



COMMITMENT

FOCUS

INTEGRITY

E-TECH MARKS A DYNAMIC MILESTONE **“SPBA 2019 ESTABLISHED BRAND AWARD”**

Mr Davies Teo, CEO of E-TECH BUILDING SERVICES PTE LTD, was the recent recipient of “SINGAPORE PRESTIGE BRAND AWARD 2019 (for ESTABLISHED BRAND category)”, a much coveted accolade with an 18-year history and highly respected in the business fraternity.

SINGAPORE PRESTIGE BRAND AWARDS (SPBA) is an initiative by the Association of Small & Medium Enterprises (ASME) and the local Chinese Daily LIANHE ZAOBAO that promotes and showcases business luminaries in Singapore who stay on the forefront of branding. Their vision is to showcase business leaders at different stages of their branding journey and the achievement of new milestone in branding excellence.

The theme for this year’s Awards which are segregated into 6 categories, is “BRANDS OF THE FUTURE” which seek to identify and acknowledge successful and resilient brands which have scaled new heights in today’s competitive business landscape. An ASME- Lianhe Zaobao Award, this prestigious award is supported by Enterprise Singapore and Intellectual Property Office of Singapore (IPOS). E-TECH won the “ESTABLISHED BRANDS AWARD” category for local brands that are established for more than 5 years in Singapore. This Award recognizes and honors brands that have become established household names in the branding journey and serves as a yardstick and aspiration to becoming sterling brand names to fuel their expansion plans abroad.

Other categories include the Promising Brands, Heritage Brands, Regional Brands, Global brands, and Special Merit awards. SPBA is an industry affirmation of brands’ success and spirit of resilience and the veritable national platform for nurturing the growth of local brands in the hope of inspiring more budding entrepreneurs of tomorrow.

On receiving the Certificate for this highly coveted “SPBA ESTABLISHED BRAND 2019” award on 3rd September at the Marina Mandarin Hotel, Mr Davies Teo was charged with a renewed entrepreneurial motivation to propel the E-TECH brand to even greater heights, with plans to grow the brand regionally.



NOTE : A Gala Dinner & Award Presentation Ceremony will be held on 3rd November 2019 at the Ritz Carlton Hotel where E-TECH will be presented with a Trophy by a Minister & Member of Parliament to mark the Awards to Recipients. Look out for a full report in our next issue of E-TIMES in Jan – March 2020.



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E-TECH WINS SBR NATIONAL BUSINESS “BUILDING SERVICES & FACILITIES” AWARD 2019

On 11th July 2019, our CEO Mr. Davies Teo was honored at the Singapore Business Review (SBR) National Business Awards Ceremony when E-TECH Building Services Pte Ltd won the “Building Services & Facilities” Award.

The Award presentation event was held at Conrad Centennial Singapore where some 150 industry captains and key business representatives attended the glitzy function. Presented by Charlton Media, publisher of “Singapore Business Review” Magazine, the Awards seek to recognize and acknowledge local and international companies who strive to innovate amidst the uncertainties on both the local and global markets and excelled despite market challenges and rising competition.

E-TECH won the “Building Services & Facilities” Award in the National Business Awards category. The other categories presented that evening included International Business Awards and Listed Companies Awards. On receiving the much-coveted Award from the Editor-in-Chief & Publisher of the Singapore Business Review magazine, Mr. Tim Charlton, Mr. Davies Teo shared with the audience that his father started off the company 30 years ago with only 2 men and with the second generation’s participation, grew E-TECH into a 180 men team, now a fully integrated “one-stop shop” for a wide range of building maintenance and rejuvenation works.

E-TECH turned to a combination of IT services and technology for our business solutions. Our aggressive adoption of digital technology has yielded unprecedented success for our business as exhibited by an increase in revenue growth as well as new business generation and enquiries through stronger brand presence. We realized that digitization, new technology and innovation will allow E-TECH to extend our value chain to customers with greater efficiency and service quality with the adoption of IT innovation and digital solutions such as the TaskHub Enterprise Resource Planning (ERP) System and the SkyFY Vehicle Tracking System, amongst others.

E-TECH’s capabilities, reliability and reputation have earned industry’s recognition and respect for the E-TECH brand. Our commitment and dedication to ensuring that our business model is relevant to changing market trends and life-style changes in Singapore also demonstrate our emphasis on service and product innovation. Going forward, we will stay true to our commitment to our core competency & value proposition, management best practices, efficiency, innovation and company differentiation.

With our building blocks of growth in place and in view of the growing demand for building services and facility management, we hope the National Business Award will further support and inspire E-TECH’s future plans.



E-TECH ONLINE INTERVIEW NOW ON YOUTUBE

In conjunction with the SBR National Business Award Presentation ceremony, E-TECH was also featured in an interview which is now available on YouTube.

