



کمنترین تناک (تناک دان تناک مائسی) دان قرايندوسترين  
MINISTRY OF ENERGY, MANPOWER AND INDUSTRY



# *Journey to Entrepreneurship*

## **i-USAHAWAN HANDBOOK**





ڪمنٽرين تناک (تناک دان تناک مأنسي) دان ڦرايندوسترين  
MINISTRY OF ENERGY, MANPOWER AND INDUSTRY

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## i-USAHAWAN HANDBOOK





**His Majesty Sultan Haji Hassanal Bolkiah Mu'izzaddin Waddaulah  
ibni Al-Marhum Sultan Haji Omar 'Ali Saifuddien Sa'adul Khairi Waddien,  
Sultan and Yang Di-Pertuan of Negara Brunei Darussalam**



**EXTRACT OF HIS MAJESTY THE SULTAN HAJI HASSANAL BOLKIAH  
MU'IZZADDIN WADDAULAH IBNI AL-MARHUM SULTAN HAJI OMAR 'ALI  
SAIFUDDIEN SA'ADUL KHAIRI WADDIEN,  
SULTAN AND YANG DI-PERTUAN OF NEGARA BRUNEI DARUSSALAM'S TITAH**

"My Government will also step further into providing a more comprehensive "Youth Entrepreneurship Eco-System". One of the Eco-System improvements is by promoting and providing specific business opportunities to help youth start the company. "

The relevant government agencies will work closely with youth entrepreneurs in identifying specific areas, such as preparing business plans and other facilities.

In this direction, I am delighted at the launch of one of a current programme called the i-Usahawan. This programme will provide local young entrepreneurs the opportunity to participate in tendering for low risk contracts and others.

So far there are 30 oil and gas industry contracts for the i-Usahawan pilot project. The programme has the potential to be extended to other sectors including the government sector. "

*DELIVERED ON THE OCCASION OF THE OFFICIAL OPENING CEREMONY OF 13TH  
NATIONAL YOUTH DAY HELD ON WEDNESDAY,  
19 ZULKAEDAH 1439 / 1 AUGUST 2018*





## LAUNCHING OF i-USAHAWAN



IN CONJUNCTION WITH THE 13<sup>TH</sup> NATIONAL YOUTH DAY HELD ON WEDNESDAY,  
19 ZULKAEDAH 1439 / 1 AUGUST 2018



## FOREWORD



Alhamdulillah, with the blessing of Allah Subhanahu Wata'ala and under the leadership of His Majesty the Sultan and Yang Di-Pertuan of Negara Brunei Darussalam, the i-Usahawan programme has been successfully launched on 1st August 2018 in conjunction with the 13th National Youth Day 2018.

In line with His Majesty's Titah to encourage more youth to participate in entrepreneurship, the i-Usahawan programme is formed with the intention for our youth entrepreneurs to start their own businesses by giving them the opportunity to participate in low-risk contracts.

This Handbook provides the manner in which youth entrepreneurs can participate in this programme.

In creating sustainable economic growth, it is important that all stakeholders play their roles in creating the right environment to allow businesses to grow while at the same time, allowing these youth entrepreneurs to continue developing themselves.

We pray to Allah Subhanahu Wa Ta'ala for His continuous blessing and that He grant success to our efforts to create a better and more sustainable future for Negara Brunei Darussalam under the benevolent leadership of His Majesty the Sultan and Yang Di-Pertuan of Negara Brunei Darussalam. Amin Ya Rabbal Alamin.

DATO SERI SETIA DR. AWANG HAJI MAT SUNY BIN HAJI MOHD HUSSEIN  
Minister Of Energy, Manpower and Industry



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## 01. DEFINITION OF i-USAHAWAN

- A youth entrepreneurship development programme that support and provide opportunities for youth Bruneians to start, own and grow their businesses.
- Under i-Usahawan initiative, Government, Government Linked Companies (GLCs) and statutory bodies will identify scope of work suitable to be Ring-fenced and offered as exclusive contracts for youth entrepreneurs.
- It aims to enable the youth entrepreneurs to secure their first contract on a competitive basis.
- The successful entrepreneurs will be awarded with a minimum of 3 years contract and will receive proper mentorship throughout contract execution.

