



▶ FOR IMMEDIATE RELEASE: WEDNESDAY, 11 MAY 2022

BRUNEI SHELL PETROLEUM LAUNCHES ENERGY BUSINESS ACADEMY (EBA) 2.0 CYCLE 2 AND THE SUPPLIER JOURNAL, AN ONLINE DEVELOPMENT TOOL

As part of its continuous effort to further develop local Small and Medium Enterprises (SMEs), Brunei Shell Petroleum Co. Sdn Bhd (BSP) launched the second cycle of the Energy Business Academy (EBA) 2.0 and the EBA application in an online event. 10 companies have been selected as the participants of the EBA 2.0 Cycle 2 to work closely with experienced coaches.

Present at the event were Romeo Wee Edong, Director of In-Country Value at Ministry of Energy, Daniel Leong, Acting CEO of Darussalam Enterprise (DARE), Hjh Rosita Hj Hassan, BSP In-Country Value Manager, Mariana Omar BSP Supply Chain Management Manager and representatives from participating companies who will take part in the EBA 2.0 Cycle 2 programme.

In her welcoming remarks, Hjh Rosita highlighted how the EBA 2.0 Cycle 2 came with improvements to continue to support the local companies in their development journey. The highlight for Cycle 2 is the launching of the Supplier Journal, an online tool to help create development programme at company's own pace. Companies can share their Visions and Ambitions, target opportunities, SMART business goals to work on in the EBA 2.0 programme. Through the online tool, companies can also identify their gaps and current capabilities in areas such as Finance, Operations, HSSE, Leadership etc. which will further support them in their development and in achieving their goals.

Furthermore, coaches from within BSP and International coaches are identified to provide guidance and mentorship and there are opportunities to learn through organised learning events to cater the company's needs.

"I'm excited about discovering new opportunities with the respective companies. Supplier development is one the key strategic deliverable for ICV. In 2015, there were only 10 local companies in the Core quadrant. Today, the number has grown significantly with 30 local companies operating the Core quadrant, representing 46% of all the local companies in this quadrant. There are local companies who made that journey from basic and development quadrants, into the more complex core quadrant contracts. The journey requires commitment and perseverance from all the parties involved" added Hjh Rosita.

The Cycle 1 of EBA 2.0 was completed at the start of 2021, with 6 local companies successfully completing the programme. Past participants from the first cycle shared positive feedback on the tools and support from EBA 2.0 during the online event.

"Since participating EBA 2.0, we were able to understand our weaknesses and minimise them. This helps us to improve on building on our core strengths to make the company stronger. Our team are also more united and effective working together which means we are better at what we do; servicing our customers and improving our quality of services to our customers," shared Michael Shim from Syera Services.



“The most enjoyable part of the EBA programmes were the coaches and the facilitators, they were attentive and understanding and listened to us when we discussed with them our unique challenges in the oil and gas industry, even with the highly specialised nature of our services. Through EBA 2.0 we were given the tools to analyse our market as well as understand our customers and competitors. We also learned the importance of having a sales lead pipeline to track our sales leads and our customers’ requirements, but most important part of all, it taught us the importance of setting challenging but achievable targets by making list of plans. Since concluding the programme we have managed to improve our sales figures,” said Asher Khan from ROV Resources Sdn Bhd, one of BSP’s business partners.

The ten companies selected are as below:

1.	DREAM MAKERS SERVICES
2.	JEZEMM SERVICES
3.	MKJ TECHNICAL SERVICES SDN BHD
4.	RUKUN AL YAQEEEN (RAY) INTERNATIONAL SDN BHD
5.	QET SDN BHD
6.	QUAEZAR Engineering & Construction
7.	S.B. KANI COMPANY
8.	SEPAKAT ENERGY SERVICES SDN BHD
9.	SIVLI TECH SDN BHD
10.	ZU-HY CONTRACTOR

END

ENQUIRIES:

Brunei Shell Petroleum Media Relations
Rafidah Ahmad +6738352266

NOTES TO EDITORS:

Brunei Shell Petroleum Company Sdn Bhd (BSP) explores for, and produces, oil and gas from onshore and offshore fields for domestic consumption and export to international markets. The Government of Brunei Darussalam and Royal Dutch Shell Group each own a 50% stake in BSP. The Brunei Shell Petroleum Company Sdn Bhd is referred to as BSP or Brunei Shell Petroleum Company for abbreviation or headline purposes.