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# WELCOME

Great things in business  
are never done by one  
person. They're done by a  
team of people.

## INTRODUCTION

KENWISE Sdn. Bhd. is a Malaysia-based company that was established in November 2011 and formed by a group of highly specialised, competent and dynamic professionals in the Air-Conditioning and Mechanical Ventilation (ACMV) industry.

KENWISE, with its administrative HQ in 8trium Bandar Sri Damansara, fundamentally base its key business and project operation at 5S Centre in Shah Alam Sekitar 26. Their strength and expertise in integrating & optimizing various types of design perspectives and criteria in all categories of ACMV systems provides market and valued customers with solid business solutions to achieve common and mutual business goals and a peace of mind by providing convincing and practical integrated solutions.

5S Centre provides 5 key services, i.e., Showroom, Sales, Servicing, Spare parts and Seminar. This shall pave an effective and integrated business way to reach out all our valued customers and enhance our high-quality services to them.

● OUR

# COMPANY

FOUNDED

2011



## Our Vision & Mission

KENWISE's branding is truly recognized as a trusted and reliable upfront quality assurance in providing ACMV TOTAL SOLUTION which embraces comprehensively the entire products and service spectrum and consistently meet the end users' needs and expectations.

KENWISE continuously and systematically grows at consistent and sustainable annual rates towards the ultimate goal of corporatization.

KENWISE corporate image is practically and persistently aligned with our noble sense of social responsibility (CSR) to look after the welfare of various layers embraced in our social structure... towards our noble objective - "Life's Wise"

## CORPORATE INFORMATION

Company Registered Name : KENWISE SDN. BHD.  
Company Registration Number : 966568-D  
Date of Incorporated : 2nd November 2011  
Paid-up Capital : RM 1,000,000  
Banker : United Oversea Bank (UOB)/Maybank/OCBC/RHB

### Addresses

HQ : T2-19-08, 8Trium Office Tower, Jalan Cempaka SD  
12/5, 47300 to 5200, Bandar Sri Damansara,  
Kuala Lumpur  
email & fax – email: kenwise2019@gmail.com  
Tel: +03-6263 1951

5S Centre : No. 39, Jalan Serendah 26/41, Sekitar 26 Seksyen  
26, 40400 Shah Alam, Selangor Darul Ehsan  
Tel: +03-5888 5512

Company Certificate	GRED	KATEGORI	PENGKHUSUSAN
CIDB :	G7	B	B04
	G7	CE	CE21
	G7	ME	M01 M04 M10 M15

### Board of Directors

Managing & Project Director : Bryan Koh  
Operational Director : Koh Yoke Lin  
email: bryan.kenwise@gmail.com





## ● MANAGING DIRECTOR'S STATEMENT



### MR. BRYAN KOH

**2012 – Present :**

KENWISE Sdn. Bhd  
(FOUNDER AND MANAGING DIRECTOR)

**2009 – 2011 :**

Smartech  
(FOUNDER AND CEO)

**1995 – 2008 :**

Dunham-Bush  
(GENERAL MANAGER)

Bryan Koh graduated from University Malaya (UM) with a Bachelor Of Science (Hons) Degree in 1994. He then continued to pursue higher academic qualifications to obtain a Master's Degree in Technology Management (APESMA) from Australia in 1998.

# MD's Message

Started conservatively with integrative approaches, riding tremendously challenging immense waves of CHANGES caused by market volatilities and intense competitive pressures. KENWISEly manoeuvred the balance of the company to break through crucial founding projects and from there, KENWISE built up an important market base and continued credible reputations earned from prior dedicated 'life-long' career in the air conditioning business. Notwithstanding all the CHANGES in the market, KENWISE always believes in integrity and innovation in total business solutions based on the universal law of counterbalancing. A consistent and integrative mindset provides customers single sourced responsibilities. Initiating green designs, effectively engineered features and criteria, optimisations of engineering resources in implementation works, certified testing & commissioning and reliable after-sales service backup supports become a standard business policy to ensure customers' peace of mind and utmost satisfaction.



## From Dunham-Bush to KENWISE Sdn. Bhd.

In 1995, he started his career with Dunham-Bush as a System and Application Engineer. Two years later, he was promoted to Senior System and Application Engineer. He was further promoted to System and Application Manager in the year 2000. In 2002, he was promoted to Deputy General manager of Sales and Marketing for Dunham Bush Sales and Services Sdn. Bhd. Subsequently, in 2005 he was promoted to assume the General Manager of Sale and Marketing due to his excellent performance until 2009.

