



MINISTRY OF
INTERNATIONAL TRADE AND INDUSTRY



ANUGERAH KECEMERLANGAN INDUSTRI 2024

INDUSTRY EXCELLENCE AWARD

The Anugerah Kecemerlangan Industri (AKI)
or Industry Excellence Award celebrates the
best among the best in the industry today

Contents

About AKI	3
Objectives	4
Awards Categories	5
Incentives For AKI 2024 Winners	7
Entry Requirements	11
AKI 2024 Process	12
How To Apply	13
Terms And Conditions	14
Submission Guidelines	15
Malaysia Business Excellence Framework (MBEF) For AKI	
Assessment	24

About AKI

Anugerah Kecemerlangan Industri (AKI) or the Industry Excellence Award was first introduced in 1991 by the Ministry of International Trade and Industry (MITI). The award is an effort by the Government to recognize companies that have demonstrated excellence in their management practices, quality of products and services, as well as continuously provide greater value to their stakeholders. Over the years, the award went through numerous restructurings and the current structure of this award is a biennial event with refined categories and added benefits.

The Awards are broadly categorized under two main sectors; Manufacturing Sector Excellence Awards and Services Sector Excellence Awards. Also in contention is the Most Promising Excellence Award given in recognition of a company's development in various aspects with the establishment age of the company not more than five years and its promise of exceptional growth in the future, through its vision and mission. Additionally, the Open Category Excellence Award for Multinational Companies (from both manufacturing and services sectors) is also offered to foreign-owned companies and brands with operations in multiple geographical locations as well as Malaysian-owned companies operating in multiple geographical locations. The Industry4WRD Excellence Award which was introduced in 2020 aimed to increase awareness and give recognition to a company that has successfully adopted Industry 4.0 technologies and processes.

For AKI 2024, three new categories will be introduced. The ESG Excellence Award will recognize a company's efforts in ESG compliance to catalyze sustainability. The Productivity Excellence Award will be offered to companies with high productivity performance as a result of innovation initiatives and high-value-added activities, and to individuals who drive companies' productivity with notable leadership qualities and innovation. The 'Most Successful in Recovery' Special Award will also be introduced under this category to recognize a company that has successfully overcome the impact of the pandemic with innovation and productivity as well as strengthening sustainability and competitiveness.

Winners of the Manufacturing Sector Excellence Awards, Services Sector Excellence Awards, Open Category Excellence Award will also be in the running for the exclusive Prime Minister's Award. The award is AKI's premier award given in recognition of overall industry excellence.

AKI uses the Malaysia Business Excellence Framework (MBEF) as the benchmark criteria in the assessment and evaluation process. The MBEF based on the Business Excellence Framework (BEF) is used by many international organisations as a guide to promote outstanding practices in businesses by incorporating elements required for world class business excellence.

Objectives

The **Anugerah Kecemerlangan Industri (AKI)** was established to promote excellence and to stimulate healthy and positive competition within the industry. The AKI showcases the achievements of outstanding businesses in the manufacturing and services sectors with the key objectives to:

1

Recognise the most outstanding companies in the manufacturing and services industries

2

Recognise companies with business plans to increase value-added products or services

3

Recognise companies with best practices that render them as inspiring role models to other companies

Awards Categories

1. PRIME MINISTER'S AWARD

The winner of the Prime Minister's Award will be selected among the winners of the Manufacturing Sector Excellence Awards, Services Sector Excellence Awards, Open Category Excellence Award.

2. MANUFACTURING SECTOR EXCELLENCE AWARDS

Category 1

Domestic company with sales turnover not more than RM50 million

Category 2

Domestic company with sales turnover of RM50 million to RM100 million

Category 3

Domestic company with sales turnover of more than RM100 million

3. SERVICES SECTOR AWARD

Category 1

Domestic company with sales turnover not more than RM20 million

Category 2

Domestic company with sales turnover of RM20 million to not more than RM50 million

Category 3

Domestic company with sales turnover of RM50 million to RM100 million

Category 4

Domestic company with sales turnover of more than RM100 million

4. OPEN CATEGORY EXCELLENCE AWARD

For Multinational Companies from both manufacturing and services sectors

('Multinational' refers to a foreign-owned company and brand with operations in multiple geographical locations. Malaysian-owned companies operating in multiple geographical locations are also eligible to apply)

