

*SMART 4WARD*

*Advancing Together*

## About SMART4WRD

- Collaborative Initiatives to Accelerate The Journey Towards Smart Manufacturing
- Uniting manufacturers, technology and solution providers, financial institutions, and government agencies.
- Driving automation, latest technology adoption, and ESG best practices within the manufacturing sector.
- Smart4wrd Ecosystem is a collaborative partnership program initiated by Bizsphere

[www.smart4wrd.my](http://www.smart4wrd.my)





*Expert Sharing Partner  
in Industry4wrD Roadshow*



*Co-Organiser of  
MIDF Automation & Digital Forum*



*A Private Sector Smart Manufacturing Ecosystem*



*Co-organizer of  
MSMA 2023 and MSMA 2025*



*Marketing Partner*

# SMART4WARD

*It Adds Value & Creates Synergistic Value to the Smart  
Manufacturing Ecosystem*



- **Fosters Collaboration & Networking:**

- Connects manufacturers, tech providers, financial institutions, and government agencies for partnerships and knowledge sharing.

- **Access to Insights & Best Practices:**

- Provides up-to-date trends, case studies, and real-world exposure through events like forums and factory visits.

- **Boosts Visibility & Credibility:**

- Enhances partners exposure via Smart4wrld platforms.

- **Cost-Effective Marketing:**

- Offers a targeted platform for promoting solutions, reducing sales cycles, and engaging a ready manufacturing audience.

**SMART4WARD**

***Ecosystem Partners***

# Smart4wrld Ecosystem Partners

Pioneering Industry Leaders (PIL)

Advanced Manufacturing Drivers (AMD)

Tech Solution Partners (TSP)

SMART4WRD

Government & Institutional Partners (GIP)

Manufacturing Biz Community (MBC)

Business & Financial Services Partners (BFS)