During his employment with Dunham-Bush he was assigned to carry out the technology to transfer Ice Thermal Energy Storage (TES) from the United States of America (USA) in 1996. He managed to secure and commission some TES projects. His diverse scope of responsibilities covered the managing sales force, designing, project management and supervision, service operation and maintenance of various Installed systems in the market.

After intensive training and research in the USA, he returned to Malaysia and became a prominent TES specialist in the market.



## Involvement with the Professional Bodies



He actively engaged with the professional bodies in Malaysia such as the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) Malaysia, Institution of Engineers Malaysia (IEM), Malaysian Air-Conditioning & Refrigeration Association (MACRA), Association of Consulting Engineers Malaysia (ACEM), Master Builders Association Malaysia. He was the president of MACRA from 2006 to 2007 where he conducted technical seminars & intensive training courses and was a frequent speaker in technical seminars about TES whose audience is consulting engineers, architects, contractors and even university students in the USA, China, India, Mexico, Philippines and Singapore. Market recognition for his technical capabilities was evident from the regular invitations from well-recognised professional bodies such as ASHRAE.

In 2008, he was one of the crucial founders of smartech was involved in planning and starting a new air conditioning business with other partners in Smartech and subsequently assumed the position of CEO of Smartech Sales and Services Sdn. Bhd in 2009. Within 2 years, he managed to secure two very reputable projects, namely RAPID MRT underground stations and IOI Puchong PFCC. On top of that, he managed to open market eyes to smartech when he helped Smartech in securing several markets high proved and green-certified projects such as Intermark, Setia City Mall, Desa Park City Hospital etc.



## Malaysia

- Taman Ilmu University, Terengganu
- Marriott Hotel, Putrajaya
- Pulse Grande Hotel (Formerly known as Putrajaya Shangri-La Hotel), Putrajaya
- UiTM Engineering Complex, Shah Alam
- UPM, Serdang
- UniKL British Malaysia Institute, Selangor

## International

- North Triangle Commercial Centre, Philippines
- Greenbelt Shopping Complex, Philippines
- Malabon Citisquare, Philippines
- Serendra Mall, Philippines
- Sear Hospital, Mexico
- Jamuna Future Park Shopping Complex, Bangladesh



