



اَبُو سَيِّدِي تِكْنُوْلُوجِي مَارَا
UNIVERSITI
TEKNOLOGI
MARA

Fakulti
Pengurusan
dan Perniagaan

MGT 666

Industrial Training Report at

ENE PETRO SERVICES SDN BHD



ADVISOR:

EN. AMIRUDIN BIN MOHD NOR

PREPARED BY:

NUR HIDAYAH BINTI MOHD PUZI

2021117353

BA242/6B

EXECUTIVE SUMMARY

I feel privileged to have taken part in ENE Petro Services Sdn. Bhd internship program. As I have been getting training in this company, I have picked up so many skills, knowledge and abilities that I was able to complete the assigned to me by my supervisor, Encik Sumarno bin Degol. I am really thankful because I was able to complete the report within the period allotted by my lecturer and get an experiences on this journey through my internship programmed. Without the help and cooperation from my lecturer, friends, family and my officemates, this task cannot be done perfectly. I also want to express my gratitude to my advisor lecturer, Sir Amirudin bin Mohd Nor for his good advice and also helping me with my task and for instructing me throughout the course. It is not an easy without support from my lecturer.

In this report, there are divided by five chapters. The first chapter is student's profile which it is my details include my resume. The second chapter is my company profile which is ENE Petro. In this chapter, I had explained about the company location, website, vision, mission, objective goals, organizational structure and product or services.

Moreover, for the next chapter, I had explained about the training's reflection. The training reflection is what I had experience, observe about the skilled and knowledgeable. Next, for the fourth chapter, I had explained about the discussion and recommendation about the SWOT Analysis which are strengths, weakness, opportunities and also threats about the company. Last but not least, I had concluded the overall conclusion of the company and also references and appendices in this studies.

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1.0 ACKNOWLEDGEMENT

First and foremost, I would want to thank Allah SWT for making it possible for me to complete the task that has been given. I successfully managed to complete my internship report with all of my effort and ability. All the time that I need to spend searching for knowledge, information and experience about the business in the oil and gas industry.

I would like to thank to my lecturer, Sir Amir because of supporting me and encouraging me to do better about the internship programmed. He inquired about his progress on all of the assignments each week in his online class.

Finally, I had like to express my gratitude to my family for always being there to support me as I work on this assignment. I am hoping my assignment will be accepted and finished. I had poured all my energy and consideration into researching the facts and theories.

2.0 STUDENT'S PROFILE



NUR HIDAYAH MOHD PUZI

OBJECTIVE

To obtain an internship that will allow me to combine analytical, practical and innovative thinking while gaining valuable work experience. To be a part of a team that values quality and communication and where my skills and knowledge can be useful. To strategically connect people and efficiently reach audiences.

SKILLS

Communication skill	●●●●●
Computer skill	●●●●●
Teamwork	●●●●●
Management	●●●●●
Creative	●●●●●

DETAILS

Phone :
Date of Birth:
Place Birth: Hospital Kuala Lumpur
Email:
Address :

EDUCATION

BACHELOR OF BUSINESS ADMINISTRATION (HONS) FINANCE (UITM)

2021-2023 | CGPA : 3.62

DIPLOMA IN BUSINESS S (UITM)

2016-2020 | CGPA : 3.21

EXPERIENCE

- 2023** **ENE PETRO SERVICES SDN BHD**
INTERNSHIP (March 2023 - August 2023)
- * Finance and accounting report
 - * Providing administrative assistance in creating the budget
 - * Preparing invoices
- 2020-2021** **BANK SIMPANAN NASIONAL**
TELEMARKETING SERVICE (Sept 2020-May 2021)
- * Outbound call
 - * Selling products such as insurance online
 - * Achieve monthly targets
- 2020** **AKEMI UCHI**
RETAIL ASSISTANT (March 2020-Sept 2020)
- * Attend customer's needs
 - * Managing the inventory
 - * Set up merchandise, product for display
 - * Achieve target sales

REFERENCE

Prof. Madya Dr. Maهران Katan
Lecturer in UiTM

3.0 COMPANY'S PROFILE

3.1 Name and Location

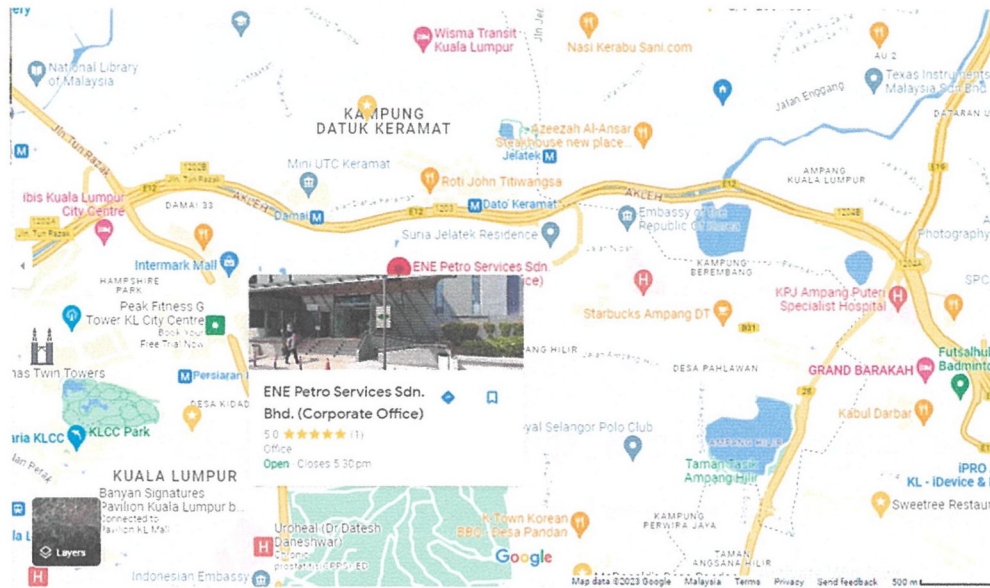


Figure 1: Location of ENE Petro Services Sdn. Bhd.