**SMART4WARD**  
*Programmes & Activities*



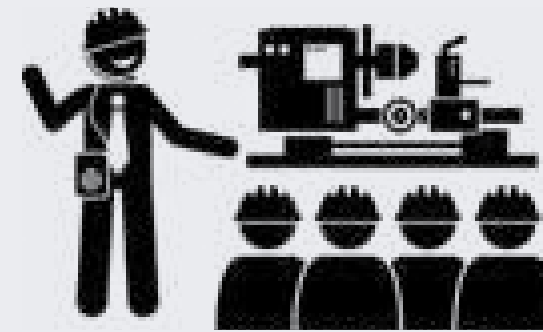
# SMART4WARD



Forum/Seminars



Consultation Clinics



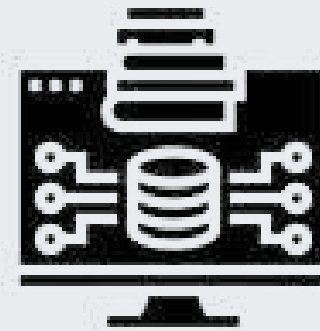
Factory Visits



Government Incentives



Industry Research



Online Knowledge Hub



eNewsletter



Case studies / Best Practices



Trade Expo



Business Networking



Market Linkage



Awards and Recognition

# SMART4WRD

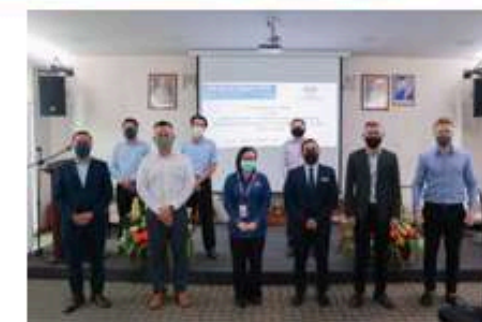
Constant Sharing Since  
Oct 2021



# SMART4WRD



**SURVEY ON  
INDUSTRY 4.0  
ADOPTION  
JOURNEY  
2021**

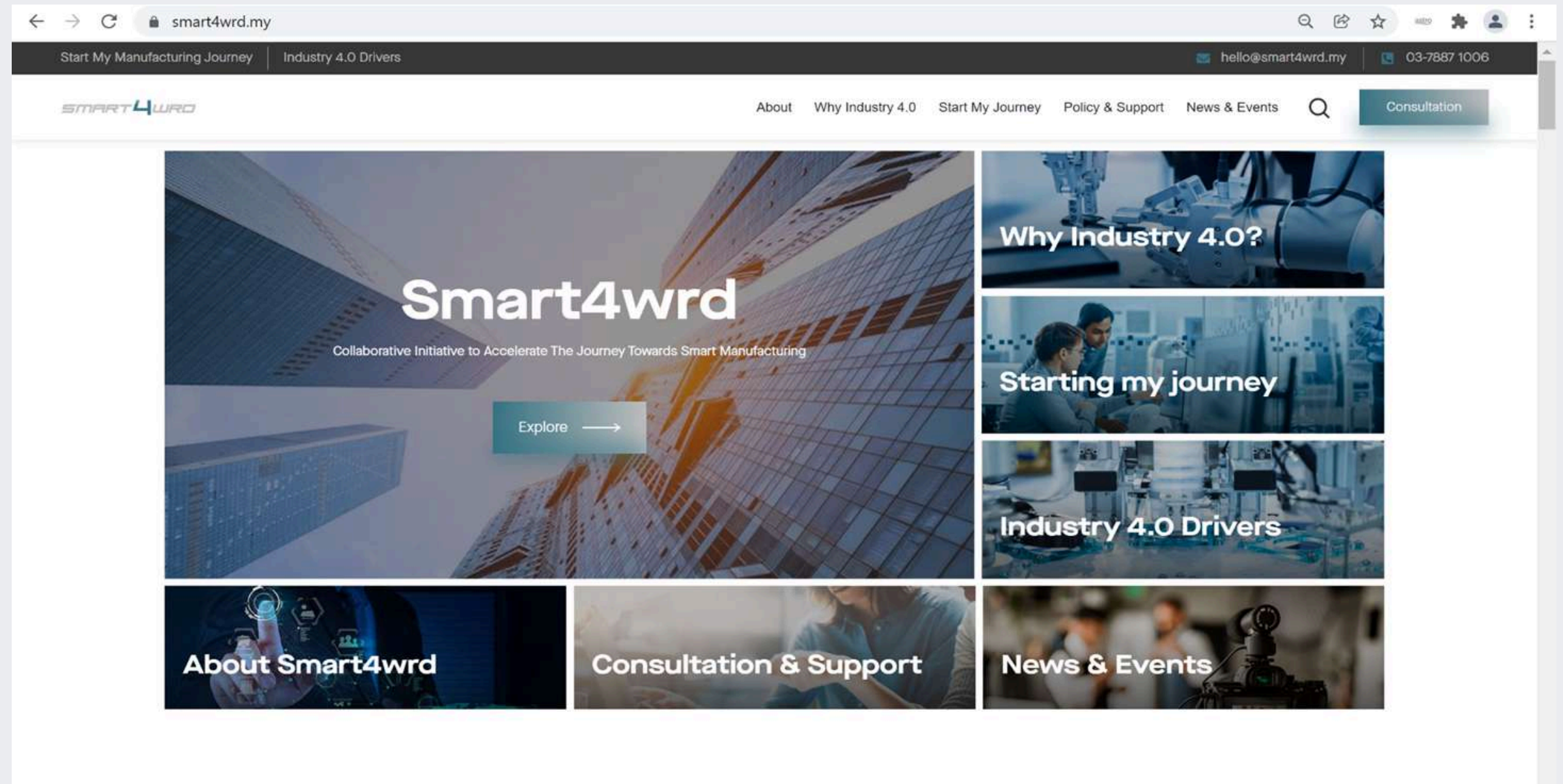




# SMART4WRD

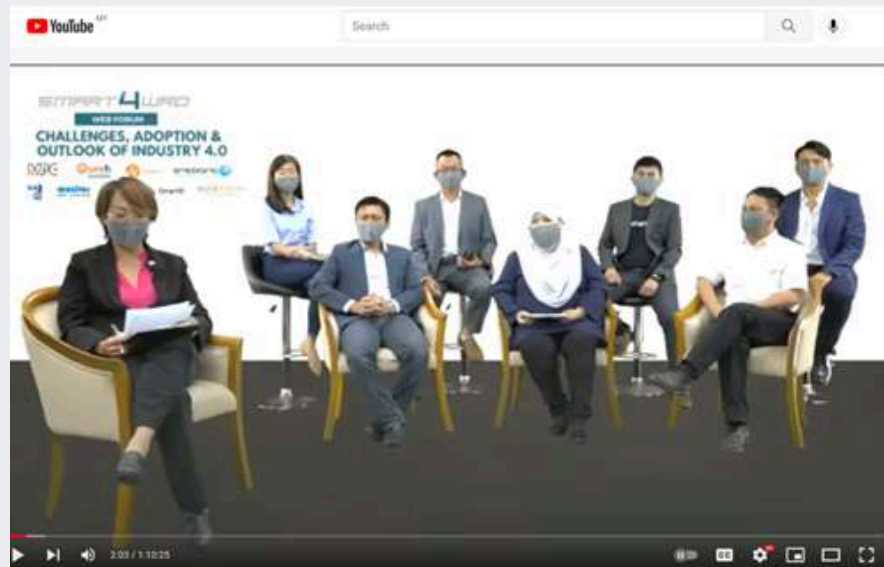
**Smart4wrd.my**

*A Web Portal serves as a Knowledge Hub*





# SMART4WRD



*Smart4wrd Bi-weekly Web Forum*



# SMART4WRD

SMART4WRD ONLINE SURVEY

## INDUSTRY 4.0 ADOPTION JOURNEY 2021

### RESPONDENT PROFILE

173 RESPONDENTS

**BUSINESS OPERATION**

Manufacturers	80.92%
MRS	13.29%
Services	5.78%

**RESPONDED BY TARGETTED GROUP**

Small SMES	45.66%
Medium SMES	41.04%