5. MOST PROMISING EXCELLENCE AWARD

1

Recognition to a company for the development of various aspects in the company and displaying exceptional promise of leadership and significant growth for the future through its vision and mission

2

Positive flow in annual sales turnover and profit

3

Establishment age of the company not more than 5 years

6. INDUSTRY4WRD EXCELLENCE AWARD

Recognition to a company that has successfully implemented Industry 4.0 technologies and processes

7. ESG EXCELLENCE AWARD

Recognition to a company that has set an exceptional example in complying ESG aspects

8. PRODUCTIVITY EXCELLENCE AWARD

Company

Recognition to a company that spearheads and implements productivity strategies and initiatives

Individual

Recognition of an individual who is a role model to others in productivity

'Most Successful in Recovery' Special Award

Recognition to a company that has successfully overcome the impact of the pandemic with innovation and productivity

Incentives for AKI 2024 Winners

1. For Prime Minister's Award winner:

- a. Trophy;
- b. RM500,000 cash prize;
- c. MIDA's Internal Digital Screen at Level 18 and Level 30, MIDA Sentral for 6 months and 3 insertions worth RM24,000;
- d. Participation in a seminar offered by MSI and PENJANA EKO worth RM20,000;
- e. Three (3) months to publish company's profile and success stories on the Investor Highlights page MIDA's website – Slide Banner on the Front-page worth RM 18,000;
- f. MIDA's e-Newsletter worth up to RM6,000 (more than 36,000 registered subscribers within and outside of Malaysia);
- g. One (1) insertion of full-page ads on MSI's Newsletter worth RM5,100 with a 2-page free write-up relating to the winner's products/services;
- h. One (1) free subscription to MySQL (Malaysian Standards Online System) worth RM1,000.00. Subscribe to five (5) interested sectors out of 26 existing sectors; and
- i. The winner' of the Prime Minister's Award will be a Premier Customer of the programs offered by MPC.

2. For All Winners:

- a. Trophy;
- b. One (1) participation in the international export promotion program organized by MATRADE worth RM50,000;
- c. Best Practice Sharing Platforms such as Productivity Talk, BE Take from Winner & Media Column for Winner Case study. This initiative is worth up to RM50,000.00;
- d. Two (2) company representatives will be offered to participate in the International Level Productivity Specialist worth up to RM40,000.00;
- e. One (1) special appearance with MATRADE in the local media worth RM35,000;
- f. MPC will provide one virtual training password 'UDEMY' online for one (1) year worth from RM20,000.00 up to RM500,000.00;
- g. Participation for one (1) year in the Malaysia Export Exhibition Center (MEEC) virtual exhibition worth RM5,000;
- h. Listing for one (1) year in the Malaysian Brand Directory on the MATRADE website is worth RM RM5,000;
- i. One (1) exemption of rental fee for exhibition space in 'Domestic Investment Seminars' organized by MIDA worth up to RM 1,500 (except for Most Promising Excellence Award);

- j. Waiver of participation fee for one (1) seminar/workshop organized by MATRADE worth RM1,000;
- k. Use of the AKI logo for the winner's products and services promotion for a period of two (2) years;
- l. Invitation as a speaker in 'Domestic Investment Seminars' organized by MIDA and exemption of participant's fee (except for Most Promising Excellence Award); and
- m. Featured in all MITI and Agencies' social media, one (1) post per winner.

3. For Manufacturing Sector and Services Sector Awards Winners:

- a. A one-off processing fee waiver for MIDF's loan application;
- b. Consideration of financing rate at 3% per annum total financing offering starts from RM100,000 to RM20 million by MIDF, only applicable for financing the purchase of machinery or/and industrial equipment or/and computer software and hardware (including Industry4WRD Excellence Award and Most Promising Excellence Award);
- c. Two (2) training sessions by Halal Training Institute (HTI) for 10 Pax which includes programs such as:
 - Fundamentals of Halal;
 - Overview of the Halal industry;
 - Overview of Malaysia Halal Certification; and
 - Overview of Good Manufacturing Practices;
- d. Halal Readiness Assessment for 7 companies by Halal Consultant and Advisory (HCA) which offers preparation of all documents for Halal Certification and Submission for Halal Certification prepared by the company itself;
- e. Halal Accelerator Tool (HART) training by Halal Integrated Platform (HIP) for 14 companies which can assist to identify areas of improvement of a company in order to expand their current capability in increasing their product sales in the Halal Market. The total estimated value of the incentives from HDC is RM103,000;
- f. MARii three (3) months duration Vendor Development Programme for five (5) persons, where experienced subject matter expert will be deployed to assist the company in improvement activity and cost saving (including Industry4WRD Excellence Award);
- g. Participation in customized human capital development program under MARii five (5) person, guaranteed Sijil Kemahiran Malaysia Level 3 and CATIA V5 Certification Specialist (including Industry4WRD Excellence Award);
Free participation in Standards Compliance Stewardship Programme for
- h. Enterprises (ESCAPE) Programme which is worth RM20,000.00:
 - Two (2) persons per company for one (1) training;
 - Seven (7) man-days training included awareness, interpretation & implementation, documentation and internal auditing;

