



展翅飛騰

金沙中國本地中小微企採購合作計劃

Sands China's Local Small, Medium and Micro Suppliers Support Programme

飛騰



2015-2018

展翅 飛騰

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計劃概覽

PROGRAMME OVERVIEW

金沙中國有限公司堅信公司與澳門的發展緊密相連，十多年來一直投放資源於本澳社區，致力推動本地企業發展。

金沙中國於2015年推出金沙中國本地中小微企採購合作計劃，旨在促成更多現有及新的本地供應商與金沙中國達成合作，進一步扶持訂立的三類本地企業，包括小微企、澳門製造企業及澳門青創企業。

本地中小微企採購合作計劃是金沙中國供應商關係管理策略的舉措之一，是引領著公司長期支持本地供應商的策略方針。

此計劃是本澳首個同類型的本地採購合作計劃，在業界牽起領頭作用，建立扶持中小微企的氣候，帶動業界更積極關注支持本地採購。

接下來，我們將會透過分享公司取得的成果、舉辦的活動及推出的舉措，讓大家對此計劃有更深入的了解，包括認識我們的中小微企供應商及細閱他們的故事、明白此計劃的各項元素，例如中小企供應商員工優惠活動、F.I.T.「飛騰」計劃及金沙卓越供應商頒獎禮等，以及了解金沙中國與本地中小企供應商在颱風「天鴿」過後如何互相扶持、共度難關等等。

Sands China Ltd.'s success and the success of Macao go hand-in-hand. For more than a decade, we have been investing back into the community that we serve to help it thrive and grow, contributing to the development of local enterprises along the way.

One way we do this is through Sands China's Local Small, Medium and Micro Suppliers Support Programme. Launched in 2015, the programme seeks to increase procurement opportunities between Sands China and local SME suppliers by targeting three types of local enterprises – small and micro companies, "Made-in-Macao" companies, and Macao young entrepreneurs.

The programme is part of our company's supplier relationship management strategy, which guides our long-standing effort to support local suppliers, whom we view as our strategic partners.

Sands China's Local Supplier Support Programme is the first programme of its kind in Macao – a pioneering initiative that helped spearhead industry efforts toward supporting local SMEs and to "buy local."

In the pages that follow, we'll give you a closer look at the programme by sharing with you its achievements, events and initiatives. You'll learn more about some of our SME suppliers and their stories, and will read about different elements of the programme, such as SME supplier roadshows, the F.I.T. programme, and the Sands Supplier Excellence Awards. You'll also learn about how Sands China and its local SME suppliers worked to support one another and the community in the aftermath of Typhoon Hato.

序言

PREFACE



澳門特別行政區政府經濟財政司
梁維特司長

支持本地採購
推動共享發展

金沙中國中小企採購合作計劃概覽書刊



澳門特別行政區政府經濟局
戴建業局長

金沙中國有限公司近年積極透過提供商務對接、培訓及支援服務，創造“以大帶小”的條件，不僅為中小微企提供了業務拓展機會，更讓中小微企在合作過程中得到鍛煉，優化產品服務質量和管理水平，協助本澳企業提質發展，為企業把握未來“粵港澳大灣區”發展機遇創設有利條件。期望金沙中國有限公司繼續秉持相輔相成、互惠共贏的理念，促進中小微企與綜合旅遊休閒企業的協同發展，攜手推進“粵港澳大灣區”以及本澳“世界旅遊休閒中心”的建設工作。



澳門特別行政區政府
博彩監察協調局
陳達夫局長

金沙中國有限公司近年致力與本地中小微企業合作，助力商戶拓展商機，為共建和諧社會發揮了積極的推動作用。我們期望，金沙中國未來會繼續與本地企業進行全方位的交流合作，提升彼此的競爭力，與澳門「和衷共濟、同譜新篇」。



澳門生產力暨科技轉移中心
孫家雄理事長

金沙中國由成立之初，已是一間勇於開拓及有遠見視野的企業，對澳門中小企青睞有加，邀請合作，共同成長。

在金沙中國與澳門中華總商會的共同努力下，以及隨著F.I.T.「飛騰」項目的推進和深化，相信越來越多的小微企、澳門製造及澳門青創的公司將有更多不同機會與金沙中國建立聯繫，成為商業夥伴。

澳門生產力暨科技轉移中心作為長期致力推動本地中小企發展的組織，非常支持和欣賞金沙中國這種富社會責任的行為，不但提升到企業的良好形象，也以事實證明金沙中國是勇開拓、具視野的企業。

中心衷心祝賀金沙中國

金合水飛升經濟 沙聚塔騰雲並起



澳門中華總商會
高開賢理事長

近年澳門經濟進入調整期，為配合特區扶持中小企的政策，自二零一五年開始，澳門中華總商會先後與六間綜合旅遊休閒企業合辦“本地中小企採購合作計劃”，協助“小微企”、“澳門製造”、“青創企業”等本澳企業在澳門經濟深度調整期間尋找商機。

金沙中國是首個與本會合作推動扶持中小企計劃的綜合旅遊休閒企業，為推進計劃向前發展奠下堅實的基石。計劃開始至今，成績喜人。從二零一七年全年資料顯示，金沙中國的總採購額中有八成是澳門企業，而當中有19%是中小企業，採購金額近澳門幣24億元；同期還加推了F.I.T「飛騰」項目，分別從「經濟支持」、「邀商配對」及「培訓與發展」三方面進一步扶持本地中小微企，這充分顯示金沙中國致力履行“用諸社會、回饋社會”的負責任態度。

為此，金沙中國有系統地整理有關項目資料，輯錄一些合作個案和經驗分享，並編制成書，讓日後有意參與計劃的本澳企業能夠更易掌握計劃的內容、參與條件等。這將有助本澳企業互相勉勵、共渡時艱、共謀發展，共同迎接新的發展台階。

澳門中華總商會作為工商界的大家庭，成立至今已有一百零五年歷史，長期以來為澳門經濟繁榮、社會進步作出應有的努力和貢獻。在新的時代裏，本會將一如既往發揮自身作用，與政府、社團、企業及各界人士一同努力，為澳門建設更美好的明天作出更大的貢獻。

總裁的話

PRESIDENT'S MESSAGE



作為澳門最大規模的綜合度假村營運商，金沙中國很榮幸能夠紮根澳門多年，與本澳社區共同成長，為這個充滿活力的社區服務。過去十多年來，本澳博彩業飛速發展，惟我們毋忘初心，與本澳中小企一直風雨同路，並肩同行。

本地中小企熟悉本澳營商環境，且富靈活性及多元化，因此我們樂見澳門特區政府定下施政方針，牽頭帶領業界扶持中小企發展。

為配合澳門特區政府優先本地採購的政策，金沙中國於2015年加大對本澳中小企的扶持力度，率先推出全澳首個本地中小微企採購合作計劃。計劃自推行以來，成果豐碩，深獲業界肯定及支持。金沙中國與本地中小企一起茁壯成長，同時為推動澳門欣欣向榮發展貢獻力量，有見及此，現決定將我們所作的努力結集成書，期望與各界分享成果。

在中央人民政府及澳門特區政府的領導及指引下，金沙中國定必堅守承諾，繼續積極推動本地企業持續發展，攜手展翅飛騰。

王英偉博士
金沙中國有限公司總裁

王英偉

As Macao's largest operator of integrated resorts, Sands China is honoured to operate in Macao and to be a member of this vibrant community. We are a company that has been rooted in Macao for many years and we care deeply about this city.

As Macao's gaming industry has undergone rapid development over the last decade or so, Sands China has not forgotten its roots, and we have always placed importance on supporting Macao's local SMEs.

With local SMEs being flexible and diversified, and familiar with the local business environment, we are pleased to know that the Macao SAR government has a policy in place to help local SMEs, and has played a leading role in driving industry efforts to support them.

In 2015, our company boosted its support of local SMEs by launching Sands China's Local Small, Medium and Micro Suppliers Support Programme in response to the Macao SAR government's policy of prioritising purchases from local SMEs.

Since then, we've been pleased to see that the programme has been met with an overwhelmingly positive response in the industry. In that light, we felt it was timely to compile a booklet highlighting the important work being done in collaborating with Macao's local SMEs.

Sands China is pleased to continue our commitment to support local SMEs under the guidance of the Central People's Government and Macao SAR Government, and to share with you our progress on this front.

Dr. Wilfred Wong
President of Sands China Ltd.

金沙中國本地採購 合作計劃里程碑

MILESTONES OF SANDS CHINA'S LOCAL SUPPLIER SUPPORT PROGRAMME



金沙中國本地採購合作計劃
新聞發佈會

29.07.2015

Sands China's Local Supplier Support
Programme Launch Announcement
Press Conference



2015金沙卓越供應商頒獎禮

18.11.2015

2015 Sands Suppliers Excellence Awards



澳門中華總商會與
澳門綜合旅遊休閒企業合
辦本地中小企採購合作計劃
新聞發佈會

17.01.2017

Joint SME Press Conference of Macao
Chamber of Commerce with
Six Integrated Resorts



金沙中國率先聯合澳門中華
總商會舉辦採購和供應鏈簡
介會

23.1.2015

SME briefing Session Co-organized by
Sands China Ltd. and Macao Chamber of
Commerce

2015金沙中國本地供應商
開放日

31.8.2015

Sands China Local Supplier
Open Day 2015



2016金沙卓越供應商頒獎禮

05.12.2016

2016 Sands Supplier Excellence Awards



金沙中國本地中小微企採購
合作計劃F.I.T.「飛騰」項目
新聞發佈會暨首屆邀商產品
展示專場

06.04.2017

Press Conference of the F.I.T. Programme
and the First Invitational Matching
Session of Sands China's Local Small,
Medium and Micro Suppliers
Support Programme



金沙採購學院開課儀式
19.06.2017

Sands Procurement Academy Inauguration
Ceremony



第二屆金沙採購學院課程

18.10.2017

Second Class of Sands
Procurement Academy



金沙採購學院第二屆畢業典禮

28.11.2017

2nd Graduation Ceremony of
Sands Procurement Academy



金沙採購學院首屆畢業典禮

03.10.2017

First graduation of Sands
Procurement Academy



金沙中國本地中小微企
採購合作計劃「飛騰」項目
第二屆邀商產品展示專場

23.11.2017

Second Invitational Matching Session of F.I.T.
Programme of Sands China's Local Small,
Medium and Micro Suppliers
Support Programme



2017金沙卓越供應商頒獎禮

29.11.2017

2017 Sands Supplier Excellence Awards





金沙中國2017 年度採購概況

OVERVIEW OF SANDS CHINA PROCUREMENT IN 2017



金沙中國2017年度採購概況 OVERVIEW OF SANDS CHINA PROCUREMENT IN 2017

124億元 MOP12.4 BILLION

2017年總採購金額 Total Procurement Spend of 2017

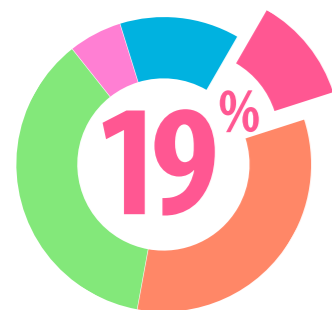
金沙中國2017年
度採購概況
Overview of Sands China
Procurement in 2017

98億元 MOP 9.8 BILLION

澳門企業佔總採購額
Total procurement spend on
Macao enterprises

79%

澳門企業佔總採購額百分比
Percentage of procurement from Macao enterprises



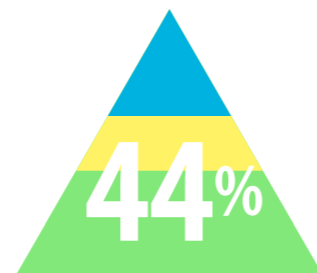
中小微企業總採購
金額百分比
Percentage of SME spend



本澳三類扶持企業採購金額
Total Spend on the Three Types of Local Enterprises

24億元 2.4 BILLION

中小微企業總採購金額
Total SME spend



本澳三類扶持企業
佔中小企業總採購額百分比
Percentage of SME procurement from the
three types of local enterprises

2,350

合作中供應商數量 Number of suppliers



本澳三類扶持企業數量
Number of the three types of local enterprises

中小微企及三類扶持企業定義 DEFINITION OF SMES & THREE TYPES OF LOCAL ENTERPRISES

定義 Definition:

中小企業指由自然人或法人商業企業主經營並符合下列全部要件的企業：

- (一) 已為稅務效力而於財政局進行登記；
- (二) 工作人員不超過一百人；
- (三) 上項所指工作人員須在澳門特別行政區執行有關工作。

如企業由法人商業企業主經營，則企業百分之五十以上的資本須由澳門居民擁有。

SME refers to an enterprise run by natural or legal commercial owners who meet all of the following requirements:

1. Company has been registered with the Macau Financial Services Bureau for tax purposes;
2. Company has no more than 100 staff members;
3. The staff members referred to in the preceding paragraph shall perform the relevant work in the Macao Special Administrative Region.

If a corporation is run by a corporate commercial entrepreneur, more than 50% of the enterprise's capital has to be owned by a Macao resident.

本澳三類扶持企業包括：

「小微企」定義雇員不超過十五人、該等員工須在澳門特別行政區執行有關工作，而企業百分之五十以上的資本須由澳門居民擁有。

「澳門製造」企業持有工業准照或臨時工業准照、企業百分之五十以上的資本須由澳門居民擁有，並持有澳門特別行政區經濟局或澳門廠商聯合會發出的產地來源證明書。

「澳門青創企業」定義包括如屬法人商業企業主經營，則企業百分之五十以上的資本須由澳門居民擁有；如屬自然人，申請時申請人的年齡需介乎二十一歲至四十四歲；如屬法人，則一名持有超過百分之五十出資的股東於申請時的年齡需介乎二十一歲至四十四歲等。

The three types of targeted local enterprises are:

Small and micro enterprises – defined as any business which has over 50 per cent of its share capital held by Macao residents, and employs no more than 15 people who are working in the Macao Special Administrative Region.

Macao young entrepreneur – must have over 50 per cent of his or her company's share capital held by Macao residents in the case of businesses run by entrepreneur-legal persons. In the case of a natural person, the applicant must be aged 21-44 at the time of application; in the case of a legal person, the shareholder with over 50 per cent of the share capital must be aged 21-44 at the time of application.

