



INFORMATION KIT

SMF Awards

# SINGAPORE MANUFACTURING FEDERATION AWARDS 2018

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# ABOUT SINGAPORE MANUFACTURING FEDERATION

The Singapore Manufacturing Federation (SMF), formerly known as the Singapore Manufacturers' Association, was first established in 1932. Its mission is to represent the interest of the Singapore manufacturing community and to drive its competitiveness and sustainable growth through serving industry-specific needs.

SMF is supported by 10 industry groups to serve diverse industry-specific needs, as well as 7 Centres of Excellence to offer our members a comprehensive approach towards improving competitiveness. With a membership of over 3,000 corporate members ranging from MNCs to SMEs, SMF carries out a myriad of activities to enhance the competitive edge of our members.

## ABOUT SMF AWARDS



SMF  
SUSTAINABLE  
GROWTH  
AWARD 2018

The SMF Sustainable Growth Award aims to recognise companies that have demonstrated the ability to adapt to different economic situations and grow their businesses and profitability over the long term. The Award also encourages companies to plan and strive to grow through good and bad economic cycles.



SMF  
BUSINESS MODEL  
INNOVATION  
AWARD 2018

The SMF Business Model Innovation Award is the first award in Singapore to recognise companies that have achieved success in transforming their business models. The objective of this Award is also to inspire the business community to pursue transformational growth through business model innovation. This Award celebrates innovative growth strategies in today's fast-changing business landscape and honours companies that have achieved excellence in innovative thinking and implementation in business model change.



SMF  
COLLABORATIVE  
PARTNERSHIP  
AWARD 2018

The SMF Collaborative Partnership Award recognises industry leaders that have championed the development of and fostered close partnerships with their supply chain companies. The Award celebrates and encourages more of such collaborative effort to strengthen the industry's value chain and creating a robust supply chain. Singapore will be the ASEAN chair next year and to support the government's effort to encourage local companies to expand their businesses beyond Singapore, a new segment within the Collaborative Partnership Award, SMF-RHB Collaborative Partnership Award (ASEAN) 2018 was created to recognise those who benefitted from their close collaboration with ASEAN partners.



Segment expanded to  
include ASEAN

## MESSAGE FROM SMF AWARDS ORGANISING CHAIRMAN



**Philip Lee**  
Chairman, SMF Awards  
Organising Committee

The Industry Transformation Maps (ITMs) have been rolled out on the Committee of the Future Economy's recommendation to help companies drive innovation and productivity in a rapidly changing economic climate.

Singapore Manufacturing Federation (SMF) is pleased to launch the third edition of the SMF Awards. The Awards will pay tribute to successful companies that have stood out in their innovative, sustainable or collaborative efforts.

The SMF Awards comprises three categories: SMF Sustainable Growth Award; SMF Business Model Innovation Award; SMF Collaborative Partnership Award, with a new segment, SMF-RHB Collaborative Partnership Award (ASEAN) 2018, to include companies with collaboration with ASEAN partners.

The SMF Sustainable Growth Award honours companies that have achieved sustainable business growth and profitability.

The SMF Business Model Innovation Award addresses the importance of innovating one's business model to create, capture and deliver value to the business.

The SMF Collaborative Partnership Award recognises industry leaders that have engaged in fostering close partnerships with their supply chain companies to undergo capability and capacity advancement. Amid rising business costs and competitions from both developing and developed countries, our local companies must collaborate to seek new growth opportunities. Be it to venture overseas or to promote an innovation-based industrial cluster, the SMF Collaborative Partnership Award and SMF-RHB Collaborative Partnership Award (ASEAN) 2018 aim to encourage more of such collaborative efforts to strengthen the industry's value chain.

On behalf of SMF, I urge companies especially those in the manufacturing industry to participate in the SMF Awards 2018.

