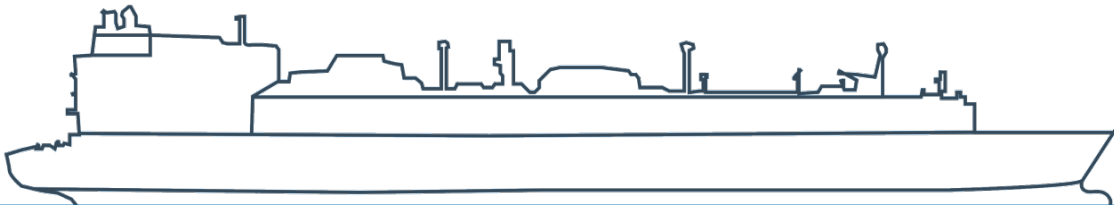


BGC iUsahawan Programme



Introduction

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His Majesty launches I-Usahawan

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His Majesty the Sultan and Yang Di-Pertuan of Brunei Darussalam (2nd R) at the Entrepreneurship Ecosystem booth during the National Youth Day celebrations held at the International Convention Centre this morning. Image: Ridhwan Kamarulzaman

“...Salah satu daripada pembaikan 'Eco-System (Keusahawanan Belia)' tersebut ialah dengan mempromosi dan menyediakan peluang-peluang perniagaan yang spesifik untuk membantu para belia memulakan perusahaan.

...Program (*iUsahawan*) ini akan memberi peluang kepada pengusaha-pengusaha belia tempatan bagi mengambil bahagian di dalam tender atau kontrak-kontrak berisiko rendah dan sebagainya.”

- Petikan Titah Sempena Sambutan Hari Belia Kebangsaan Kali Ke-13

“...One of the improvements of the '(Youth Entrepreneurship) Eco-System' is the promotion and provision of specific business opportunities that will help the youth to start-up an entrepreneurship.

...The (*iUsahawan*) programme will provide opportunities for local entrepreneurial youths to participate in low risk tenders or contracts”

- Excerpt of His Majesty's Titah in conjunction with Hari Belia Kebangsaan Kali Ke-13

Overview of the BGC iUsahawan Programme

What is iUsahawan?

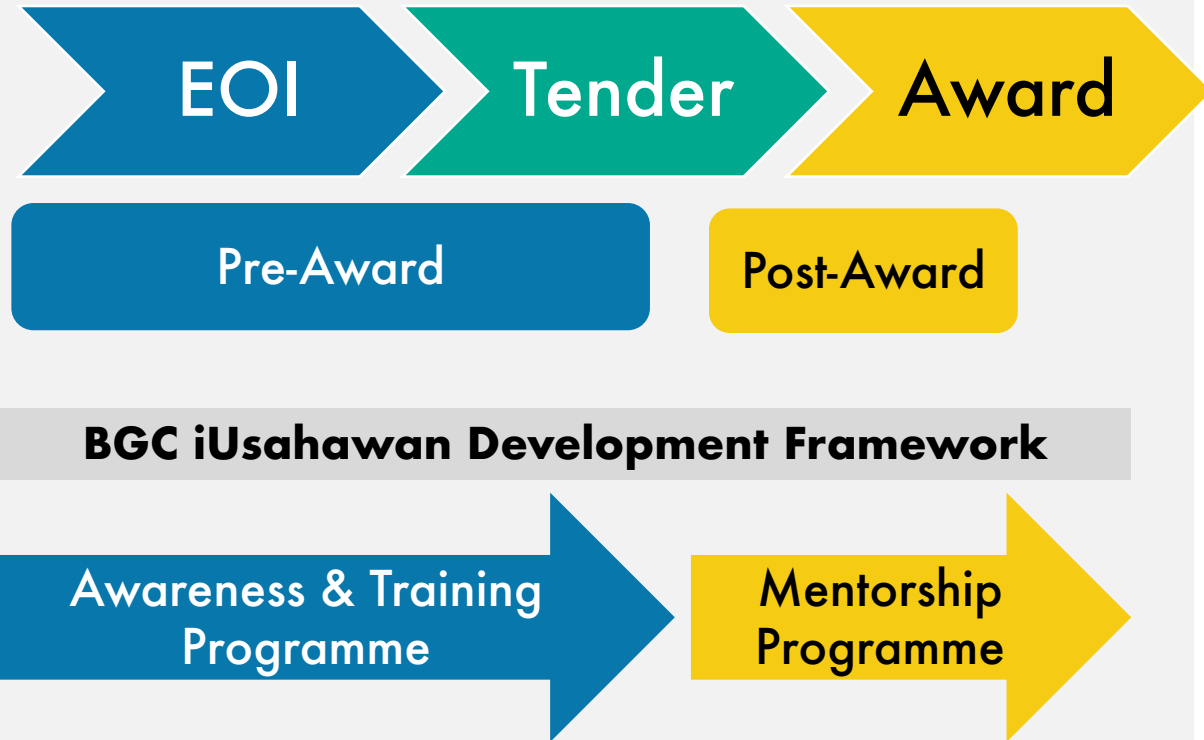
A Youth Entrepreneurship Development Programme targeted for new local SMEs (ring fenced)