- i. **Four (4) man-days of standard-based management systems (SBMS) training worth RM20,000 for the Manufacturing Sector Excellence Awards:**
 - **Scope of training:** Standards-based management systems (SBMS) – the topic will be determined later
 - **Type of training:** Inhouse – at company premise
 - **No. of company:** 1 (one)
 - **No. of participant:** 25 pax (maximum)
 - **No. of training days:** 4 (four)
 - j. **Two (2) Metrology (measurement) Training Courses worth up to RM10,200 for two (2) participants (category winners) each, at the National Metrology Institute of Malaysia (NMIM), Sepang;**
 - k. **Cash prize of RM5,000 for Manufacturing Sector and Services Sector Category 1 winners from EXIM Bank;**
 - l. **One (1) exemption of rental fee for MIDA's Hall (Dewan Perdana and Banquet Hall) in a year period after AKI – for Manufacturing Sector and Services Sector Category 1 winners; and**
 - m. **Invitation as a speaker at SIE or SIRIM Open day.**
- 4. For Open Category Excellence Award Winner:**
- a. **10% discount on the application package for certification and testing services from SIRIM; and**
 - b. **10% discount for calibration services for volumes above RM100,000 from SIRIM.**
- 5. For Most Promising Excellence Award Winner:**
- a. **One (1) product design development training session for free by MRM worth up to RM 10,000 – RM20,000; and**
 - b. **One (1) promotion of the winner's product at any exhibition attended by MRM for free subject to the conditions set.**
(Validity date of both incentives is only for the year ending from the date of receipt of the award. Estimated Incentive Value: RM 10,000 – RM20,000).
- 6. For Industry4WRD Excellence Award Winner**
- **Industry 4.0 training such as training on Additive Manufacturing/ IoT (Internet of Things) from SIRIM.**
- 7. For ESG Excellence Award:**
- a. **Participation in a talk/seminar offered by MSI and PENJANA EKO worth RM20,000 within 12 months from AKI Award 2024;**
 - b. **Promotion of the company at the following platforms:**
 - **InvestKL's ESG website for three (3) months;**
 - **InvestKL's e-Newsletter (more than 300,000 registered subscribers within and outside of Malaysia);**

- InvestKL's LinkedIn page (more than 13,000 followers); and
 - Advertorial features/ profiling in collaboration with InvestKL
- c. **Participation in InvestKL's ESG & Sustainability Connexion Centre (ESGS CXC) that provides the following opportunities:**
- **Access to a network of global and local strategic partners, and MNCs at the forefront of ESG & sustainability for business ecosystem collaborations; and**
 - **Invitation (as speaker and/ or participant) to ESG-related thought leadership events such as roundtables, dialogues, conferences, seminars, and policy workshops; and**
 - **Showcase the company's solutions, products and services at the ESGS CXC Experiential Centre for up to one (1) year access to training and capacity building programs.**

Entry Requirements

1

Open to all companies incorporated in Malaysia in accordance with the Companies Act, 2016:

- a. At least 51% of the equity is owned by individuals who are Malaysian citizens (except for the Open Category Excellence Award)
- b. Foreign companies with equity of 51% foreign ownership (for Open Category Excellence Award)

2

Has been in operation for at least three (3) years continuously

3

Submitted audited financial statements for the past three (3) consecutive financial years

** Subsidiaries of large companies may apply as separate entities if able to provide supporting documents to prove distinct organisational corporate identity as reflected in corporate literature*