## 02. OBJECTIVES

- To provide an opportunity for youth to develop and enhance their entrepreneurial skills through continuous mentorship and thus creating a proper “training ground” for the youth. With this programme, it is hoped that the entrepreneurs will form a sustainable businesses that will be able to grow into multi-international companies.
- The target is for 200 contracts to be identified under this programme in the next 3 years (2019-2021).

### 03. CRITERIA OF APPLICANT

- Brunei Citizens within the age of 18-40 years old;
- No prior contract with Government or GLCs or statutory bodies (previous 5 years);
- Incorporated as Sendirian Berhad in Brunei (upon award of contract);
- Actively running and involved in the daily operations.

### 04. ROLES & ECOSYSTEM



Coordinating and monitoring progression of i-Usahawan and providing resource support.

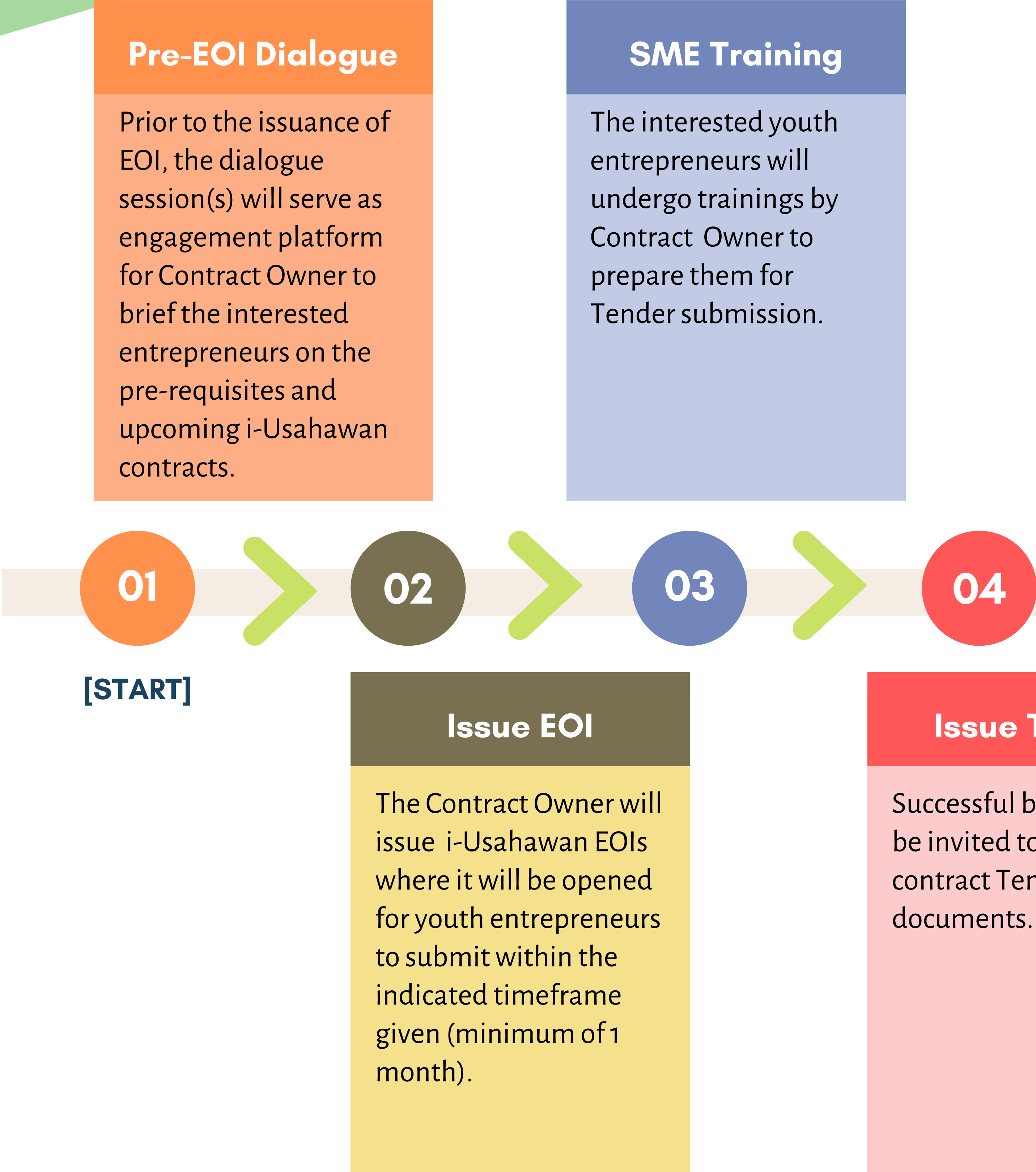


Identifying contracts for Ring-fencing and have the ownership to coach/mentor the youth entrepreneurs.