Company's Name	ENE PETRO SERVICES SDN BHD
Nature of Business	Oil and Gas
Address	Suite 7-03A, North Block, The Ampwalk, 218, Jalan Ampang, Kampung Datuk Keramat, 50450 Kuala Lumpur, Federal Territory of Kuala Lumpur
Website	http://www.enegroup.com.my/
Contact	0321813145

3.2 Company Background



ENE PETRO SERVICES SDN BHD

“Keeping your business well equipped for the future”

On December 31, 2014, ENE Petro Services SDN BHD was established in Malaysia with registration number 1125108T. The main office ENE Petro was located at Jalan Ampang, Kampung Datuk Keramat and the workshop and warehouse was located at Dagang Cahaya, Jalan Dagang 5, Taman Dagang, Kuala Lumpur. Business activities of ENE Petro Services include Oil and Gas, general trading and production house.

The selection of ENE Petro Services as the sole representative, assembler and stockiest of Farris safety relief valves and spares in Malaysia is an honor for the BumiPutra-owned business. We now represent Honeywell Analytics, a manufacturer of specialized equipment with a wide range of stationary gas detection tools appropriate for a variety of applications and industries. We are also honored to be home to well-known companies from throughout the world like Alco, Dyna Flo, and Pressure Tech, who make a significant contribution to the Oil & Gas industry through their high caliber goods.

Last but not least, we are also equipped with the capacity to map out gas and fire sources using Kenexis USA’s Effigy software. When performing Fire and Gas Mapping (FGM) design engineering, Kenexis assists organizations in figuring out where the detectors should be placed in order to sense the repercussions and how the FGS should work for them.

3.3 Vision, Mission, Objective and Goal

- **Vision:**

To be a leading oil and gas parts distributor

- **Mission:**

To thrive in oil and gas industry by providing the best services to clients

- **Objective:**

To use profits in order to raise capital that can be used to strengthen the business.