**54.11% IN DIFFERENT STAGES OF RA**

**62.33% IN DIFFERENT STAGES OF IF**

INCLUDES THOSE APPLYING FOR MALAYSIA 4.0/IF

SMART4WRD ONLINE SURVEY

## INDUSTRY 4.0 ADOPTION JOURNEY 2021

### PRESENT INITIATIVES

**71%** UNDERSTAND THE CONCEPT OF INDUSTRY 4.0

IT ALSO MEANS THAT SIZEABLE 1/3 STILL NEED BETTER KNOWLEDGE & GUIDANCE

**THE MOST or 20.71% are still in the exploration stage internally.**

**WHERE ARE THEY IN INDUSTRY 4.0 JOURNEY**

They are in different stages of implementation

SMART4WRD ONLINE SURVEY

## INDUSTRY 4.0 ADOPTION JOURNEY 2021

### KEY CHALLENGES

**PEOPLE** TOP 3 CHALLENGES

1. LEVEL OF UNDERSTANDING OF INDUSTRY 4.0 AMONG THE ENGINEERS / FACTORY SUPERVISORS (56.96%)
2. MANAGEMENT TEAM KNOWLEDGE ON INDUSTRY 4.0 (44.30%)
3. OPERATION TEAM MOSTLY COMPUTER ILLITERATE (30.38%)

**TOP 4 CHALLENGES** **PROCESS**

1. NOT KNOWING WHAT INDUSTRY 4.0 TECH RELEVANT TO THEIR OPERATION (46.20%)
2. UNSURE WHERE TO START (32.91%)
3. UNABLE TO RELATE TO PRODUCTIVITY & BUSINESS GROWTH (25.32%)
4. FEAR TO AFFECT PRESENT PRODUCTION PROCESS (25.32%)