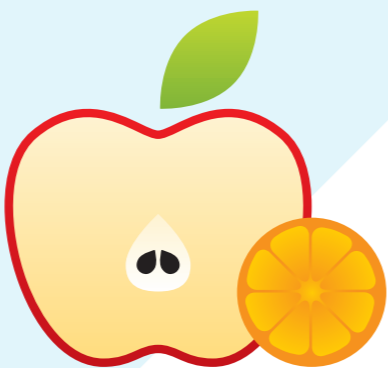
"Made in Macao" company – refers to any business holding an industrial license or a temporary industrial license with over 50 per cent of its share capital held by Macao residents, and holding a certificate of origin issued by the Macao Economic Services Bureau or the Industrial Association of Macao.

金沙中國2017年
度採購概況
Overview of Sands China
Procurement in 2017

金沙中國有趣營運統計
FUN FACTS OF SANDS CHINA OPERATIONS



每天消耗大約25,000隻雞蛋
We need roughly 25,000 eggs per day



每天消耗約11,300個蘋果和
5,900個橙子
We go through around 11,300 apples and
5,900 oranges in a day



13,500KG



4,000KG



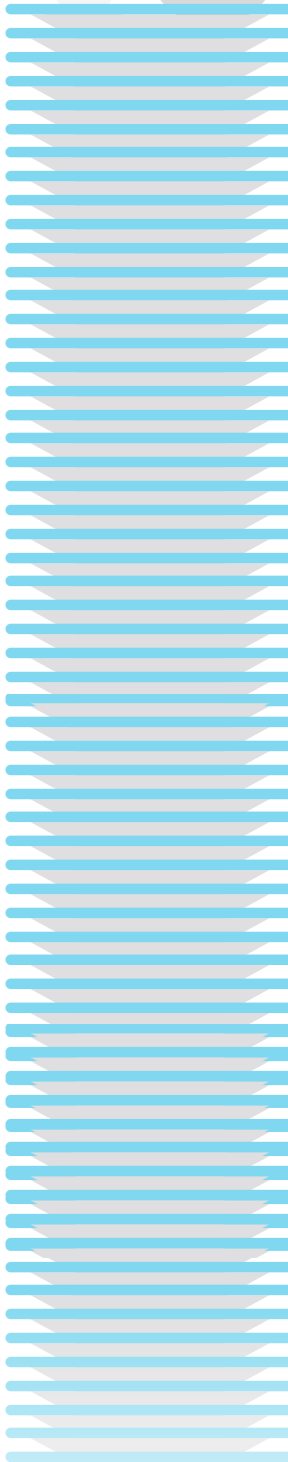
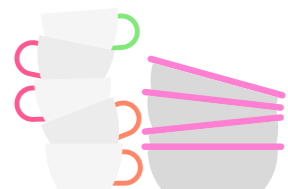
9,600KG

收貨部每天大約接收13,500公斤蔬菜、9,600公
斤肉類、4,000公斤冷凍海鮮
Our receiving team handles approximately 13,500 kg of vegetables,
9,600 kg of meat, and 4,000 kg of frozen seafood in a day

60K



每天處理50,000至
60,000件制服
We handle 50,000 to 60,000
uniforms a day



100K

每天清洗超過100,000件餐具
包括碗碟及杯具等
We wash more than 100,000 dishes including bowls,
cups, etc. a day



本地採購合作 計劃活動回顧

PROCUREMENT EVENTS REVIEW

“ 金沙中國是首間與中總合作推動扶持中小企計劃的綜合旅遊休閒企業，為推進計劃向前發展奠下堅實的基石 ”



本地採購合作
計劃活動回顧
Procurement Events
Review



本地採購合作
計劃活動回顧
Procurement Events
Review



採購和供應鏈簡介會 PROCUREMENT AND SUPPLY CHAIN BRIEFING SESSION HELD AT MACAO CHAMBER OF COMMERCE

金沙中國率先聯合澳門中華總商會舉辦採購和供應鏈簡介會，近百名本地中小企業代表出席，旨在加強金沙中國與本地中小企業間的溝通，同時創造新的商機和合作機會。

Sands China took the initiative to hold a briefing session with the Macao Chamber of Commerce. Close to 100 local SME representatives attended the meeting, which was aimed at enhancing the communication between Sands China and local SMEs in providing an opportunity for new business proposals and cooperation.

本地採購合作計劃新聞發佈會 SANDS CHINA'S LOCAL SUPPLIER SUPPORT PROGRAMME LAUNCH ANNOUNCEMENT PRESS CONFERENCE

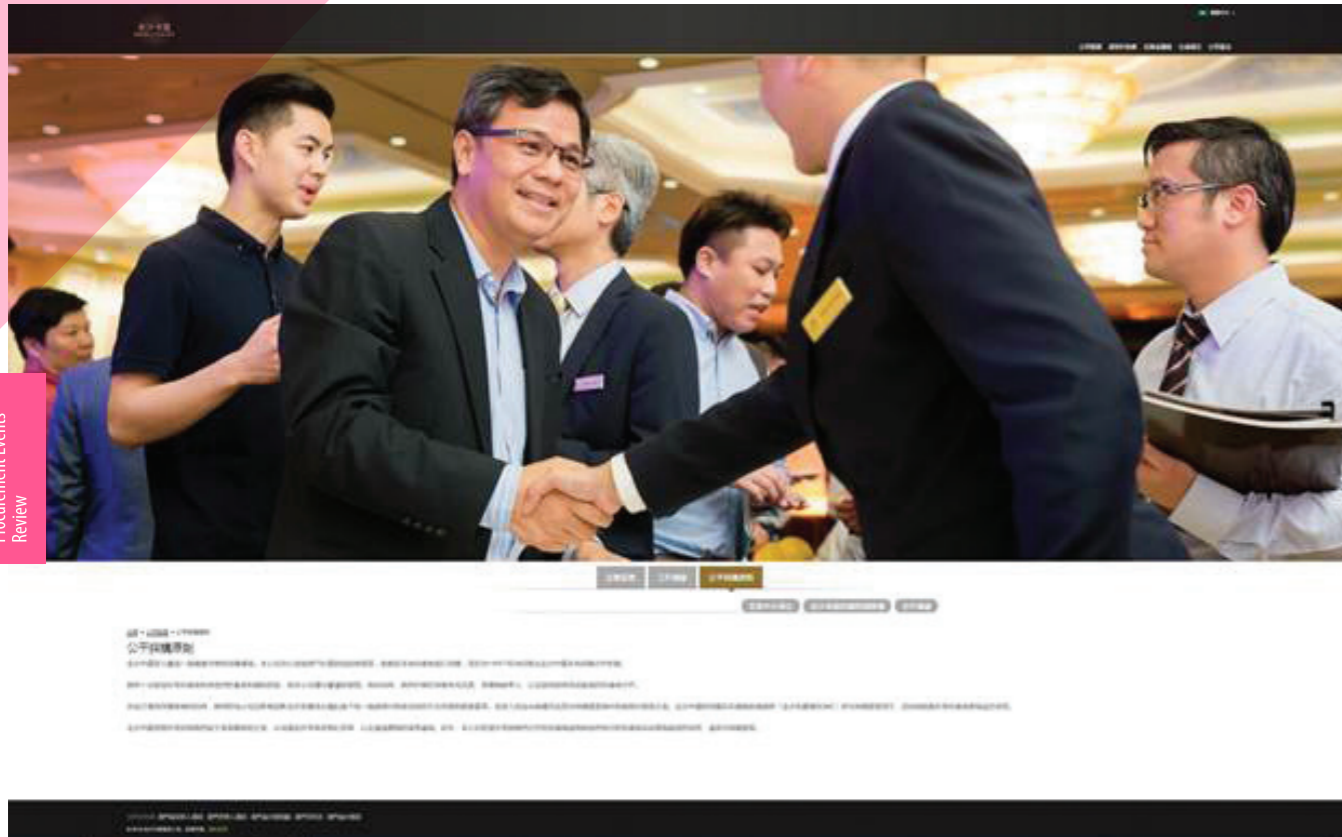
金沙中國與澳門中華總商會聯合宣佈本地採購合作計劃，並訂立了三類予以扶持的本地企業：小微企、澳門製造企業及澳門青創企業。此計劃貫徹金沙中國與本澳各供應商維持緊密合作關係的企業理念，同時展現金沙中國致力履行企業社會責任承諾，配合澳門特區政府優先本地採購並扶持中小微企的政策。



Sands China and the Macao Chamber of Commerce had jointly announced the launch of Sands China's local supplier support programme and had identified three types of local businesses to support: small and micro enterprises, "made in Macao" companies, and Macao young entrepreneurs. The programme is in line with the Macao government's initiative to "buy local" and demonstrates Sands China's commitment to supporting local enterprises as part of the company's corporate social responsibility efforts.

“ 致力履行企業社會責任，積極配合澳門特區
政府優先本地採購的政策。 ”

金沙中國本地採購網站界面 SANDS CHINA LOCAL PROCUREMENT WEBSITE INTERFACE



公佈採購項目清單 RELEASE LIST OF PURCHASE ITEMS

金沙中國於官網上公佈了超過350項採購項目清單，涵蓋酒店營運用品、食品與飲料、家具及燈具、工程設施、博彩產品、市場推廣、外包服務以及科技產品等類別，公開予所有本地中小企於網上查看 (<https://hk.sandschina.com/the-company/procurement.html>)。

Sands China released the list of over 350 purchase items for local companies on its official website for local SMEs, including operating supplies, food and beverage, furniture and lighting, facilities, gaming, marketing, and outside services and technology (<https://hk.sandschina.com/the-company/procurement.html>).



致力提供公平採購合作機會及環境
DEDICATED TO PROVIDING
AN EQUAL OPPORTUNITY
PURCHASING ENVIRONMENT



作為公司的核心價值觀之一，我們將繼續不斷尋求機會支持本地各類型企業，以配合公司採購需求及業務發展。

2015金沙中國本地供應商開放日 SANDS CHINA LOCAL SUPPLIER OPEN DAY 2015

金沙中國於澳門威尼斯人舉辦本地供應商開放日，活動廣受本地企業歡迎，共吸引超過230家預約登記之企業代表出席。金沙中國採購團隊為到場的本地供應商簡介公司的採購概況，講解採購程序及供應商登記流程，分享了公司的採購類別及行為準則等一系列資訊，亦解釋了特別為三類扶持本地企業而設的近200項採購項目清單。



The Sands China Local Supplier Open Day took place at The Venetian Macao; it was met with the keen interest of local businesses, drawing over 230 registered attendees. Sands China's procurement team gave the local suppliers an overview of procurement, explaining processes like purchasing and supplier registration, and shared information such as the company's available purchase categories and its code of conduct. They also provided them with information on nearly 200 purchase items specially picked for the three categories of local companies.



青年創業創新培育計劃「初鳥尋夢篇」課程之金沙中國採購部實地考察活動

YOUNG ENTREPRENEUR DEVELOPMENT PROGRAM STUDENT TOUR AT SANDS CHINA

金沙中國採購及供應鏈部人員為參與「青年創業創新培訓計劃」的青年介紹了金沙中國採購與供應鏈管理部的運作及採購流程，並帶領一眾學員參觀了澳門威尼斯人採購部後勤區。該計劃由教育暨青年局、經濟局及青年創業創新培育籌備委員會合辦，旨在透過理論教授、經驗分享及實地考察等方式提升學員創業創新的能力。



“

首次參觀巨型的收貨區，再走進神秘的貨倉，見識高效的全電子化採購作業系統，這次考察讓我們眼界大開。

”



Team members from Sands China's procurement and supply chain department introduced the company's operational and procurement work flow to participants of the Young Entrepreneur Development Program. The students also toured The Venetian Macao's back-of-house area to gain a better understanding of the procurement procedure. The program is co-organized by the Macau Education and Youth Affairs Bureau (DSEJ), the Economic Services Bureau (DSE) and the Youth Entrepreneurship and Innovation Cultivating Programme Organising Committee; through theoretical lectures, experience sharing and site visits, it is aimed at enhancing youths' innovative capabilities to start businesses.

澳門中華總商會與六間澳門綜合旅遊休閒企業合辦本地中小企採購合作計劃新聞發佈會

JOINT SME PRESS CONFERENCE OF MACAO CHAMBER OF COMMERCE WITH SIX INTEGRATED RESORTS



澳門中華總商會與六間澳門綜合旅遊休閒企業合辦本地中小企採購合作計劃新聞發佈會，博企代表報告了2016年的本地採購成效及2017年的計劃，生產力暨科技轉移中心亦介紹了採購寶手機應用程式。會後，六間企業的採購代表於現場設商業配對攤位，與一眾本地供應商交流和配對。



“ 中小微企抓緊商機、轉型升級、做大做強。 ”



Macao Chamber of Commerce held a joint-press conference of local SME procurement cooperation with six integrated resorts. Representatives from each enterprise reported their procurement effectiveness of 2016 and supporting measures in 2017. CPTTM also introduced their procurement app to the audience. Business matching booths were set up on site for local SMEs to have direct communications and matching with all operators.



APR 2017



本地採購合作
計劃活動回顧
Procurement Events
Review

F.I.T. 「飛騰」本地中小微企支援計劃新聞發佈會 F.I.T. PROGRAMME LAUNCH AND 1ST INVITATIONAL BUSINESS MATCHING

金沙中國舉辦F.I.T.「飛騰」本地中小微企支援計劃新聞發佈會，該計劃包括三大部份：
「財務支持」、「邀商配對」及「培訓發展」。同場舉行首屆邀商產品展示專場，為本地中小微企打
造獨特創新的展示平台，讓他們現場向金沙中國用戶部門展示其產品與服務，拓闊更多商機。



全面配合澳門特區政府
施政，積極支持本地採
購及扶持中小微企，發
揮領頭作用。



本地採購合作
計劃活動回顧
Procurement Events
Review

Sands China launched its new F.I.T. programme for local Macao SME suppliers which is comprised of three pillars: **Financial Support, Invitational Matching**, and **Training and Development**. A launching press conference was held, which included the first in a series of unique invitational matching sessions for SME suppliers to connect with Sands China user departments to demonstrate their goods and services.

金沙採購學院開課儀式 SANDS PROCUREMENT ACADEMY INAUGURATION CEREMONY

金沙中國與澳門中華總商會在澳門威尼斯人艾德森高等教育中心聯合舉辦金沙採購學院開課儀式。旨在透過開辦一系列針對性的實務培訓課程，與本地供應商分享業務知識及營商技能，協助他們提升與像金沙中國般的大型國際客戶合作的經驗與能力。課程內容涵蓋有效倉庫管理、質量保障管理、物流管理、採購流程和系統概覽、採購合同基礎及供應商行為準則等，修畢全部六門課程的學員將獲頒授證書，並將享有獲優先採購的機會。



Sands China held an inauguration ceremony for the Sands Procurement Academy at the Adelson Advanced Education Center at The Venetian Macao, co-organised with the Macao Chamber of Commerce. The Sands Procurement Academy is an initiative to develop suppliers by sharing business knowledge and skills, helping them gain experience and capacity for working with large-scale international customers like Sands China. Facilitated by lecturers with various areas of expertise, classes cover six topics: effective warehouse management, quality assurance, logistics management, procurement process and system overview, procurement contracts, and supplier code of conduct. Graduating suppliers receive a certificate upon graduation and will be given preferential procurement under otherwise equal circumstances.