Representing E-TECH, our Sales & Operations Director (Integrated Facilities) Arthur Koo Shao Wei was asked to comment on how the company’s adoption of digitalization has helped to increase its market share and profit margin.



The interview also touched on how E-TECH improved its management capabilities via digitalization & innovation. Arthur explained that with growing business challenges and customers’ demands, E-TECH turn to a combination of IT services and technology for our business solutions. The company realize that digitization, new technology and innovation will permit E-TECH to increase its value chain to customers with greater efficiency and service quality in the daily operations. E-TECH’s TaskHub Enterprise Resource Planning (ERP) System and SkyFY Vehicle Tracking System were cited, amongst others, as important technology milestones which helped accelerate the company’s service performance.

FOUNDER VICTOR TEO'S VISIT TO INDIA

Founder of E-TECH, Victor Teo is a man with many business ideas up his sleeves. In 2000s during the economic crisis, he ventured to the Philippines to explore new business openings. To the surprise of many, he successfully set up very different businesses from his M&E trade – from operating petrol stations and grocery stores to restaurants and motels. He reckoned that as long as he can make money, there is nothing to hold him back.

Now, years later his passion for new ventures and business opportunities has not wavered. Recently, he made a trip to India for the very first time to see what he could do there. His energies knew no bounds as he visited Chennai in the State of Tamil Nadu, India. He flew out from Singapore on 16 July and returned home on 21 July 2019 with fond memories of a life-time.

When interviewed for this story, Victor admitted that he was initially a little apprehensive about his trip to India as he had no inkling what lies ahead. But his fears were quickly allayed the minute he touched down in Chennai. The people were hospitable, kind and friendly. During his stay he also conducted job interviews with some 20 candidates in the Temple city of Kumbakonam where our Assistant Manager Sivasakthivel (commonly known as Siva), who was on home leave, had made prior arrangements for him to meet the potential job seekers. E-TECH managed to recruit a few new workers for the Air conditioning and Electrical departments.

Accompanied by Siva, Victor toured the lovely beach temples in Mahallipuram and cool hill resort of Kodaikanal where he stayed for two days. Food was however an issue and it was a great relief when he encountered a restaurant employee who could speak Malay (having worked in Kuala Lumpur) and after a brief conversation, whipped up tasty meal of “mee goreng”. It was so good he had an extra portion packed for dinner.

What left a deep impression in Victor's mind was the deep respect for elders in India which he witnessed during his visit to Siva's family. Although on a familiarization and business trip, Victor learnt much about the custom and culture of this historic land which he has no hesitation to go back to for another memorable experience.



E-TECH CHINESE ADVERTISEMENT

Upon winning the SPBA – Established Brand Award 2019, it become necessary for E-TECH to churn out a Chinese advertisement which will be published in the Chinese daily, Lianhe Zaobao.

In this connection, we engaged a professional translator to convert our advertising message from our existing English language advertisement into Chinese in such a manner that the essence of the text is retained and not lost through poor translation. We were quite happy with the final output.

Brand equity building and industry recognition will continue to be important cornerstone of our business growth strategy as we expand our customer outreach and service sectors. To re-affirm our company's 30 years' presence and visibility in the market, E-TECH consciously monitor and control all our branding activities for long-term success.

30 年的堆积
我们的E-TECH
企业建筑维修服务历程。

E-TECH Building Services Pte Ltd于1990年经营至今它茁壮成长，从一间小规模的建筑维修服务公司发展成为一家服务完善的综合性机电工程服务及供应商。公司提供的服务包括住宅和商业建筑及工业设施的各式机电项目。我们超过180名全职员工各展所长，在识别和应用有效解决方案和程序上拥有丰富经验，能够建设与增长客户的发展潜力。同时，奠定我们顶尖优势的就是我们的执行能力 – 各式规模的特高难度项目和特有市场机电工程的都胜任有余。

**我们独特之处：
高科技优良技术系统实力**

在E-TECH Building Services Pte Ltd, 我们完全意识到服务第一，价格合理，敬业精神和诚信对我们业务的重要性。作为承诺成就，我们与最优秀的伙伴关系合作，配合我们的机电专业知识增强伙伴们的产品与服务，进而提高我们服务链的价值。我们也能独立负责大型项目或对我们的战略合作伙伴取单。为总承诺的提供全方位的咨询、工程、制造、产品与系统整合、委托和客户服务。

业界认可

E-TECH Building Services Pte Ltd 很荣幸赢得了新加坡杰出企业的荣誉，以持续领先机电服务创新与卓越的成绩荣获众多业界大奖与认可。

E-TECH 建筑维修服务私人有限公司
企业总部
1 Kallang Way, 2A #08-01 Communications Techno Centre
Singapore 341095
电话: +65 6781 3233 电邮: enquiry@e-tech.com.sg
电传真: +65 6781 2833 网址: www.e-tech.com.sg

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E-TECH SLOGAN CONTEST

As part of our branding exercise, we are continuing to create new ideas to promote the “E-TECH” name in the building maintenance services and facility management business.

