

PACT
企业合作计划

What is it?

The Government will implement a single PACT programme, which integrates existing enterprise partnership support measures across various agencies. PACT will encourage companies to forge strong partnerships and provide more holistic support for collaborations between companies of all sizes. The schemes that will be streamlined are:

- a. EDB’s Partnerships for Capability Transformation;
- b. SPRING’s Partnerships for Capability Transformation;
- c. SPRING’s Collaborative Industry Projects; and
- d. IE Singapore’s Global Company Partnership Grant.

Compared to the current SPRING’s and EDB’s Partnerships for Capability Transformation programmes, the integrated PACT will be expanded to cover overseas partnership projects, and partnerships between enterprises of all sizes – whether between similar-sized enterprises or between SMEs and startups – thus removing the criterion to have a large organisation partner with SMEs. Each partnership will be driven by a lead enterprise.

A budget of more than S\$100 million has been set aside to support PACT from FY18 to FY20. The types of partnerships that will be supportable under the single PACT programme include:

- a. **Capability Development** – This focuses on helping companies build capabilities through partnership with other companies.
 - **Supplier Development:** Support Multi-National Corporations (MNCs)/Large Local Enterprises (LLEs) to be demand drivers to help Singapore-based suppliers build technology capabilities.
 - The PACT Manager schemes for Supplier Development have separately been enhanced to support (i) Technology Providers to promote early adoption of cutting edge technologies among locally-based companies in product and process development (“Tech Push”); and (ii) MNCs/LLEs to evaluate local service providers’ abilities to meet their needs (“Services Sourcing”).

- **Co-innovation:** Develop and/or test-bed innovative products and processes that will lead to capabilities upgrading and productivity gains.
 - **Knowledge Transfer:** Encourage exchange of knowledge between companies through industry conferences and training workshops.
- b. **Business Development** – This supports partnerships which help companies to transform, scale and establish themselves in local and overseas markets.
- **Business Alliances:** Encourage companies to form partnerships to secure local and global projects. This can take the form of a group of companies working on an integrated solution for clients, or multiple companies banding together to use a common project platform. This includes collaborations where a lead company aggregates product and service offerings from other companies to meet a demand.
 - **Shared Resources:** Pool common resources to achieve greater economies of scale. This includes sharing of assets or machinery, as well as establishing a common brand identity to amplify marketing efforts.

Support Level

- a. PACT Project: Support will be up to 70% of the qualifying costs.
- b. PACT Manager: Support for a dedicated headcount appointed by a lead company to identify and develop PACT projects.

Eligibility

Qualifying conditions for PACT projects include:

- a. Partnerships can be between MNCs, LLEs, SMEs and startups. For business development projects, majority of partners must be Singapore companies;
- b. Project should result in mutually beneficial collaborations between companies to enable capability upgrading and/or business development; and
- c. The appointed lead company will be responsible for driving the implementation and successful delivery of the project.

Targeted Implementation Start Date and Duration

The PACT programme will be launched in April 2018, and supported from FY2018-FY2020. It will be administered by EDB and Enterprise Singapore (which will be formed by the merger of SPRING and IE Singapore in Apr 2018).

Issued on 1 March 2018

-END-

For media enquiries, please contact:

Kathryn Zhang
Senior Manager, Corporate Communications
SPRING Singapore
DID: 6279 3177
HP: 9762 4802
E-mail: kathryn_zhang@spring.gov.sg

Ding Lee Yong
Deputy Director, Public Affairs
Economic Development Board
DID: 6832 6728
Email: ding_lee_yong@edb.gov.sg