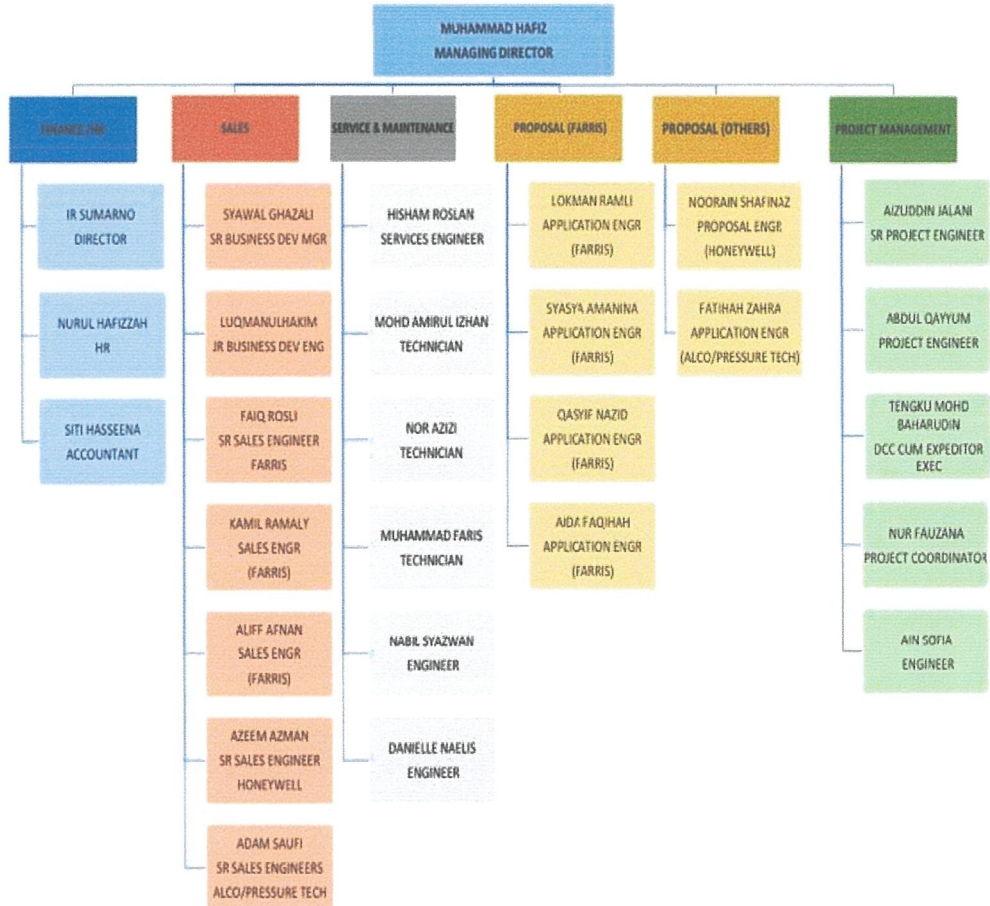
- **Goal:**

To increase the revenue and maximize customer's satisfaction

3.4 Organizational structure

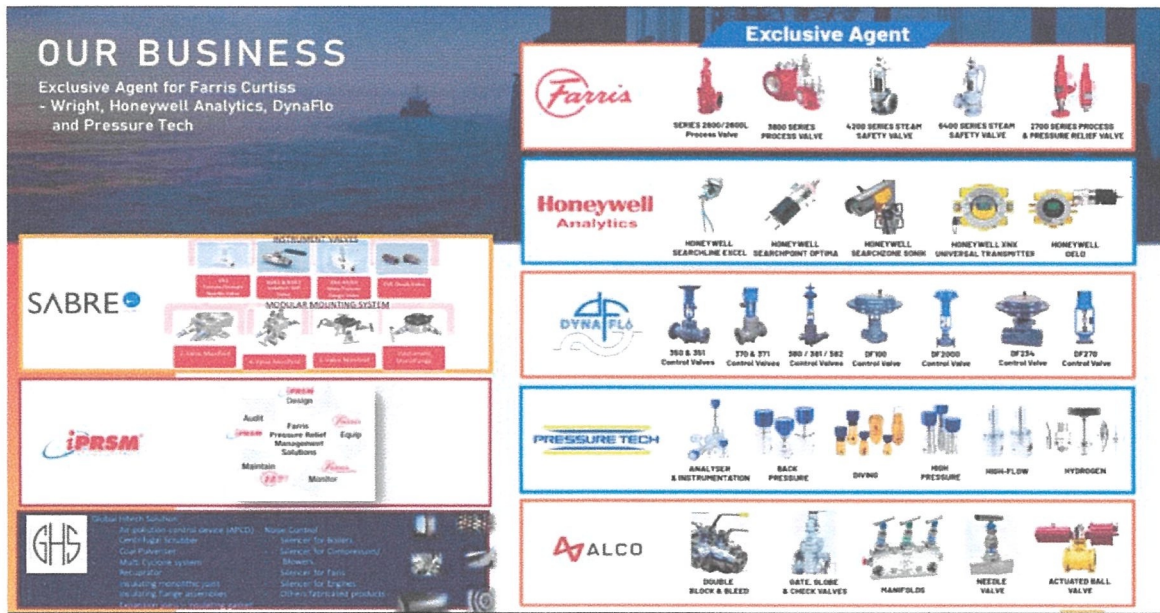


ENE PETRO SERVICES SDN BHD ORGANIZATION CHART



3.5 Products or Services

It is privilege for ENE Petro Services to be designated as the official representative, assembler and stockiest of Farris Safety Relief Valves and parts in Malaysia. We are currently also sales representatives for Honeywell Analytics specially equipment, which includes a variety of stationary gas detection equipment appropriate for a wide range of uses and sectors. This pictures are one of our companies we had working with:



Engineering Consultation Service

ENE is brought together by specialists who has extensive experience in oil & gas. Our strength is on the Engineering Design Preparation, Engineering Support and offers the services such as Mechanical & Piping, Civil & Structural, Electrical, Instrument and Process & Safety.

We provide engineering capabilities for brownfield and greenfield projects, from conceptual study, Front End Engineering Design (FEED) and detailed design stage. We are proud to support projects of any size and scale, onshore, offshore, from small brownfield modification projects to major facility.

Regardless the size of the project, we pride ourselves on challenging conventional thinking at the outset, bringing in our expertise at the earliest stage to ensure our solutions are safe, technically sound, fit for purpose and cost effective.

Valve Servicing & Testing

Certified Farris Authorized Service Team (FAST) in South East Asia capable of

- Diagnosing local inventory
- Diagnose & solve pressure relief valve problems
- Track and manage maintenance & repair history
- Competent local service, inline testing & field service capabilities

FAST Centers have committed to large investments in inventory, equipment and certifications to better support the customers in their territory.

Local inventory - Every FAST Center carries a large inventory of new pressure relief valves and spare parts, backed by a web-based global inventory to draw from.

ASME Certification - FAST Centers carry all the required certifications to assemble, set and test Farris valves. VR Certification - FAST Centers have VR certification issued by The National Board of Boiler and Pressure Vessel Inspectors to effectively and efficiently repair all pressure relief valves where applicable.

3D Fire Performance Based Gas Mapping

The Fire and Gas Mapping application is an algorithm for the calculation of the coverage both geographical and scenario that considers the specific application, equipment and instrumentation that used in the facility under study utilizing EPM software by Kenexis USA.

Consider the following features of the calculation engine:

1. Analyze in Full 3 Dimension, including detector cone of vision manipulation, obstruction location and obstruction shadow orientation
2. Calculates result in any user selected elevation of interest - multiple elevation required
3. Accurately and specifically any brands of detectors and separately assess all documented sensitivity setting of those detectors

Figure 2 & 3: The examples of valve of ENE Petro clients

4.0 Training's Reflection

4.1 Specific date, working days and working time

- **Specific date**

(1st March 2023 – 15th August 2023)

Internship was occurred for six months within the time given in *ENE PETRO* located at The Ampwalk, 218, Jalan Ampang, Kampung Datuk Keramat, 50450, Kuala Lumpur.

- **Working days**

(Monday – Friday)

Public holidays are excluded. Based on the company, *ENE PETRO* annual leave will be given for only 6 days throughout 6 months' period of internship programmed.

Besides, medical leave is excluded.

Saturday and Sunday are days off from work.

- **Flexible working time**

(8.30 a.m. until 5.30 p.m.)

Required 8 hours of working and 1 hour for lunch break from *1.00 pm* to *2 pm* during the weekdays.

ENE Petro also set a flexible time for their employees to manage their time working between *8.30 am – 5.30 pm* or *9 am – 6 pm*.

4.2 Details: Department, Roles, Responsibilities, Assignments, Tasks

- Department
Department of financing and accounting

4.3 Roles and responsibilities on task given

- Managed to do their filling report based on 2022 and 2023. Daily transactions should be updated in financial spreadsheets.
- Besides, keeping report accounts receivables and account payables.
- Set up invoices as necessary and follow up with clients, suppliers and partners as needed.
- Providing administrative assistance in creating the budget.
- Assist the managers to preparing invoices from clients.