Objective

- To encourage young local entrepreneurs to start and own their companies.
- To provide an opportunity for youth to develop and own business
- To create job opportunities for Bruneians
- To allow direct contract with Oil and Gas Operators

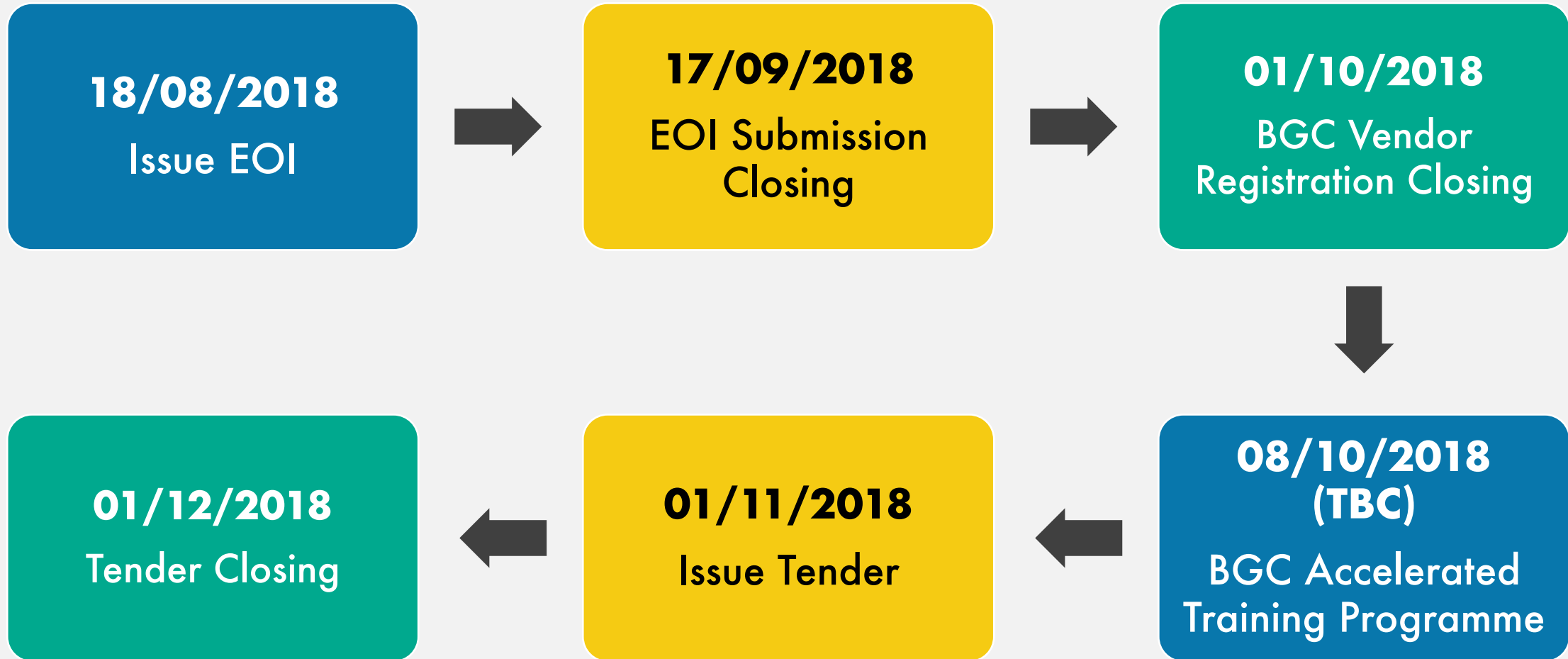
Eligibility

- Rakyat Jati within the ages of 18-40 years old
- No prior contract with government, GLCs or Statutory bodies
- Incorporate as Sdn Bhd in Brunei (upon award of contract)

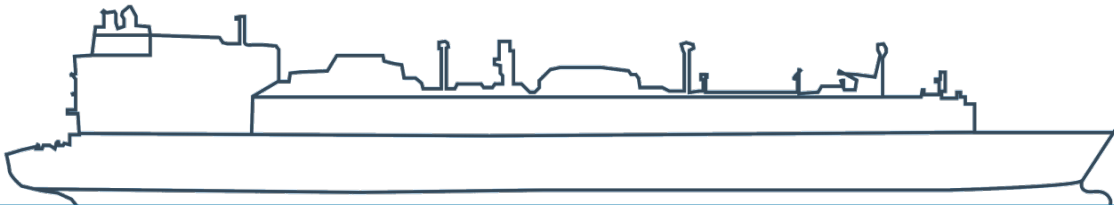


- Successful participants will be awarded a 3-year contract, with potential extensions

Timeline



Scope & EOI Process



Tender No.1: Cleaning Services & Related Materials

Tender Scope

- Provision of manpower to ensure general cleanliness and hygiene of its premise, perform tea lady roles (serve tea and coffee)
 - Provide safe, proper and innovative equipment, materials and chemicals to deliver the office cleaning services and ensures it complies to QHSSE standards or guidelines
 - Supply of consumables
 - Supply of fixtures or equipment fit for BGC pantry/communal areas and toilets
 - Provide support to organize BGC meeting room set-up arrangements
 - Supply of Sundry materials to BGC
- **Category: Resources, Office Support Services**

Tender/Contract Schedule

- Planned Tender Date: November 2018
- Contract duration: 3 years

For EOI Related queries

- CPE Name: Abd Muiz Salleh, CPC/2
- Email: muiz.salleh@bgc.com.bn



Tender No.2: Event Management Services

Tender Scope

- Provision of materials for management and administration of events organized or participated by the Company including but not limited to tents, stages, podium, pavilion ,IT, electrical items etc) ;
 - Designing and construction of the approved corporate event infrastructure.
 - Provision of food and refreshments, including tableware and attending staff at the event site.
 - Design and printing of publication or marketing materials (e.g. buntings, backdrops, brochures, etc)
- **Category: Corporate, Event Management Services**

Tender/Contract Schedule

- Planned Tender Date: November 2018
- Contract duration: 3 years

For EOI Related queries

- CPE Name: Abd Muiz Salleh, CPC/2
- Email: muiz.salleh@bgc.com.bn



Tender No.3: Transportation Services

Tender Scope

- Lease of light vehicles for the Company's use to transport staff and guests, deliver documents and other related general administration.
- Provision of chauffeured vehicle services on a call-off basis for the purpose of transporting BGC personnel for visits and events.
- All vehicles must undergo and comply with the requirements of BGC Land Transport procedure
- **Category: Light Vehicle**

