



LONG IENG COMPANY GROUP

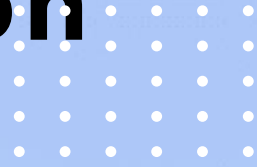
龙赢天下有限公司

MALAYSIA BPO

(BUSINESS PROCESS OUTSOURCING)

Core Definition

核心定义



Business process outsourcing, abbreviated as BPO, means that an enterprise entrusts one or more complete, standardized operational business processes to an external professional service provider for management and execution.

业务流程外包，简称 **BPO**，是指企业将一个或多个完整的、标准化的营运业务流程，委托给外部的专业服务供货商来管理和执行。

Professional overseas entrepreneurial partners

专业的海外创业伙伴



01

All in one business support service partner focusing on SMEs

专注于中小企业的一站式商业支持服务伙伴

02

All-in-one BPO solution provider

全方位于一体的**BPO**解决方案提供商

03

Flexible, focused, and cost-effective

灵活、专注、性价比高



Complexity of the Region 地区的复杂性

Malaysia's corporate laws, tax systems and industry access systems are complex and ever-changing. If foreign-invested enterprises lack professional guidance, they can easily fall into compliance difficulties due to unfamiliarity with the rules, leading to obstacles in project progress.

马来西亚的公司法规、税务体系及行业准入制度复杂且多变，外资企业若缺乏专业指导，极易因不熟悉规则而陷入合规困境，导致项目推进受阻。



Interruption of operational continuity 运营连续性中断

In the absence of local physical support, foreign-invested enterprises often face numerous obstacles in recruitment, site selection, and supply chain establishment, resulting in delayed project progress and serious impact on operational continuity.

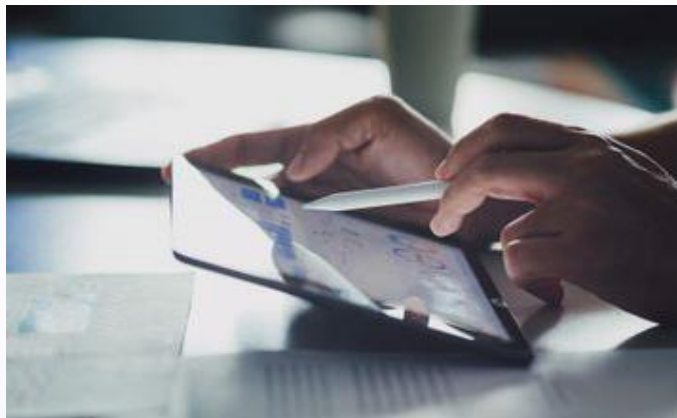
在缺乏本地实体支持的情况下，外资企业在招聘、选址与供应链设立方面往往面临诸多障碍，导致项目进度迟滞，运营连续性受到严重影响。



Shortage of professional talent 专业人才短缺

There is a relative shortage of local professional talent in Malaysia, and foreign companies find it difficult to quickly establish local language teams that meet business needs, which greatly limits the speed of business expansion.

马来西亚本地的专业人才相对短缺，外资企业难以快速组建符合业务需求的本地化团队，这在很大程度上限制了企业的业务拓展速度。



End-to-end business process outsourcing
端到端业务流程外包

We provide end-to-end business process outsourcing solutions from market entry to ongoing operations, covering a full range of services including legal, tax, human resources, facilities and supply chain, finance and administration, etc., to ensure seamless implementation of our clients' businesses.

我们提供从市场准入到持续运营的端到端业务流程外包解决方案，涵盖法律、税务、人力资源、设施与供应链、财务行政等全方位服务，确保客户业务无缝落地。



Strategic local partners
战略本地伙伴

As your strategic local partner, we leverage our extensive local resources and expertise to help your business expand in Malaysia in a compliant and efficient manner, allowing you to focus on your core business development.

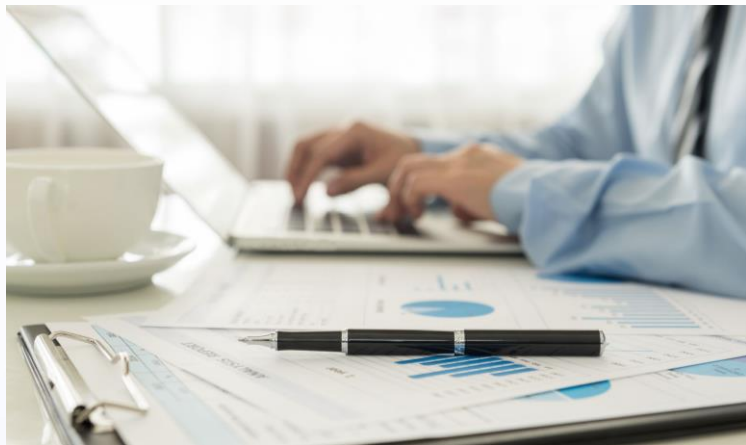
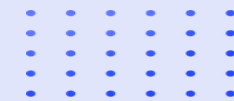
作为您的战略本地伙伴，我们凭借深厚的本地资源与专业经验，助力您的业务在马来西亚实现合规且高效的扩张，让您专注于核心业务发展。



02



Integrated solution 一体化方案



Service Concept 服务理念

Our service philosophy is to entrust your overseas operations to us, allowing your team to focus on products, markets and innovation, thereby improving resource allocation efficiency and achieving business growth.

