FMM SMI, Youth & Entrepreneurship Committee (SYEC)

INDUSTRIAL LINKAGE PROGRAMME



BUSINESS
OPPURTUNITIES
PLATFORM



The FMM SYEC Industrial Linkage Programme (ILP) Business Opportunities Platform aims to support business-to-business opportunities to build and expand markets, specifically for FMM members to:

- · Help SMIs strengthen market capability and capacity; and
- Promote Buy Made-in-Malaysia products and services.

Potential Sources for Business Leads

- MNCs identified by SYEC ILP State Task Forces
- MIDA Supply Chain Development Programme to supply to multinationals
- Companies interested to work with FMM members to supply to third parties or RFQ
- Non-MNCs seeking local suppliers for own supply chain
- Business delegations seeking buyers and sellers

Business leads are strictly for products manufactured by FMM members. Projects offered must be of significant value.

HOW PROGRAMME WORKS?

Business lead

to FMM

submit request*

#Business Opportunities Networking



SOURCE OF BUSINESS LEAD

- MNCs, RFQs,
- Business Matching, BON*

*using FMM's prescribed form



FMM circulates to members to register* interest to supply



FMM compiles suppliers registration



FMM submit list of suppliers to business lead



Business lead selects and links up with potential suppliers



Business leads updates FMM on success-only suppliers name

OTHER SERVICES OFFERED BY FMM AT NOMINAL FEE

(Contact: SMI & Entrepreneurship Unit, FMM)

- Organise briefings and/or business meetings for business lead to suppliers
- Provide neutral venue for business meetings for business lead with suppliers
- Identify suppliers for business lead from FMM membership and supplier database



IMPORTANT

- FMM only provides a platform for receiving and distributing supplies requests.
- FMM does not warrant / guarantee successful business collaboration.
- Buyers welcomed from all sources BUT Suppliers must be FMM members.
- Business evaluation and negotiation are strictly between buyer and seller.

