & Equipment) 领域的前景？
- 2020年的投资额预计可创下308亿令吉，出口则会维持每年6.7%的增幅，达到483亿令吉。

[English version](#)

What is the prospect of Malaysia's Machinery & Equipment industry?

- The investment in 2020 is expected to hit 30.8 billion ringgit, and exports will maintain an annual growth rate of 6.7% to 48.3 billion ringgit.

(Answer by Mr Tiong KH, 张启福), this question is related to question no. 4. M&E industry players must seize the opportunity to improve productivity and competitiveness.

4. MEPN会如何协助这些业者？他们又要如何参与？

- 提供的免费数字计划和咨询服务
- 旗下有4个不同专家率领的工作小组，分别负责培训与人资发展、提升产能与科技、加强与发展SME，以及生态系统（条规、政策及程序整合）

English version

4. How will MEPN assist these industry players? How can they participate?

- Free digital strategic plans and consulting services provided
- There are 4 working groups led by different experts, which are responsible for talent and manpower, productivity and efficiency, SME empowerment and development, and ecosystem (policies and procedures)

(Answer by Mr Tiong KH, 张启福), Mr Tiong is the programmer master of Productivity 1010 (Businesses to go digital). He is also one of the key MEVAC's advisor (Machinery & Equipment Virtual Advisory Clinic).

For those who are interested to participate, kindly send an email to [mepn@mpc.gov.my](mailto:mepn@mpc.gov.my) or whatsapp to Mr. Abdul Rahman at (013-3693243)