## **AWARDS ORGANISING COMMITTEE**

### **Chairman**

Philip Lee  
Partner, KPMG LLP

### **Committee Members**

Adam Hamid  
Managing Director, Naina Mohamed & Sons Pte Ltd

Birch Sio  
Managing Director, Concord Associates Pte Ltd

James Wong  
Managing Director, O.E Manufacturing Pte Ltd

Andy Yun  
Secretary-General, Singapore Manufacturing Federation

## **AWARDS JUDGING PANELS**

Mr Saw Ken Wye  
CEO  
CrimsonLogic Pte Ltd  
(Chairman of Judging Panel)

Mr Birch Sio  
Managing Consultant and Director  
Concord Associates Pte Ltd

Mr Alok Mishra  
CEO  
Value Addition

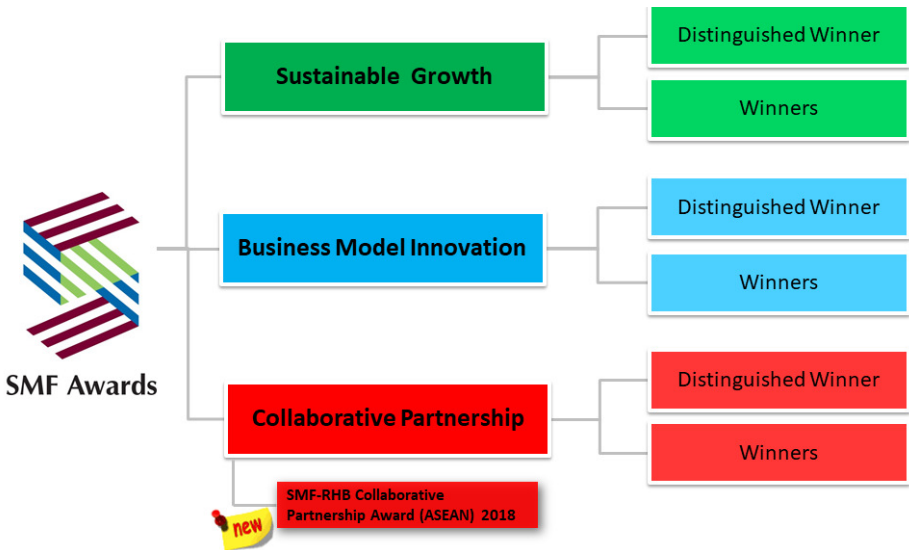
Mr Lucas Tran  
Partner  
KPMG LLP

Dr Prem Shamdasani  
Academic Director for UCLA-NUS Executive MBA Program & APEX MBA (English Program)  
NUS Business School

Ms Chew Mok Lee  
Assistant Chief Executive, Capabilities and Partnership  
SPRING Singapore

Dr Michael Teng  
Assistant Secretary-General,  
Singapore Manufacturing Federation

## AWARDS STRUCTURE



## QUALIFYING CRITERIA

### SMF SUSTAINABLE GROWTH AWARD

- Singapore-incorporated Company OR has a regional headquarter in Singapore
- Company that has been incorporated for at least the last 5 years
- A Manufacturing Company OR Manufacturing Services Company *(A Firm or Company directly carrying on the business of Manufacturing in Singapore or any other territory or provides a service to manufacturers.)*

### SMF BUSINESS MODEL INNOVATION AWARD

- Singapore-incorporated Company OR has a regional headquarter in Singapore
- Company that has been incorporated for at least 1 year

### SMF COLLABORATIVE PARTNERSHIP AWARD

- Singapore-incorporated Company OR has a regional headquarter in Singapore
- Company that has been incorporated for at least the last 5 years
- Company has taken the lead in its Collaborative Partnership initiative

## JUDGING CRITERIA

Companies will be grouped into SME category and Large Enterprise category. The two (2) groups will be assessed based on the following criteria for their Sustainable Growth.

Criteria	
<b>Quantitative</b>	
Demonstrated a growth over the last 5 years in areas such as Revenue and/or Profit (To provide a Self-Declaration <u>OR</u> certified-true copy of audited accounts (FY2013 - 2017))	
<b>Qualitative</b>	
Sustainable Growth	Outline how the company has achieved sustained business growth over the last 5 years
Market Challenges	Outline how the company's business strategy has managed / adapted to challenging / changing market conditions to remain sustainable in the long term
Strategic Plans	Outline the plans in at least two (2) of the following areas that the Company had put in place to achieve sustained business growth in the long term: <ul style="list-style-type: none"> <li>● Growth capability</li> <li>● Market share</li> <li>● Brand building</li> <li>● Allocation of resources</li> <li>● Capital expenditure and R&amp;D investment</li> <li>● Cost of production</li> <li>● People management and leadership renewal/ continuity</li> <li>● Environmentally-friendly technologies and business practices</li> </ul>
Customers' Needs	Outline how the company has addressed its customers' needs

## JUDGING CRITERIA

Companies will be assessed based on the following criteria for their Business Model Innovation.