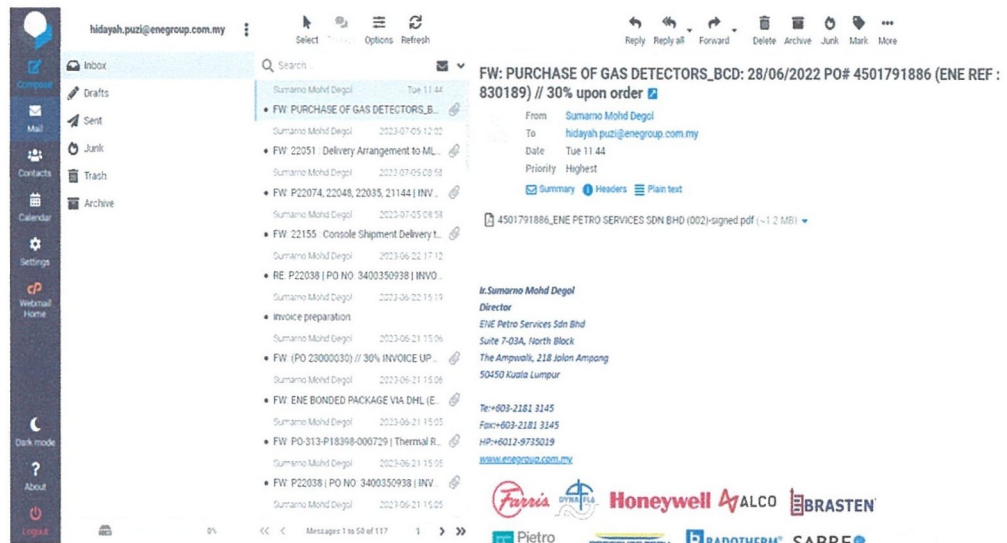


Figure 4: Examples of Invoices.

4.4 Skills and requirement

- Gain the knowledge from the company and have experience doing the financial report and accounting report.
- Mastery in Microsoft Excel (MS Excel) and developing financial functions and spreadsheet creation.
- Talents on managing time and planning time.
- Ability to notice numerical problems and pay attention to details of amount that is incorrect.
- Accounting software knowledge: Intuit QuickBooks

ENE PETRO SERVICES SDN BHD
 Suite 7.01A, North Block, The Ampang,
 218 Jalan Ampang, 50410 Kuala Lumpur
 Tel: 03-2181 3145
 Fax: 03-2181 3145
 (Company No: 1129108-T)

2023 RECEIVABLE AGEING REPORT

Client Name	Invoice No.	Invoice Date	Po Number	0-30 days (RM)	31-60 days (RM)	61-90 days (RM)	90+ Days (RM)
NGITech Sdn Bhd	INV-ENE-11109-2019-003						72,264.00
Sofield (M) Sdn Bhd	INV-ENE-2044-2019-006						334,725.31
Blackstone (S)C	INV-ENE-11001-2017-003						1,684.34
Sapura Fabrication Sdn. Bhd	INV-ENE-21163-2019-001	10/10/2019	4488013733				10,327.75
Sapura Fabrication Sdn. Bhd	INV-ENE-11017-2018-003	2/25/2021	4800044726				18,569.50
TERENGGANU ADVANCE TECHNICAL PRODUCTION SDN BHD	INV-ENE-21001-2021-001	5/7/2021	TATP/BO/921/053				28,910.00
TERENGGANU ADVANCE TECHNICAL PRODUCTION SDN BHD	INV-ENE-21027-2021-001	8/27/2021	TATP/SMOW/21/015				26,500.00
Dialog E & C Sdn Bhd	INV-ENE-11035-2021-002A	12/8/2021	PO-300-DH2111-000138				4,356.00
Dialog E & C Sdn Bhd	INV-ENE-11035-2021-003A	12/8/2021	PO-300-DH2111-000203				1,354.50
PAXAMAX RESOURCES SDN BHD	INV-ENE-21064A-2021-003	4/21/2022	PR5B-21-PO-1081				33,410.00
PAXAMAX RESOURCES SDN BHD	INV-ENE-21064A-2021-004	5/19/2022	PR5B-21-PO-1081				235.00
INNOVATIVE SYNERGY SOLUTIONS (ISS)	INV-ENE-11088-2023-001	8/24/2023	PO63-16-26V01-00				3,700.00
Sapura Fabrication Sdn. Bhd	INV-ENE-11229002	22/9/2022	4000055716				5,568.00
INNOVATIVE SYNERGY SOLUTIONS (ISS)	INV-ENE-11101-2023-003	9/26/2023	PO63-16-26V01-01				45,000.00
UDAHONGERWELL	INV-ENE-11094-2021-002	12/13/2022	4560993844				65,909.38
MARA	INV-ENE/MARA/553/2022/0002/0002/1	12/22/2022					28,246.88
MARA	INV-ENE/MARA/553/2022/0002/0002/2	12/22/2022					11,183.70
Transwater API Sdn Bhd	INV-ENE-21140-2022-001	1/10/2023	ECV100673				189.60
Sapura Pineswell Sdn Bhd	INV-ENE-1116003	1/13/2023	4000052502				32,000.00
Honeywell Process Solution	INV-ENE-83180-2023-001	4/16/2023	4418853264				

Figure 5: Example of MS Excel.

