



MARKET ACCESS CONSULTANCY PROGRAMME

Guidelines for applicants

CONTACT PERSON:

Mohd Ikhwan bin Abdullah

SIRIM STS SDN. BHD.

No. 1, Persiaran Dato' Menteri
Section 2, P.O. Box 7035
40700 Shah Alam
Selangor Darul Ehsan

Tel: (603) 5544 6000 (Ext: 6357)

Fax: (603) 5510 8830

Email: ikhwan@sirim.my

GUIDELINES ON MARKET ACCESS CONSULTANCY PROGRAMME FOR SME

1.0 INTRODUCTION

The SIRIM Market Access Consultancy Programme (MACP) is open to all SME companies in the manufacturing which produce their products for local and export market.

The aim of MACP is to help the participating companies in increasing their productivity and market access through understanding of technical trade requirements and implementation of Standards, Quality and Technology.

The scope of services provided under this programme are as follows:

1. Trade Regulatory & Technical Information
 - a) Information on standards
 - b) Access to technical requirements of exporting countries
 - c) Review of technical requirements covering regulatory requirements
 - d) Information on technical service providers and facilities
2. Product Standards Compliance
 - a) Training on interpretation and understanding of standards
 - b) Consultancy in understanding requirements of product standards
 - c) Review, verify and validate product's test results against standards
3. Product Technical Consultancy
 - a) Product development (design) and improvement
 - b) Product process development and improvement
 - c) Product testing and validation of test results
4. Advisory on Conformity Assessment
 - a) Advisory on conformity assessment services
 - b) Development of Quality Assurance processes and procedures
 - c) Identification and advisory of accredited testing laboratories

Applicants can choose to have either one of the scope of service available or all of the services. Quantum of funding will depend on the will depend on the scope of service sought.

2.0 ELIGIBILITY CRITERIA

- SME Companies incorporated under the Companies Act 1965 or Registration of Business Ordinance 1956;
- Manufacturing Micro, Small & Medium Companies only;
- At least 60% equity held by Malaysians;
- Possesses a valid business premises licence; and
- Minimum 2 years in operation/business in the current business line.

3.0 FOCUS AREAS

Products that falls under the following areas:

- Building Materials
- Food and Beverages
- Environment
- Agriculture
- Electrical and Electronic

4.0 APPLICATION PROCEDURE

Applicants must submit their application form to SIRIM STS Sdn Bhd. Applicants are advised to ensure that the submission have all the required supporting documents, failing to do so may cause your application be rejected and returned.

Applicant Company is required to sign a collaboration agreement with SIRIM STS Sdn Bhd failing which the grant approval may be withdrawn.

5.0 PROJECT DURATION

The project duration is up to 3 months or such other period as may be determined by the Approval Committee.

6.0 QUANTUM OF FUNDING

MACP will provide **funding of up to 80 % of the project value** based on the eligibility criteria. Applicant Company must agree to commit the other **20 % of the project value**.

Quantum of payment will depend on the types of consultancy sought. Training (1 component) for example – payment can be made after the training; Combination of consultancy service – 3 staggered payments.

Applicant Company must agree to commit to go for certification/testing after the completion of the consultancy.

Funding is **not inclusive of certification/testing fees**.