AKI 2024 Process

OPEN FOR SUBMISSIONS
Outreach Session | Handholding Workshop



SUBMISSION FROM COMPANIES



CLOSING DATE



EARLY EVALUATION
Pitching Sessions | Site Visits



FINAL EVALUATION
AKI 2024 Assessors | AKI 2024 Council



FINALISATION OF WINNERS



AWARD CEREMONY

The submission date for **AKI 2024** participation is from **1 April 2023** until **31 August 2023**. Eligible companies interested to participate in AKI need to:



For any questions, please contact:

AKI Secretariat AKI & Outreach Division
Level 5, Menara MITI
Ministry of International Trade & Industry (MITI)
No. 7, Jalan Sultan Haji Ahmad Shah
50480 Kuala Lumpur

Tel: 03 6200 0465/0466

E-mail: akisec@miti.gov.my

<http://aki.miti.gov.my>

Terms & Conditions

1. All applications must be submitted via online through aki.miti.gov.my and duly authorised by highest-ranking officer of the company.
2. Applications that are incomplete and/or submitted post-deadline will be automatically rejected.
3. If any information provided by the applicants is subsequently discovered to be fraudulent or false or if there is a material misstatement or omission, both the application and the applicant will be automatically disqualified. The same shall apply to any information given by winners whereby the award given will be automatically revoked.
4. The Organiser may impose third-party internal auditing on applicants.
5. The Organiser reserves the right to use non-confidential information and the companies' logos provided by the applicants/ winners alike in all publications and collaterals related to the Awards.
6. Applicants shall not submit more than one entry per company/organisation.
7. Winners of the Awards will be announced on the night of the Award Ceremony. The Organiser reserves the right to photograph applicants and winners during the Awards Ceremony, and use these photographs and names of the applicants and winners at any time, without prior notice or consent.
8. All decisions made by the Organiser pertaining to the Awards shall be final and binding. No appeal will be allowed and/or entertained.
9. The applicants shall not resort to court proceedings to review the judges' decision.
10. Applications will be disqualified if the Terms and Conditions of entry are not adhered.

Submission Guidelines

The submission report should consist of:

- 1) **Organisational Overview**
- 2) **Malaysia Business Excellence Criteria i.e. Leadership, Strategy, Information, Customers, Workforce, Process, and Results**

1. ORGANISATIONAL OVERVIEW

What is Organisational Overview

- Organisational Overview details basic information about what is relevant and important to your business.
- A snapshot of your organisation, key influences on how it operates, and key challenges encountered.
- Information in the Organisational Overview will be deployed as a basis for performance improvement efforts.

Organisational Overview should describe the following:

- | | |
|---|--|
| 1. Company history (when it started and important achievements and milestones). | 8. Customers, stakeholders, and target market. |
| 2. Vision, mission, values, and strengths. | 9. Market analysis and position. |
| 3. Products and services provided to meet the customer needs. | 10. Competition and trends. |
| 4. Governance structure and governance system. | 11. Suppliers and partners. |
| 5. Legal and regulatory requirements | 12. Competitive advantage (what sets organisation apart in the marketplace to succeed) |
| 6. Workforce profile. | 13. Challenges encountered. |
| 7. Machines, equipment, and technologies used. | 14. System to improve performance including system to improve work processes. |

2. MALAYSIA BUSINESS EXCELLENCE CRITERIA

Criteria 1: LEADERSHIP (150 POINTS)

The Leadership criteria addresses how leaders develop and facilitate the achievement of an organisation's vision and mission. It also relates to the leader effort to develop values required for long-term success. Effective leadership is crucial to the overall organisational growth by developing policies and strategies that drives people to achieve organisational objectives. Emphasis is placed on how the senior leaders communicate with the employees, enhance their skills, and how they are involved in organisational learning and in developing future leaders. The criteria include organisation governance system, societal responsibilities, and support for its key communities.

1.1 Visionary & Promote Innovation (90 points)

Describe how senior leaders are responsible to:

- 1.1.1 Develop the organisation's vision, mission, and values that focus on all stakeholders, learning, and innovation.
- 1.1.2 Communicate the organisation's vision, mission, and values to all stakeholders.
- 1.1.3 Create an environment for business success currently and in the future.
- 1.1.4 Involve in succession planning process and development of future leaders.
- 1.1.5 Review and improve the effectiveness of personal leadership and involvement in meeting organisational vision, mission, values, and ethics.
- 1.1.6 Lead the organisational transformation in meeting the new economic challenges and business trends.

