

**SPESIFIKASI TEKNIKAL**

**SEBUTHARGA BIL. 7/2017:**

**PERKHIDMATAN AGENSI PELAKSANA HIP 5 : CATALYST PROGRAMME MEDICAL DEVICES INITIATIVE ACCELERATOR PROGRAMME (AP)**

**1. Objective of HIP 5: Medical Devices Initiative**

To create a minimum of ten (10) home grown champions in Medical Devices Industry through a targeted approach by building up the capability and capacity of participating companies through development programmes, provision of market intelligence and enhancement in market access to create high growth Small and Medium Enterprises (SMEs) in accordance to the High Impact Programmes 5 (HIP 5): Catalyst Programme of the SME Masterplan.

**2. Objective of Accelerator Programme (AP)**

- 2.1. To accelerate the development of a pre-selected group of 10 Malaysian SMEs in the medical devices sector by expanding their capabilities and capacity in order to further enhance their ability to be part of global supply chain;
- 2.2. This programme will provide a hands-on training programme, coaching as well as support for 10 participating SMEs for them to be more competitive in the medical devices sector. This programme should also aims to enhance capacity building and to assist companies in formulating the international marketing strategies.

**3. General Scope of Work**

- 3.1. Developing AP training module. The AP modules must include seminar, business coaching, company visits and formulation of strategic action business plan for each SMEs; and
- 3.2. Implementation plan development and support including, building internal capabilities, tangible action plans to move up the value chain.

Bil.	BUTIRAN KERJA	PEMATUHAN (Sila ✓ atau X)
1.	<p><b><u>Scope of Work</u> – Developing Accelerator Programme (AP) training module. AP modules must include seminar, business coaching, company visits and formulation of strategic action business plan for each Small &amp; Medium Enterprises (SMEs) which comprises of:</b></p> <ol style="list-style-type: none"> <li>1. To develop and manage five (5) to seven (7) days development programme held at one of the top 3 prestigious universities or colleges in United Kingdom with successful history of developing organisations or companies to become global champions. The AP must be designed to address the knowledge gaps of participating companies of HIP 5: Medical Devices Initiative programme.</li> <li>2. The AP must be organised in the form of classroom training, tutorial, presentations, group activities, coaching and visit to renowned medical devices companies. The programme must be delivered by renowned industry practitioners, academic expert and professional coaches/mentor. The AP must include module on company's strategic growth and action plan to become global player.</li> <li>3. The AP must provide each SMEs with an opportunity to: <ol style="list-style-type: none"> <li>3.1 Acquire knowledge and insight in the developed countries medical devices sector;</li> <li>3.2 Gain knowledge on the future direction of the sector via a series of seminars from industry experts;</li> <li>3.3 Gain access to and business network with a number of UK-based medical device;</li> <li>3.4 Develop a strategic business action plans, marketing strategy techniques and pitch</li> </ol> </li> </ol>	

	<p>development skills in ensuring that they can communicate their value propositions to potential business partners and customers; and</p> <p>3.5 Develop Business Growth Action Plan (BGAP) for participating SMEs and encourage them implement the new knowledge gained during the programme and identify areas to develop their business and identifying clear development activities that could be undertaken.</p> <p>4. To provide, manage and arrange the following throughout the duration of the programme:</p> <ul style="list-style-type: none"> <li>i. Local ground transportation (in UK);</li> <li>ii. Logistic arrangement;</li> <li>iii. Accommodation; and</li> <li>iv. Meals.</li> </ul>	
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**Saya / Kami memperakui maklumat yang diberikan adalah benar.**

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 Nama :

Jawatan :

Tarikh :

Cop Syarikat :