# DIRECTOR'S CREDENTIALS



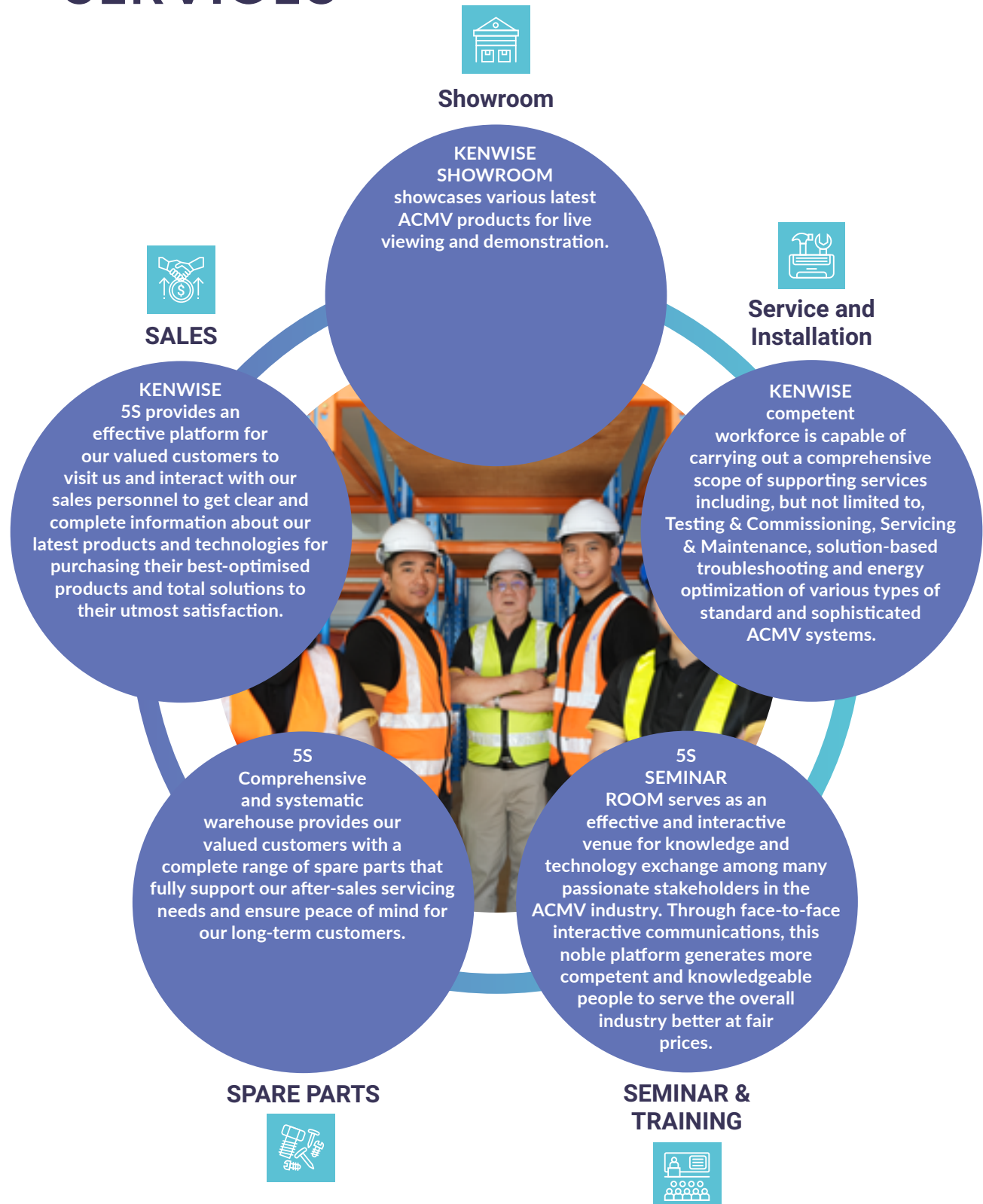
## CREDIT FACILITIES OF THE COMPANY





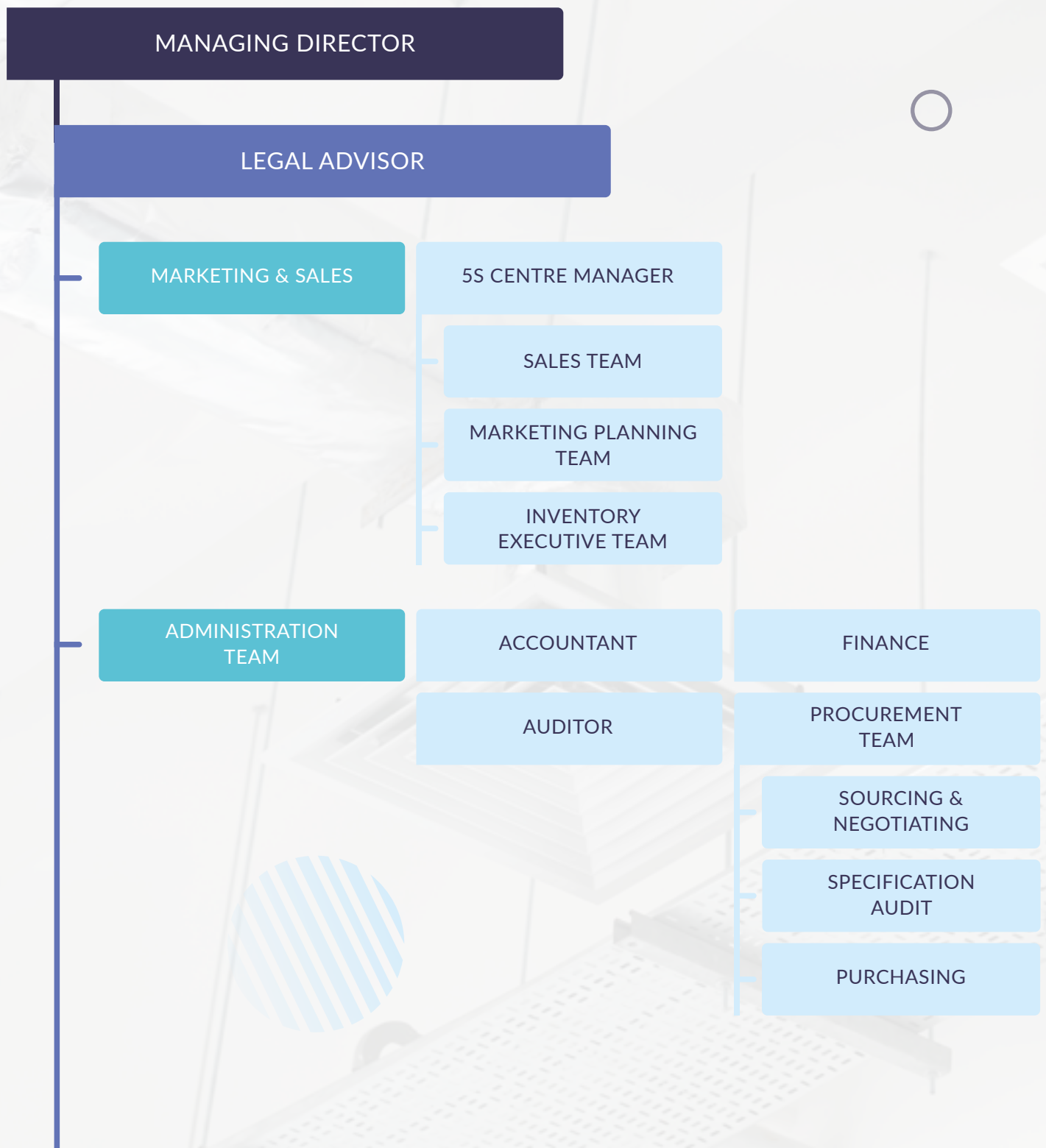


## ● OUR SERVICES





## • ORGANIZATION CHART



## PROJECT MANAGEMENT

## PROJECT DIRECTOR

PROJECT TEAM 1

PROJECT TEAM 2

PROJECT TEAM 3

PROJECT TEAM 4