1.2 Governance and Community Support (60 points)

Describe how senior leaders are responsible to:

- 1.2.1 Ensure effective governance system, legal, and regulatory compliance are established and reviewed.
- 1.2.2 Ensure accountability for organisation's actions and independence in audits.
- 1.2.3 Develop and implement Corporate Social Responsibility (CSR) policies and practices for community and environment in which it operates.
- 1.2.4 Review and improve CSR policies and practices for the benefit of community and environment.

Criteria 2: STRATEGY (90 POINTS)

The Strategy criteria addresses the development of an organisation's strategic objectives and action plans, deployment of the plans and change of plans if circumstances require a change, and how progress is measured and sustained.

2.1 Strategy Development (45 points)

Describe how the organisation:

- 2.1.1 Identifies strategic challenges using a robust strategic planning process taking into consideration reliable data and knowledge (employees, customers, partners, suppliers, stakeholders, and competitors).
- 2.1.2 Establishes risks management system and identifies strategies to mitigate the identified risk
- 2.1.3 Develops strategic plan and sets strategic objectives taking into consideration business challenges, the need to transform organisation while leveraging on core competencies, and competitive advantages.
- 2.1.4 Establishes short, medium, and long-term plans and goals.

2.2 Strategy Deployment, Implementation and Review (45 points)

Describe how the organisation:

- 2.2.1 Deploys and disseminates plans aligned to strategies and goals.
- 2.2.2 Allocates resources (financial, talents, and other resources) to support the accomplishment of the plans
- 2.2.3 Sets, monitors, and review key performance indicators (KPIs) for employees that are linked to strategies and goals.
- 2.2.4 Measures, reviews, and enhance organisation's performance against plans.
- 2.2.5 Reviews the relevance of the plans with respect to external changes.

Criteria 3: INFORMATION (90 points)

Objective decision making in an organisation requires relevant and accurate data. Senior leaders should ensure that all the necessary data are collected pertaining to the core activities of the organisation, in particular its performance measurement data. The Information criterion examines how the organisation manages information that interlinks all the functional areas of an organisation. Data should be collected on customer satisfaction, supplier partnership results, employee performance, and market performance. Another aspect is how the organisation creates knowledge, and how knowledge is disseminated and used to improve the organisation's effectiveness, efficiency, and performance.

3.1 Information Management (45 points)

Describe how the organisation:

- 3.1.1 Selects and gathers information to support decision making and improve organisational performance.
- 3.1.2 Ensures data accuracy, validity, reliability, and currency.
- 3.1.3 Uses information to generate knowledge for planning, decision making, continuous improvement, and innovation.

3.2 Knowledge Management (45 points)

Describe how the organisation:

- 3.2.1 Identifies, implements, and shares best practices both internally and externally to improve performance.
- 3.2.2 Ensures information technology systems are reliable, secured, and user-friendly to relevant employees, suppliers, partners, and customers.
- 3.2.3 Evaluates and improves the management of knowledge transfer in the organisation.

Criteria 4: CUSTOMERS (110 points)

Organisations that place customers at the centre of their business model are the ones that garner substantial customer support and their on-going patronage. These organisations use various avenues to collect customer needs and expectations, feedback on product/service performance, their complaints and suggestions. The Customer criteria addresses customer engagement as an important outcome of an overall learning and performance excellence strategy. It also determines customer and market requirements, builds relationships with customers and determines their satisfaction.

4.1 Customer Needs and Expectation (50 points)

Describe how the organisation:

- 4.1.1 Identifies customer/market needs and expectations for product/service offerings.
- 4.1.2 Seeks immediate and actionable customer feedback on the quality of product/service offerings, customer experiences, and customer support.
- 4.1.3 Establishes appropriate methods to capture actionable information on product/service offerings from potential customers.
- 4.1.4 Incorporates customer/market needs, expectations, and feedback into customisation of product/service offerings and strategies to enter new market, to attract new customer, or to expand relationships with current customers.

4.2 Customer Engagement (60 points)

Describe how the organisation:

- 4.2.1 Determines customer satisfaction, dissatisfaction, and engagement.
- 4.2.2 Ensures the measurements of customer satisfaction, dissatisfaction, and engagement capture valuable information for improvement, innovation, and immediate recovery.
- 4.2.3 Manages relationship with customers to retain customers and enhance brand images.
- 4.2.4 Manages and enhances customer support and communication.
- 4.2.5 Ensures customer complaint management system is effective.
- 4.2.6 Uses knowledge of customers, customer groups, market segments, former customers, and potential customers to develop a more customer centric culture and support decision making.

