



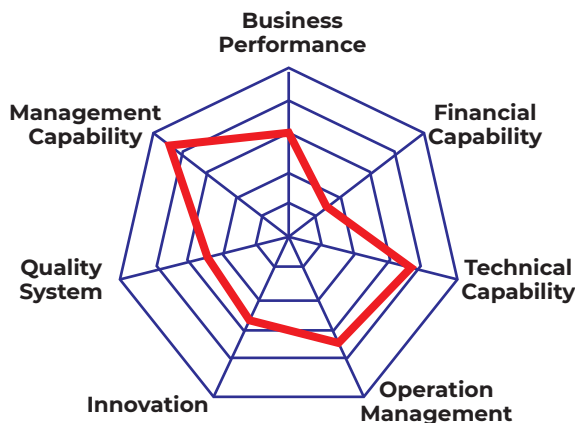
A diagnostic tool used to rate the competitiveness of SMEs for improvement, as well as to identify their strengths and weaknesses to enable more targeted facilitation and assistance.

## 7 Models

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  - ▷ Manufacturing & Manufacturing Related Services (MRS)
  - ▷ Maintenance, Repair & Overhaul (MRO)
- 
  - ▷ Construction
  - ▷ Professional Services (Construction Related Services)
- 
  - ▷ Retail & Distributive Trade
  - ▷ Information & Communication Technology (ICT)
  - ▷ M-CORE for Start-Ups

## The Result

### Example of Radar Diagram for 3-Star firm



**Analysis:**  
Weak in  
financial capability

**Assistance:**  
Require financial  
management training

## Key Elements to the SCORE Assessment Process



### Evaluation Form

Based on online assessment or  
hardcopy submission



### On-site Visit / SCORE Clinic

A trained SCORE auditor will conduct a  
verification visit and offline interview



### Results

SCORE Star Rating as well as its diagnosis



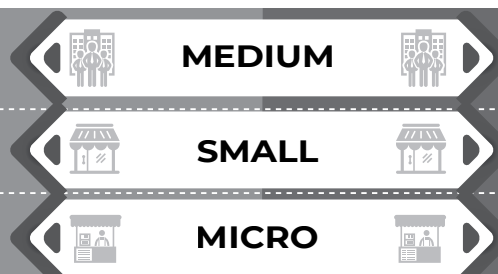
## SME DEFINITION

### MANUFACTURING

SALES TURNOVER **RM15 mil ≤ RM50 mil**  
OR  
EMPLOYEES **From 75 to ≤ 200**

SALES TURNOVER **RM300,000 < RM15 mil**  
OR  
EMPLOYEES **From 5 to < 75**

SALES TURNOVER **< RM300,000**  
OR  
EMPLOYEES **< 5**



## Pioneering Business Transformation

### SERVICES AND OTHER SECTORS

SALES TURNOVER **RM3 mil ≤ RM20 mil**  
OR  
EMPLOYEES **From 30 to ≤ 75**

SALES TURNOVER **RM300,000 < RM3 mil**  
OR  
EMPLOYEES **From 5 to < 30**

SALES TURNOVER **< RM300,000**  
OR  
EMPLOYEES **< 5**

## Benefits



▷ Gateway to SME development programmes



▷ Facilitate linkages between SMEs and large companies / MNCs



▷ Identify export ready companies for greater expansion and market access

## SCORE Output



Rating	SME Characteristic	Assistance Given
<b>0 - 2-Star</b> ★ ★	Very basic with manual / semi-automated processes	Integrated, hand-holding assistance
<b>3-Star</b> ★ ★ ★	<ul style="list-style-type: none"> <li>▷ Semi to fully automated</li> <li>▷ Able to implement quality system</li> <li>▷ Undertakes product and process improvements</li> <li>▷ Intellectual Property registered</li> <li>▷ Ready for export compliance certification</li> </ul>	Recommend targeted measures for improvements, Capacity Building Programmes, Developmental Programmes
<b>4-Star</b> ★ ★ ★ ★	<ul style="list-style-type: none"> <li>▷ Fully automated</li> <li>▷ Invest in product and process improvements</li> <li>▷ Most likely exporting</li> <li>▷ Certification for export</li> </ul>	Linkage for market access and expansion, Business Matching with multi-national corporations / hypermarket / Export Facilitation Programmes
<b>5-Star</b> ★ ★ ★ ★ ★	<ul style="list-style-type: none"> <li>▷ High level of automation</li> <li>▷ Good branding / packaging</li> <li>▷ Currently exports with compliance to export requirements</li> </ul>	

## SCORE Application Process

SCORE Application  
by Company



Review  
Application



Arrange &  
Conduct Site Visit /  
Interview



Review  
Findings



Issue SCORE  
Result

## How to Apply

Complete the Online Application Form at <https://smecorp.gov.my/images/SCORE.pdf> and email application to [sekretariatscore@smecorp.gov.my](mailto:sekretariatscore@smecorp.gov.my)



Scan here for  
Application Form



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