

7.0 CONCLUSIONS

Based on the research findings, Sumatec is considered to be on the right track of its business strategy in the construction sector of oil, gas and petrochemical industry. Within 16 years, it has evolved from a small construction firm into one of the biggest and well-known oil and gas contractors in Malaysia.

Through the successful implementation of its business strategy, Sumatec is now capable of offering successful implementation of huge projects irrespective of location at the minimum budget and in the shortest time. It has built up a strong capabilities in handling *TOTAL INTEGRATED MULTI-DISCIPLINARY CONSTRUCTION PACKAGES* involving all phases of construction works encompassing civil and building construction, heavy structural steel fabrication and erection, tankage, piping and equipment erection, refractory, insulation, painting, electrical and instrumentation works. Professionalism and effective management expertise and system give Sumatec a distinctive competitive edge, making it a major player in the construction sector of Malaysia's thriving oil and gas industry.

To increase its sustainability of the existing competitive advantage gained, Sumatec should look into more strategic actions such as having more backward integration activity, striving for forward integration, placing more emphasis on ventures into international market and having its own engineering department. These moves are anticipated to direct Sumatec into having more sustainable competitive advantage, to overcome its current weaknesses and to reduce the effect of threats or risks in the construction sector of oil, gas and petrochemical industry in future.