金沙採購學院首屆畢業典禮 FIRST GRADUATION OF SANDS PROCUREMENT ACADEMY

金沙中國與澳門中華總商會及澳門生產力暨科技轉移中心舉辦金沙採購學院首屆畢業典禮，38家中小企成功修畢全部六門課程並獲頒授證書，並享有優先採購的機會。

Sands China held a graduation ceremony for the first group of local SME suppliers to graduate from the Sands Procurement Academy. The event was co-organised with the Macao Chamber of Commerce and the Macau Productivity and Technology Centre (CPTM). 38 suppliers have completed the six modules and have graduated and will be given preferential procurement under otherwise equal circumstances.





本地採購合作
計劃活動回顧
Procurement Events
Review

本地中小微企採購合作計劃「飛騰」項目 第二屆邀商產品展示專場 SECOND INVITATIONAL MATCHING SESSION OF F.I.T. PROGRAMME OF SANDS CHINA'S LOCAL SMALL, MEDIUM AND MICRO SUPPLIERS SUPPORT PROGRAMME

金沙中國於澳門威尼斯人舉辦本地中小微企採購合作計劃「飛騰」項目第二屆邀商產品展示專場，並以酒店用品設施為主題，為16家本地中小微企供應商提供機會現場向約200位來自金沙中國各部門展示其產品與服務。此外，澳門酒店協會成員、新加坡濱海灣金沙酒店的採購團隊及本澳其他度假村營運商採購代表亦獲邀出席，藉此為本地中小微企創造更多商機，同時促進行內溝通及交流。

Sands China hosted its second invitational matching session for local SME suppliers at The Venetian Macao, targeted on hotel operation supplies and equipment. It provides an opportunity for 16 local SME suppliers to connect directly with around 200 buyers and users from Sands China departments. Members of the Macau Hotel Association were invited to attend, as were representatives from the procurement team of Marina Bay Sands in Singapore and the procurement teams of Macao's other resort operators – aiming at fostering more business opportunities for local SMEs and more direct communication and exchange within the industry.



本地採購合作
計劃活動回顧
Procurement Events
Review




金沙採購學院第二屆畢業典禮 2ND GRADUATION CEREMONY OF SANDS PROCUREMENT ACADEMY

第二屆金沙採購學院課程於10月至11月展開，除教授相同的六門課程外，更於其中倉庫管理課程中新增了參觀澳門巴黎人收貨區及貨倉等地方，讓一眾中小微企更深入地了解及認識金沙中國的採購流程和要求。畢業典禮於11月28日舉行，共19名中小微企成功完成六門課程順利畢業並獲頒發畢業證書。



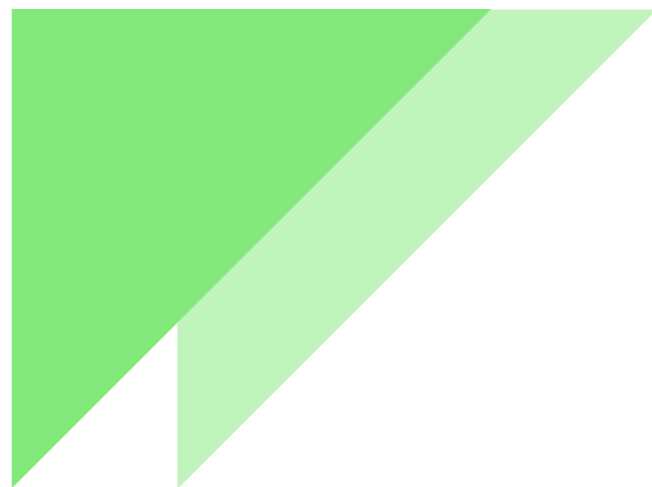
Second Class of Sands Procurement Academy was held in Oct and Nov. Besides teaching suppliers the same six modules, an outing to the receiving dock and warehouse of Parisian Macao was added to the warehouse management course. It helps the suppliers to further understand Sands China's procurement logistics and standard. The graduation ceremony was held on 28 Nov and 19 suppliers successfully have completed all six modules and graduated.





後勤區員工 優惠活動

BACK OF HOUSE ROADSHOWS
FOR TEAM MEMBERS





澳門中國土特產有限公司
China Product & Special Production Co.

後勤區員工優惠活動 BACK OF HOUSE ROADSHOWS FOR TEAM MEMBERS

金沙中國多年來邀請多家本地供應商分別到澳門金沙®、澳門威尼斯人、金沙城中心及澳門巴黎人的後勤區域舉辦員工優惠活動；此活動為金沙中國本地中小微企採購合作計劃的其中一環。

公司期望透過舉辦員工優惠活動向本澳中小微企、澳門製造及澳門青創企業提供更多商機，進一步支持本澳中小微企發展，同時亦為員工提供優惠。

2017年4月至2018年3月期間，本地供應商捷成咖啡有限公司、榮豐魚翅有限公司、咀香園餅家、維思科技有限公司、澳門中國土特產有限公司、紐西蘭產品專門店、麗斯攝影器材行及能量科技有限公司分別為金沙中國近三萬名員工展銷產品，並以優惠價發售。

非常感謝金沙中國提供展示平台，讓我們有機會向公司員工展銷產品，加深他們對本公司及產品的認識。



捷成咖啡有限公司
Chip Seng Coffee Company Limited



咀香園餅家
Choi Heong Yun bakery



麗斯攝影器材行
Fotonice



維思科技有限公司
Vastcom Technology

As part of Sands China's Local Small, Medium and Micro Suppliers Support Programme, Sands China recently held roadshows at the back-of-house areas of Sands® Macao, The Venetian Macao, Sands® Cotai Central and The Parisian Macao.

The roadshows are part of Sands China's commitment to further support local procurement and SME growth, by offering more business opportunities to local small- and medium-sized enterprises (SMEs), micro-enterprises, young entrepreneurs, and "Made-in-Macao" enterprises.

Between April 2017 and March 2018, suppliers including Chip Seng Coffee Company Limited, Wing Fung, Choi Heong Yun bakery, Vastcom Technology, China Product & Special Production Co., Pure New Zealand Product Shop, Fotonice and Power House Technology displayed their products to Sands China's nearly 30,000 team members, offering them at a discounted price.



榮豐魚翅有限公司
Wing Fung



紐西蘭產品專門店
Pure New Zealand Product Shop



能量科技有限公司
Power House Technology



關於F.I.T. 「飛騰」項目

ABOUT F.I.T. PROGRAMME

F.I.T. 「飛騰」本地中小微企支援計劃 F.I.T. PROGRAMME

金沙中國於2017年4月推出F.I.T.「飛騰」本地中小微企支援計劃，旨在促成更多現有及新的本地供應商與金沙中國達成合作，進一步扶持早前與澳門中華總商會共同訂立的三類本地企業，提高對本地中小微企的採購金額。

F.I.T.「飛騰」本地中小微企支援計劃由「財務支持」、「邀商配對」及「培訓發展」三大部分組成：

Sands China launched its new F.I.T. programme for local Macao SME suppliers in April 2017. The new F.I.T. programme aims to continue driving procurement between Sands China and local SME suppliers, targeted at both existing and new local Sands China suppliers. With this programme, the company seeks to increase its spend on all three targeted types of local suppliers.

F.I.T. is comprised of three pillars: **Financial Support**, **Invitational Matching**, and **Training and Development**.



財務支持

金沙中國特別設立青創預付專案，為僱員不足15人的合資格澳門青創微企預付採購訂單的三成款項，協助財力有限的本澳青創微企營商。

Financial Support

A Sands China Young Entrepreneur Advance Payment Programme is being created to help local young entrepreneurs who have limited financial capacity to run their business. It targets Macao young entrepreneurs with a staff of 15 or below, providing them with a 30 per cent advance payment on purchase orders.





邀商配對

金沙中國按不同產品類別舉辦邀商產品展示專場，有別於傳統的洽談配對，產品展示專場為本地中小微企提供免費的場地和平台，讓他們親自向公司用戶部門及採購人員展示其產品和服務，加強彼此溝通，提高採購合作成功率。首兩屆邀商產品展示專場分別於2017年4月及11月順利舉行。

Invitational Matching

Sands China is hosting targeted trade shows, inviting local SMEs to go beyond simply meeting potential Sands China buyers. These invitational matching sessions take the process a step further by providing a platform for local SMEs to present and demonstrate their products and services to potential users and buyers at Sands China properties, with the company's full support. The goal is to enhance communication between vendors and users, and to improve the procurement success rate. The first and second invitational matching sessions concluded successfully in April and November 2017.



培訓發展

金沙中國設立的金沙中國採購學院於2017年6月正式開課，旨在透過開辦一系列針對性的實務培訓課程，與本地供應商分享業務知識及營商技能，協助他們提升與大型國際客戶合作的經驗與能力。修畢課程的供應商將獲頒授證書，並將享有獲優先採購的機會。首兩屆供應商已分別於同年10月及11月正式畢業。

Training and Development

The Sands China Procurement Academy, inaugurated in June 2017, aims to develop local SME suppliers by sharing business knowledge and skills, helping them gain experience and capacity for working with large-scale international customers like Sands China. The academy offers tailor-made practical training modules to local SMEs, presenting them with a certificate upon graduating from the academy. Graduating suppliers will be given preferential procurement under otherwise equal circumstances. The first two graduation ceremonies of the Sands China Procurement Academy were held in October and November 2017, respectively.





「天鵠」風災 災後援助中小微企

POST-TYPHOON HATO
SUPPORT TO SMES





「天鴿」風災一週
後援助中小微企
Post-Typhoon Hato
Support to SMEs

災後援助中小微企 SME SUPPORT AFTER TYPHOON HATO

為援助受2017去年八月颱風「天鴿」影響的本地中小微企，金沙中國於災後隨即推出全新的支援計劃：

- 凡小微企、澳門製造企業或澳門青創企業於2017年8月份交送的貨品或服務，經供應商提出申請，金沙中國可執行加快付款流程。
- 經上述三類供應商提出申請，金沙中國亦可為2017年9至12月期間的採購訂單預付五成款項，撥備預付總額將達兩億澳門元。
- 無法如期交貨的本地中小企微企供應商可提前與金沙中國採購及供應鏈團隊協商交貨時間，而金沙中國收貨部由當日起至9月30日於周一至六延長辦公時間，以便處理供應商的特別要求。
- 受災本地中小微企若無法如期交貨，金沙中國不會取消其採購訂單或合約，惟此等供應商仍可自行選擇取消採購訂單或合約而不受處罰。
- 金沙中國協助有需要的中小微企購置營業設備，包括新電腦及打印機等，以助供應商恢復正常營運。

此外，金沙中國採購團隊在災後曾350次致電各本地中小微企供應商，主動關顧他們復原進度，了解供應商是否需要更多協助。經了解後得知大部分供應商在災後恢復情況理想。

In the aftermath of Typhoon Hato in August 2017, Sands China has extended additional support to its local SME suppliers, launching a new SME support programme:

- For any goods or services that were delivered in August 2017 by micro-enterprises, young entrepreneurs or “Made-in-Macao” companies, Sands China, at the request of these suppliers, expedited payments to them.
- Upon suppliers’ request, Sands China also offered a 50 per cent advance payment for purchase orders or contracts issued during the remainder of 2017. Based on the average monthly spend of the three types of SME suppliers, the estimated total value of this 50 per cent advance payment during the final four months of the year would likely amount to approximately US\$25 million (MOP 200 million).
- Local SME suppliers having challenges delivering goods on time were able to coordinate with Sands China’s procurement and supply chain staff in advance to arrange alternate delivery times. Sands China’s receiving team extended its working hours to accommodate these special requests Monday-Saturday until Sept. 30.
- Sands China did not cancel any purchase orders or contracts as a result of local SME suppliers not being able to deliver goods or services on time due to the typhoons. However, suppliers were still given the option to cancel their purchase orders or contracts without any penalty from Sands China.
- Sands China helped restore critical business operations for a micro-enterprise, including a new desktop computer and printer.

In addition, Sands China’s procurement team has made more than 350 phone calls to the company’s SME suppliers to make sure they are recovering well and to see if any further support is needed, with the feedback coming through that most of them are recovering well after the storms.

「天鴿」風災一週
後援助中小微企
Post-Typhoon Hato
Support to SMEs

受助本地中小 微企的感言

WORDS FROM THE ASSISTED LOCAL SMES



「天鴿」風災一災
後援助中小微企
Post-Typhoon Hato
Support to SMEs

悠花園
SERENE GARDEN



總經理阮麗雅 HENRIETTE YUEN, GENERAL MANAGER

“

正當我們最不之所措之時，金沙中國採購部同事致電查詢及慰問，並致力向各本地供應商提供援手，得悉 貴司將8月份訂貨單優先處理，加快審核款項結算程序，以協助我們獲得應急資金，儘快修復各項損毀以渡過難關。我們對金沙中國之慷慨以及歷年來對吾等中小企的支持衷心感激。

While we were in our worst, we got a call from Sands China's Procurement & Supply Chain Department checking with us our situation, and telling us that Sands China is trying their best to help the local vendors get over the hardship by providing expedite payment for all the purchase orders issued in August. This really helps us a lot since we got more cash flow on hand to advance the recovering of our company, truck and other facilities. We want to truly thank Sands China for your generosity and great support for our local SME business all these years!

”

「天鴿」風災一災
後援助中小微企
Post-Typhoon Hato
Support to SMEs

卓先酒店用品貿易 CHEERS HOTEL SUPPLY TRADING

總經理韋笑華 ANTHEA WAI, GENERAL MANAGER

8月份我們遭遇颱風“天鴿”襲擊澳門，給本公司造成嚴重損失，導致我們遇到了現金流問題。幸運的是，金沙中國的採購團隊幫助我加快了支付貨款的程序，以便我們能夠解決問題。在此感謝中小企業支援隊伍給予的協助。

As we know, we suffered from the typhoon “Hato” attack in August that caused serious damage to our company and we have run into cash - flow problem due to the disaster. Fortunately Sands China procurement team helped me expedite the payment procedure so that we were able to solve the issue. Highly appreciate their assistance.