Criteria 5: WORKFORCE (120 points)

The Workforce criteria addresses how an organisation manages, develops, and releases the knowledge and full potential of its workforce at an individual, team-based and organisation-wide level. It looks at how an organisation continuously improves their workforce capabilities and capacities to support its policies and strategies and ensure effectiveness of its processes.

5.1 Workforce Management (55 points)

Describe how the organisation:

- 5.1.1 Identifies workforce capabilities and capacities needs that meet organisational vision, mission, strategies, action plan, and goals.
- 5.1.2 Assess diversity of workforce and develop actions to address their requirements.

- 5.1.3 Reviews workforce requirements to address organisational challenges and business trends.
- 5.1.4 Manages and implements effective career progression for its workforce.
- 5.1.5 Evaluates, reviews, and improvises the effectiveness and efficiency of learning and development system related to workforce engagement.

5.2 Workforce Engagement (65 Points)

Describe how the organisation:

- 5.2.1 Develops initiatives to promote conducive working environment, well-being, satisfaction, and engagement.
- 5.2.2 Assesses and improves workforce well-being, satisfaction, and engagement.
- 5.2.3 Establishes organisational culture that encourage workforce engagement through involvement in improvement initiatives or teamwork activities.
- 5.2.4 Implements a performance appraisal system that is aligned to action plans and goals.
- 5.2.5 Establishes recognition and reward system based on productivity performance.
- 5.2.6 Evaluates and improves performance appraisal system, recognition, and reward system to support organisational performance.

Criteria 6: PROCESS (90 points)

All product/service are produced/delivered through some processes. Naturally, process design affects quality of product/service. Therefore, the Process criteria asks organisations to look into its processes in order to support its policies and strategies and fully satisfy and generate increasing value for its customers and other stakeholders.

6.1 Process Management (70 points)

Describe how the organisation:

- 6.1.1 Determines key product and work process requirements.
- 6.1.2 Incorporates requirements of customers and stakeholders, new technology, and knowledge or risks to consider during the product design or enhancement of work processes.
- 6.1.3 Ensures the operation of work processes meet its requirements and performance indicators or measures.
- 6.1.4 Determines key support processes and ensures that these processes meet business requirements.
- 6.1.5 Improves work processes and support processes to reduce cost, enhance efficiency, and effectiveness.
- 6.1.6 Ensure security and cybersecurity of assets, data and information in all business operations.
- 6.1.7 Provides a safe operating environment and safety system that address accident prevention, disaster and emergency preparedness, inspection, and recovery.

6.2 Supply Network Management (20 Points)

Describe how the organisation:

- 6.2.1 Identifies and selects network of qualified suppliers/partners that fulfil organisation's objectives and strategies.
- 6.2.2 Ensures supply-network agility in responding to changes in business requirements.
- 6.2.3 Provides organisation's expectations, evaluate, and provide performance feedback to suppliers/ partners to help them improve their performance.

Criteria 7: RESULTS (350 points)

Results Criteria is about what an organisation has achieved in all areas addressing in Criteria 1 to 6.

7.1 Leadership Result (70 points)

The following questions should be answered:

- 7.1.1 Key indicators for leadership performance determined.
- 7.1.2 Establish trends, target performance and benchmark monitored & analysed.

7.2 Customer Result (70 points)

The following questions should be answered:

- 7.2.1 Indication of customers' satisfaction and engagement determined.
- 7.2.2 Establish trends, target performance and benchmark monitored & analysed.

7.3 Process Result (70 points)

The following statistics are required:

- 7.3.1 Key indicators for process performance determined.
- 7.3.2 Establish trends, target performance and benchmark monitored & analysed.

7.4 Workforce Result (70 points)

The following statistics should be furnished:

- 7.4.1 Key indicators for talent performance determined.
- 7.4.2 Establish trends, target performance and benchmark monitored & analysed.

7.5 Financial and Market (70 points)

The following results should be presented:

- 7.5.1 Key indicators for financial, market and productivity performance determined.
- 7.5.2 Establish trends, target performance and benchmark monitored & analysed.