ENE PETRO SERVICES SDN BHD

Chart of accounts > Bank register > Reconcile
 Reconcile MBB564427512039
 Statement ending date: May 31, 2023

RM594,840.36 STATEMENT ENDING BALANCE
 RM131,229.02 CLEARED BALANCE
RM463,611.34 DIFFERENCE

RM27,023.30 BEGINNING BALANCE - RM1,107,847.80 12 PAYMENTS + RM1,212,053.52 5 DEPOSITS

DATE	TYPE	REF. NO.	ACCOUNT	PAYEE	MEMO	PAYMENT (MYR)	DEPOSIT (MYR)
01-05-2023	Transfer		Cash and bank		OD FUND		100,000.00
01-03-2023	Cheque		Term Loan - MBB	ENE PETRO SERVICES		18,311.00	
01-03-2023	Cheque		Term Loan - MBB	ENE PETRO SERVICES		14,796.00	
01-05-2023	Cheque		Other receivable	ENE PETRO SERVICES		17,000.00	
01-05-2023	Cheque		Other receivable	ENE PETRO SERVICES		44,000.00	
02-05-2023	Receive Payment		Trade and other	VES/TECH SYNERDY			4,120.00
02-05-2023	Cheque		Petrol, toll & car	Business Leader (M)		220.20	
02-05-2023	Cheque		Water and electr	EVABAS		189.60	
03-05-2023	Cheque		Subscriptions	PIU/RUPA/CTRIER/CI		1,600.00	

Figure 6: Example of QuickBooks.

5.0 SWOT MATRIX ANALYSIS

<h1>SWOT</h1> <p>ANALYSIS</p>	Strengths <ol style="list-style-type: none"> 1. The capacity to fulfill consumer commitments and loyalty 2. Positive interactions with communities and good environment 	Weaknesses <ol style="list-style-type: none"> 1. Weak in documentation 2. System failures due to unstable technology
	Opportunities <ol style="list-style-type: none"> 1. Become 1 of Top Bumiputra company 2. Performance enhancements 	SO Strategies <ol style="list-style-type: none"> 1. Provide consumer needs as schedule (S1,O1) 2. Keep good relationship with global clients (S2,O2)
Threats <ol style="list-style-type: none"> 1. Competitors 2. Global environment risk 	ST Strategies <ol style="list-style-type: none"> 1. Gain more trust and loyalty from clients (S1,T1) 2. Implement good environment between the communities (S2,T2) 	WT Strategies <ol style="list-style-type: none"> 1. Provide extra training for workers (W1,T1) 2. Expose the employees with the latest technology (W2,T2)

6.0 DISCUSSION AND RECOMMENDATION

6.1 Strength

1. The capacity to fulfill consumer commitments and loyalty

The capacity to fulfill consumer commitments and consumer loyalty is because of ENE Petro Sdn. Bhd. has an experienced co-worker in managing the products and services. While our manager, Encik Sumarno, will consult their employees to give the best advice to their team on how to handle their clients and give the best commitment and best services to our clients.

Trust between a company and its consumers is essential for sustained success. ENE Petro company will always appreciate, comprehend and give their best experience while working with their clients and customized experiences in order to gain consumers' loyalty.

By loyalty and support from the consumers, it will give consumers trust and support for ENE Petro and work with them hand in hand. Consumers will happily promote our ENE Petro brand, goods or services and it will grow the company itself and the company will achieve their objective goals. The consumers are going to continue doing business with the company that they have trusted, and they will also promote the company's brand through recommendations from others and act as your primary clients for valuable feedback.

In contrast, according to the Gartner 2019, which was performed online among B2B and B2C consumers, 81% of consumers will not do business with or purchase products from a company that they do not trust, and 89% of consumers expect to stop engaging with a company that betrays their trust.

Marketing executives may need to reconsider their favored strategies for gaining client trust in an environment where options are abundant. Warmth, genuineness and dependability were identified as three major potential drivers of brand trust by Gartner research.

Recommendation:

Based on my recommendation, ENE Petro Services should give all clients more satisfaction from their wants and needs so that the company will further develop their business and will be able to be Top 1 Bumiputra oil and gas industry in Malaysia.



Figure 7 shows the one of clients

(Pressure Tech) that has been in partnership with ENE Petro.



 PETRONAS	PROVISION TO SUPPLY AND DELIVERY OF PRESSURE TRANSMITTER FOR BESAR-A PROJECT : INFILL DRILLING DOCUMENT COVER SHEET	 ENE <small>ENE PETRO SERVICES SDN BHD</small>						
Purchase Order Number:		PO-22-01343						
Purchase Order Title:		PROVISION OF SUPPLY AND DELIVERY OF PRESSURE TRANSMITTER						
Vendors Name:		ENE PETRO SERVICES SDN BHD						
Location:		BESAR-A Area Code : 01						
Vendors Reference Number and Revision:		BDSPA-GEN-EXE-107-99-INC-DWG-0001 DATE : 22.06.2023						
Vendor (Prepared By)		AQA						
Vendor (Checked By)		MAJ						
Vendor (Approved By)		MHA						
Document Description: General Arrangement Drawing of Pressure Transmitter								
Equipment / Tag Number(s): PZT-0193, PZT-0173, PZT-0143, PZT-0163, PT-0190, PZT-0149, PZT-0169, PZT-0199, PT-0170, PZT-0179, PT-0140, PT-0160								
Project No.	Package	Phase	Originator	Unit	Discipline	Doc. Type	Running No.	Rev No
BDSPA	GEN	EXE	107	99	INC	DWG	0001	0
Also Covers VDRL codes								
Purchaser review and comments shall not be assumed to indicate either responsibility or liability for accuracy and completeness of this document or to alter any contractual terms and conditions.								
Review Code and Status								
Code 1	Approved – Document approved. Work may proceed.							
Code 2	Accepted with Comments. Document accepted with comments. Incorporate comment and revise up to next issue.							

Figure 8 shows the example of a client (Petronas) company that has work with ENE Petro.

