

**Solution Proposal Guide & Template**

**Submission For SmartMFG+**

**Scale Up Tech Solution Provider Project by MDEC**

**[PROPOSAL 1]**

**Notes:**

* Companies applying for SmartMFG+ is required to submit 2 Levels of Solution Proposals.
* Proposal 1 : Summary of Intended Project in SmartMFG+
* Proposal 2 : More Detailed Project Plan / Presentation (should the company is shortlisted for further evaluation)

Project Title:

Company Name:

Company Registration Number :

Note: Company should upload the completed version of this document together with other supporting documents at the online form provided by MDEC

**PART I — GENERAL GUIDE**

* **Companies are encouraged to read and comprehend the guidelines before submission.**
* **All the sections will need to be answered. Should it is not applicable to your company. Please indicate N/A and place a note explaining on the matter.**
* **Companies can include other related information if deemed fit. However, only relevant information will be evaluated.**
* **File must be saved into PDF before online submission .**

**PART II :EXISTING TRACK RECORD**

Company should complete every item in this Part II:

**2.1 List of Existing Digital Solutions for Manufacturing Sector Developed by the Company**

*E.g. AI-Based Visual Inspection, Automated Scheduling Tools, Manufacturing Execution Systems (MES)*

**2.2 Case Study of Projects Implemented For Manufacturing Sector by the Company (please highlight best 3)**

Case Study #1

Client company name:

Project value (RM):

Date completed:

Pain Points Addressed:

Solution/Services, Key Features and Functionalities Provided:

Project Highlights and Performance :

Case Study #2

Client company name:

Project value (RM):

Date completed:

Pain Points Addressed:

Solution/Services, Key Features and Functionalities Provided:

Project Highlights and Performance :

Case Study #3

Client company name:

Project value (RM):

Date completed:

Pain Points Addressed:

Solution/Services, Key Features and Functionalities Provided:

Project Highlights and Performance :

* 1. **Company’s Knowledge of Manufacturing Operations**

Please state your company’s competitiveness in the context of manufacturing sector / smart manufacturing (Please state in bullets form):

|  |  |
| --- | --- |
| Knowledge of Manufacturing Operations | *eg. Process or control automation, inventory and material handling, machines utilization etc. Please where and how did the company obtain such knowledge* |

* 1. **Company’s Workforce**

Please state your company’s current Full Time IT / Digital Professional Workforce based on highest qualification:

|  |  |
| --- | --- |
| **Highest Qualification** | **No of people** |
| * + 1. Diploma |  |
| * + 1. Diploma /TVET with Professional Certifications |  |
| * + 1. Degree |  |
| * + 1. Degree with Professional Certifications |  |
| **Total** |  |

Please state your company’s people / talent competitiveness in the context of manufacturing sector / smart manufacturing (Please state in bullets form):

|  |  |
| --- | --- |
| People / Talent | *i.e. company organization chart, consulting or business development team capability* |

**PART III — PROPOSED SOLUTION / FEATURE TO BE DEVELOPED**

Introductory notes for Part III:

* The company which is selected to participate in this SmartMFG+ would be given funding incentive up to 70% of Solution development cost or up to RM75,000 (whichever is lower)​ for the proposed solution / feature
* The company should be willing to commit to develop the proposed solution / feature within a period of 3 months (expected around Aug-Oct 2025)

Company should complete every item in this Part III.

**3.1 Problem Statement in the manufacturing sector to be addressed by this proposed solution / feature and brief description about the proposed New Solution or Enhanced Features**

*I.e. opportunities & gaps, one pain point to be addressed and its associated benefits to factory operation or business growth, key functions*

**3.2 Please select the focus domain which best categorize the proposed new digital solution / enhanced feature to be developed by the company, and indicate the PRESENT Intelligent level and NEW Intelligent level**.