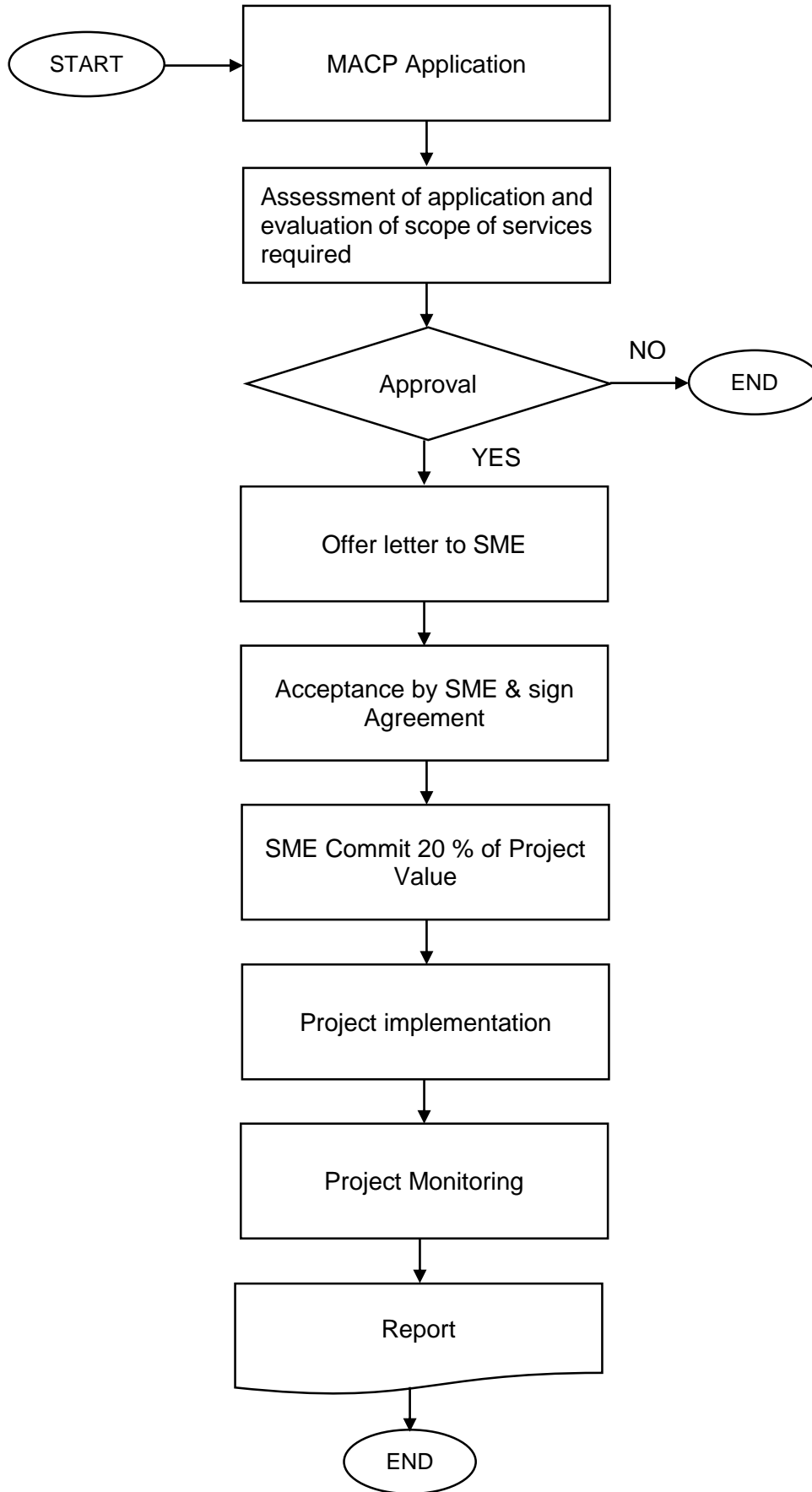
7.0 NOTIFICATION OF RESULTS

The results of applications will be notified by the respective secretariat after the approval of MACP Committee.

8.0 APPLICATION SUBMISSION

Application can be submitted before **31st October 2017**. The application must be made by Applicant Company to MACP Secretariat.

9.0 APPLICATION PROCESS FLOW



ANNEX

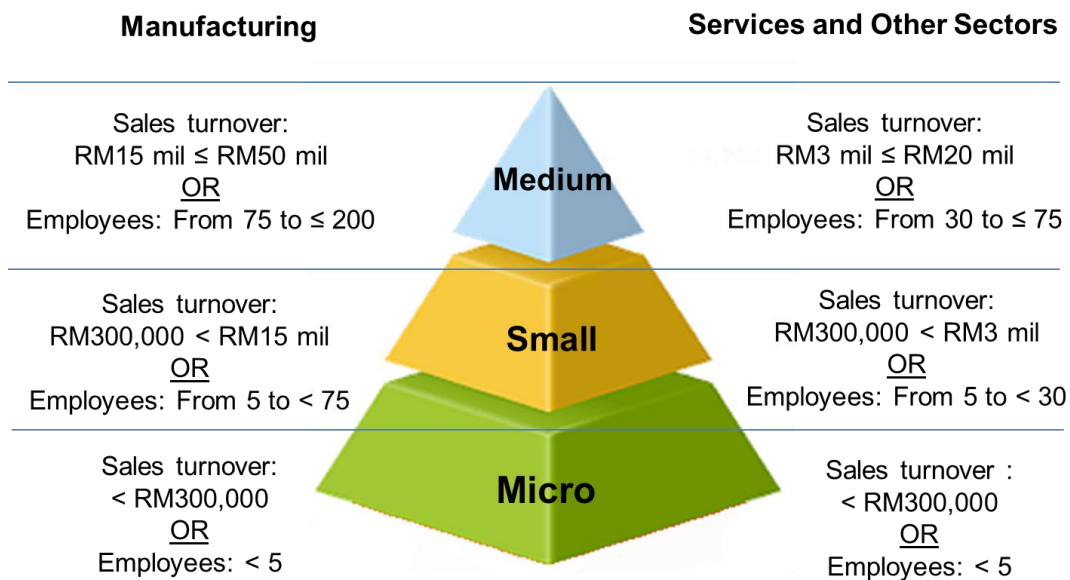
SME Definitions

Given that there have been many developments in the economy since 2005 such as price inflation, structural changes and change in business trends, a review of the definition was undertaken in 2013 and a new SME definition was endorsed at the 14th NSDC Meeting in July 2013. The definition covers all sectors, namely services, manufacturing, agriculture, construction and mining & quarrying.

Sales turnover and number of full-time employees are the two criteria used in determining the definition with the “OR” basis as follows:

- For the manufacturing sector, SMEs are defined as firms with sales turnover not exceeding RM50 million OR number of full-time employees not exceeding 200.
- For the services and other sectors, SMEs are defined as firms with sales turnover not exceeding RM20 million OR number of full-time employees not exceeding 75.

Detailed definition of category, namely micro, small and medium is as follows:



Under the new definition, all SMEs must be entities registered with SSM or other equivalent bodies. It however, excludes:

- Entities that are public-listed on the main board; and
- Subsidiaries of:
 - Publicly-listed companies on the main board;
 - Multinational corporations (MNCs);
 - Government-linked companies (GLCs);
 - Syarikat Menteri Kewangan Diperbadankan (MKDs); and
 - State-owned enterprises.

For more information, please refer to the [Guideline on New SME Definition](#)

Source: SME Corp. Malaysia