SMART4WRD ONLINE SURVEY

## INDUSTRY 4.0 ADOPTION JOURNEY 2021

### KEY CHALLENGES

**TECHNOLOGY** TOP 3 CHALLENGES

1. MOSTLY ON MANUAL PRODUCTION (41.77%)
2. UNSURE HOW TO CHOOSE TECH/SERVICE PROVIDER (37.97%)
3. UNSURE PRESENT EQUIPMENT SUITABLE TO ADOPT INDUSTRY 4.0 (37.34%)

**TOP 3 CHALLENGES** **FINANCIAL**

1. NOT ENOUGH FUNDS TO FINANCE INDUSTRY 4 PROJECT (50%)
2. UNSURE OF ROI FROM INDUSTRY 4 PROJECT (40.51%)
3. FEAR OF FUTURE UNKNOWN/HIDDEN COST (39.87%)
4. WAITING FOR GRANT APPROVAL BEFORE START (38.61%)



## SURVEY ON INDUSTRY 4.0 ADOPTION JOURNEY 2021

A SURVEY BY **BIZSPHERE**  
Market & Marketing Group

STRATEGIC PARTNERS

**MPC** **Unifi business** **ICA 4.0**  
**arostys** **SmartID Solutions**  
**monitor ERP SYSTEM** **EMERGING** **SHRDC**