PROJECT TEAM 5

## QUANTITY SURVEYING

TENDER  
ADMINISTRATION TEAMCONTRACT LEGAL  
ADVISOR

## SERVICE &amp; MAINTENANCE

SERVICE TEAM 1

SERVICE TEAM 2

SERVICE TEAM 3

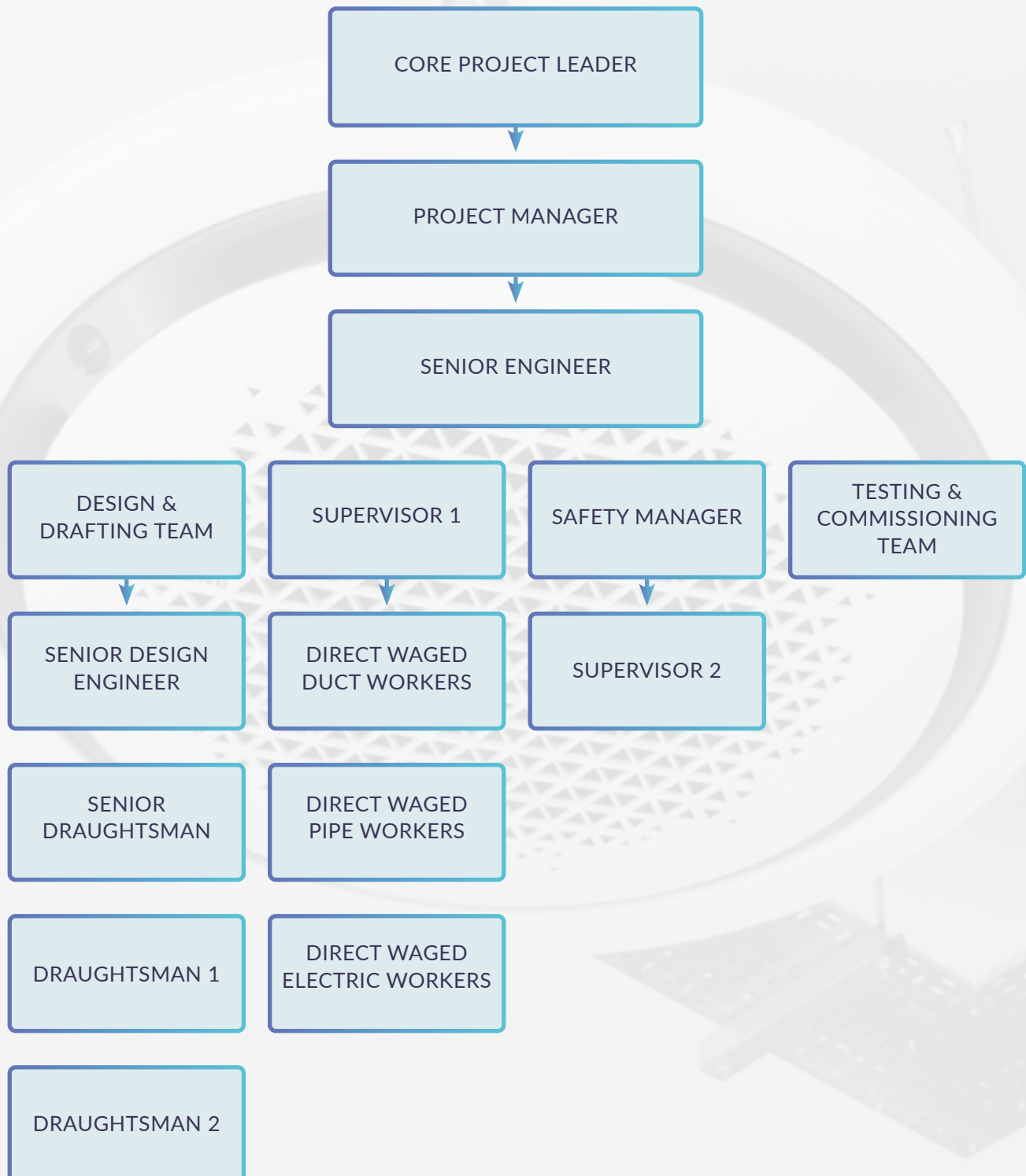
## HUMAN RESOURCE

## GENERAL MANAGER

PAYROLL

COUNSELLING

- PROJECT ORGANIZATION CHART



- CLIENTELE



Mercedes-Benz





## ● PROJECT REFERENCE

Kompleks PKNS, Shah Alam  
(Shopping Mall)



KL Sentral Lot G, Kuala Lumpur  
(Office Tower)



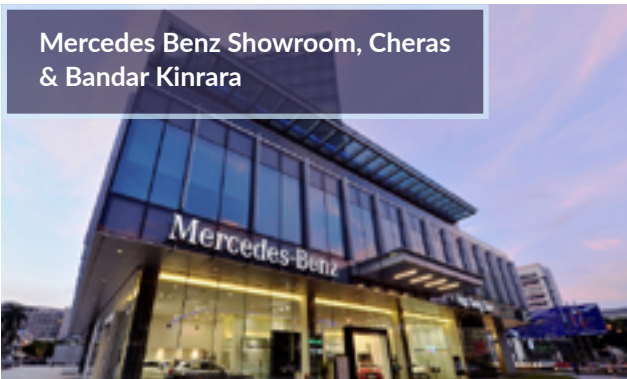
Hospital Serdang, Selangor  
(Hospital)



Kuala Terengganu Specialist,  
Terengganu (Hospital)