Criteria	
Qualitative	
Business Model – Before vs. After	The extent of innovation or change from past and current innovative business model.
Impact on company's profitability and revenue growth	The impact on the company's profitability and revenue growth. Please provide audited financial statements as evidence of positive impact on company's financials.
New Model's unique selling proposition and capturing value	The effectiveness of company's new model and unique selling/ value proposition in addresses customers' needs.
Introduction and Implementation of BMI initiatives	The process of generating ideas, introducing change, and implementing business model innovation initiatives.

## JUDGING CRITERIA

Companies will be assessed based on their Collaborative Partnership in ASEAN and/or non-ASEAN countries. Companies can participate in one (1) or two (2) of these segments. They will be assessed based on the following criteria for their Collaborative Partnership initiative.

Criteria	
Quantitative	
Describe the initiative and positive outcomes derived from collaborating with partners in ASEAN and/or non-ASEAN countries. Please substantiate the claims with relevant documents and	
Qualitative	
Capability and Capacity Growth	Outline how the Company has taken the lead in the collaboration with its partners to increase capability and capacity
Market Challenges	Give examples of challenges faced and how they were overcome.
Collaboration	Elaborate how the collaboration has benefited all the partnering organisations. Provide names of partners involved.



# 2016 SMF AWARDS DISTINGUISHED WINNERS AND WINNERS

## Sustainable Growth

### **Distinguished Winners**

Makino Asia Pte Ltd  
Feinmetall Singapore Pte Ltd

### **Winners**

Hirata FA Engineering (S) Pte Ltd  
Anewtech Systems Pte Ltd  
Blue Aqua International Pte Ltd  
Onn Wah Tech Pte Ltd  
Sun City Maintenance Pte Ltd  
Tantex Pte Ltd

## Business Model Innovation

### **Distinguished Winner**

Onn Wah Tech Pte Ltd

### **Winners**

Central-Midori International Pte Ltd  
Tantex Pte Ltd  
Venvici Pte Ltd  
Yeo Eng Koon (S) Pte Ltd

## Collaborative Partnership

### **Distinguished Winner**

ST Engineering Ltd

### **Winners**

Johnson and Johnson Pte Ltd  
Lim Kee Food Manufacturing Pte Ltd  
Singapore Telecommunications Limited  
Waters Pacific Pte Ltd

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**“At this juncture where many manufacturing firms are exploring relocation options outside Singapore, this award is a testament that Singapore is still a place for sustainable growth. This is a timely recognition for Makino Asia as we embark on the next phase of expansion to build the next generation smart factory right here in Singapore. I would like to thank all employees of Makino Asia Group for the efforts all these years to make things happen. I would also like to show our greatest gratitude to SMF for the support extended and the panel of judges for this award.”**

~ Mr Neo Eng Chong, CEO/President of Makino Asia Pte Ltd  
SMF Sustainable Growth Award 2016, Distinguished Winner

**“As the global business market is rapidly changing, we have to move quickly as well to adapt to the fast changes. Over the last 5 years, we have re-invented our business model to provide more value-added services and end-to-end solution to our customers. These efforts have resulted in strong growth for the business. We are very honoured to receive 2 awards from SMF and also like to thank SPRING Singapore for nominating us for the awards.”**

~ Ms Janice Tan, General Manager of Tantex Pte Ltd  
SMF Business Model Innovation Award 2016, Winner  
SMF Sustainable Growth Award 2016, Winner

# SUBMISSION KIT

**Submission Kit may be submitted to SMF Awards Secretariat either by :**

- a) hard copy to SMF at 2985 Jalan Bukit Merah Singapore 159457, or**
- b) email to [secretariat@smfawards.sg](mailto:secretariat@smfawards.sg)**

**Latest by Thursday, 31 May 2018, 5pm**

The Submission Kit should include the following:

1. A copy of a duly completed and signed Application Form
2. A certified-true copy of audited accounts (FY 2013- 2017) - *For application of SMF Sustainable Growth Award only*
3. A certified-true copy of audited accounts since implementation of business model innovation (min. 1 year) - *For application of SMF Business Model Innovation Award only*
4. ACRA Business Profile
5. Brochures, Corporate Identity Guide or any collaterals

The Company shall be responsible in ensuring all information and files submitted are true and accurate.