**Kindly refer to document in this link** [**Domain Focus Brief**](https://drive.google.com/file/d/1Nqx8K-z5y8KdE0dWklWpyf2dFFXiknZt/view?usp=sharing) **as a guide.**

|  |  |
| --- | --- |
| **Focus Domain** | **Please Tick (/)** **One** |
| 1. Operational Efficiency & Production Optimization |  |
| 1. Quality Control & Process Assurance |  |
| 1. Supply Chain & Inventory Intelligence |  |
| 1. Real-Time Production Intelligence |  |
| 1. Predictive Maintenance & Equipment Health |  |

|  |  |
| --- | --- |
|  | **Please Tick (/)** **One** |
| **PRESENT Intelligence Level**  (state of your company’s solution before entering this SmartMFG+ program) | * Level 1: Data Generation ( ) & Visualization * Level 2: Digitally Connected System ( )   & Monitoring   * Level 3: Data Analysis ( ) & Predictive Model * Level 4: AI-Driven Optimization   & Autonomous Control ( ) |
| **NEW Intelligence Level**  (Expected improvement if selected to receive the incentive under this SmartMFG+ program) | * Level 1: Data Generation ( ) & Visualization * Level 2: Digitally Connected System ( )   & Monitoring   * Level 3: Data Analysis ( ) & Predictive Model * Level 4: AI-Driven Optimization   & Autonomous Control ( ) |

**Note:** Your self-assessment on your solution’s intelligence level based on the Domain Focus Brief link above will be subject to further verification by MDEC (especially based on Proposal Template #2 that you would need to fill-in and submit should your company is shortlisted for further evaluation).

* 1. **Please provide total solution development cost estimates:**

Note: Kindly refer introductory notes for Part III

|  |
| --- |
| *Eg. RM110K . an estimated amount.* |

**PART IV — COMPETITIVENESS OF COMPANY**

Please state your company’s competitiveness in the market (in the context of manufacturing sector / smart manufacturing ). Please state in bullets form :

|  |  |
| --- | --- |
| Process / R&D | *eg. Availability of dedicated R&D team or personnel, practicing certain process management systems, any initiatives in continuous scaling up efforts* |
| Technology / Technical Capabilities | *eg. Proprietary technologies, engineering or factory operations exposure or experience, industry 4.0 technology pillars (eg. Machine learning, autonomous robot, Big data and Advanced Analytics)* |
| Finance / Business Model | *eg. Company financial strengths including sources of fund to run projects and scale up solutions, availability of different business model (SaaS, pay by usage etc)* |
| Marketing | *eg. Network of channel or marketing partners, engagement programmes and activities.* |

**PART V — DECLARATION**

We have read and understood the requirements and notices on the SmartMFG+ Scale Up Tech Solution Provider Project issued by MDEC and this application is submitted in response thereto. We acknowledge that the submission of this application does not impose any obligations or constitute the acceptance of any terms and conditions on the part of MDEC. We hereby declare that the information submitted pursuant in this document and also in the online application form is accurate, true, and complete.

………………………………………….. ……………………………………

Name, Designation and Company, Stamp and Date

Signature of Company Member’s

Representative

(The signatory should be the Chief Executive Officer, Managing Director or equivalent in the company)

**---------        END OF TEMPLATE DOCUMENT      --------**

**End Notes**

If your company is shortlisted for further evaluation, MDEC will contact you to request additional information. Company is advised to begin preparing in advance given the limited time that might be given to submit these information (refer following page) if you are shortlisted for further evaluation.

Herewith tentatively the information which might be requested under the Stage 2 evaluation:

* Proposed solution/feature to be developed (Technical and Functional Features, Programme Language, System Architecture)
* Implementation of the solution / feature (Ability to Integrate with Other systems or solutions, Estimated Project implementation /deployment time with Customer, Critical success factors (readiness of data, infrastructure etc.)
* Potential business impact / improvement of manufacturing processes (at least one measurable improvement / benefit that can be expected from implementation of the proposed solution/feature)
* Support and Services to be offered (Quality/Service Policy, Service and support standards, Research and Development Plan /Effort, Maintenance and upgrading commitment, Cost associated to or business model on post implementation support)
* Cost breakdown (Project Personnel Salaries and Development team experience, Cost of IT Hardware and or IT equipment details, Cost of Software i.e. License fee / Subscription fee for servers, cloud services and networking associated with the development of the project, testing and certification costs associated in the development of the project details, cost of setup/installation details where relevant)
* Cost Summary and Other funding information for the balance 30% of total cost not covered by the financial incentive
* Development Timeline / Milestone within 3 months or earlier
* Potential market (Target Market, Potential of Target Market, Name 5 Prospect customers and their respective project needs)
* Market strategy (Competitive strategy, Pricing and Pricing Model, Ability to secure Intellectual Property Rights of your proposed solution, Marketing and Promotion)
* Additional Supporting Documents (E-Insolvency Search Result, Proof of Completion for any previously received grant/funding/incentive from MDEC and/or any other ministries or agencies, Certification/Evidence of compliance with any relevant industry standards)