「天鴿」風災一災
後援助中小微企
Post-typhoon Hato
Support to SMEs



德康美酒有限公司 TH FINE WINES LIMITED

常務董事夏添 TERENCE HOWARD, EXECUTIVE DIRECTOR

慶幸金沙中國於災後推出中小微企支援計劃，加速付款流程，對公司而言提供相當大幫助，能更好運用資金去周轉，解燃眉之急。

Sands China provided assistance by offering prompt payment to some outstanding balances before these amounts were due. Their actions have been greatly appreciated by the local business community. We consider Sands China to be a very thoughtful and responsible group and their innovative effort to assist SMEs should be noted and serve as a positive role model for other bigger companies to emulate.



「天鴿」風災一災
後援助中小微企
Post-typhoon Hato
Support to SMEs



金沙卓越供應商 頒獎禮

SANDS SUPPLIER
EXCELLENCE AWARDS



10



金沙卓越供應商頒獎禮 SANDS SUPPLIER EXCELLENCE AWARDS

金沙卓越供應商頒獎禮自2013年起於每年年底舉行，旨在表彰多家供應商的出色表現及周全服務。此項年度頒獎禮為母公司拉斯維加斯金沙集團發起的全球活動。

金沙卓越供應商頒獎禮上設有答謝晚宴，共頒發七個組別獎項：中小型企業、企業文化及可持續性、成本管理、卓越服務、項目管理、綜合質量管理，以及創意獎項。得獎企業由金沙中國高級管理層組成的評審委員會選出，評審準則包括供應商的領導能力、策略願景、產品質量及流程管理，以及創意合作機會等。

2017年，「卓越服務」組別特別增設至四個獎項，以表揚八月份颱風「天鴿」吹襲澳門後致力協助社區重建的本地供應商。



A global initiative of Sands China's parent company, Las Vegas Sands Corp., the Sands Supplier Excellence Awards has been held at the end of each year since 2013 to recognise the outstanding cooperation and services of our suppliers.

Featuring entertainment and an appreciation dinner, the annual Sands Supplier Excellence Awards recognises suppliers in seven categories: small- and medium-sized enterprise (SME), corporate culture and sustainability, cost management, service excellence, project management, total quality management, and innovation. Winners are selected by a judging committee comprised of Sands China executive management. Judges examine a range of criteria including suppliers' leadership, vision and strategy; product consistency and process capability; and creative partnership opportunities, among other criteria.

In 2017, the 'service excellence' category was expanded to include a total of four awards in order to honour local suppliers who made significant contributions to Macao's recovery effort after Typhoon Hato caused extensive damage to the city in August.



2013金沙卓越供應商頒獎禮
2013 Sands Supplier Excellence Awards



2015金沙卓越供應商頒獎禮
2015 Sands Supplier Excellence Awards



2014金沙卓越供應商頒獎禮
2014 Sands Supplier Excellence Awards



2016金沙卓越供應商頒獎禮
2016 Sands Supplier Excellence Awards



2017金沙卓越供應商頒獎禮
2017 Sands Supplier Excellence Awards

嘉許傑出的供應商，不論是大企業還是中小微企，表揚他們在公司業務及策略中發揮關鍵作用。

金沙卓越供應商頒獎禮
Sands Supplier Excellence Awards

歷屆得獎者如下: PAST AWARD WINNERS:

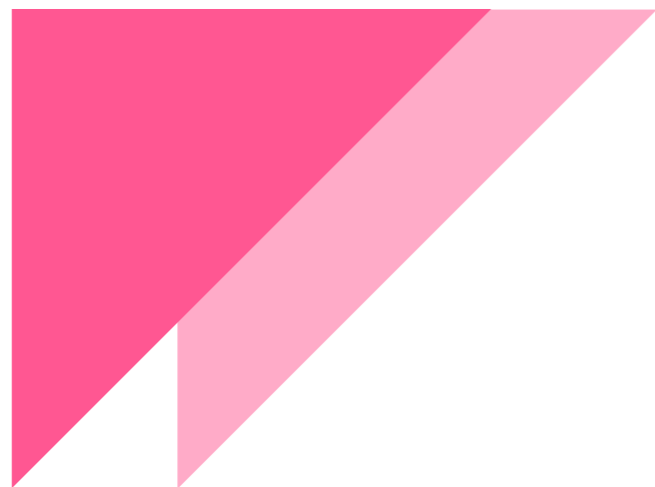
組別 CATEGORY	2013	2014	2015	2016	2017
中小型企業 Small-and Medium-Sized Enterprise (SME)	山力廣告有限公司* Zenith Advertising Co. Ltd*	CMC (國際) 貿易工程有限公司* CMC Trading and Engineering (International) Limited*	宏睿電腦有限公司* Computer Info-Intelligence Limitada*	嘉明貿易行* Ka Ming Trading	鄒北記* Chao Pak Kei*
企業文化及可持續性 Corporate Culture and Sustainability	澳門可口可樂飲料有限公司 Macau Coca-Cola Beverage Company Limited	藝康有限公司 ECOLAB Limited	雅景綠化建設 (澳門) 有限公司 Asia Landscaping (Macao) Ltd.	華拓工程有公司* Wa Toc Engineering Company Limited*	電燈熱流(澳門)有限公司 Electric Fever (Macau) Limited
成本管理 Cost Management	匠心網絡印刷廠有限公司* Unique Network Printing Factory Ltd*	明輝實業國際有限公司 Ming Fai International Holdings Limited	數碼色彩廣告製作有限公司* Digital Color Advertising & Production Co Ltd*	香港寶輝燈飾製造廠有限公司 Diamond Life Lighting Manufacturing (HK) Ltd	利記瓜菜有限公司* Legumes E Hortalicas Lei Kei Limitada*
卓越服務 Service Excellence	澳門中國旅行社股份有限公司 China Travel Service (Macao) Ltd	飛躍設計策劃有限公司 Performa Limited	珠江集團船廠有限公司 Chu Kong Group Shipyard Co., Ltd.	添邦迪企業有限公司 Tim Fung (Macao) Professional Dry Cleaner Ltd (Tim Bondi)	1. 池記貨運* 2. 均安化工股份有限公司 3. 恆豐行(澳門)有限公司* 4. 龍天燒臘有限公司* 1. Chi Kei Fo Van* 2. Kwan On Chemical Enterprise Company Limited 3. Hang Fong Hong (Macao) Limited* 4. Long Tin Roast and Preserves*
項目管理 Project Management	新昌工程(澳門)有限公司 Hsin Chong Engineering (Macao) Limited	鑫天工程及顧問有限公司 TST Engineering and Consultant Company Limited	振耀建築有限公司* Genyfield Construction Co. Ltd.*	得寶建築集團有限公司 Top Builders Group Ltd	敏達工程有限公司* Min Da Construction & Engineering Company Limited*
綜合質量管理 Total Quality Management	福溢家具有限公司 Fookyik Furniture Co. Ltd	承達工程服務 (澳門) 有限公司 Sundart Engineering Services (Macao) Limited	Laurel Group Limited	澳門電訊 Companhia de Telecomunicações de Macau S.A.R.L (CTM)	南光谷豐配送有限公司 Nam Kwong Kok Fong Distribution and Transportation Limited
創意 Innovation	TCS JOHN HUXLEY	天使撲克牌澳門有限公司 Angel Playing Cards Macau Ltd.	FAB Smart Company Ltd.	ICON博彩科技股份有限公司* ICON Gaming Technology Limited*	天使撲克牌澳門有限公司 Angel Playing Cards Macau Ltd.

*本地中小企 Local SME



本地中小微企的故事

STORIES OF LOCAL SMEs



小微企 SMALL AND MICRO ENTERPRISES

澳門華豐電子貿易 小配件打開新市場



澳門華豐電子貿易是其中一家成功與金沙中國達成本地採購合作的小微企，業務包括五金、塑料等產品的常規化生產和訂造，該公司可供應市面上難以找到的小配件，只要有樣版或有概念都可以製造出來。副總經理許冰冰表示：「公司自2015年參加“本地供應商開放日”開始與金沙合作，2016年首四個月更翻了一番，生意額超過二十萬元。」雖然只是初嚐成功合作的甜頭，已足夠讓他們決定運用更多資源鞏固合作關係，冀能互信互惠，達至雙贏。通過與金沙的合作，許冰冰表示收穫良多，開闊眼界，重新認識到新的合作模式。了解到其實公司所提供的產品和服務在澳門甚有市場，只是以前沒有找到合作平台。

金沙中國：華豐是一家積極而負責任的供應商，供應具價值及量身訂制的塑料或鋼鐵配件，以配合金沙中國日常營運。

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上述故事輯錄自2016年6月7日出版之澳門日報

Ag.Com. De Artigos Para Instalacoes Electricas Wa Fong (Wa Fong Electrical Products) Opening up new markets with custom-designed gadgets.

Wa Fong, a seller of electrical products, is one of the small and micro enterprises that has successfully partnered with Sands China through its local procurement program. The company is mainly engaged in conventional production and sales of custom-made metal and plastic, and can supply some small accessories which are difficult to find in the market, and even produce custom gadgets given a sample or idea.

Ken Hoi, deputy general manager said: “Our company has been collaborating with Sands China since attending the Sands China Local Supplier Open Day in 2015. Total sales revenue in the first four months of 2016 was up by 100%, exceeding MOP 200,000.” The company believes that a relationship based on mutual trust can create a win-win situation. Hoi noted that the company has gained a lot through cooperating with Sands China. They’ve broadened their horizons and have learned a new mode of cooperation. Hoi knows that Wa Fong’s products and services can be profitable in the Macao market – the issue was that the company hadn’t yet found a platform for cooperation.

Sands China: Wa Fong is a proactive and responsible supplier who provides Sands China with valuable, tailor-made plastic or metal gadgets to support our daily operations.

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The above story was adapted from one published by Macao Daily News on 7 June 2016

小微企 SMALL AND MICRO ENTERPRISES

富澤實業有限公司 採購計劃起死回生



原本有倒閉危機的富澤實業有限公司，2015年成功參與金沙中國的本地採購合作計劃，令公司“起死回生”，公司常務董事葉綠貴表示：「當時只剩下幾名員工，其他已辭退，為與金沙中國合作，公司獲轉型的啟發，從零售商轉為批發及供應商，奮力一試，最後成功找到一條“新出路”。」該公司現時業務範圍包括入口、批發、零售、以及代理產品如食品飲料、酒類等，目前正擴大業務，尋求更多合作可能性。葉綠貴表示：「公司不斷思考發展方向，通過與金沙中國合作，得到轉型的啟發，公司由普通面向大眾的超市轉型到供應餐廳、大企業的批發及供應商。」

金沙中國：富澤實業能夠準時按照用家部門要求送貨，及時且準確回覆採購部門的郵件；一直以來和金沙中國保持良好的關係和溝通。

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上述故事輯錄自2016年7月5日出版之澳門日報

Tomizawa Company Limited Business revitalised through Sands China’s local procurement programme

Tomizawa Company Limited had faced the risk of closure at one point. Its business was revitalised after participating in Sands China’s local supplier support programme in 2015. Kelvin Ip, director of the company, said: “It is important to constantly consider the direction of one’s business. We had only a few staff members at that time, but, by collaborating with Sands China, we were able to transform from a retailer into a supplier, and that became a new and successful way for us to do business.” The company is now mainly engaged in the business of imports, wholesale and retail. It is also an agent for food and beverage, alcohol, and other products.

Sands China: Tomizawa is able to deliver goods on time according to the requirements of different user departments. They also respond to emails in a timely manner, and have maintained a good relationship and good communication with Sands China.

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The above story was adapted from one published by Macao Daily News on 5 July 2016

小微企 SMALL AND MICRO ENTERPRISES

華營創建建築工程有限公司 博企工程提升實力



金沙中國在2015年舉辦了“本地供應商開放日”，華營創建建築工程有限公司在開放日上現場提交了公司資料尋求合作，其後雙方合作日益密切，該公司增聘了兩成員工以協助公司長期發展。金沙中國已成為該公司其中一個具持續性的客戶，並期待未來有更多合作項目。華營創建董事經理蕭志泳表示：「公司為金沙中國承接小型建築項目，相關合作不僅有助該公司業務多元化，還提升了企業形象和信譽。中小微企與大公司合作，可學習到大機構的運作模式、營運流程、文件處理、技術要求、施工安全標準等，這些有助提升中小企的營運能力及競爭力。」

金沙中國：華營創建在數十家供應商中脫穎而出，相對其他中小微企成熟，且公司負責人本身是工程師出身，具有專業經驗，熟悉工程項目各環節。

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上述故事輯錄自2016年9月6日出版之澳門日報

Foreview Engineering and Construction Company Limited Sands China projects a catalyst for improvement

When Sands China held its Local Supplier Open Day in 2015 and recruited a number of SMEs as service providers, Foreview submitted its profile on site. In the face of increasing collaboration with Sands China, Foreview recruited 20% more employees to support the long-term development of the company. Sands China has become one of Foreview's regular clients and the company looks forward to cooperating on more projects in the future. Sio Chi Veng, managing director, said: "Foreview has undertaken small construction projects for Sands China for years. The collaboration not only helps diversify our business, but improves our professional image. It also offers a good opportunity for us to study the way large enterprises operate, including document processing, technical requirements and safety standards of construction, and so on. It has helped enhance the operational capability and competitiveness of SMEs like us."

Sands China: Foreview stands out among dozens of suppliers. They are a mature business compared to other SMEs. Their person in charge is an engineer with professional experience, so he is familiar with all the aspects of a construction project.