Mercedes Benz Showroom, Cheras  
& Bandar Kinrara



Multimedia University (MMU),  
Johor



UM Engineering Faculty



Kuantan Medical Centre





Suruhanjaya Syarikat Malaysia  
(SSM), Ipoh



Bukit Bintang Convention Centre  
(BBCC), Kuala Lumpur



Hospital Kemaman, Terengganu



Coronation Square Tower 3



MRT KLES



MRT Conley



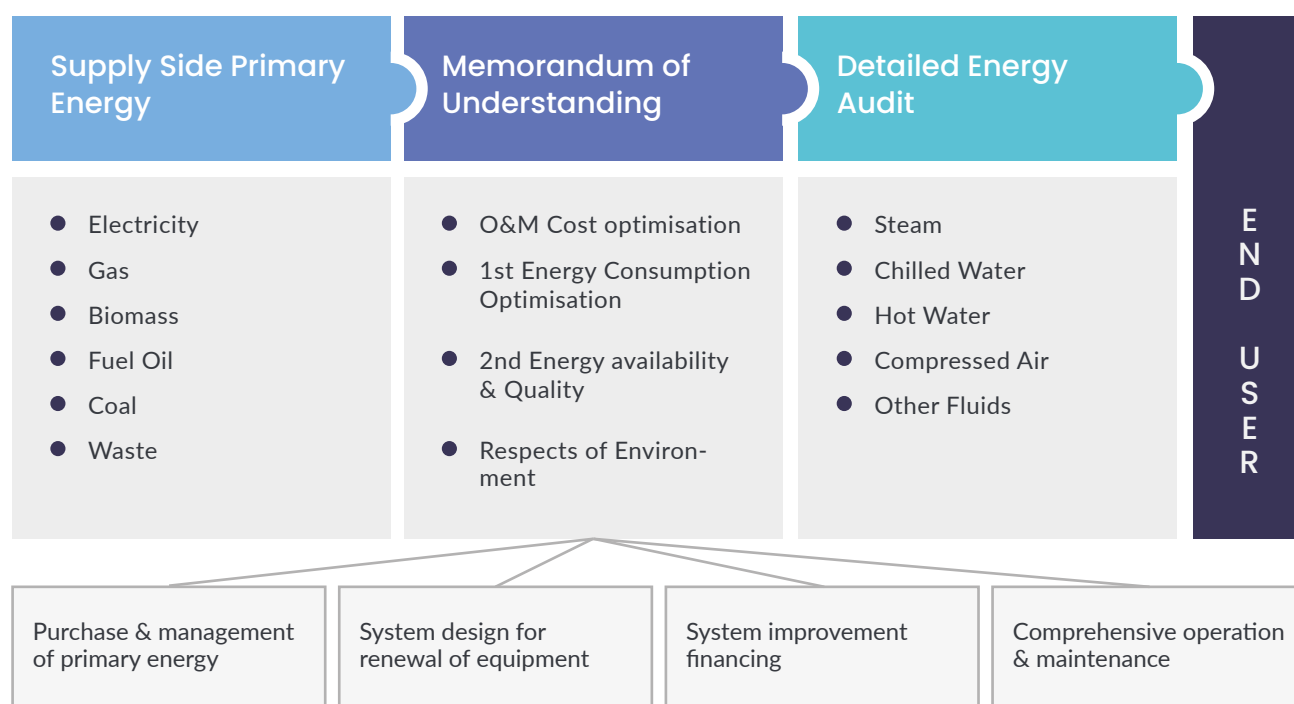
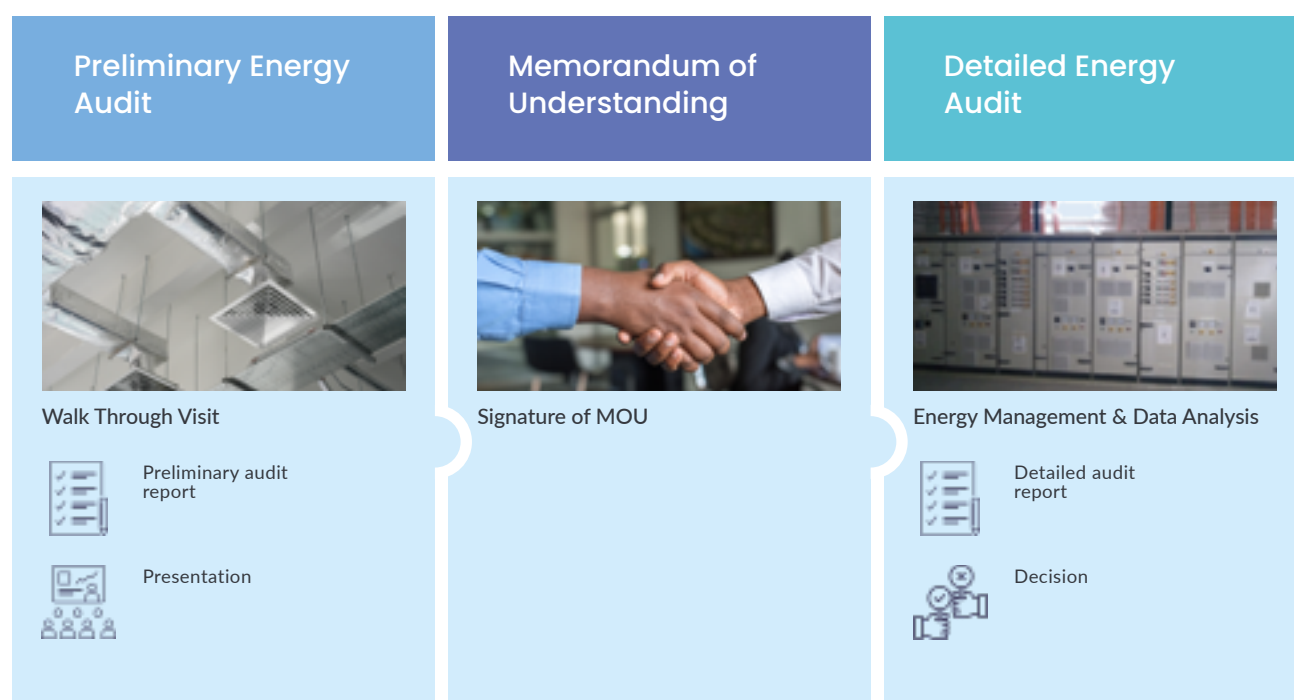
Lembaga Air Perak (LAP), Ipoh