2. Positive interactions with communities and good environment

According to my evaluation, ENE Petro Sdn. Bhd. was positive in interactions with communities and had a good environment for working with their employees. Positive interactions are essential for wellbeing, which has a favorable effect on employee engagement. It gives benefits to employees and employers where they are able to do their work in a balanced mood and has positives vibes when they are at workplaces.

Besides, by having a positive interaction with communities, employees are able to give a good teamwork and have a good productivity between the senior and junior workers. Employees who are content with the relationship they have at work in general are likely to be more loyal to the company itself. It offers the employees a good environmental and healthy relationship between employees and employer by working at ENE Petro Sdn. Bhd. and can lower the chance of illness.

Moreover, according to (Geue, 2017), the reward center of the brain is activated when relationships at work are marked by cooperation, trust and fairness. This would encourage subsequent interactions that promote employee trust, respect and confidence with employees believing the best in one another and motivating one another to perform well.

Recommendation:

Based on my recommendation, our company, ENE Petro, should maintain a good relationship with global clients and have a healthy relationship with them to give quality performance and have a good influence on the company. This will perform well for the company itself for grow more in oil and gas industry.



Figure 9 & 10 show the environment of the company.

6.2 Weakness

1. Weak in documentations

Based on my development about the company, I have seen our company ENE Petro has a weak in documenting their finance and accounting reports. In order to serve as a reference in the future, documentation is essential. As a result, a more comprehensive image of the business is provided, and productivity and behavior are documented. Due to the weak documentation, the company faces a problem with company documentation reference for audit and accounting preparation and it also leads to difficulties in compiling audit working papers. It may effect on company taxes such as dues and penalties charges. Without accurate accounting records, fraud, abuse and corruption will increase and cost the company's revenue.

The right documentation helps meet audit standards and provides Journal Approvers with enough detail to confirm that a transaction is reasonable and accurate. The status of all documents must be routinely checked and updated thus the system must be in place once a document has been amended to prevent accidental usage of outdated records. Many team members lacked this broader perspective that could have significantly improved the caliber of their work since the process documentation was lacking, which would have contributed to highlight these important themes about the overall scope of their works.

According to Chatlani, A. (2022), it would be easier for the audit teams to perform their duties effectively and guarantee that all of their works is precise and exhaustive if there was sufficient documentation in place. The accounting and finance team would consequently be able to work with more confidence from outside teams, which promotes and productive workplace environment and encourages open communication throughout the organization.

Recommendation:

Based on my recommendation about this point, ENE Petro should improve their documentation and ensure proper context document to complete the particular task. ENE Petro should know how to be handling the documents and manage their filing with a proper report with their clients. This will enable workers to do their work peacefully and be more productive for the upcoming task by company.

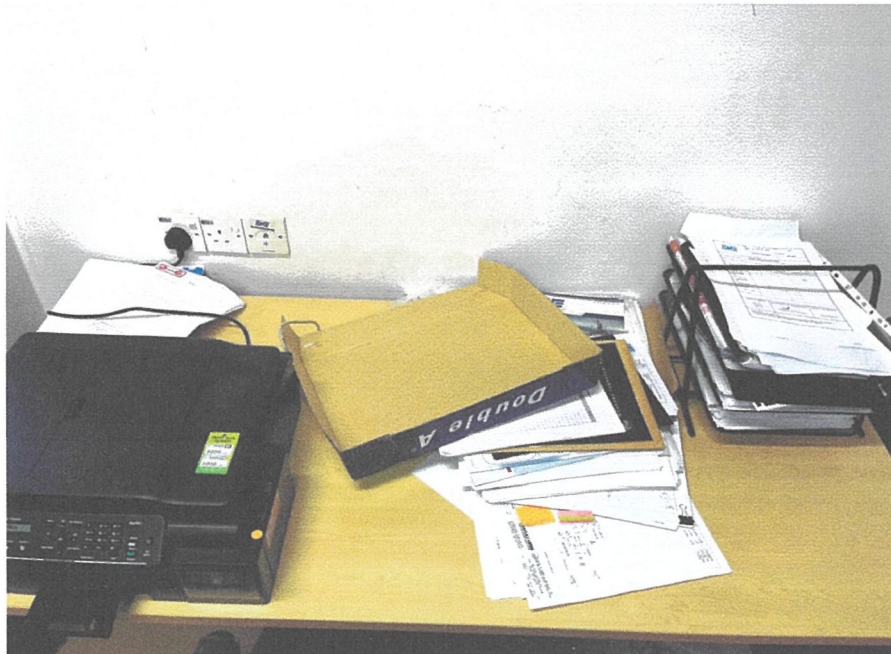


Figure 11 & 12 shows the weak on documentation

2. System failures due to unstable technology

Systems failures will definitely have a negative impact on a company. This had faces by ENE Petro where their IT systems always get down while the workers enter the server. Employees are unable to use or access the tools and resources that they need to perform their tasks when the IT systems are down. As a result, turnaround times are extended, and outputs are delayed. Unexpected outages might also negatively affect the workers' moods. After the abrupt interruption, some employees can feel stressed, anxious while other workers might find it challenging to regain their focus on doing their work.

Thus, this will have an impact on the company itself where the company would lose the important data. For instance, the data on the servers would become unavailable if they went down. These documents could be equally significant as client information, sales data, financial records or trade secrets. The company will permanently lose these files if they are never backed up at any point prior to the outage. It will be more difficult to sell goods and services if the system failures frequently as the company will be less efficient and competitive.

