



اَوْنَبُوْرَسِيْتِي تِي كِنُوْلُو كِي مَبَارَا
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EXECUTIVE SUMMARY

As part of the requirement in this subject, ENT 600 we are required to propose with a case study relating to engineering. Our case study is interview the company which is Prosignal Engineering Sdn. Bhd. which is located at Subang, Selangor, Malaysia, is known as one of the large maintenances and services company in this country. The company are able to design, supply, install, integrate and maintain the most effective and appropriate system and equipment to suit a particular environment at the most economical cost without compromising on quality. During interview, we was tasked to checking the company background to more detail. This interview identify several problems that this company have such as financial management issues and also limit the workers. Therefore, to overcome this issue we are suggests several solution to overcome this problems. This is to improve the performance as well as quality of the product produce by Prosignal Company. Other than that, it is also to reduce the time required to obtain the supplies that have been delayed and also delayed payment. Based in SWOT analysis, one of the strength is to this company have access to GLC (Government Linked Company). GLCs today are stronger institutions with well-managed balance sheets. With the help from GLCs, Prosignal Company will always got a new tender from the client. There is also some challenging which is emerging competitors. Due to many company doing a maintenance and services jobs, Prosignal Company were having a problem to win a tender given from clients. It will be a hard competition among all the company to get the tender. However, the main weakness this company is financial management issues. The company has having a cash flow problem when the clients are delayed their payment for their jobs. If the money doesn't come in fast enough to pay company bills when clients are due their payment. To solve this, we are suggested providing customers with incentives that will make them pay faster. And also invoice factoring can also be used to finance all the slow-paying invoices. Even though it costs a lot, however it does cover all services where in this case study we are focusing on. Besides, the worker's productivity could be decrease. As a conclusion, we had managed to gain some soft skill since it requires us to meet an outsider and we need to question them in regards to their company.