In line with raising the image of E-TECH further, we are now looking for a “catchphrase” or small group of words to identify our company as a SLOGAN. This chosen SLOGAN is like a mini-mission statement. We are well known for our “RELIABILITY” & “INTEGRITY” (REPUTATION).

In April, a company-wide Slogan Competition was launched to invite employees to come up with ideas and suggestions. We want the SLOGAN to be simple to understand and remember. The SLOGAN must be (1) Memorable, (2) Has a key benefit, (3) Differentiates our brand and (4) Gives a positive and good feeling of E-TECH.

At the close of the contest, we received a total of 65 entries from Management and staff of E-TECH. It was a difficult task for the judging committee to select the winning entry as there were many outstanding entries. After much deliberation, we finally agreed that the best slogan was “BEYOND 30 YEARS OF EXCELLENCE” submitted by Cheryl Teo, our director of Internal Audit & Strategic Planning.

At the prize presentation ceremony, Cheryl said that she came up with this slogan as E-TECH would be celebrating its 30th anniversary and she wanted the target audience to be assured that the company will continue to offer its best services beyond 3 decades of delivery excellence. Going forward, this new E-TECH Slogan will be incorporated into all our future marketing and promotional materials where possible and appropriate.



Cheryl Teo (Right) receiving the cash prize from CFO Shirley Teo

E-TECH **WINS OCBC CENTRE CONTRACT** **WITH**

Panasonic

Our collaboration with PANASONIC LED Lighting took off remarkably with the award of OCBC Centre lighting project where we have been contracted to change all the current lighting of the Centre from the 5 – 49 floors with PANASONIC LED lightings.

This is a promising start to our business collaboration as we envisage many more such major projects coming on stream as building owners and managers are embarking on upgrading programs to make their properties more energy efficient.

Already, E-TECH is partnering PANASONIC LED Lighting in tendering of key projects for major customers. Currently we are also working on switching to PANASONIC LED lightings for numerous H&M showrooms.



TANK **CLEANING SERVICE AT ITS BEST**

Tank cleaning has been one of our key business offerings and an important part of our total value chain. At E-TECH, our team of well exposed and enthusiastic technicians take their tank cleaning jobs seriously in tandem with changing trends of industry-driven needs and standards. We constantly beef up our tank cleaning operations in areas involving equipment, machinery, technology and training.

As our client, your company will benefit from our proven tank cleaning methods & strategies, best practices, tools and techniques, training programs and manpower services to satisfy all your tank cleaning specifications, be it regulatory, routine, or maintenance cleaning. Our experience in tank cleaning covers residential, commercial and industrial buildings of various magnitude.

E-TECH management strongly advocates business integrity, efficiency and respect for clients and our friendly tank cleaning technicians can be relied on at all times, which is ever so important in the physically demanding nature of tank cleaning jobs.



CELEBRATING OUR



CELEBRATING OUR 30 YEARS

E-TECH Special 20th Anniversary Calendar & Year Book

E-TECH Management has decided that the company's Grand Gala Dinner to commemorate its 30th anniversary will be held in early May 2020. An exciting line-up of programs has been drawn up to add cheer and pageantry to the evening's proceedings. Many of these program highlights are now still under wraps but two major celebratory items have been revealed.

The first that has rolled out is our special 30th Anniversary Calendar 2020 which featured 26 of our employees as "models" for the respective months. Our staff has always been the FACE of E-TECH as the front-line people meeting clients and interacting with them. Some, like the office supporting staff, work behind the scene. As we grow our business, our clients like to know who they are dealing with. So to put a face to a name, we came up with the idea of using our very own E-TECH people as models/talents for the production of our 2020 calendar.

The Calendar also features our full range of services together with write-ups on the different ethnic festivals celebrated in Singapore. The other celebratory item is the production of E-TECH's Commemorative "Year Book" which captures the 30 years' journey of the company and how it grew from a 3-men team into a 180-strong organization serving major local & international clients, including government agencies.



E-Tech
BUILDING SERVICES PTE LTD

E-TECH BUILDING SERVICES PTE LTD CORPORATE HEADQUARTERS

📍 1 Kallang Way 2A #08-01 Communications Techno Centre
Singapore 347495

☎ Tel : +65 6781 3233 ✉ E-mail : enquiry@e-tech.com.sg
📠 Fax : +65 6781 2833 🌐 Website : www.e-tech.com.sg

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