Tender/Contract Schedule

- Planned Tender Date: November 2018
- Contract duration: 3 years

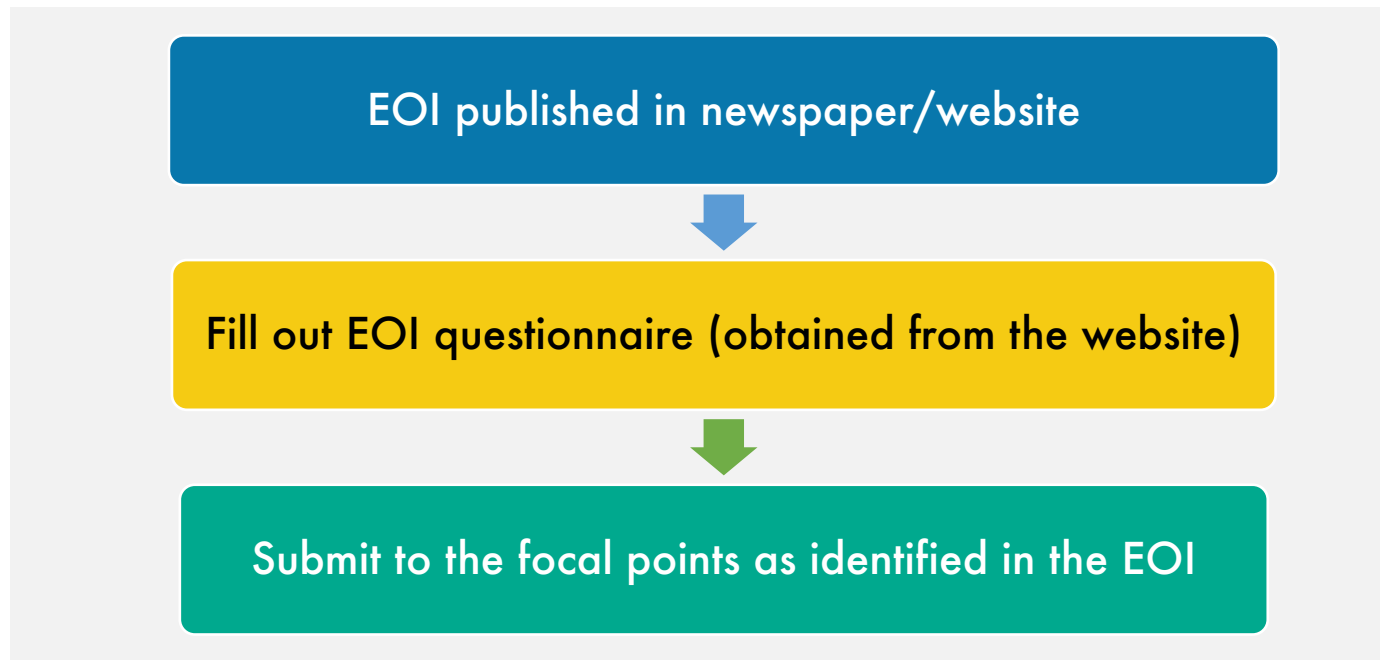
For EOI Related queries

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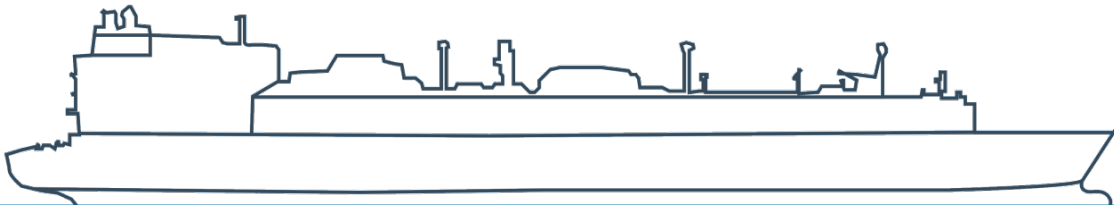


