

CHAPTER VI

CONCLUSION AND RECOMMENDATION

This chapter concludes the study and highlight some recommendations for TNB to consider

6.1 Conclusion

The study shows that there are business opportunities for Bumiputera entrepreneurs in TNB. The market size was estimated at RM 8.40 millions. It was also discovered that the major supplier and manufacturers are all from overseas. However, they have branches in Malaysia. The study also showed that the local bumiputera companies are only involved in supply and do not have the expertise in services.

Finally, from the discussion in chapter IV, we can see that the main supply of the technology is from United State and Germany. There was no manufacturing done in this country due to the small market

6.2 Recommendation

Based on the above, it is recommended that TNB to pursue vendor development programme for Control and Instrumentation since there is none at the moment. Bumiputera entrepreneurs should be encouraged to participate in not only supplying products, but also in supplying expert service to TNB. This can be done by requesting the Original Equipment (OEM) to form a strategic alliance with Bumiputera entrepreneurs. This will result in the transfer of technology from foreign firms to locals.

It is also recommended that TNB encourage Bumiputera entrepreneurs to participate in the other area of Power Plants such as mechanical, electrical due the fact that substantial amount was spent in these area judging from the total value of contracts awarded in 1995/96 i.e. RM 210.25 million.

In addition, it is recommended that TNB to carry out similar research on the other area in power plant for example, mechanical and electrical.

From the discussions above, we can summarised the study as follows:

TABLE 6.1
Summary of Recommendations

Objectives	Findings	Recommendations
1. To estimate market size	Market value at RM 8.40 million. This was 4% of the total contracts value.	To explore other parts of power plant , for example electrical and mechanical.
2. To identify major supplier and manufacturers	All the supplier and manufacturers from overseas. Local was active on supply of the equipment.	Encourage Bumiputera to form strategic alliance with the manufacturers and OEM.
3. To determine the source of the technology	Technology from Overseas. Manufacturing was not viable due to small market.	To form strategic alliance with manufacturer, to ensure quality on equipment supplied.

A507470268