All submitted documents and materials will be kept confidential by Singapore Manufacturing Federation, for the use and circulation for SMF Awards Judging purposes only and will not be returned to participating companies.

An acknowledgement email will be sent to the Company upon receiving all required documents in the Submission Kit by SMF Secretariat. If you do not receive from us, kindly contact SMF Awards Secretariat, Mr Ng Wee Kok / Ms Lim Kah Boon at 6826 3058 / 6826 3045 or email at [secretariat@smfawards.sg](mailto:secretariat@smfawards.sg).

# AWARDS PACKAGES

Upon notification, all Winners are required to take up the SMF Award Package of \$5,000 if selected as a Winner or the SMF Award Package of \$10,000 if selected as Distinguished Winner. The Award Package fee is still applicable even if the Winner decides to withdraw from the Award once notified as Winner.

If the Winner receives more than one (1) Award, it will only need to pay for one (1) Award Package, whichever is of higher value.

The SMF Award Package of \$5,000 includes the following:

- An acknowledgement of Winner with a trophy at the SMF Awards & 86th Anniversary Dinner
- One Dinner Table for ten (10)
- Company logo in congratulatory message placed in local media
- Feature in Awards Commemorative Booklet
- 1-Year Free SMF Membership\*
- Hyperlink of the Winner's website on the SMF Awards webpage

The SMF Distinguished Award Package of \$10,000 includes the following:

- Advertorial feature to honour the Distinguished Winner in a newspaper supplement^
- An acknowledgement of Distinguished Winner with a trophy at the SMF Awards & 86th Anniversary Dinner
- One Dinner Table for ten (10)
- Company logo in congratulatory message placed in local media
- Feature in Awards Commemorative Booklet
- 1-Year Free SMF Membership\*
- Hyperlink of the Distinguished Winner's website on the SMF Awards webpage

\* Existing SMF members will get the subsequent year membership fees waived

^ Kindly note the newspaper supplement is subject to change at the discretion of the Awards Organising Committee.

# FREQUENTLY ASKED QUESTIONS

## Q1: Why SMF Awards?

Singapore Manufacturing Federation (SMF), the national association that represents Singapore's manufacturing sector launched its inaugural awards in 2014 to recognise companies for their outstanding achievements in attaining quality business growth and profitability through innovative business model and the use of best practices. The awards encourage other companies to learn from award winners and inspire them towards higher achievements. The SMF Awards 2018 come in three main categories:

- 1) SMF Sustainable Growth Award
- 2) SMF Business Model Innovation Award
- 3) SMF Collaborative Partnership Award
- 3.1) SMF-RHB Collaborative Partnership Award (ASEAN) 2018

## Q2: When is the deadline for applications for SMF Awards 2018?

The application is open from **Tuesday, 31 October 2017**. All submissions should be sent to SMF Awards Secretariat by **Thursday, 31 May 2018, 5pm**.

## Q3: How do I apply for SMF Awards?

You can apply by using the form at <http://www.smfawards.sg/>. Upon completion, sign and return the application form to SMF Awards Secretariat via:

- a. hard copy to SMF at 2985 Jalan Bukit Merah Singapore 159457, **OR**
- b. email to [secretariat@smfawards.sg](mailto:secretariat@smfawards.sg)

## Q4: What documents am I required to submit for the SMF Awards application?

Kindly refer to page 10 of this document

## Q5: How will I know if I have been shortlisted?

You will be informed by the SMF Awards Secretariat if you have been shortlisted.

## Q6: Is there a fee for application?

There is no application fee.

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### For enquiries, please contact SMF AWARDS SECRETARIAT:

Mr Ng Wee Kok / Ms. Lim Kah Boon | Tel: 6826 3058 / 6826 3045  
Email: [secretariat@smfawards.sg](mailto:secretariat@smfawards.sg) | Website: [www.smfawards.sg](http://www.smfawards.sg)

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