Calculation of the score

For Criteria 1 to Criteria 6:

Below is the explanation on the scoring used in the assessment for Criteria 1 to 5:

- Fully deployed initiatives to the organisational needs
- Refinement and innovation backed by analysis and sharing throughout organisation
- Well integrated organisational alignment with current and future organisational needs

SCALE 5

Organisation has refined the adoption of MBEF and demonstrated significant impact in their business

SCALE 4

Organisation has integrated the adoption of MBEF with significant improvement to all major functional/operational areas of the organisation initiative

- Well deployed initiatives to the overall organisational needs
- Evidence of refinement of evaluation, improvement, and organisational learning including innovation
- Integrated organisational alignment with current and future organisational needs

- Well implemented initiatives to all functional/operational areas of the organisation
- Evidence of systematic review and improvement process are in place
- Evidence of systematic and overall alignment of organisational needs are identified

SCALE 3

Organisation has aligned and adopted MBEF to major business

SCALE 2

Organisation has adopted MBEF with sporadic achievement

- Implemented initiatives to all functional/operational areas of the organisation
- Evidence of structured review process
- Evidence of structured alignment

- The degree of implementation is not systematic, integrated, and consistent
- Evidence of early stages of review being done
- Evidence of early stages of alignment

SCALE 1

Organisation has started MBEF initiatives

SCALE 0

Organisation does not have such initiatives

- No evidence of any systematic approach deployed in the organisation
- No evidence of any review done
- No evidence of organisational alignment

For Criteria 7:

Below is the explanation on the scoring used in the assessment for Criteria 7:

Scale 0: Organisation does not provide results or poor results

- **No evidence of results or poor results**
- **Trend is not provided, or show unfavourable trends**
- **No comparative information**
- **Results does not show evidence of successful deployment of strategy**

Scale 1: Organisation provide a few results

- **A few evidences of good results**
- **Evidence of some trend data, with some unfavourable trends**
- **No comparative information**
- **A few evidences of execution of action plan**

Scale 2: Organisation provide good results

- **Evidence of good results**
- **Evidence of some trend data, and most trends are favourable trends**
- **Early stage of comparative information**
- **Results are reported for most measured indicators**

Scale 3: Organisation provide good results in line with strategy

- **Evidence of good results**
- **Favourable trends of results**
- **Some comparative information**
- **Results are reported for most measured indicators**

Scale 4: Organisation provide good to excellent results

- **Evidence of good to excellent results**
- **Favourable trends or sustained results for over at least three years**
- **Many trends and levels are benchmarked against relevant comparative information for target setting**
- **Results are reported for all measured indicators in line with strategy**

Scale 5: Organisation provide excellent results

- **Evidence of excellent results**
- **Favourable trends or sustained results for over at least three years**
- **Benchmark by others in many areas**
- **Results and projections are reported for all key indicators and evidence of successful deployment of strategy**

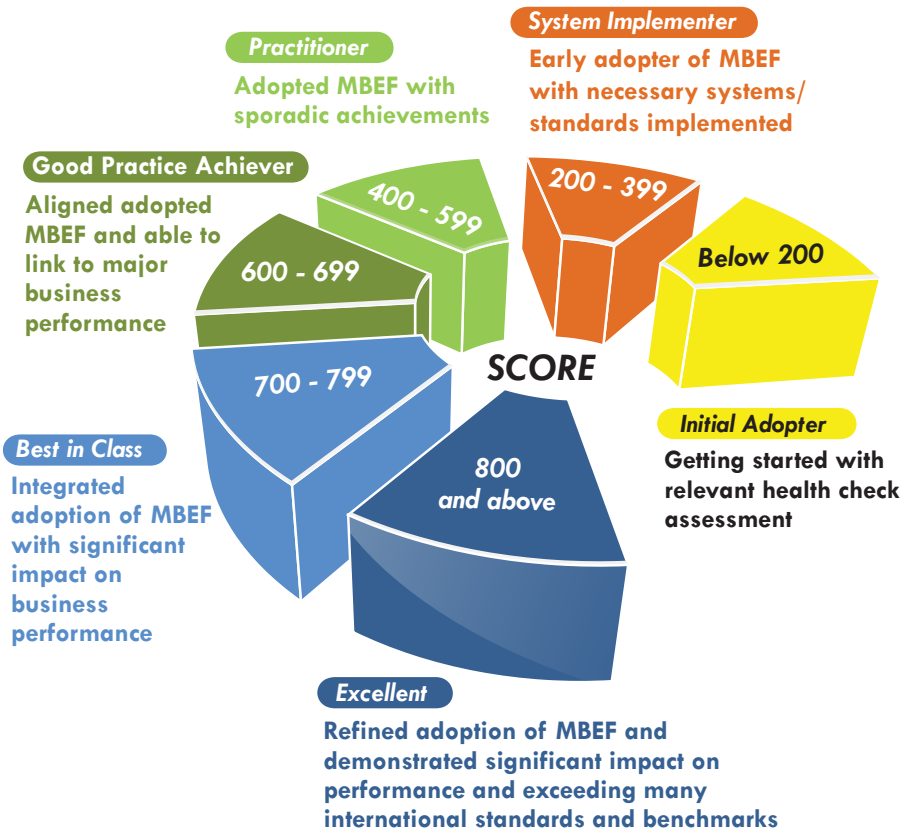
Organisation is scored using the previous scales and weights based on points allocated to each of sub-criterion.