According to MM Azzam (2022), the inability of a part or assembly to carry out its intended function can be referred to as failure. Although huge technological advancements, failure situations still regularly happen, having an adverse impact on people's lives and the economy. An essential engineering tool is failure analysis. It strives to avoid such situations in the future, preventing accidents, minimizing financial losses from suspending plant output and maintaining the safety of the environment. Additionally, failure analysis aids in redesign, addresses production issues, saves time and expense and occasionally even deaths and protects people.

Recommendation:

Based on my recommendation, ENE Petro company has a weak system where their system has always gone down while workers enter the server. ENE Petro needs to hire maintenance to monitor their system from time to time where we as a business company, we need to consistently update software and hardware every week or month.

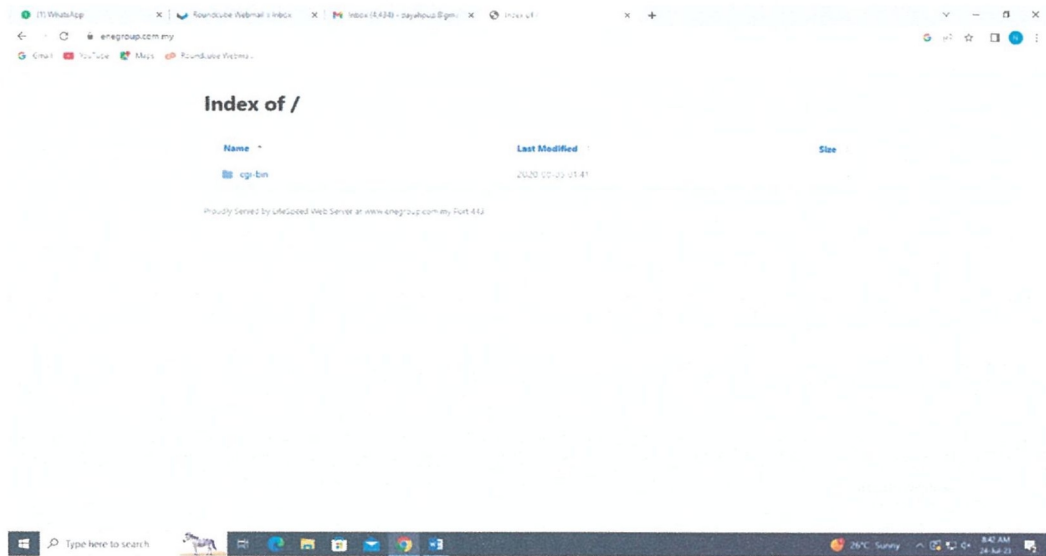


Figure 11 shows the example of website that has problem when enter the server

6.3 Opportunities

1. Become 1 of Top Bumiputra company

ENE Petro Services is a well-known company in the oil and gas industry. This is because ENE Petro has been appointed as an exclusive agent for the oil and gas industries and also the clients that they are working with are a worldwide company. For examples of ENE Petro clients such as Petroleum Nasional Berhad (PETRONAS), Honeywell Oil and Gas, Pressure Tech, Dyna Flow, VIMEX Valves and many more.

In order to be notify and be more known by the oil and gas clients, ENE Petro Services become a distributor for Farris Safety Relief Valve where they can achieve their objective's goal to become 1 of the top Bumiputra company in Malaysia because they already had some very good opportunities in gaining trust from their clients.

Besides that, ENE Petro always looks for strategies to enhance the company and set it against its competitor constantly. It has to be open to fresh perspectives and alternative business strategies and acknowledge that the company are not experts in everything. In order to become 1 top Bumiputra, ENE Petro should maintain and improvise to provide good services to their clients and prove that the company has a great service that clients has dealing with. As stated by Gary Vaynerchuk (2018), a solid business environment is the foundation of any successful business.

Recommendation:

Based on my recommendation, ENE Petro has introduced their employees with the latest technology. It can deliver better quality goods and services, improve user experience and customer services, cut waste and boost productivity for larger profit margins.

ENE Petro should enhance their quality on serving their clients with fresh idea and improvise the services and products when dealing with clients.

2. Performance enhancements

ENE Petro company has offer mentoring and help with instructional and growth programs where they have trained employees by certified trainers, so they are able to do their work smoothly in order to complete the task given by the company. Thus, the training has been managed by the person who are knowledgeable and expert in their own expertise. To improve the performance enhancement of the company, the ENE Petro Services employees were trained once a year based on the performance level knowledge according to their department.

Moreover, according to Lappalainen et al. (2019), Performance Management System Effectiveness (PMSE) has two primary purposes where it is to be measuring and enhancing. In contrast to the developmental component, which is concerned with the employee's potential for high performance, the first one is evaluation and aids in administrative decisions concerning employees. Teeroovengadum et al. (2019) also analyze the same thing about PMSE where it is from three organizational purpose types which are strategic, development and administrative. Kang & Choi (2019) indicates that it is important to approach employee performance management from this perspective since it can be efficiently managed by managing the factors that influence it.

Recommendation:

Based on my recommendation, ENE Petro should provide further training for employees so that they can build the abilities and understanding needed to improve the company's performance and be able to give good productivity to their clients.

6.4 Threats

1. Competitor

In oil and gas industry, ENE Petro company is an exclusive agent that supply all the needs from the oil and gas clients that cover the whole Malaysia. Basically, all of the products have been selling by competitors with low prices which they have been set the minimal price to sell their products and compete their other competitors. This can be a threat to the company to sell their products and services to the clients.

Apart from that, this means that ENE Petro to has a large number of competitors where both are selling and providing the same products and services to their clients. As an example of our competitor for Farris Safety Relief Valves company is Transwater API Sdn. Bhd. This would be a risk for the company to accept the new project that can achieve their target sales based on their Key Performance Indicator (KPI) sales.