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The above story was adapted from one published by Macao Daily News on 6 September 2016

小微企 SMALL AND MICRO ENTERPRISES

駿華餐飲設備供應有限公司 服務至上博企青睞



駿華餐飲設備供應有限公司是參與金沙中國本地採購合作計劃的公司之一。業務總監葉民安表示：「公司2015年成立，因參與了金沙中國本地採購合作計劃，供應產品最初約一千項增至現今的兩萬項；代理及獨家代理產品已有一至二千項。公司最初只有3、4名人員，逐步擴大人手增至逾10人。」隨著與金沙中國合作，該公司了解到更多採購需求，例如金沙中國提出報價的產品，很多時成了其公司掌握市場上新品牌、新產品的渠道。葉民安亦參加了金沙採購學院的本地中小微企培訓課程，他說：「金沙採購學院舉辦這個培訓課程，不但達到預期，而是超出預期，在這個課程裡讓我們認識金沙中國的經營方式及理念，從而提升我們自身企業的質素。」

金沙中國：駿華具有售後服務的優勢，若金沙中國急需一些試用產品，該公司可以在很短時間提供；倘產品壞了需要維修，駿華亦可提供同類產品暫時頂替使用，連外地供應商亦沒有這方面的服務。

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上述故事輯錄自2017年3月28日出版之澳門日報及2017年7月10日出版之澳門每日時報

Chon Wa Catering Equipment Supply Co., Ltd. A service-oriented business winning acclaim from gaming operators

Chon Wa Catering Equipment Supply is one of the many companies participating in the popular local supplier support programme launched by Sands China. Anthony Yip, director of Chon Wa, said: "Chon Wa was established in 2015, and has since gained more business opportunities, becoming an agent for about 2,000 products, supplying them in quantities from 1,000 to 20,000. We started off with 3-4 employees, and today, Chon Wa has expanded to have more than 10 employees." Chon Wa has learned more about procurement requirements, such as those of Sands China, which has given it knowledge about the latest premier products and brands. After joining the Sands Procurement Academy, Yip said: "This training course organized by the Sands Procurement Academy has achieved the results we anticipated. In fact, it has not only met, but also exceeded, our expectations. This training course enables us to get to know more about large-scale companies such as Sands China, the way they operate, and their philosophy. The things that we have learned through this training course will go a long way in helping us improve our own products and services."

Sands China: Chon Wa's after-sales service puts them at an advantage. If Sands China is in urgent need of some trial products, they can almost always accommodate. If something is broken and needs to be repaired, Chon Wa can offer the same type of product as a temporary replacement. Not even foreign suppliers offer such a service in this regard.

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The above story was adapted from stories published by Macao Daily News on 28 March 2017 and by Macau Daily Times on 10 July 2017.

小微企 SMALL AND MICRO ENTERPRISES

維思科技有限公司 靈活配合生意倍增



維思科技有限公司2014年與金沙中國有業務來往，提供資訊科技相關的軟硬件產品、安裝、技術支援及維修。總經理楊小梅表示：「公司2015年參加金沙中國“本地採購合作計劃”，其後又在金沙中國“本地供應商開放日”中成功與採購部接洽，雙方合作金額由約數十萬元升至千萬元。」公司規模亦不斷變大，員工人數由二人增至十人。維思科技營運資金不多，金沙中國推介多家銀行協助其解決資金問題及減輕壓力，當銀行知道正與金沙中國有業務往來，貸款批核亦較易成功。維思科技2017年參加了金沙中國於物業後勤區域舉辦的員工優惠活動，並取得了不錯的成效，該活動是金沙中國本地採購合作計劃的其中一環。

金沙中國：維思科技整體表現不錯，其公司負責人有從事IT銷售經驗，較了解整個運作流程，項目報價及時，反應速度符合公司要求，用戶部門給予反應也較正面。

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上述故事輯錄自2017年 4月25日出版之澳門日報及2017年5月22日出版之澳門每日時報

Vastcom Technology Limited Flexibility leads to skyrocketing profits

Vastcom Technology started working with Sands China in 2014, and has been providing Sands China with software and hardware, technological support, installation and maintenance service.

General manager Crystal leong said: "In 2015, my company registered with Sands China's local supplier support programme and both parties reached a fruitful result on Local Supplier Open Day. Our business with Sands China has soared from hundreds of thousands of Macau patacas to around 10 million." The size of the company is also growing. The number of employees has increased from two to 10. Vastcom does not have much operating capital but it is more likely to receive loans from banks when they see its history of doing business with Sands China. As part of Sands China's local supplier support programme, Vastcom Technology was contracted by Sands China to hold roadshows at the back-of-house areas of Sands China properties in 2017, with good results.

Sands China: Vastcom's overall performance is good. Their person in charge has extensive experience in IT sales, and is therefore familiar with the entire operation process. They also provide timely price quotations, and offer a quick response time, which is in line with our company's standards. Our user departments have nothing but good feedback about them.

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The above story was adapted from stories published in the Macao Daily News on 25 April 2017 and by Macau Daily Times on 22 May 2017.

小微企 SMALL AND MICRO ENTERPRISES

大華窗簾 承傳工藝主攻大企



大華窗簾原店主打算退休，該公司項目經理吳淑賢向原店主“拜師學藝”，接手這門生意，現時公司客戶以酒店及博企為主，佔生意額六成。吳淑賢表示：「公司一直積極提升自身能力應對多變的營商環境，與金沙中國合作很考驗應變能力，透過累積經驗，成功開拓新客源及提升競爭能力。」她又指，金沙中國提供的中小企採購培訓課程，令本地中小企對供貨流程有更充分了解，如物流、收貨標準、驗收標準、包裝要求、運貨時貨物的擺放方式等，都很實用，令中小企成功機會大增。

金沙中國：大華窗簾在行內較具知名度，在新店主接手後合作更為暢順；其設有工場，回應速度很快，質量較優和有保證，產品價錢合理。

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上述故事輯錄自2017年 7月25日出版之澳門日報

Tai Wa Curtain Inheriting craftsmanship; targeting large enterprises

Tai Wa Curtain might not be as successful if the shopkeeper, a former employee of the company, had not taken over the business when the original owner decided to shut it down after over three decades of operation. Orders from hotel and gaming operators now make up 60% of Tai Wa's business.

Evelyn Ng, project manager, has been putting effort into advancing the company to catch up with the changing business environment. She said: "Tai Wa has learned to cope with orders placed on short notice, and the company's capacity and competitiveness in the market has increased. The SME procurement training course provided by Sands China enables local SMEs to have a better understanding of the supply process, such as logistics, receiving standards, receiving criteria, packaging requirements, and the delivery of goods in transit." She added that the course is very practical, and greatly increases SMEs' chances of success.

Sands China: Tai Wa is a well-known name in the industry. Ever since a new owner took over, our cooperation has become even smoother. They now have their own factory; their response is quick. They also deliver a consistent level of quality in their products which are reasonably priced.

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The above story was adapted from one published by Macao Daily News on 25 July 2017.

小微企 SMALL AND MICRO ENTERPRISES

德康美酒有限公司 專攻高端誠信為先



德康美酒有限公司2005年開始與金沙中國合作，主要業務為客戶採購有年份的高端酒。公司董事夏添表示：「金沙中國團隊相當專業，十多年來採購部不斷提升內部系統，亦願意接納供應方的建議。」另外，該公司店舖受颱風「天鴿」影響，損失達二十多萬，幸而金沙中國於災後推出中小微企支援計劃。夏添說：「該支援計劃除了加速付款流程，亦為訂單提供預付款項，為公司提供相當大的幫助，能更好運用資金去周轉，解燃眉之急。」

金沙中國：採購具年份的酒需要專業知識及特殊渠道，可做到的供應商不多，德康美酒便是其中之一。該公司提議於酒樽底部貼上標籤，以識別其供應的酒，該措施有效追溯酒的來源，因而獲得採納。

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上述故事輯錄自2017年 10月31日出版之澳門日報

TH Fine Wines Limited

TH Fine Wines began doing business with Sands China in 2005. The company targets VIP customers and satisfies their needs with vintage wines procured from around the world. Executive director Ha Tim said: "The team of Sands China is very professional; over the past 10 years, Sands China's procurement department has been enhancing its internal system with a willingness to accept suggestions from suppliers." Typhoon Hato wrecked TH Fine Wines' store, with label damage to dozens of bottles of fine wines, totaling over MOP 200,000 in value. Fortunately, soon after the typhoon, Sands China launched a support scheme for small, medium and micro enterprises. "Sands China expedited its payment process and made pre-payments for its orders. The scheme greatly helped TH Fine Wines with higher capital liquidity to address our urgent operational needs," Ha said.

Sands China: Purchasing wine based on vintage years requires professional knowledge and special skills. There are very few suppliers that offer such expertise; TH Fine Wines is one of them. They proposed placing a label at the bottom of the wine bottle to help identify different wines. We adopted this method because it is an effective way to trace the source of the wines.

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The above story was adapted from one published by Macao Daily News on 31 October 2017.

青創企業 MACAO YOUNG ENTREPRENEURS

匠心有限公司 青創叩門獲得肯定



由年輕人創立的匠心有限公司是其中一家與金沙中國達成本地採購合作的青創企業，執行董事刑益成、吳毅倫表示：「最初是透過“本地採購合作計劃”作橋樑，向酒店供應大理石、歐洲潔具、意大利藝術油漆等材料。能在眾多同業中脫穎而出受到青睞，認為優勢在於經常引入新產品迎合需要。」談到與金沙中國的合作，坦言曾遇到資金、人手等問題。幸好金沙中國介紹銀行貸款服務，且政府亦有推出青創貸款，對公司的資金調動起到一定幫助。

匠心感受到金沙中國願意花時間商討合作模式及提出要求，該公司期望除了材料採購外，未來與金沙中國的合作可以長遠及持續進行，並擴展至工程及設計等範疇。

金沙中國：匠心態度正面及積極，相對有魄力，能夠在短時間內適應要求及改善不足，並願意作多方面嘗試。

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上述故事輯錄自2017年 8月2日出版之澳門日報及2017年6月12日出版之澳門每日時報

Masterpieces Limited

Door-knocking, opportunity-seeking young entrepreneurs earn recognition

Masterpieces Limited, a company established by young entrepreneurs, is one of the local SMEs working with Sands China. Company directors Jess Ieng and Alan Ng said: "Our company initially served as a supplier of marble, European sanitary ware, Italian decorative paints, and other materials for hotels. The company's regular introduction of new products to meet client needs has differentiated itself from its competitors."

Regarding its partnership with Sands China, Masterpieces Limited admitted the company had encountered financial and human resources difficulties. It showed Sands China's sincerity and willingness to discuss cooperation and relevant requirements. In addition to material supplies, the company hopes the business relationship can be extended to include engineering and design in the long run.

Sands China: Masterpieces Limited is a company with a positive attitude. They adapt well to different situations, and are willing to try new things. They are also constantly improving their services.

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The above story was adapted from stories published by Macao Daily News on 2 August 2016 and by Macau Daily Times on 12 June 2017.

青創企業 MACAO YOUNG ENTREPRENEURS

得意寶寶嬰兒用品專門店有限公司 主動自薦業務拓展



得意寶寶嬰兒用品專門店主要經營嬰幼兒、孕婦產品，開業逾十年。在營商環境變化下，近年積極嘗試開拓新出路，該店自薦發電郵予金沙中國尋求合作機會，最後成功獲回覆及成為金沙中國的供應商。負責人黃麗娟表示：「酒店採購對一家小微企業而言是很大支持，除了金沙中國旗下酒店採購外，該店亦會推出金沙中國員工優惠，每逢舉辦員工周優惠，當月生意額會較平日增長近三成。」

金沙中國：雖然金沙中國與海豐的合作時間較短，但交貨流程越趨流暢，現在只需數分鐘便完成交貨程序，運作更加成熟；此外，該公司能迅速處理問題及配合要求。

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上述故事輯錄自2017年 10月4日出版之澳門日報

BB Cute Babies' Shop Company Limited Proactively accelerating business expansion

The owner of BB Cute Babies' Shop had been running the shop for more than 10 years, mainly offering products for infants, young children and pregnant mothers. The owner of the shop had relocated the shop once due to negative changes in the business environment. The company sent a self-recommendation email to Sands China in the hopes of becoming one of its suppliers, and soon after received a positive reply. General manager Esther Vong said: "Hotel purchases are a big support for a small and micro enterprises. In addition to Sands China's hotel purchases, our shop has also launched a special promotion for Sands China employees, and our monthly turnover has increased 30%."

Sands China: BB Cute Babies' Shop Company Limited has limited manpower. In such a competitive human resources market, their owner still strives to maintain the quality of their products and services. It is not an easy thing to do. They fully deserve our support.

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The above story was adapted from one published by Macao Daily News on 4 October 2016.

青創企業 MACAO YOUNG ENTREPRENEURS

海豐食品有限公司 採購計劃助擴規模



海豐食品有限公司開業不久，正好遇上金沙中國推出“本地採購合作計劃”，透過這平台，讓該店有機會接觸到金沙中國採購部，經網上登記後成功取得金沙中國訂單，負責供應冷凍海鮮及肉類，在金沙中國的支持下，該公司發展更穩定。海豐食品有限公司總監羅曉鋒與拍檔過去曾經在同行的大企業中工作多年，自己對冷凍海鮮較為熟悉。過去的工作經驗有助該公司提升管理能力，店舖會因應ISO要求的程序工作，亦更明白供貨的國際要求。為擴大規劃，該公司已進駐工廈開設工場。羅曉鋒表示：「透過金沙中國本地採購合作計劃，可以幫助我們走得比較快一些，讓我們有機會與金沙中國溝通。」

金沙中國：雖然金沙中國與海豐的合作時間較短，但交貨流程越趨流暢，現在只需數分鐘便完成交貨程序，運作更加成熟；此外，該公司能迅速處理問題及配合要求。

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上述故事輯錄自2016年 11月1日出版之澳門日報及2017年10月16日出版之澳門每日時報

Ocean Pride Food Company Limited Expanding business through Sands China's local procurement programme

Ocean Pride opened in 2015, which happened to be at the time when Sands China was launching its local supplier support programme, enabling them to reach the company's procurement department. Soon after, the company completed the online registration process to become a supplier and landed orders to supply seafood and meat. With the support of Sands China, the company was able to steadily develop. Stanley Lo, director of the company, and his partner, are familiar with seafood products since they have worked in the relevant sector for years. Lo's previous work experience is helpful for his role in corporate management. Now that his company is operating to ISO standards, he has learned about the international rules for product supply. The company has also invested in building a factory inside a commercial building to cope with expansion needs. Lo said: "The Sands China local supplier support programme has helped our rapid development, as it has provided us with a channel. It has given us an opportunity to communicate with Sands China."

Sands China: Although Sands China and Ocean Pride Food Company Limited have only recently started collaborating, the delivery process is getting smoother. Now it only takes several minutes to complete the entire delivery process. They are also very responsive to our requests.

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The above story adapted from stories published by Macao Daily News on 1 November 2016 and by Macau Daily Times on 16 October 2017.