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*Industry Research*



# SMART4WRD



*Industry4wrd Nationwide Roadshow*



# SMART4WRD



*Smart4wrd engagement with MITI*



*Smart4wrd engagement with SIRIM*

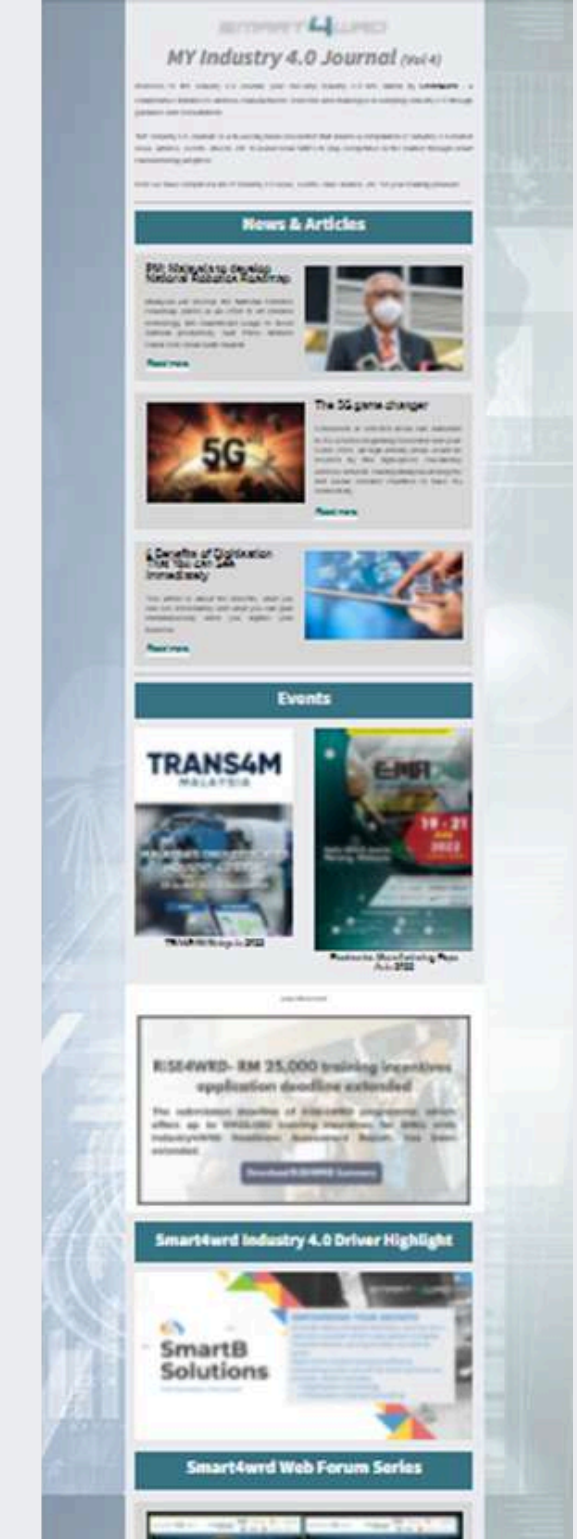
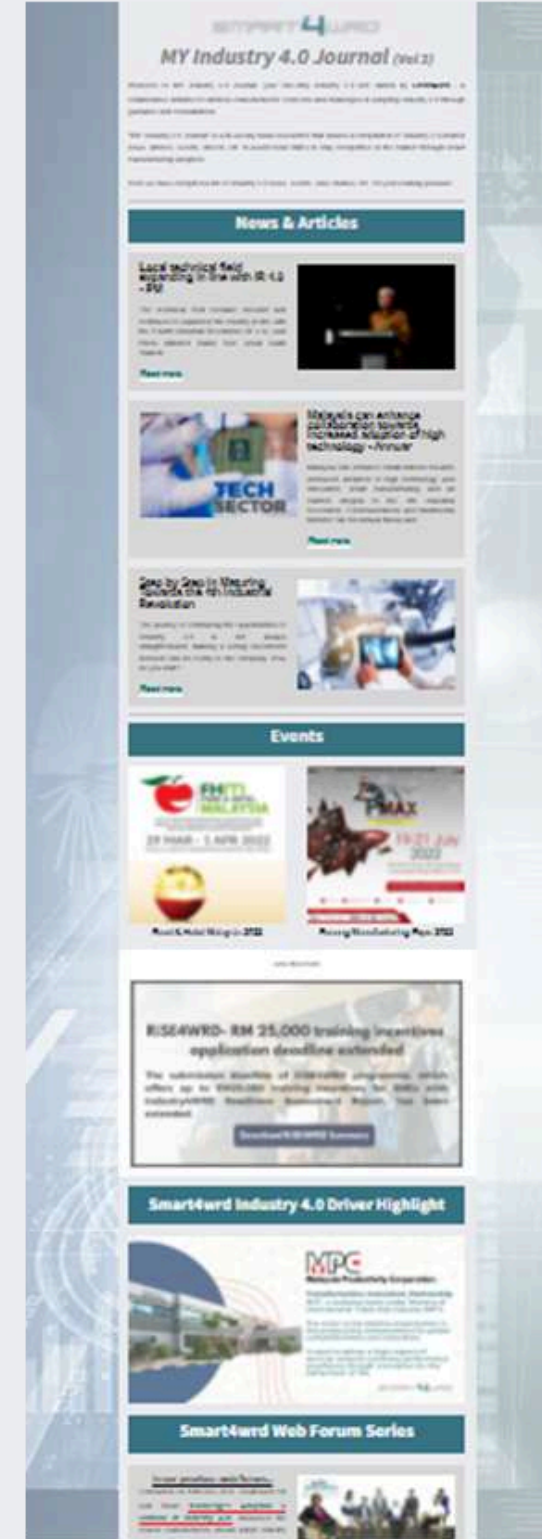


*Smart4wrd engagement with CREST*



# SMART4WRD

**Smart4wrđ**  
**MY INDUSTRY 4.0 JOURNAL**  
Bi-weekly eNewsletter  
(sent to 5,500 manufacturers)





# SMART4WRD



*Smart4wrд  
Delegation to Industrial  
Automation Asia Pacific (ITAP)  
Singapore*



# SMART4WRD



*Automation and Digital Forum*



# SMART4WRD

**SMART4WRD**  
**KICKSTART MY SMART MANUFACTURING JOURNEY PROGRAMME**  
An engaging One-To-One Adoption Clinic  
18 JUL 2023 (Tue) | 9:00am - 12:30pm  
Selangor Human Resource Development Centre (SHRDC)

**EVENT HIGHLIGHTS**

- EXPERIENCE SMART FACTORY IN ACTION
- PRE-SCREENING of FINANCING APPLICATION
- GUIDE TO APPLY FOR FULLY SUBSIDISED Industry 4.0 TRAINING
- ONSITE ADVISORY on Factory Automation and Digitalisation Solutions
- ONSITE ADVISORY on Manufacturing Digital Transformation Roadmap
- BRIEFING ON Malaysia Smart Manufacturing Awards 2023

REGISTER NOW  
  
bit.ly/ForumEngagementKL

\*Limited to 50 Free Seats Only.