我们的服务理念是将您的海外运营交予我们，让您的团队专注于产品、市场与创新，从而提升资源分配效率，实现业务增长。



Professional team support 专业团队支持

Our multilingual team of professionals ensures your strategic intent is executed with local precision, while providing immediate support and on-site problem resolution.

我们拥有一支精通多语的专业团队，能够确保您的战略意图在本地精准执行，同时提供实时支持与现场问题解决。



Legal and Entity Establishment 法律与实体设立

We provide company registration SSM, bank account opening, company charter customization, tax services and secretarial services

我们提供公司注册SSM、银行开户、公司章程定制、税务服务及秘书服务



Licenses for multiple industries 多行业的牌照许可

We also specialize in: Construction and Development Board License CIDB, Trade License PBT, Catering Business License LPM/LGM, Alcoholic Beverage Sales License LMK, Halal Certification, Import and Export License JKDM/MITI, Production License, and other industry licenses to ensure the legal operation of the company.

并专办: 建筑发展局执照CIDB、贸易执照PBT、餐饮经营执照LPM/LGM、销售酒精饮品执照LMK、清真Halal认证、进出口执照JKDM/MITI、生产执照、等多行业许可, 确保企业合法运营。



Facilities and supply chain support 设施与供应链支持

We provide professional site selection, lease negotiation and facilities management services for commercial and industrial properties, covering offices, shopping malls, warehouses and factories. Through rigorous market analysis, we ensure that your operating sites are both strategic and cost-effective, laying a solid foundation for the stability of the supply chain.

我们提供商业及工业物业的专业选址、租赁谈判与设施管理服务，涵盖办公室、购物中心商店、仓库及工厂等需求，通过严谨的市场分析，确保您的运营场地兼具战略性与成本效益，为供应链的稳定建立坚实基础。

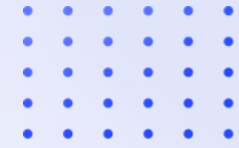


Human Resources Solutions 人力资源解决方案

It covers the entire recruitment process, including salary calculation, mandatory provident fund payment, and visa compliance management for foreign employees, allowing you to quickly build a local language-speaking team to meet business development needs.

涵盖全流程招聘、薪酬计算、强制性公积金缴纳及外籍员工签证合规管理，快速组建本地化团队，满足业务发展需求。

Proven cross-regional success 经证实的跨地区成功实践



Success Stories 成功案例

We have successfully assisted many foreign-invested enterprises to establish in Malaysia, covering a variety of industries including the import and export of construction engineering and heavy machinery vehicles, builders, product import and export, and catering brands, and have accumulated rich experience in cross-industry compliance services.

我们已成功助力多家外资企业在马来西亚落地，涵盖建筑工程重型机械车辆进出口、建筑商、产品建进出口、餐饮品牌等多个行业，积累了丰富的跨行业合规服务经验。

Case 1: Heavy Engineering Vehicle Regional Hub Project 案例一：重型工程车辆区域枢纽项目



- Client Background: A Chinese exporter of heavy construction machinery sought to optimize its regional supply chain layout in response to the surge in orders generated by Indonesia's infrastructure development.

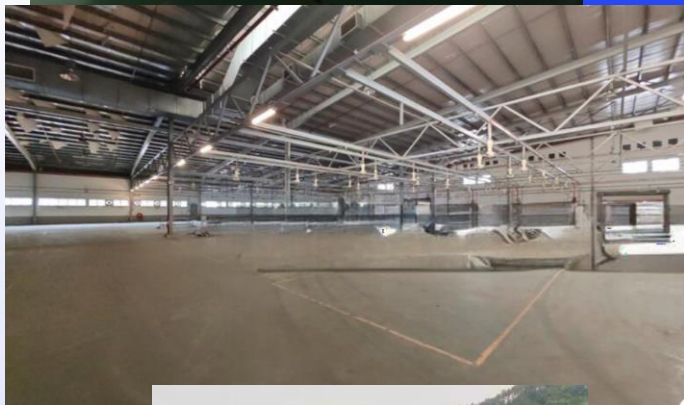
客户背景：一家中国重型建筑机械出口商，因应印度尼西亚基础设施建设带来的大量订单，寻求优化区域供应链布局。
- Core Challenge: The need to establish a regional operations center in Southeast Asia to reduce tax costs, shorten delivery cycles, and improve order responsiveness.

核心挑战：需在东南亚设立区域运营中心，以降低税务成本、缩短交货周期并提升订单响应能力。
- Solution: We assisted the client in establishing a physical presence and logistics hub in Malaysia, completing import and export license applications, tax optimization planning, and local supply chain integration.

解决方案：协助客户在马来西亚建立公司实体与物流枢纽，完成进出口牌照申请、税务优化规划及本地供应链对接。
- Results: Malaysia was successfully established as a regional distribution center, enabling rapid delivery to the Indonesian market. Overall tax and logistics costs were significantly reduced, and delivery times were significantly shortened.