青創企業 MACAO YOUNG ENTREPRENEURS

ICON博彩科技股份有限公司 創意研發樹立品牌



金沙中國於2012年主動聯繫ICON博彩科技有限公司尋求合作，現時該公司幾乎每日都接到金沙中國的訂單，主要供應角子機配件及維修保養。該公司員工由幾人增至十多人，更研發角子機專用的“黑盒”，於2016年獲金沙中國頒發卓越供應商創意獎。董事總經理陳結娥表示：「與金沙中國合作為公司發展帶來相當大的機遇，亦為公司將來與大企業合作打下“強心針”。」近年，該公司在本地業界打響知名度，發展迅速，甚至有外國公司主動邀請公司共同研究產品。

金沙中國：ICON團隊在角子機和配件方面擁有出色的維修技能和經驗，支援金沙中國營運部門的技術維修工作。該公司成功研發屏幕截錄裝置，成為“澳門製造”產品，該產品不僅只適用於本地市場，而且還銷往澳洲、馬來西亞及菲律賓等地。

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上述故事輯錄自2017年 2月28日出版之澳門日報

ICON Gaming Technology Limited Building a strong brand image through creative ideas

In 2012, Sands China contacted ICON Gaming Technology for cooperation and now the company receives orders from Sands China almost every day. ICON is a company that provides slot machine components and maintenance for its clients. The company's staff has increased from a few employees to more than 10. ICON received a Sands Supplier Excellence Award in the category of Innovation in 2016 for its redeveloped 'black box.' Managing director Michelle Chan said: "Our cooperation with Sands China has brought considerable opportunities for the company's development and laid a solid foundation for the company to work with large enterprises in the future." In recent years, the company has established a reputation in the local industry and has developed rapidly. Some foreign companies have even invited the company to study the development of products together.

Sands China: The team at ICON had an excellent skillset in repairing and experience on slot machines and slot parts; they always support Sands China's operations department on technical related solutions. Their success in the development of a screen capture device has led them to initiate "Made in Macau" products including, but not limited to, local markets and abroad like Australia, Malaysia and the Philippines.

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The above story was adapted from one published by Macao Daily News on 28 February 2017

青創企業 MACAO YOUNG ENTREPRENEURS

悠花園 叩門自薦漸入佳境



悠花園主要經銷世界各地鮮花及植物，為了增加生意額，該店成立初期主動向博企、酒店、大公司及不同零售店舖叩門自薦。負責人施峻耀、阮麗雅表示：「公司2008年開始與金沙中國有小部分訂單合作，現時合作訂單比初期多三至四成。」根據他們的經驗，雙方要保持良好溝通、互相體諒才能達到長遠合作。未來除了繼續鞏固各地貨源供應，亦會引入更多不同產區之花卉，希望向博企及大公司提供更多新品種鮮花，增加市場競爭力。

金沙中國：悠花園主要向旗下各度假村酒店供應鮮花，雙方合作過程愉快，其供貨細節流程、服務、報價及溝通都很到位。

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上述故事輯錄自2017年 9月26日出版之澳門日報

Serene Garden Helping themselves gain more business opportunities

Serene Garden is a provider of fresh flowers and plants from all over the world. When the company first started, it knocked on the door of almost every gaming operator, hotel, large corporation and retail store in Macao. "In 2008, our company successfully secured some orders from Sands China. Now, with increased dealings and trust, the orders from Sands China have grown 30-40%," said Luis Miguel Machado Batalha Da Silva and Henriette Yuen, director and manager, respectively. Their experience taught them that good communication and mutual understanding between both parties is key to long-term cooperation. In the future, apart from continuing to consolidate the supply of flowers and plants throughout the region, more flowers will also be imported from different regions as well. Serene Garden hopes to supply more new varieties of flowers to gaming operators and large companies in order to increase market competitiveness.

Sands China: Serene Garden mainly supplies Sands China properties with fresh flowers. Our cooperation is pleasant. They pay close attention to every detail – the delivery process, service, quotations and communication.

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The above story was adapted from one published by Macao Daily News on 26 September 2017.

青創企業 MACAO YOUNG ENTREPRENEURS

誠品有限公司 博企採購生意飆升



誠品有限公司代理超過二十個國際著名品牌，相關產品近兩千款，包括咖啡、茶、醬汁、烘焙原料、咖啡和奶茶設備等，並設有凍庫和自家車隊。多年來與金沙中國合作的生意額有逾十倍增長，是該公司的主要客戶之一。董事總經理湯錦珍表示：「公司在成立之初開始與金沙中國合作，當時金沙中國需要採購公司代理的一款產品，那次成功達成合作後雙方保持聯繫，幸得金沙中國的持續支持，採購的項目逐漸增多。整體而言雙方合作過程暢順，金沙中國的嚴謹採購標準有助公司不斷提升服務水平。」她感謝金沙中國給予中小企很大支持和鼓勵，對於企業成長大有裨益。

金沙中國：誠品重視與客戶的聯繫溝通，回覆查詢反應快，倉儲管理做得好，能定期更新貨物資料，很少出現缺貨情況。另外，其貨品質量具保證，價格有競爭力，售後服務出色，如派員上門教授調配奶茶等課程，增加客戶的產品知識。

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上述故事輯錄自2017年 11月28日出版之澳門日報

Seng Pan Limited Procurement partnerships with gaming operators lead to soaring profits

Seng Pan is an agent for around 2,000 types of products including coffee, tea, sauces, bakery ingredients, and coffee and milk tea equipment, among others. It also has its own cold storage warehouse and fleet. The company's sales turnover has jumped more than tenfold since its establishment. Sands China is one of its key clients. "Seng Pan Coffee started its business with Sands China in the early days of its establishment when it was the agent of a product which Sands China needed to procure," said Jessica Tong, managing director. "Our two enterprises have maintained our partnership since that successful deal. The partnership has been smooth with the continuous support of Sands China and more procurement items. The high procurement standards of Sands China have also helped Seng Pan enhance its service level." Tong expressed gratitude to Sands China as its support and encouragement have greatly benefited SMEs.

Sands China: Seng Pan Limited attaches great importance to communication with clients. They are very responsive to enquiries, and are doing a great job in warehouse management. They update their stock regularly so they rarely have a shortage problem. In addition, they offer quality products with competitive pricing, and their after-sales service, which includes sending people over to provide training on beverage preparation, is outstanding.

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The above story was adapted from one published by Macao Daily News on 28 November 2017.

青創企業 MACAO YOUNG ENTREPRENEURS

卓先酒店用品貿易 博企支持拓展海外



卓先酒店用品貿易於2015年參加金沙中國“本地供應商開放日”，公司業績不斷提升，員工數量倍增並且要搬往較大的辦公室辦公。卓先更有難得機遇向拉斯維加斯金沙集團旗下酒店物業供應環保袋，以作為拉斯維加斯金沙集團協助社會企業潔世（Clean the World）包裝衛生用品的福袋。總經理韋笑華表示：「衷心感謝金沙中國給予難能可貴的機會，促成與新加坡濱海灣金沙及拉斯維加斯金沙集團合作，這合作機會不但讓卓先在本地球場獲益，而且獲取越來越多的出口貿易經驗。」

金沙中國：卓先以優惠價格、良好品質以及上佳的售後服務，贏得金沙中國的信任和支持。

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上述故事輯錄自2017年 8月14日出版之澳門每日時報

Cheers Hotel Supply Trading Local supplier support programme leads to new overseas markets

Cheers Hotel Supply Trading began to turn a profit only in 2015, following the Sands China Local Supplier Open Day in August of that year. Staff numbers have nearly doubled since then and the company has moved to a larger office. The company had the opportunity to provide their bags to Las Vegas Sands Corp., Marina Bay Sands in Singapore and Sands China. Anthea Wai, general manager, said: "I am particularly grateful to Sands China for its timely help to provide a rare opportunity to collaborate with Marina Bay Sands and Las Vegas Sands Corp. With the collaboration, my company not only gains credibility in the local market, but also gains more and more experience in export trading."

Sands China: Cheers Hotel Supply Trading has won Sands China's trust and support by providing products with preferential price, good quality and excellent after-sales service.

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The above story was adapted from one published by Macau Daily Times on 14 August 2017.

青創企業 MACAO YOUNG ENTREPRENEURS

新豪有限公司 積極主動抓緊機遇



成立於2009年，新豪有限公司主要供應五金配件、機電工具及個人防護裝備。負責人陳志豪目睹賭權開放後，洞悉澳門市場有發展潛力，且外國公司來澳後，大家對職安健的重視大大提高，因此抓緊機遇，積極與博企合作，並已成為長期合作伙伴。現時生意額平均每月近一百萬，博企佔生意比重佔近九成，單指金沙中國已佔公司生意額兩至三成。他認為要維持競爭優勢必須要有自己的特點，包括齊備的安全用品、引入高標準的產品以及做到貼心的服務留客。陳志豪認同金沙中國近期所採用的一站式電子採購系統，包括報價、訂單、發票、送貨、收貨流程，為中小企節省了不少人力資源。此外，新豪在去年8月「天鴿」風災後損失慘重，幸得金沙中國提供快速付款，對公司幫助很大。

金沙中國：新豪除了價格和服務質量有競爭力外，更重要是能夠將心比己，急客戶所急，不時會從客戶角度出發考慮，作出配合。

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上述故事輯錄自2018年 2月27日出版之澳門日報

NCPK Company Limited Initiative secures cooperation opportunity

Established in 2009, NCPK Company Limited is predominantly a supplier of metal hardware, mechanical and electrical tools, and personal protective equipment. Chan Chi Hou, who is in charge of the company, noticed the great potential for further development of the Macao market following gaming liberalization and the great importance attached to occupational safety and health after foreign companies set up businesses in the city. He therefore seized the opportunity to start cooperating with gaming enterprises and successfully secured NCPK as a long-term trade partner.

NCPK currently sees an average business turnover of around MOP 1 million per month with 90% of the amount attributable to gaming enterprises, including 20-30% solely contributed by Sands China. Chan remarked that NCPK must have its own strengths to remain competitive, including a comprehensive portfolio of personal safety equipment, initiatives to introduce high-standard products and personalised services to retain clients.

Chan also appreciates the one-stop e-procurement system recently put into service by Sands China, which incorporates the procedures of quotations, purchase orders, invoicing, delivery and receipt of products, thus saving quite a few human resources for small and medium-sized enterprises. In addition, Sands China offered great relief to NCPK with expedited settlement of purchase orders when the company suffered severe losses from Typhoon Hato in August 2017.

Sands China: Apart from its competitive prices and service quality, NCPK has demonstrated the most crucial strength of putting itself in another's shoes and promptly following up on clients' urgent needs. It often thinks from its clients' perspective and cooperates accordingly.

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“澳門製造” 企業 “MADE-IN-MACAO” ENTERPRISES

龍天燒臘 規模管理業務倍增



龍天燒臘與金沙中國合作逾十年，2004年澳門金沙開業，龍天獲邀為旗下餐廳及員工餐廳提供燒味、臘味食品。龍天於2005年在北區工廈自置五千呎廠房，加大生產能力，並在車隊、設備、人員、物流上作出投資。2016年再投資逾兩千萬購置新廠房。現正計劃增設第三間廠房。龍天燒臘營運總監莫兆基表示：「透過與金沙中國合作，有助提升本身管理水平、食品安全監控及食品質量，並有助提升員工質素。」他又指，金沙中國給予龍天很多發展機遇，雙方合作規模不斷壯大，金沙中國佔龍天燒臘整體業務的比例，由最初的10%，升至目前的25%，龍天希望可以很快增至30%。該公司於2017年颱風“天鴿”襲澳後，儘管面臨嚴峻挑戰，仍能維持向金沙中國員工餐廳供應食材，同年獲金沙中國頒發供應商卓越服務獎。

金沙中國：龍天立足澳門數十年，在本澳有知名度，故邀請其合作。金沙中國的採購程序需要同時邀請數家同類企業作比較，最終仍是龍天提供的產品質量較好。

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上述故事輯錄自2017年 5月30日出版之澳門日報

Fábrica de Carnes Assadas Long Tin (Long Tin Roast and Preserves) Increasing scale helps double business growth

Long Tin has cooperated with Sands China for more than a decade. When Sands Macao opened in 2004, Long Tin was invited to provide roast and preserved food to the restaurants and staff canteen. In 2005, the company purchased a new 5,000-square-foot factory, and in 2016, it invested over MOP 20 million to purchase a second one, and plans to purchase a third. “Doing business with Sands China had helped improve the level of our management, and to enhance food safety, food quality and staff quality,” said Alan Mok, managing director. Sands China offered the company many opportunities for development and kept expanding the scale of cooperation. Sands China initially accounted for 10% of Long Tin's overall business volume, which has since risen to its current 25%. Long Tin hopes to further increase it to 30%. Despite post-typhoon Hato challenges in 2017, Long Tin maintained food delivery for Sands China staff dining rooms, helping it become one of the winners of 2017 Sands Supplier Excellence Awards in the category of Service Excellence.

Sands China: Long Tin has been operating in Macao for decades, and is quite a household name. So, we invited them to a partnership opportunity. Sands China's procurement procedure requires that a number of companies be invited for comparison before entering into a procurement contract; Long Tin still stands out among all the shortlisted suppliers with its quality products.

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The above story was adapted from one published by Macao Daily News on 30 May 2017.

“澳門製造” 企業 “MADE-IN-MACAO” ENTERPRISES

康福貢膳股份有限公司 本地製造嚴守質量



康福貢膳股份有限公司是一家「澳門製造」本地食品中小企。該公司2016年開始與金沙中國聯絡，於2017年4月參與金沙中國首屆邀商產品展示專場，並接獲第一張訂單。該公司近兩年生意穩步增長兩至三成，其中金沙中國業務佔增長部分百分之十五至二十。由於合作時間短，該公司對用量、訂貨周期還未完全掌握，需要時間適應，但仍獲金沙中國的支持，而且金沙中國及時結賬，給予資金上的支持。營運經理楊建鋒表示：「金沙中國對食品供應有一套嚴謹的採購及收貨流程，中小企與其合作不僅能借鑑其科學管理方式和成熟體系，還有助增加公司營業額，開拓新市場。」

金沙中國：康福貢膳積極主動聯絡金沙中國的採購部並自薦產品，經過金沙中國人員上門了解、樣本試食等環節，該公司的產品及服務均符合要求，且其產品價格比市場上同類企業有優勢。

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上述故事輯錄自2017年 6月27日出版之澳門日報及2017年9月14日出版之澳門每日時報

City Gourmet Company Limited

A 'Made-in-Macao' business that ensures strict compliance with quality standards

City Gourmet is an SME which provides local foods and products made in Macao. The company started communication with Sands China in 2016 and began doing business through Sands China's first invitational matching session. City Gourmet's business volume has seen a steady increase of 20% to 30%, with 15% to 20% of the business volume contributed by Sands China. Sands China is very supportive of the company, although City Gourmet needs time to adapt their product usage and order cycle. Moreover, Sands China always pays its bills on time, which is very important for the company's capital liquidity. Operation manager Johnnie Yeung said: "Sands China has a set of rigid procedures for food procurement and delivery which can facilitate business volume and open up new markets for SMEs by learning from Sands China's management skills and mature system."