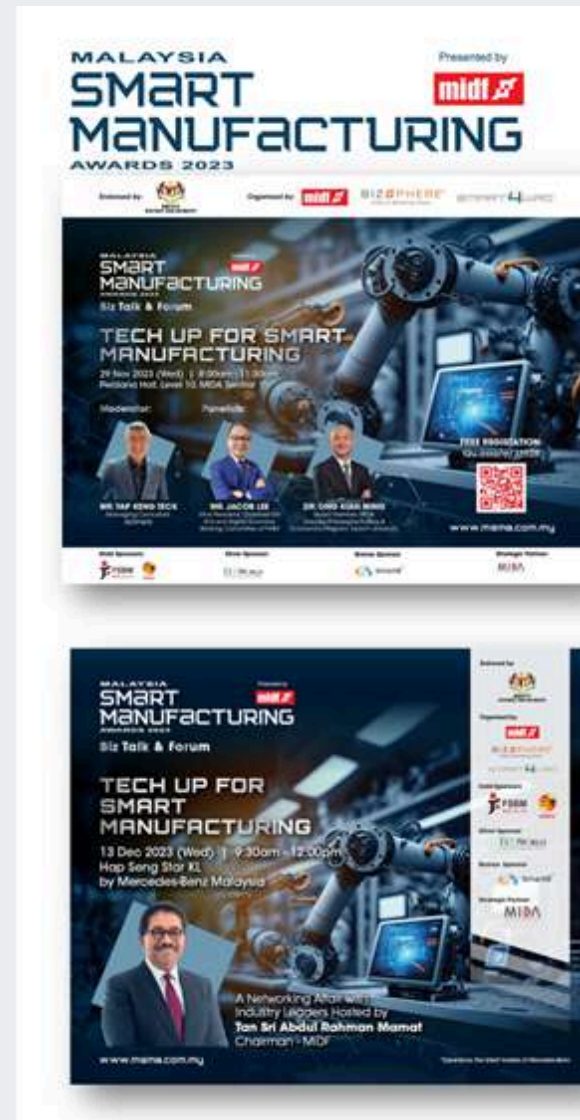
**BIZSPHERE** **midf** **FSBM** **SmartB** **TR** **unifi BUSINESS**



***KickStart My Smart Manufacturing Journey***  
*- One To One Consulting*



# SMART4WRD



## MSMA 2023 OUTREACH PROGRAMMES



Endorsed By



Organised by



*Malaysia Smart Manufacturing Awards 2023*



**SMART4WARD**

***What's the Business & Financial Services Partners (BFS)?***



- The **Business & Financial Services Partners (BFS)** partnership is tailored for companies providing essential services such as financial consulting, insurance, intellectual property, ESG practices, and business process improvements.
- As a **BFS** member, you can effectively leverage Smart4wrd to connect with targeted manufacturers, amplifying your reach and impact.
- **BFS** partner play a pivotal role in helping manufacturers optimize their operations, secure funding, and manage risks, ultimately providing a solid foundation for their digital transformation journey and enhancing their growth potential.

# SMART4WARD

*What's the Benefit of BFS ?*

# What's the Benefit of BFS ?



<b>Incentives. Programmes, Trends, Collaborative opportunities</b>	Invited for briefing, discussion and engagement
<b>My Industry 4 Journal</b>	<ul style="list-style-type: none"> <li>• 2 x by-lined articles sharing case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• 2 x product centric articles annually</li> </ul>
<b>smart4wrld.my</b>	A page with listing of all BFS with Max 3 top solutions or services
<b>smart4wrld youtube</b>	<ul style="list-style-type: none"> <li>• Forward up to 2 x case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• Forward up to 2 x products/services or project experience videos to be posted within a year</li> </ul>

