

Transforming Procurement Practices

THROUGH OUTCOME BASED CONTRACTING IN THE EFM INDUSTRY

WHY SHOULD COMPANIES PIVOT TO OUTCOME BASED CONTRACTING (OBC)?

INCREASED PRODUCTIVITY AND EFFICIENCY



With the de-emphasis on headcount requirements in OBC, companies have been incentivised to explore new technologies and work processes to drive productivity, such as deploying cleaning robots in hotels and restructuring long-standing modi operandi.

EMPOWERMENT OF TRADE STAFF



As new technologies and work processes are implemented, trade staff will be given the opportunity to pick up new skillsets whilst enlarging their work scope. Importantly, with elevated skillsets and job duties, trade staff can be correspondingly recognised in the form of broadened job prospects and higher wages.

ALLEVIATION OF MANPOWER CONSTRAINTS



Alongside the shift from headcount requirements, companies grew more capable of meeting higher service demands without increasing their workforce as they replaced conventionally labour-intensive jobs with technology and more efficient methods of working, hence alleviating manpower shortages.

WHAT ARE SOME TIPS FOR COMPANIES TRANSITIONING TO OUTCOME BASED CONTRACTING (OBC)?

- 1 Unlocking Common Interests between Service Buyers and Providers
- 2 Effective Communication between Service Buyers and Providers
- 3 Including Trade Staff in the Equation

ABOUT THE SPEAKERS FEATURED



Based in Singapore, Pontiac Land is a privately-held property developer, owner, and operator with over fifty years of experience in luxury property development. Pontiac Land seeks to better the built environment through thoughtful architecture and design, world-class art and an in-house property management team to deliver a consistently high level of hospitality.



Headquartered in Singapore, Certis is a leading outsourced services partner that designs, builds and operates multi-disciplinary smart security and integrated services globally. At Certis, security, facilities management and customer experience are seamlessly orchestrated for greater cost efficiencies that empower your future.



BATU is an affiliated union of the National Trades Union Congress representing employees from the Built Environment. Their vision is to promote good industrial relations between members and their employers and improve working conditions by working closely with the management and stakeholders in the sector.



A business consultancy offering a full suite of services to help businesses establish themselves, achieve operational efficiency and grow internal capabilities, Solutions Plus has been appointed as the project management consultant for the SBF EFM Lighthouse Project.