Sands China: City Gourmet Company Limited proactively approached Sands China's procurement team to introduce their products. After conducting a site visit and rounds of sample tasting, we found that their products and services match our requirements. They also offer reasonable prices, thus giving them a competitive edge.

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The above story was adapted from stories published by Macao Daily News on 27 June 2017 and by Macau Daily Times on 14 September 2017.

中小企業 SMALL AND MEDIUM ENTERPRISES

華拓工程有限公司 不斷壯大共同成長



華拓工程有限公司與金沙中國合作後不斷成長，公司知名度及聲譽均有提高，多了外資公司及品牌公司尋求合作，獲得不同的工程合約，由每月營業額約十多萬，增至現時每月超過200萬，現時金沙中國業務佔該公司營業額七成。總經理黃振培表示：「最初與金沙中國合作時作為三、四判，祇有八位員工，現時已增加至近一百人。」為了方便管理及提升工作效率，華拓建立了資料庫，儲存每件儀器的維修保養紀錄。該公司又招聘年輕人到不同崗位實習和培訓，培養他們成為主要技術人員。金沙中國為了方便華拓的維修工作，免費在物業內騰出空間供其作貨倉及臨時寫字樓。華拓工程提供的服務得到認同，2016年獲得金沙卓越供應商企業文化及可持續性大獎。

金沙中國：華拓除了是金沙中國的合作伙伴，亦如同營運團隊的一部份；金沙中國團隊成員與華拓合作愉快、暢順，難能可貴。

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上述故事輯錄自2017年1月31日出版之澳門日報

Wa Toc Engineering Company Limited

A business that just keeps growing

Since cooperating with Sands China, Wa Toc Engineering has been expanding, and the company's reputation has increased. More foreign companies have been looking for cooperation with Wa Toc with different type of contracts. The volume of their business has increased from more than MOP 100,000 to over MOP 2 million, with Sands China currently accounting for 70% of its business. "Our company started off with 8 employees getting jobs as sub-subcontractors. Today, Wa Toc has expanded to have nearly 100 employees," said Wong Chan Pui, general manager. In order to facilitate management and improve work efficiency, Wa Toc has set up a database to store maintenance records of instruments. The company also hires young people to work in different positions to train them to become key technicians of the company. In order to facilitate the company's maintenance work, Sands China provides them with temporary office and warehouse space free of charge. Wa Toc received a Sands Supplier Excellence Award in the category of Corporate Culture and Sustainability in 2016.

Sands China: Wa Toc Engineering Company Limited is more than just a supplier partner; they are part of Sands China's operational team, so to speak. Our cooperation is pleasant, smooth and worthwhile.

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The above story was adapted from one published by Macao Daily News on 31 January 2017.

中小企業 SMALL AND MEDIUM ENTERPRISES

建南行有限公司 擴展投資與時並進



金沙中國員工數量多、餐飲店舖多，每日對新鮮蔬菜有龐大需求。建南行有限公司是金沙中國的蔬菜商，成立初時只是一個小型的蔬菜代理商，2004年起與金沙中國合作，其後合作規模不斷擴展，每月供應金額由約三萬元增至現時150萬至180萬元。公司董事總經理李勇輝表示：「因應金沙中國的需要，公司於2007年引入全澳首架冷凍貨車，至今已有八架冷凍貨車、一架普通貨車。金沙中國訂單佔公司營業額逾七成，大企業採購確實對公司發展、壯大成長有重大幫助。現時每日至少運送四噸貨到金沙中國，最多一日六噸，公司人手已增至三十多人。」

金沙中國：建南行服務良好，送貨準時，退補貨能夠於當天盡量安排，並可滿足金沙中國一些特別要求，例如引入有特色的產品等；該公司亦因應金沙中國的需要而加大投資，如引入冷凍貨車送貨等。

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上述故事輯錄自2017年 8月29日出版之澳門日報

Kin Nam Hong Company Limited Expanding investment to keep abreast of the times

Kin Nam Hong is a vegetable supplier for Sands China, whose operation has an enormous demand for fresh vegetables every day, thanks to the large number of restaurants and staff. Kin Nam had its first collaboration with Sands China in 2004 with a monthly transaction of only around MOP 30,000 at that time. That has now increased to MOP 1.5-1.8 million. Managing director Lei long Fai said: “My company introduced its first frozen truck in 2007 in Macao. It now operates eight frozen trucks and one general truck. Collaboration with large enterprises like Sands China really provided great encouragement for Kin Nam Hong’s business development. A total of 70% of our orders are from Sands China. At present, at least four tons of vegetable are delivered to Sands China daily for a maximum of six tons a day. The size of our staff has increased to over thirty.”

Sands China: Kin Nam Hong is known for its excellent service and punctual delivery. They are able to provide same-day stock replenishment and return services, and are accommodating to Sands China’s special needs, such as the introduction of specialty goods. In response to Sands China’s needs, they have increased their investments, which include the purchase of refrigerator trucks, among others.

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The above story was adapted from one published by Macao Daily News on 29 August 2017.

中小企業 SMALL AND MEDIUM ENTERPRISES

友聯餐飲設備工程有限公司 專注技術生意遞增



友聯餐飲設備工程有限公司早於2004年澳門金沙興建之初已與金沙中國有合作，總經理陳子超表示：「博彩業開放令市場需求壯大，與金沙中國合作令中小企得以專注餐飲設備發展，生意額由以往僅能應付公司小部分開支，發展至今，金額每年遞增，累升達數十倍。員工亦由三人增至十多人。」友聯與金沙中國合作關係長達十多年，過程愉快，該公司目前主要集中資源做好服務供應。該公司與金沙中國合作後，累積大量經驗及專業技術人員，在市場薄有名氣。包括其他博企在內的企業，都認識到友聯的服務及技術，願意與其合作，對其開拓業務有莫大幫助。

金沙中國：友聯是其中一間懂得維修外國品牌設備的本地中小企，應變能力快速，能因應實際需要提供晚上緊急維修甚至能提供24小時協助，並且可應金沙中國的要求引進與時俱進的外國餐飲設備。

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上述故事輯錄自2017年 12月26日出版之澳門日報

lao Luen Catering Equipments Engineering Co. Ltd. A skills-based approach leads to accelerated business growth

lao Luen and Sands China began cooperating during the early days of the construction of Sands Macao in 2004.

“The gaming industry has increased market demand and partnering with gaming enterprises enables a SME to focus on, in our case, developing food and beverage equipment. So lao Luen’s annual turnover is now dozens of times greater than when it first began doing business with Sands China, and its staff size has increased from three employees to more than 10,” said Chan Chi Chio, general manager.

lao Luen has been working happily with Sands China for over a decade, so at this moment the company mainly targets its resources to enhancing its service for Sands China. lao Luen has earned a certain reputation in the market with its considerable experience and many professional technicians. Many companies including other gaming enterprises are willing to work with lao Luen as they also know about its service and techniques. This has helped the company’s business a lot.

Sands China: lao Luen is one of the few local SME suppliers capable of repairing foreign branded equipment. They are flexible in accommodating urgent repair requests, and can offer overnight or even 24/7 assistance if necessary. Upon Sands China’s request, they can even import popular catering equipment from overseas.

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The above story was adapted from one published by Macao Daily News on 26 December 2017

中小企業 SMALL AND MEDIUM ENTERPRISES

鄒北記 三代傳承開闢新路



鄒北記傳承至今歷經三代，總經理鄒俊佳表示：「祖父最初踩單車送貨，售賣紙袋、雜貨。父親接手後增加紙類產品，包括紙杯、膠叉，自己1999年接手後圍繞一次性的用品包括紙杯、餐具、膠袋等，並不斷開拓產品種類及提升質量，目前經銷逾六百款產品，有六個獨家代理品牌。」鄒北記憑借獨有的創新思維，成功與博企合作，開闢新路，其於2003年開始與金沙中國合作，訂單由最初每月十多萬元，至現在已有近十倍增長。員工由十個增至十八個，送貨車增至七架。鄒北記憑出色的產品及服務於2017金沙卓越供應商頒獎禮獲得「中小型企业」獎。鄒俊佳補充說：「老店最忌固步自封，需要不斷創新開拓產品及貨源，增強自身競爭力才能把握機遇，長遠發展。」

金沙中國：鄒北記傳承至今已第三代，該公司能與時俱進，應變能力高，開拓不同的產品線，快速地配合金沙中國的需求，用戶部門均評價正面。

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上述故事輯錄自2018年 1月30日出版之澳門日報

Chao Pak Kei

A three-generation local business growing with new products

Chao Pak Kei has been run by three generations of the same family. The current general manager, Chow Chon Kai, related its history: "At the beginning of doing business, our products only included paper bags and groceries, and my grandfather would make deliveries on his bike. Later, when my father took over, paper products like paper cups and plastic disposable forks were added. Since 1999, when I myself inherited the business, I began incorporating more disposable products such as paper cups, tableware and plastic bags into our portfolio, continuously increasing product choices and improving their quality. At the moment, we sell over 600 products and are the exclusive agent for six brands."

With its unique innovative mindset, Chao Pak Kei has successfully created a new source of revenue by securing partnerships with gaming enterprises. In 2003, Chao Pak Kei started doing business with Sands China, with monthly orders amounting to over MOP 100,000 initially, and up to nearly 10 times more now. In addition, the number of employees has increased from 10 to 18, with delivery vans increasing to seven.

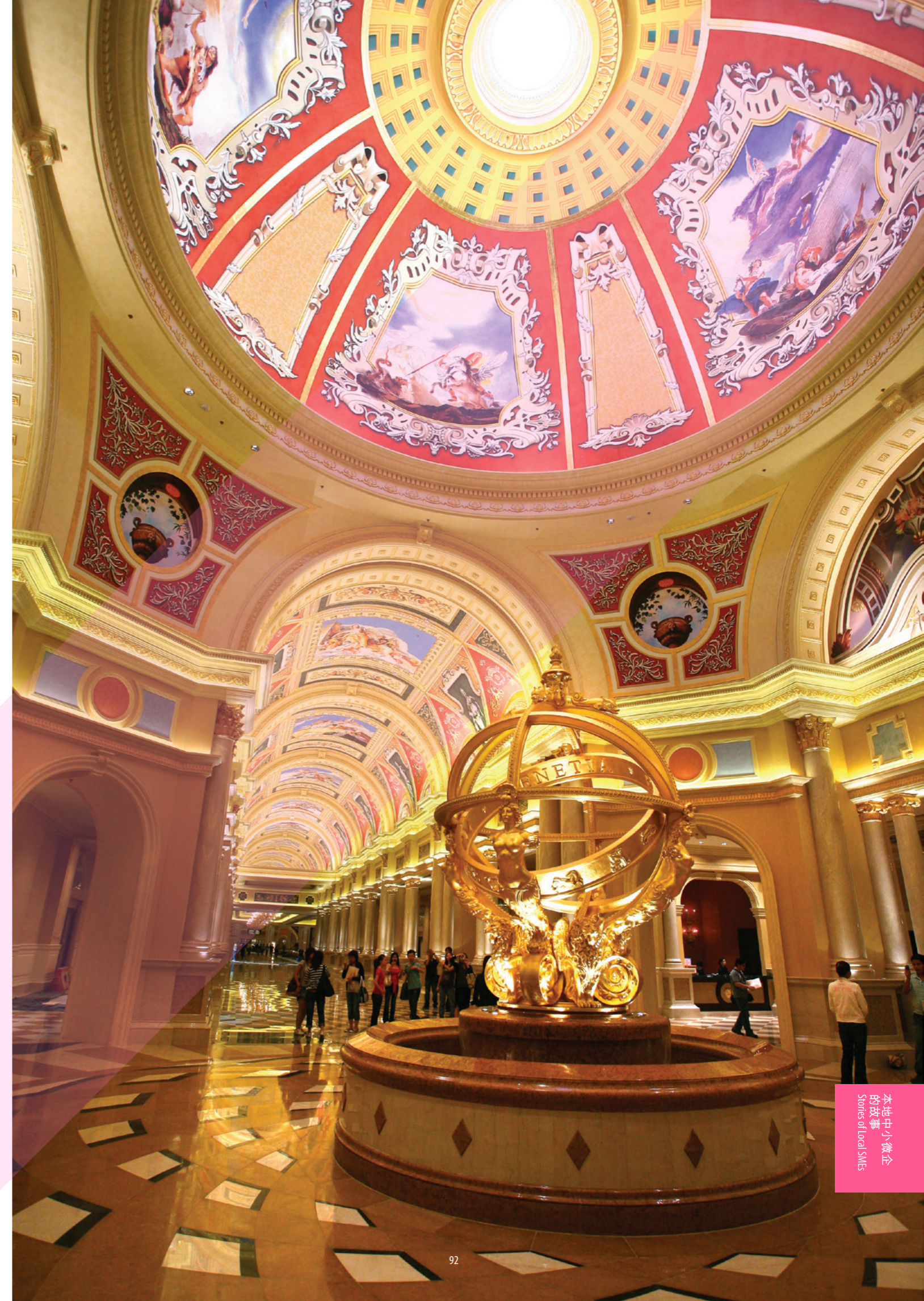
In 2017, Chao Pak Kei received a Sands Supplier Excellence Award in the category of small and medium-sized enterprise due to its excellent product offerings and customer service.

Chao said that SMEs with a long history should not be conservative and should constantly innovate and incorporate new products. They must enhance their own competitiveness in order to seize opportunities and grow in the long run.

Sands China: Chao Pak Kei has been run by three generations of the same family. The company is able to keep up with the times with high adaptability and is always seeking to expand its product portfolio. It responds promptly to the needs of Sands China. All of our user departments have given positive reviews about the company.

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The above story was adapted from one published by Macao Daily News on 30 January 2018.