Moreover, our competitors had sell products with a similar product and offered them at a lower price. Hence, this causes clients to have more options and choose the right agent to deal with in order to complete their needs.

There are two types of competitors which are direct and indirect competitors. Direct competitors are the companies that are offering identical or similar services that are close substitutes. Besides that, indirect competitors can be the companies that are offering products and services that are close substitutes. Competitors will always be a competitor out there and this is good for the ENE Petro company to enhance their performance to be a good company in Malaysia.

Recommendation:

Based on my recommendation, ENE Petro has to generate more client trust and loyalty so that they will remain loyal with our company. ENE Petro also needs to enhance the ability that the competitor would not have so that the clients will trust the products and services by ENE Petro Sdn Bhd.



Figure 12: One of competitors of ENE Petro that provides the same products and services but different brands.

2. Global environment risks

The global environment has given an impact to the company sales and performance of oil and gas industries. Natural disasters, pollution levels, and climate change can all have an impact on the supply chain and raise the price of raw materials.

Due to the environmental effects of climate change, supply options like valves may become more difficult to obtain. While this can have a big effect on developing nations, it is also likely to raise expenses for both clients and companies. In addition, a scarcity of resources can lead nations to become more protective of their natural resources, making it more difficult for businesses to get the raw materials they need to make things.

As stated by The International Energy Agency (2020) has predicts that oil and gas revenues for a number of significant producers will decline by 50 to 85% in 2020 compared to 2019, based on an oil price of USD 30 per barrel however, the losses could be greater due to future economic movements. The current crisis is taking place within a larger context that includes structures reduce in the market for petroleum products, which is being fueled by a commitment to carbon reduction by a number of countries as well as broader developments in technology that have made renewable energy an attractive energy alternative (Lahn and Bradley, 2020) (Elgouacemi et. al, 2020).

Therefore, the company has to overcome the burdens that occur to them. ENE Petro must look for ways to reduce the damage that it causes to the environment, communities and people and must have wider strategies to resolve the company issues.

Recommendation:

Based on my recommendation, ENE Petro has to implement a good environment so that the employees will be aware of the surroundings. ENE Petro has to be alert with the changing global environment and manage to handle the company issues with a wider strategy.

7.0 CONCLUSION

In conclusion, there are 1001 experiences that I have learned from my training throughout the internship programmed at ENE Petro Sdn. Bhd. within the period given which is six months from 1st March 2023 until 15th August 2023 to complete my internship. Throughout my studies, I have met a lot of people and gained new knowledge and experiences from my officemate, and I have created some good memories with all of ENE Petro staff. It also helps me to develop my knowledge, skills and abilities.

Furthermore, I am very thankful and grateful for my supervisor, En. Sumarno for this opportunity that has been given for me by joining to the company as internship students and taught me a lot about the oil and gas industry. Other than that, all the tasks that were given by En. Sumarno was to encourage and help me to learn more about how to handle upcoming tasks in the next future and be firm on what we will going through in the next challenge. It is quite challenging for me to finish my internship programmed without guides from my supervisor and my officemates.

Last but not least, with this internship programmed, it will help the students to explore and expose more into the real working life that they will be handle or work with the suitable company that related to the studies from their learning at university.

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9.0 APPENDICES



Center Building – Taman Dagang



Main Office



Meeting / Training Room



Spare Part / Stock Storage Room



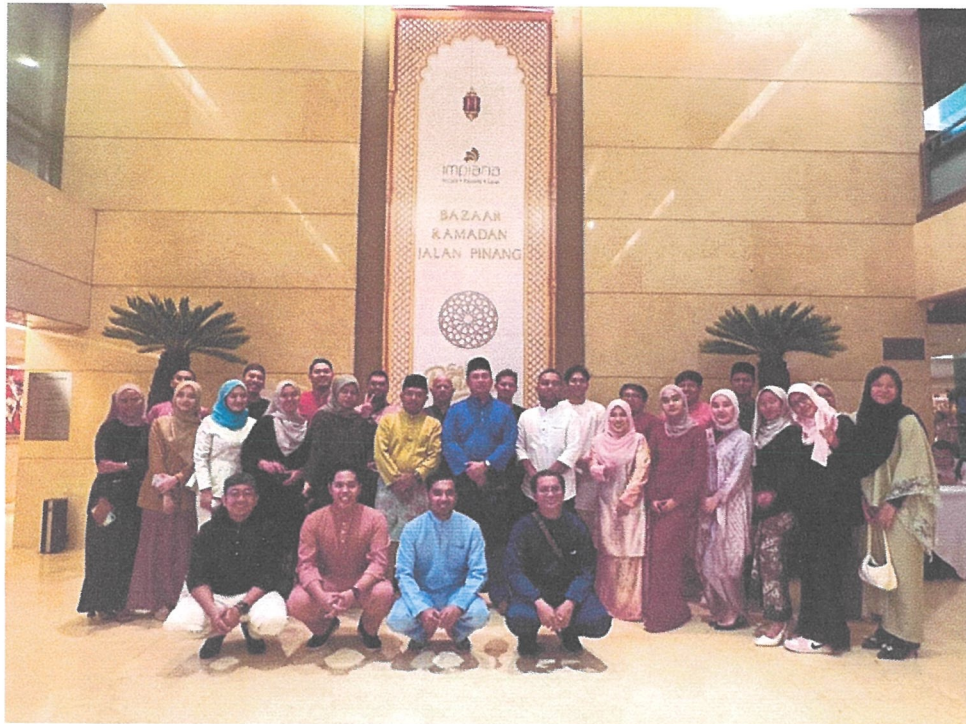
Spare part / Stock Storage Room



Workshop Area



Training Room



ENE Petro Staff

BAZAR & AMADAN
JALAN PINANG
11/11/2017