For example, sub-criteria 2.1 Strategy Development is allocated total of 45 points, and there are four items under this sub-criterion. If the organisation scored 2 in item 2.1.1, the calculation for this item is:

$$\frac{2}{(4 \times 5)} \times 45 \text{ points} = 4.5 \text{ points for item 2.1.1}$$

4 is total number of items in sub-criterion 2.1
5 is the maximum scale allocated

Accumulated sub-criterion points for all seven criteria will be the overall points or score from 0 to 1000 points. Based on the total points, the organisation will be categorised using the following Malaysia Business Excellence Barometer.

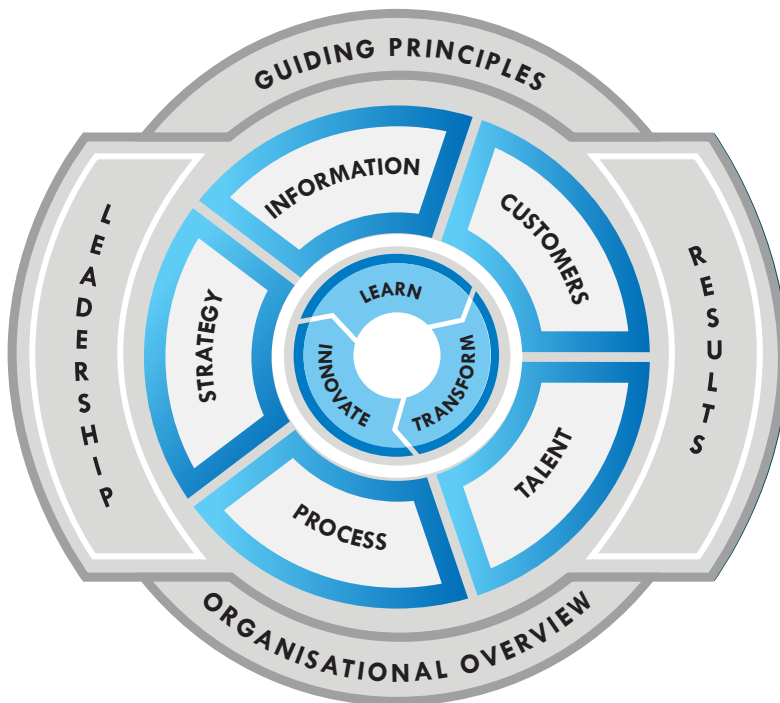


* For further readings on MBEF, please log on to www.miti.gov.my/aki

Malaysia Business Excellence Framework (MBEF) for AKI Assessment

The Business Excellence Framework (BEF) is a globally recognised comprehensive plan to ensure productivity, quality, and sustainability for any organisation. The BEF helps an organisation assess how well it is performing and helps identify improvement opportunities. The framework addresses the criteria of leadership, strategy, information, customers, workforce, process, and results as elements essential to sustain organisational performance. More than 83 countries have adopted BEF and used by 96 award administrators across the globe to promote organisational excellence. Among them are national awards in USA, Japan, Singapore, Australia, New Zealand, European countries, and Latin American countries.

In Malaysia, the Malaysia Business Excellence Framework (MBEF), developed by the Malaysia Productivity Corporation (MPC) is used in the evaluation of the AKI-participating organisation.



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