<b>Invitation to Programmes and Activities including engagement with ecosystem partners</b>	Will be invited to collaborate or to attend on 1st come 1st serve basis should seats or participation opportunities are limited. (Fees may Apply)
<b>Smart4wrld Outreach Programme Digital Media</b>	Logo will be featured during any digital introduction of Smart4wrld
<b>Participation in programmes and events</b>	Will be quoted seperately if any. Will enjoy reduction of 10% compared to non smart4wrld partner
<b>Smart4wrld Biz Community Whatsapp Group</b>	<ul style="list-style-type: none"> <li>• Promote your events within the WhatsApp group</li> <li>• One-time opportunity to introduce your company to the community</li> </ul> <p><i>*All event promotions and company introductions will be sent to the group by admin representative.</i></p>
<b>Smart4wrld Facebook &amp; Newsletter</b>	One-time welcome post on the official Smart4wrld Facebook page and newsletter.

# Why Join Smart4wrld as BFS ?

- **Connect with Manufacturers** - Unlock access to a vast network of manufacturing communities within Smart4wrld looking for business and financial solutions to enhance their capacity and build their capabilities.
- **Demonstrate Your Expertise** - Feature your services in Smart4wrld's ecosystem, boosting your brand visibility among potential clients in the manufacturing sector.
- **Collaborate for Growth** - Invitation to showcase in events, forums, and seminars sharing your knowledge and explore partnership opportunities with manufacturers and other service providers.
- **Market Your Services** - Share articles, case studies, or insights about your services to demonstrate your company's value in supporting smart manufacturing.

# SMART4WARD

*Comparison Between Ecosystem Partners*





## ***Comparison Between Ecosystem Partners***

<i>Ecosystem Partners</i>	Description
<b>Advanced Manufacturing Drivers (AMD)</b>	Elite Partner with own technology, solutions or services committed to drive and contribute to the growth of smart manufacturing ecosystem.
<b>Tech Solution Partners (TSP)</b>	Technology / Solution Providers including System Integrators supporting manufacturers
<b>Business &amp; Financial Services Partners (BFS)</b>	Companies offering business support to manufacturers.
<b>Pioneering Industry Leaders (PIL)</b>	Leading corporations supporting the advancement of manufacturers
<b>Government &amp; Institutional Partners (GIP)</b>	Government and trade associations supporting manufacturing ecosystem
<b>Manufacturing Biz Community (MBC)</b>	Manufacturers aiming to digitally transform and modernise their operations to increase market competitiveness.

Ecosystem Partners / Benefits	Incentives, Programmes, Trends, Collaborative opportunities	My Industry 4 Journal	smart4wrd.my
<b>Advanced Manufacturing Drivers (AMD)</b>	Invited for briefing, discussion and engagement	<ul style="list-style-type: none"> <li>• 5 x by-lined articles sharing case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• 5 x product centric articles annually</li> </ul>	<ul style="list-style-type: none"> <li>• Own individual page under AMD channel.</li> <li>• General Service Enquiry via the website will be shared to all AMD.</li> <li>• Users will be given option to select AMD as a direct enquiry to AMD.</li> </ul>
<b>Tech Solution Partners (TSP)</b>		<ul style="list-style-type: none"> <li>• 2 x by-lined articles sharing case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• 2 x product centric articles annually</li> </ul>	A page with listing of all TSP/BFS with Max 3 top solutions or services
<b>Business &amp; Financial Services Partners (BFS)</b>		<p>Invited to demonstrate its best practices in smart manufacturing &amp; ESG</p> <ul style="list-style-type: none"> <li>• 5 x by-lined articles sharing case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• 5 x product centric articles annually</li> </ul>	
<b>Pioneering Industry Leaders (PIL)</b>	Coordinate with PIL in developing programmes nurturing sme manufacturers towards smart manufacturing.	<p>Invited to share programmes and incentives</p>	Logos will be featured in smart4wrd.my as GIP
<b>Government &amp; Institutional Partners (GIP)</b>	Invited to participate in event	<p>Access to Latest Updates and information about industry trends, government policies, incentives, and events.</p>	<p>Access to Latest Updates and information about industry trends, government policies, incentives, and events.</p>
<b>Manufacturing Biz Community (MBC)</b>			

\*Product-centric articles will be featured on a first-come, first-served basis. No reminder will be given. Unused slots will not be replaced.