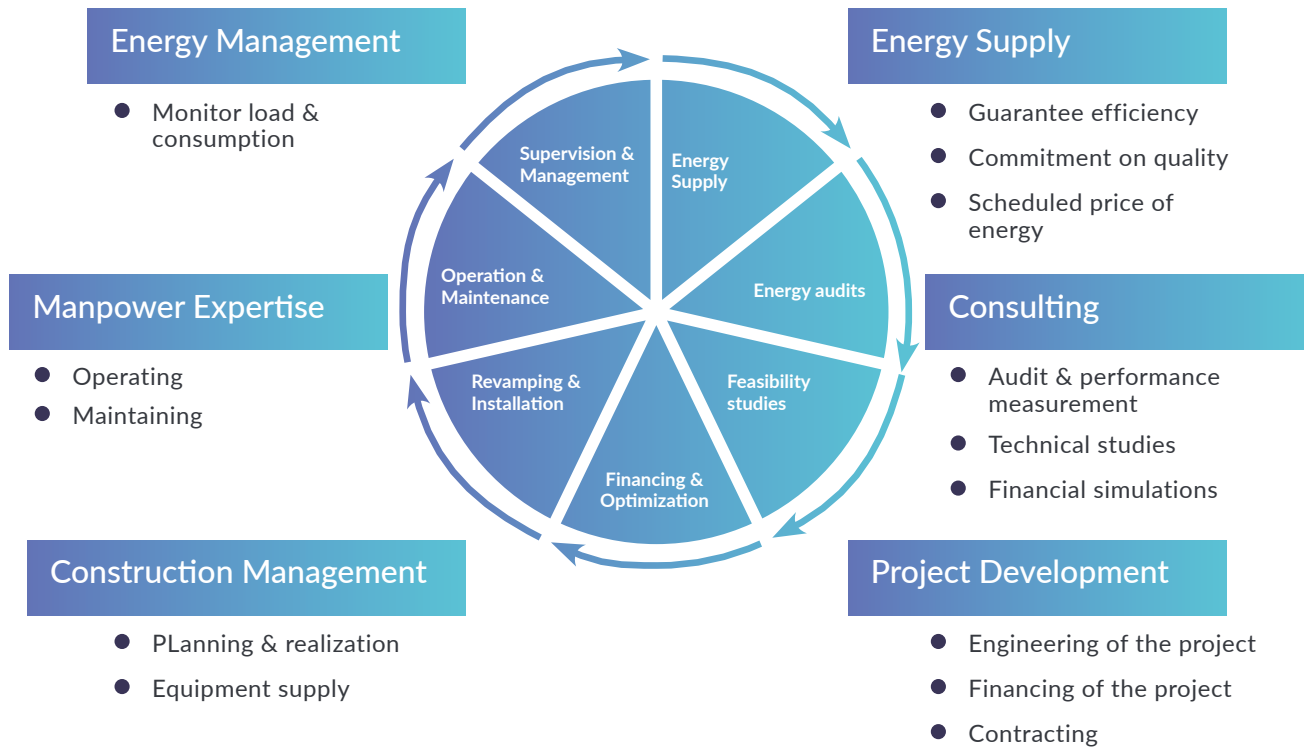
Infineon Technologies, Kulim



# • ENERGY EFFICIENCY PERFORMANCE CONTRACT (EEPC)

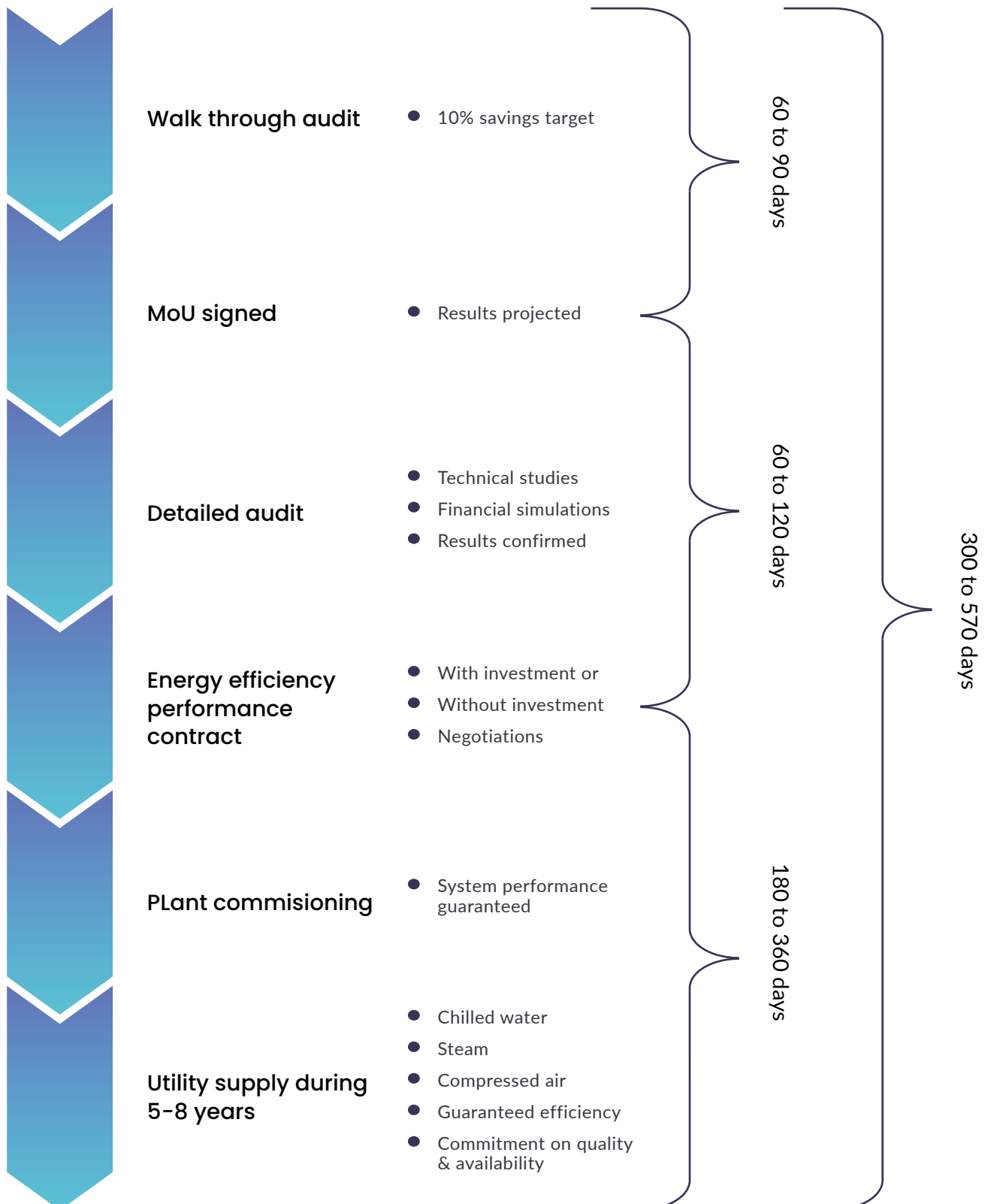


## EPCC : INTEGRATED ENERGY EFFICIENCY SOLUTION VALUE CHAIN



Energy Audit	EEPC	4-10 years guarantee
Assess energy efficiency of the system	Improve and finance the system	Efficiency, reliability, availability
ENGIE services performs : 1. Preliminary audit 2. Detailed audit	ENGIE services designs, builds or refurbishes, invests in energy systems	ENGIE services owns, operates and maintains systems, supplies energy

## EPCC MODEL: DEVELOPMENT & SALES CYCLE



## PILLARS OF EEPc BY

KENWISE Services distinguishes itself from other ESCOs by:

- Being Neutral about equipment brands
- Proposing Turn-key and optimised solutions (ratio investment/savings)
- Guaranteeing the efficiency of the plants and maintenance costs
- Developing a strong team of long integrated experience in the total solutions provider
- Leveraging SINGLE SOURCED RESPONSIBILITIES for negotiating in both acquisition & spare-parts cost of machines

### **GUARANTEES**

Savings (Energy, O&M, Capex)  
Cash Flow from day 1  
Efficiency  
Availability  
Sustainability

### **RISK TRANSFER**

Plants (Assets)  
Staff  
Insurance  
Clients' expansion

### **TRANSPARENCY**

Pre-agreed IRR  
Sharing scheme  
KPIs  
Energy meters

### **FLEXIBILITY**

Exit clauses  
Assets returned  
Match client's activity





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Office Tower,  
Jalan Cempaka  
SD 12/5, 47300  
Bandar Sri Da-  
mansara, Kuala  
Lumpur



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com



# THANK YOU

[www.kenwisesb.com](http://www.kenwisesb.com)