达成成果：成功将马来西亚作为区域分拨中心，实现对印度尼西亚市场的快速供货，整体税务与物流成本下降显著，交货时间大幅缩短。

Case 2: Off-road kart assembly and export project 案例二：越野卡丁车组装与出口项目



- Client Background: A Chinese off-road kart manufacturer planned to relocate some production lines to Malaysia to optimize production sourcing and export competitiveness.

客户背景：一家中国越野卡丁车制造商，计划将部分生产线转移至马来西亚，以优化产地来源与出口竞争力。

- Core Challenge: Establishing an assembly plant in Malaysia to achieve "Made in Malaysia" status, thereby enjoying tariff benefits and enhancing product international recognition.

核心挑战：需在马来西亚设立组装厂，实现“Made in Malaysia”原产地身份，以享受关税优惠并提升产品国际认可度。

- Solution: We provided full-process support, from company registration, factory site selection, production line establishment, to import and export license application, ensuring compliance with local assembly and export procedures.

解决方案：提供从公司注册、厂房选址、生产线设立到进出口许可申请的全流程支持，确保合规完成本地组装与出口程序。

- Achievements: The client successfully obtained Malaysian origin status, enjoying tariff benefits for exports to target markets, and significantly improved production capacity and order processing efficiency.

达成成果：客户成功获得马来西亚原产地资格，出口至目标市场享受关税优惠，产能与订单处理效率显著提升。

Why choose us as your partner

为何选择我们作为合作伙伴



End-to-end integrated services 端到端整合服务

We provide end-to-end integration services, solving multi-line operational challenges through a single interface, clarifying responsibilities, improving operational efficiency, and ensuring smooth project progress.

我们提供端到端整合服务，通过单一接口解决多线运营难题，明确责任归属，提升运营效率，确保项目顺利推进。



Deepen local 深化当地

With our profound local compliance expertise, we are able to accurately grasp the regulatory requirements of multiple industries and provide our clients with professional and efficient solutions.

凭借深厚的当地化合规智慧，我们能够精准把握多行业的监管要求，为客户提供专业、高效的解决方案。



Transparent project management 透明项目化管理

We adopt transparent project management and provide quotations based on clear scope, time and cost to ensure budget control and provide clients with clear information on project progress and expenditure.

我们采用透明项目化管理，基于明确范围、时间与成本的报价，确保预算可控，让客户对项目进展与费用支出一目了然。



Barrier-free collaborative communication 无壁垒协同沟通

Our multilingual professional team ensures seamless collaborative communication, accurately understands and executes clients' strategic intentions, and ensures efficient project implementation.

精通多语的专业团队确保无壁垒协同沟通，能够精准理解并执行客户的战略意图，保障项目高效推进。

Structured cooperation process

结构化的合作流程

Demand analysis and consulting

需求分析与咨询

Through in-depth business interviews, we fully understand your strategic goals and operational needs, providing an accurate basis for subsequent customized solutions.

我们通过深度业务访谈，全面了解您的战略目标与运营需求，为后续定制化解决方案提供精准依据。



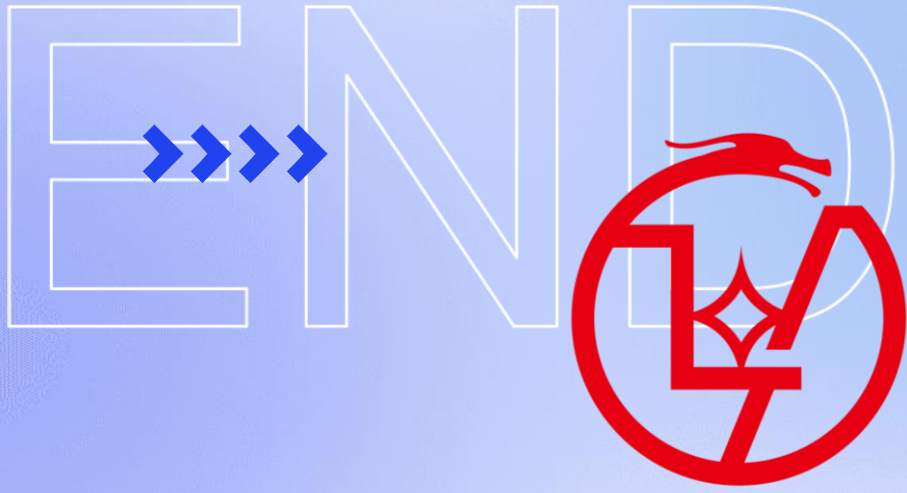
Program design and proposal

方案设计与提案

Based on the needs analysis results, we submit customized solutions, detailed project timelines, and compliance-compliant quotations to ensure that the solutions meet customer needs.

根据需求分析结果，我们提交定制化解决方案、详细项目时间表与合规性报价，确保方案贴合客户需求。





LONG IENG COMPANY GROUP

龙赢天下有限公司

Contac 联系方式

You can contact us in the following ways

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THANK YOU