To provide effective development programmes to build the knowledge, skills and capacity of local businesses .

# 05. i-USAHAWAN FRAMEWORK





## Evaluate Tender

The EOI submissions will be evaluated based on the criteria of the Contract Owner in competitive manner.

## Contract Execution

The start journey of i-Usahawan contract period for minimum of 3 years.

05

06

07

## Tender

bidders will  
submit the  
tender

## Contract Award

The successful  
applicants will be  
awarded a contract.

[PROGRESSION OF i-  
USAHAWAN  
CONTRACT]

## 06. REGISTRATION

- Youths who are interested and eligible to participate in i-Usahawan programme can register through the Contract Owner's registration platform.
- Registration can also be made via the Ministry of Energy, Manpower and Industry (MEMI) website, which can be accessed at **[www.memi.gov.bn](http://www.memi.gov.bn)**, where the youth entrepreneurs can be kept updated with any new i-Usahawan contracts offered by Contract Owners.

## 07. SME TRAINING

- The Contract Owner will identify their own training platform for the selected participants. Current training platforms that are readily accessible include:
  - Energy Business Academy (operated by BSJV)
  - Industry Business Academy (operated by DARE)
- Youth entrepreneurs are also encouraged to register and attend the various training entrepreneurship programmes offered by DARE such as Micro Bootcamp, Start-up Bootcamp, etc.

## 08. FINANCIAL SCHEME

The youth entrepreneurs are also eligible to apply for financial capital in any Financial Schemes listed below:

### 1) Bank Usahawan

Offers Syariah-compliant financing products: Asset Financing (Murabaha) and Working Capital Financing (Tawarruq) for Micro, Small and Medium Enterprises in Brunei Darussalam.

### 2) Microcredit Financing Scheme (DARe)

Financing scheme for companies who just started a business or plan to expand. The scheme is up to B\$ 15,000 with annual profit rate of 4% and a repayment period of up to 3 years.

### 3) BSJV Credit Facilities

A financing programme between local banks and contractors with BSJV as a facilitator and will receive favourable credit terms. This is only applied for local Bruneian BSJV Contractors who have been awarded with a BSJV contract.

### 4) Others

Applying business loans from commercial banks in Brunei such as BIBD, Baiduri, Standard Chartered Bank and Maybank.

## 09. TERMINOLOGY

Terminology	Definition
Contract Owner	Named individual who sponsors the delivery of activities to meet business requirements and is accountable for providing adequate resources to control and manage the activities.
EOI	EOI in full is Expression of Interest where it is defined as a method of showing interest in applying a contract via the contract owner.
Brunei Citizens	<p>Brunei Citizens in i-Usahawan context refers to subjects of His Majesty the Sultan and Yang Di-Pertuan Negara Brunei Darussalam, belonging to one of the seven indigenous groups, namely:-</p> <ol style="list-style-type: none"> <li>1. Melayu Brunei</li> <li>2. Kedayan</li> <li>3. Bisaya</li> <li>4. Tutong</li> <li>5. Dusun</li> <li>6. Belait</li> <li>7. Murut</li> </ol>

## 09. TERMINOLOGY

Terminology	Definition
Ring-fenced contract	Contract that has been identified and secured for sole purpose of targeted participants.
Sendirian Berhad / Private Limited Company	A business form which is a legal entity, separate and distinct from its shareholders and director, that is registered under the Companies Act (Cap.39). 'Sendirian Berhad' must have at least two (2) directors and two (2) shareholders with the age 18 years or above.
Tender	Tender is a documentation prepared by the selected bidder that has been invited in response to their EOI submission by making offer on supplying of goods and services.
SME	Small Medium Enterprise
BSJV	Brunei Shell Joint Venture

## 10. i-USAHAWAN RELATED EVENTS



1st August 2018—13th Brunei National Youth Day



2nd July 2018—Energy Business Academy (EBA) Training by BSP



## 10. i-USAHAWAN RELATED EVENTS



6th March 2019—Contract Signing Ceremony between BSP and BGC and the Entrepreneurs



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