BGC EOI Process

- An Expression of Interest (EOI) is a market intelligence tool to seek vendors who are capable and interested in participating in the Company's tendering exercise
- It is not a means of obtaining quotations/offers
- It is only a preliminary step to a tender and is used to gauge whether there are potential suppliers in the market



Vendor Registration System



BGC Vendor Registration System

All vendors interested to do business with BGC must register online through BGC Vendor Registration System:

- Go to <https://www.bgc.com.bn/vendor-registration>
- Click on 
- Follow instructions and comply to checklist

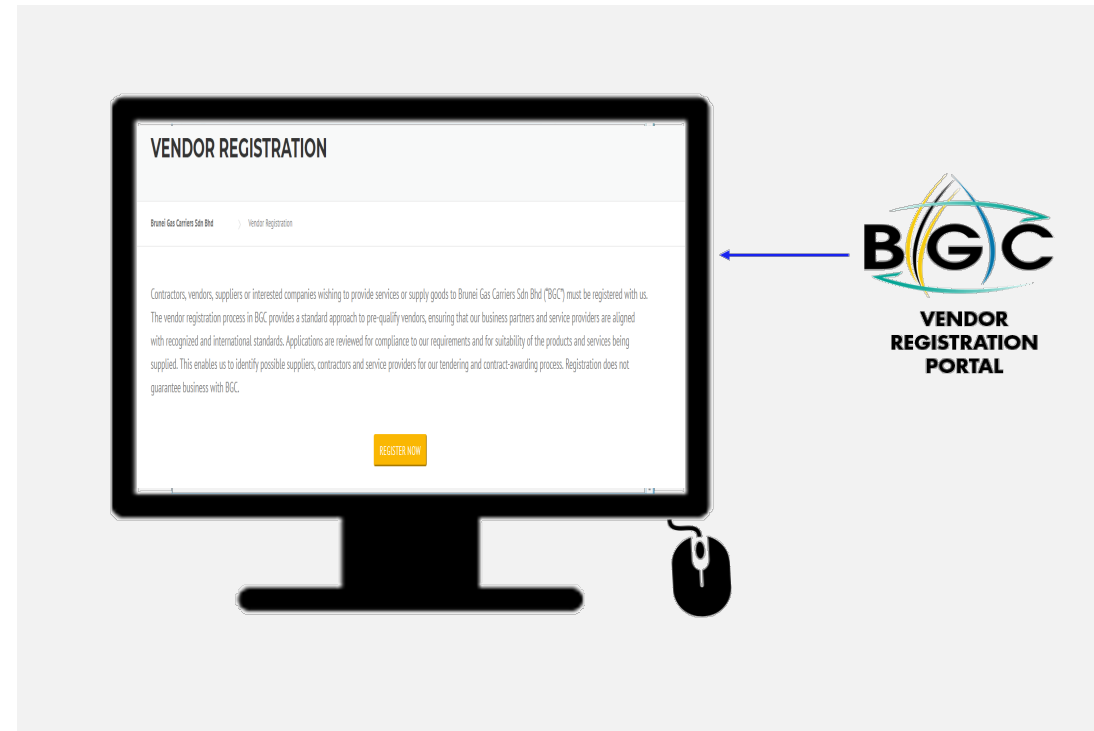
Acceptance is not approval or guarantee of award

All submissions for tender will be evaluated based on:

- Commercial Evaluation
- Technical Evaluation
- Local Business Development Evaluation

Registration is open now

Closing date for registration for I-Usahawan: **1st October 2018**



Compliance Check

Rakyat Jati:

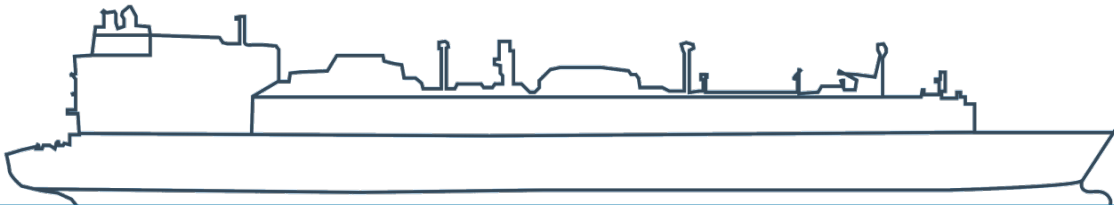
- Clear coloured scanned copy of the IC (front and back)
- I-Ushawan is limited to **100% Rakyat Jati** owners only
- Sijil Kerakyatan / Akuan Kerakyatan if available must be provided with the IC

Category

- Register the correct category i.e. Corporate, Event Management; Resources, Office Support Services or Light Vehicle
- Refer to EOI or to the relevant booths
- For Vendor Registration queries:
vendor.registration@bgc.com.bn



iUsahawan Development Framework



BGC iUsahawan Development Framework

The BGC iUsahawan Development Framework aims to develop local SMEs competencies and capabilities who are venturing into business with BGC.

The main objective of the Framework is to provide trainings and coaching of business owners provided by experts of the industry which will contribute towards an increase and improvement in the level of market competitiveness of Brunei's oil and gas industry.

The Development Framework consists of a Pre-Award Training Programme and Post-Award Mentorship Programme.

Pre-Award: Training Programme (Aug-Nov 2018)

BGC Bah!

- BGC (Mandatory) Accelerator Training Programme

BGC Go!

- Interpersonal skills

Cemerlang

- Entrepreneurship skills via DARE programmes such as Micro Business Bootcamp and IBA

Post-Award: Mentorship Programme

- Identification of Mentor
- iUsahawan Performance Review Framework

BGC Pre Award Training: BGC Bah!

The BGC Bah! Accelerator Training Programme is mandatory for participants of BGC iUsahawan and features 4 modules that cover areas from a broader perspective of the LNG Shipping Industry down to the fundamental foundations that local SMEs should practice.



Planned Date: 2nd Week of October 2018

BGC Pre Award Training: BGC Go!

Overview

- BGC GO offers a series of topics catered to upgrade one's interpersonal skills. Topics include difficult conversations, personal branding, presentation skills to name a few.
- Presenters will be volunteers from BGC's own pool of experts.
- Series of topics are OPTIONAL and interest in attending these topics to be indicated on the provided sheet.

Benefits of GO!

- Learn how to conduct yourself in a professional environment and make yourself more marketable.
- Learn or improve on the interpersonal skills.
- One-on-one coaching with experienced professionals.

Planned Date: 1st Week of October 2018

BGC Pre Award Training: Cemerlang

- The Cemerlang Training Programme is a collaboration between BGC and Darussalam Enterprise (DARe).
- They consist of additional capability development programmes offered by DARe that iUsahawan participants are highly encouraged to participate in.

DARE

Darussalam Enterprise

THE ROLE OF DARUSSALAM ENTERPRISE IN DEVELOPING MSMES

Industry Business Academy

What is it?

Darussalam Enterprise (DARe) launched the IBA in July 2016 as an integral component of developmental programme to provide businesses with the knowledge they need to start, grow and export.

The IBA is a business course that runs every six months, two times a year. It covers many business modules ranging from financing, business plan writing, marketing, human resources. Classes are generally free, however, specialised programmes might be charged minimal fee. Subject matter experts from the public and private sector are brought in to facilitate in modules from different industries.

Content of Programme

The IBA is also taught at three different levels depending on the level of maturity of the business.