金沙中國採購小貼士： SANDS CHINA'S TIPS ON PROCUREMENT:

- (一) 網上採購專頁 -- 金沙中國網頁上有採購專頁，提供相關商品採購類型和聯絡方式，有意成為供應商的企業可以在網頁上主動聯繫。
(<https://hk.sandschina.com/the-company/procurement.html>)
- (二) 採購程序 -- 從成為供應商、招標、報價、採購單或合約、送貨或施工、送貨單或工報告、驗收、發票至完成交易，多了解金沙中國系統行政的合作要求。
- (三) 質量管理 -- 持續提升質量管理，檢視供應及工程服務的意見回饋，不斷提升服務水平。
- (四) 成本控制 -- 持續提升供應及服務的競爭力，檢視及研究更有效率的供應鏈及服務管理。
- (五) 符合要求 -- 金沙中國採購要求嚴謹，中小企要積極嘗試，並主動保持聯絡，提供產品和服務訊息。

1. Online procurement webpage: visit the Sands China procurement webpage (www.sandschina.com/the-company/procurement.html) and get information about the different types of purchase items, as well as contact details for Sands China procurement. Companies interested in becoming one of Sands China's suppliers can leave their contact information via the webpage.
2. Procurement Procedure: understand the procurement procedure requirements of Sands China throughout the whole contracting process until it is fully completed including steps such as: becoming a supplier, bidding for tender, providing quotations, generating purchase orders or contracts, delivering goods or construction projects, providing delivery notes or completion reports, passing inspection of goods or services, and providing invoices.
3. Quality control: continually work on quality control, review user comments and feedback on goods and construction services, and persistently upgrade service standards.
4. Cost control: continually improve the competitiveness of products and services provided, review and investigate more efficient supply chains and service management methods.
5. Meeting requirements: Sands China has strict procurement requirements. SMEs must make proactive and constant attempts – keep in touch with Sands China and regularly provide information about products and services.

中小企送貨須知： NOTES ON PRODUCT DELIVERY:

- (一) 預先了解清楚卸貨區的正確位置、收貨時間、一般處理流程以便相應配合；
- (二) 查詢送貨是否須要預約時間；
- (三) 注意貨品於運輸過程時所需的加護，以避免於運送過程中出現損壞或損毀情況；
- (四) 準備送貨單時，內容必須清晰註明採購單號碼及產品說明。

1. For better cooperation, SMEs should know in advance the exact location of the unloading area, receiving times and normal processing flow;
2. Confirm whether a delivery appointment is needed;
3. Pay attention to the protection required for the products and avoid potential damage during the delivery process;
4. Clearly state purchase order numbers and provide product descriptions when preparing delivery notes.

報價單內容須知： NOTES ON PREPARATION OF QUOTATIONS:

- (一) 產品說明
- (二) 發單日期
- (三) 報價有效期
- (四) 清楚列明公司名稱或蓋上公司印章
- (五) 付款條約（如訂金、一次性付費等資料。）

1. Product description
2. Date of issue
3. Validity
4. Clearly state company name or stamp company seal
5. Payment terms and conditions (e.g.) information about deposit and one-off payment

中銀財務建議

金融助力大企業訂單

中銀財務建議

中銀財務建議

內地市場萎縮

生產商供博企特製金屬配件

生產力角度

生產力角度

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銀行提供不同融資方案

中區中小企服務中心表示，本個案企業與金沙中國合作後，不但提升公司自身營運能力及競爭力，其資金亦穩步上升，使企業不斷成長。故本地中小企應藉「本地採購合作計劃」平台與港企多合作來壯大公司的業務。

[illegible]

生產力角度

[illegible]

法律面面觀

[illegible]

生產力角度
完善儲存管理減低風險

生產力暨科技轉移中心表示，提升綜合經營休閒企業等商業用途酒樓客戶的核心，葡萄酒商可完善儲存管理系統和應用合適的物流科技來確保商品的質量。

[illegible]

的風險管理措施和建立所需的危機處理和業務持續營運方案。

人存在之力量乃其意志或選擇自由下遂成之結果。故公法上之權利與義務，皆係由意志所決定。故有他種他事亦可能同時具備義務。若無於可辯論之理由而欲遂成違背之行為，即有違背義務相對於國家所負之義務。但據《民典》第 747 條規定，因債務人無權處分其財產，故債務人雖有義務性行為，並非無效之行為，而係無效之行為。因契約之履行，契約才能對國家性義務不履行。因此，契約之履行與國家性義務不相衝突。若無於可辯論之理由而欲遂成違背之行為，即有違背義務相對於國家所負之義務。但據《民典》第 747 條規定，因債務人無權處分其財產，故債務人雖有義務性行為，並非無效之行為，而係無效之行為。因契約之履行，契約才能對國家性義務不履行。因此，契約之履行與國家性義務不相衝突。



咖啡商積極配合 博企採購飆升

自聯合企業基地中小企採購計劃以來，數以千計的中小企與博企達成合作，帶動了全島咖啡業繁榮。杜大興表示，該計劃將為咖啡業帶來更多發展機會，並為咖啡商提供展示平台，讓咖啡商能更直接地與博企接觸，提高銷售額。

杜大興表示，該計劃將為咖啡業帶來更多發展機會，並為咖啡商提供展示平台，讓咖啡商能更直接地與博企接觸，提高銷售額。他認為，該計劃不僅有利於咖啡業的發展，也有助於提升廈門的咖啡文化。

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商業財務建議

同一銀行帳戶方便理財

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，同一銀行帳戶可以方便理財，並為讀者提供多種理財方案，以滿足不同客戶的需求。

擴充規模與否全方位考慮

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，擴充規模與否應全方位考慮，包括市場需求、資金狀況、管理能力等因素，以確保企業的健康發展。

審慎合同訂立免糾紛風險

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，審慎合同訂立可以減少糾紛風險，並為讀者提供合同審核建議，以確保合同的合法性和有效性。



供應商專注業務 與博企合作中壯大

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，供應商專注業務可以與博企合作中壯大，並為讀者提供多種合作方案，以滿足不同客戶的需求。

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金沙中國：中小企快速應變利合作

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，金沙中國可以與中小企快速應變利合作，並為讀者提供多種合作方案，以滿足不同客戶的需求。

商業財務建議

與銀行「同行」制訂理財配案

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，與銀行「同行」可以制訂理財配案，並為讀者提供多種理財方案，以滿足不同客戶的需求。

生產力角度

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，從生產力角度出發，可以為讀者提供多種建議，以提高企業的生產效率和競爭力。

法律面觀

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，從法律面觀出發，可以為讀者提供多種建議，以確保企業的合法經營和權益保護。



老店不自封拓新貨 漸獲博企信任

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，老店不自封拓新貨可以漸獲博企信任，並為讀者提供多種合作方案，以滿足不同客戶的需求。

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金沙：供應商站用家角度 擴闊思維

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，金沙可以從供應商站用家角度出發，擴闊思維，並為讀者提供多種合作方案，以滿足不同客戶的需求。

太西洋財務建議

善用銀行服務優化營運

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，善用銀行服務可以優化營運，並為讀者提供多種理財方案，以滿足不同客戶的需求。

生產力角度

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大企重視職安健 青創開拓新市場

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，大企重視職安健可以青創開拓新市場，並為讀者提供多種合作方案，以滿足不同客戶的需求。

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金沙：將心比己 替客着想受青睞

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，金沙可以將心比己替客着想，受青睞，並為讀者提供多種合作方案，以滿足不同客戶的需求。

太西洋財務建議

銀行助企業長遠發展

本報記者黃文治之已與多家銀行合作，為讀者提供理財建議。他指出，銀行可以助企業長遠發展，並為讀者提供多種理財方案，以滿足不同客戶的需求。

生產力角度

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mon 22.05.2017
Times
MACAU'S LEADING NEWSPAPER
MACAU

Contracts with Sands China benefit micro-firms

Successful contracts with Sands China have paved the way for a micro company to access larger amounts of credit from local banks, allowing the firm to accept more projects from local clients.

ViaCom Technology is an IT solutions company that opened in 2010 aiming to provide IT products, services and solutions to local businesses.

The company also encourages its employees to clients such as integrated resorts for up to two months.

Seeing potential for these kinds of IT services in Macau, Crystal Leung, general manager of ViaCom Technology found the business together with a partner.

"The bank have approved more credit amount for us [as our] contract with Sands [showed we] have higher credibility."

CRYSTAL LEUNG

"So when getting large deals from these online and international corporations, we need to have some support from local banks and other financial institutions [that] is one of the difficulties for us," Leung added. "Accessing credit from local banks remains a challenge for micro companies, particularly if the firm fails to enter its return on investment."

The general manager admitted that banks have refused their application for loans, yet their collaboration with Sands China has turned things around.

"So after we dealt with Sands China, they [local banks] started to offer loans and contracts in short to the bank we had on-going projects," she said.

Leung revealed that she currently has one labor-intensive project available, which would allow her to employ a few more workers. Yet she refused to take on board as the mentioned project was a priority for the firm – just as Sands China supports local young entrepreneurs and made-in-Macao products.

ViaCom started its collaboration with the gaming operator in 2014, and is providing other sales support to its clients.

From minor transactions to extensive ones, the firm has seen its relationship with Sands China growing, noting that its volume to them has tripled.

In 2014, the micro company provided hardware to Sands China as a competitor bid.

ViaCom was also encouraged to participate in the SME program initiated by Sands China



Electronic panel supplied by ViaCom

2016 Sands Supply Excellence Awards ceremony

which gave the firm access to their former cooperative with the local bank.

"In the past three years, our business with Sands China has tripled [and] we'd like to keep on doing business with them," Leung affirmed. "They [the bank] have approved more credit amount for us [as our] contract with Sands [showed we] have higher credibility."

Although the 30-employee firm is doing a business more or less well, Sands China has also offered support in terms of assisting them in its service provision.

Supporting the growth of local enterprises has remained a key focus for Sands China. In 2016, the gaming operator's awards would be beneficial to the company's ongoing growth and development.

Leung agreed that Sands China's commitment to supporting enterprises in the region as part of its corporate social responsibility program.

Sands China was also encouraged to participate in the SME program, and Leung is confident in

mon 12.06.2017
Times
MACAU'S LEADING NEWSPAPER
MACAU

Sands China's Local Supplier move for Macau SMEs

TRAINING and developing local micro, small and medium enterprises has always been an initiative of Sands China, aiming to assist such enterprises in growing their sales and expanding their scope of contribution to the casino operator.

To provide a platform for local SMEs to showcase their products and services to potential users and buyers, the gaming operator has given the extra mile to support local enterprises.

A local construction and design company, Masterpieces Design, is one of the many local and Made-in-Macao companies the gaming operator has assisted in matters of business, design and construction.

Just last month, the gaming operator conducted a hands-on masterclass for local SMEs regarding the design and construction of the gaming operator.

At the end of the masterclass, the gaming operator provided a platform for local SMEs to showcase their products and services to potential users and buyers, the gaming operator has given the extra mile to support local enterprises.

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SSS KING EXECUTIVE DIRECTOR

only way is to import some from overseas or in China, so the cost will go down for the clients as well," the entrepreneur explained.

Yet the executive director added that the government has always been supportive of local enterprises by easing and facilitating the terms of trade and their access to interest-free loans.

With the continuous support of Sands China to local SMEs, Masterpieces Design is only one of the many companies that have benefited from the gaming operator's programs for young entrepreneurs and micro-enterprises.

According to SSS, Sands China has been very supportive of local businesses, and the gaming operator has provided a platform for local SMEs to showcase their products and services to potential users and buyers, the gaming operator has given the extra mile to support local enterprises.

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This article is sponsored by Sands China Ltd.

thu 14.09.2017
Times
MACAU'S LEADING NEWSPAPER
MACAU

Gourmet enterprise sees Sands China's commitment to local SMEs



When they knew that we provide Made-in-Macao products, they were very keen and happy to visit us and see what we could supply to them."

Stanley Lo, director of Ocean Pride Food, remarked that Sands China quickly placed an order totaling some MOP966,000 after learning about the enterprise and its food hygiene processes.

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MACAU

Micro-enterprise sees stable business growth with Sands China



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MACAU

Kitchenware supplier forecasts 100 pct sales growth with Sands China

SALIENT turnover of a few thousand dollars in a day, the firm did not have a steady revenue until for a local enterprise in just two years with its partnership with Sands China.

In just two years' time, Chen Wo Catering Equipment Supply Co. Ltd has seen a boost in the sales revenue with Sands China, as the gaming operator has been keen on purchasing from local suppliers.

Established in Macau several years ago to provide equipment and design for kitchen equipment, the local enterprise only began to supply heavy-duty kitchenware, catering utensils and equipment to local clients in 2015.

With the support of Sands China, this local and medium enterprise (SME) has successfully entered the market, with the gaming operator contributing to nearly 30 percent of the overall revenue.

Anthony Yip, director of Business of Chen Wo Catering Equipment Supply noted that the firm only started with three staff and has increased to 10 in 2017.

"I would like to send my thank you to Sands China because they gave us very good support since starting our business, giving us a chance to make offers and orders," Yip affirmed.

According to him, the first deal with the gaming operator was only a few thousand dollars, yet this has grown massively with the support of Sands China.

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MACAU

Company sees upsurge in sales following partnership with Sands China

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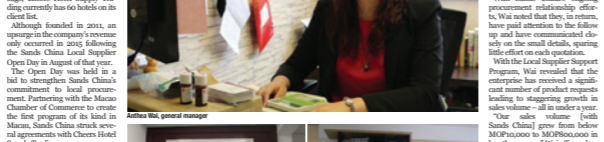
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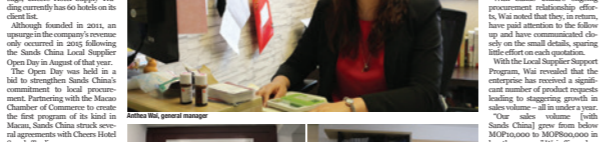
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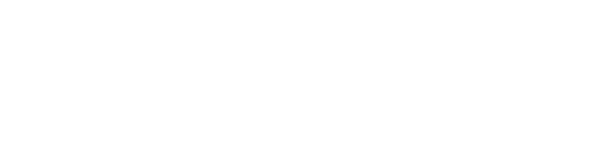
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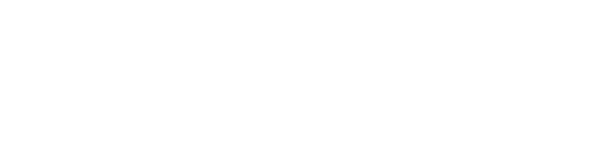
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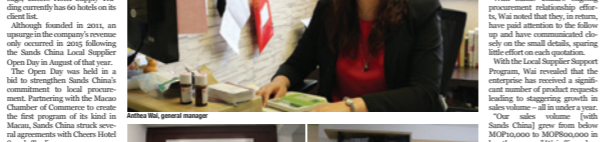
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EPILOGUE & ACKNOWLEDGEMENTS



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Sands China will continue to promote the Local Small, Medium and Micro Suppliers Support Programme, and will continue to work with local SME suppliers to grow together with them. The company would like to express its gratitude to all who have collaborated with us and supported our programme.

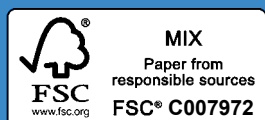
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