Ecosystem Partners / Benefits	smart4wrд youtube	Invitation to Programmes and Activities including engagement with ecosystem partners.	Smart4wrд Outreach Programme Digital Media
<b>Advanced Manufacturing Drivers (AMD)</b>	<ul style="list-style-type: none"> <li>• Forward up to 5 x case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• Forward up to 5 x products/services or project experience videos to be posted within a year</li> </ul>	<ul style="list-style-type: none"> <li>• Priority to be invited</li> <li>• Will be invited to collaborate or to attend (Fees may apply)</li> </ul>	Logo will be featured during any digital introduction of Smart4wrд
<b>Tech Solution Partners (TSP)</b>	<ul style="list-style-type: none"> <li>• Forward up to 2 x case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• Forward up to 2 x products/services or project experience videos to be posted within a year</li> </ul>	Will be invited to collaborate or to attend on 1st come 1st serve basis should seats or participation opportunities are limited. (Fees may Apply)	
<b>Business &amp; Financial Services Partners (BFS)</b>			
<b>Pioneering Industry Leaders (PIL)</b>	<ul style="list-style-type: none"> <li>• Forward up to 5 x case studies, best practices, trends, guides or tips in smart manufacturing.</li> <li>• Forward up to 5 x products/services or project experience videos to be posted within a year</li> </ul>	N/A	N/A
<b>Government &amp; Institutional Partners (GIP)</b>	Invited to share programmes and incentives related to manufacturing in video format		
<b>Manufacturing Biz Community (MBC)</b>	Access to Latest Updates and information about industry trends, government policies, incentives, and events.	<ul style="list-style-type: none"> <li>• Priority to attend</li> <li>• Pay lower fee than services community and non members</li> </ul>	

*\*Product-centric articles will be featured on a first-come, first-served basis. No reminder will be given. Unused slots will not be replaced.*

Ecosystem Partners / Benefits	Update information in smart4wrд.my	Participation in programmes and events	Smart4wrд Biz Community Whatsapp Group	Smart4wrд Facebook & Newsletter
<b>Advanced Manufacturing Drivers (AMD)</b>	RM 100 will be charged for any change of information in smart4wrд.my	Will be quoted seperately if any. Will enjoy reduction of 10% compared to non smart4wrд partner	<ul style="list-style-type: none"> <li>Promote your events within the WhatsApp group</li> <li>One-time opportunity to introduce your company to the community</li> </ul> <i>*All event promotions and company introductions will be sent to the group by admin representative.</i>	One-time welcome post on the official Smart4wrд Facebook page and newsletter.
<b>Tech Solution Partners (TSP)</b>				
<b>Business &amp; Financial Services Partners (BFS)</b>				
<b>Pioneering Industry Leaders (PIL)</b>		Complimentary by Invitation		
<b>Government &amp; Institutional Partners (GIP)</b>	N/A		N/A	
<b>Manufacturing Biz Community (MBC)</b>				Enjoy Member exclusive Fees or Benefits Fees

**SMART4WARD**

***Marketing & Partnership Fee***

Advanced Manufacturing Drivers (AMD)	Tech Solution Partners (TSP)	Business & Financial Services Partners (BFS)
RM 12,000 per year	RM 3,800 per year	<b>RM 3,800 per year</b>
Manufacturing Biz Community (MBC)	Government & Institutional Partners (GIP)	Pioneering Industry Leaders (PIL)
Free to Join	No Fees	MSMA Leadership Award -No Fees for the 1st year

\*Membership fee subject to 8% SST



# SMART4WRD

*Accelerating The Journey Towards Smart Manufacturing*



hello@smart4wrd.my



www.smart4wrd.my



Smart4wrd



Smart4wrd