The three levels are described in the following:

IBA Programmes	IBA Level 1 (Start-ups and Micro SMEs)	IBA Level 2 (SMEs)	IBA Level 3 (Established Companies)
General Curriculum	Increase general knowledge of how to start a business, and how to ensure business is sustainable.	Increase knowledge and appreciation of how to ensure sustainability in a growing company.	Increase knowledge and appreciation of how to successfully expand a company overseas.
Industry Specific	Focused on business opportunities and increasing knowledge and understanding of government regulations and policies on specific industrial sectors.		

Industry Business Academy

IBA Schedule for Q3 & Q4 2018 (June – December 2018)

No	Module	Facilitator	Duration
1	Business Lean Canvas Workshop	Felicity Chan	Half Day
2	Bright Ideas	LiveWIRE Brunei	2 Days
3	Business Plan Writing Workshop	Felicity Chan	2 Days
4	HSSE Talk	Megamas	Half Day
5	Business Lean Canvas	Felicity Chan	Half Day
6	Intellectual Property Talk for ICT, Creative and Design industries	BruIPO	Half Day/Full Day
7	Financial Literacy Workshop on Basic Bookkeeping	BICPA	Full Day
8	Creative Content Development Workshop	Jack Nadarajah	4 Days
9	Business Plan Writing Workshop	Felicity Chan	2 Days
10	Business Plan Series	LiveWIRE Brunei	2 Days
11	Business Plan Writing Workshop	Felicity Chan	2 Days
12	Business Plan Series	LiveWIRE Brunei	2 Days
13	Business Plan Writing Workshop	Felicity Chan	2 Days

Micro Business Bootcamp

What is it?

The Micro Business Bootcamp is a program to upskill and develop youth to participate in entrepreneurship, more specifically in micro businesses (businesses that have 1-4 employees).

What is the aim?

- To nurture the entrepreneurial mindset to establish capable business owners
- To encourage a culture of test and learn to start a micro business
- To provide capacity building to improve youths employment opportunities

Content of Programme

STAGE 1 : IDEATION WORKSHOP | 1 day

One-day open session where interested participants will go through idea validation session.

STAGE 2 : PHYSICAL BOOTCAMP | 1 week & ENTREPRENEURSHIP COURSE | 2 weeks

To upskill their skills via capacity building and to nurture the right mindset, learn how to make strategic decisions, courage, highlighting leadership and teamwork.

STAGE 3 : EXECUTION & MONITORING | 6 Months

By end of the program, participants must have completed comprehensive business plan for applying business grants and loan. Continuation of coaching and monitoring will be done by business coaches for a duration of 6 months.

Who Can Join?

- 18-40 years old
- Local or Permanent Resident (PR)

Startup Bootcamp

What is it?

The Startup Bootcamp is a 100-day accelerator programme targeting high growth, high potential startups to be investment ready and expand to local and international markets.

DARe launched its first Startup Bootcamp Programme in 2016 to assist the growth of new and existing entrepreneurs in an accelerated programme.

What is the aim?

- To deliver startup accelerator content for high growth, high potential export ideas, products and services targeting international markets and customers.
- To assist in the development and growth of startup companies
- To provide access to local and regional content, networks and mentors

Content of Programme

Across 100 days, selected participants will learn modules which include but not limited to Lean Canvas, Ideation, Market Validation, Creation of Minimum Viable Product, Human Resource Management, Commercialization Strategy, Marketing and Branding, Financing, Company Valuation, Legal, Intellectual Property, Fundraising and Pitching.

At the very end, selected participants will have the opportunity to take centre stage at a Demo Day event where founder(s) will pitch their business to a panel of regional investors (subject to appointed facilitator).

Who Can Join?

- Local or Permanent Resident (PR)
- New and existing business registered and operate within 2 years
- Ideas or products with high growth and high potential
- Adoption of innovative technologies i.e. AI, blockchain, big data will be advantageous

THANK YOU

DARe (Darussalam Enterprise)

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