

# Advancer IFM



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Value Proposition for bundled services

ALX 2024

**Dr Matthew Yap**

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Chief Operating Officer & General Counsel

18 January 2024



# About Us | Advancer IFM (2023)

IFM subsidiary services including: Security | Cleaning | Stewarding | Pest Control | Fumigation | Landscape



## ADVANCER IFM

An Advancer Company



**CLEANING**



**PEST  
CONTROL**



**LANDSCAPING  
& GARDENING**



**SECURITY &  
TECHNOLOGY**



# Our Integrated Facilities Management (IFM) Service Model

Drives operational efficiencies, uncovers insights and generates cost saving opportunities

## CLEANING

>23 Years Experience



- Kitchen Cleaning & Stewarding Services for Hotel, R&Bs and Hospitals
- Commercial & Residential Cleaning
- Room Attendant for Hotels & Serviced Apartments
- External Façade & Height Cleaning
- Home Cleaning
- Air-con Installation, Servicing & Maintenance

## PEST CONTROL

>28 Years Experience



- General Pest Control Services
- Fumigation: ISPM 15, PH3, BMSB
- Commodities / Vessel Fumigation
- Integrated Termite Control Inspection / Treatment
- Disinfection Services
- Fogging Services
- Bird Control

## LANDSCAPING & GARDENING

>12 Years Experience



- Landscape Planting & Maintenance
- Landscape Conceptualisation
- Arboriculture & Landscape Consultancy
- Plant Supply and Rental
- Vertical Garden Wall
- Irrigation System Installation
- Soil Cultivation
- Pond Maintenance

## SECURITY & TECHNOLOGY

>25 Years Experience



- Manned Guarding
- Central Command Surveillance
- Security Consultancy
- Visitor & Vehicle Management
- Traffic Marshals
- Video Security Analytics
- Emergency Response
- Crisis Management



# IMPACT OF PWM

to the average service buyer



# BUNDLE PRICING STRATEGIES THAT WORK



for the average service buyer

+ PLUS EXAMPLES



# Some successful examples at our client's estate and site

Comprehensive, innovative and cost effective solutions to protect your estate and ensure your safety



## SSS - MA (Manpower)

A SSS is willing to be trained for MA roles at our telecommunication sites while the MA will not perform security roles

## Virtual Patrol / FM Patrol

Guided by the Centralised FM Operations Centre, CCTV and ground response address the comprehensive MA checklist

## Facilities Response Van

Responding to cluster incidents, repair works or incident management, to provide consistent service level and standards





**ADVANCER IFM**

An Advancer Company

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# IFM CAPTAIN PROGRAMME



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An Advancer Company

~ CONFIDENTIAL - NOT FOR DISTRIBUTION ~

# Advancer IFM Captain Programme

To cultivate a culture of learning, drive professional growth and foster long term success



# Future proofing our workforce

To cultivate a culture of learning, drive professional growth and foster long term success

## ① Enhanced Skills and Competence

- Ensures that our security officers are up-to-date with the latest technology and industry best practices, equipping them with advanced skills and knowledge.



## ② Improved Performance and Efficiency

- Regular training enables security officers to operate security systems and utilize advanced technologies efficiently, enhancing their overall performance and productivity.

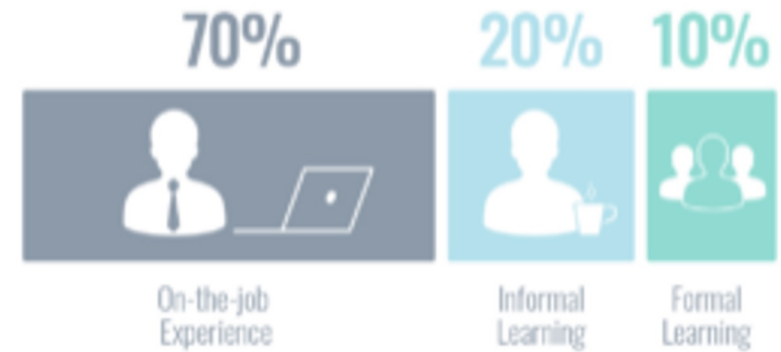


## ③ Adaptability to Changing Threat Landscape

- Continuous training empowers security officers to adapt to emerging technology threats, implementing proactive measures for maintaining a secure environment through virtual monitoring/alerts, advanced video analytics, and real-time threat detection.



# Advancer's Future Oriented Pedagogy Practices





# Advancer IFM Marketing



## PEST CONTROL & FUMIGATION

EXPERIENCE CUSTOM PEST SOLUTIONS FOR YOUR UNIQUE NEEDS. OUR SPECIALISTS ANALYSE, STRATEGISE, AND EFFECTIVELY ELIMINATE PESTS, ENSURING A TAILORED, PEST-FREE AREA. TRUST US FOR PEACE OF MIND AND A PEST-FREE ENVIRONMENT.

: SALES@ADVANCER.SG

- ✓ ERADICATION SPECIALISTS
- ✓ ECO-FRIENDLY SOLUTIONS
- ✓ PREVENTIVE MEASURES
- ✓ HEALTH & SAFETY FIRST
- ✓ TAILORED TREATMENT PLAN
- ✓ TIMELY RESPONSE



134 JURONG GATEWAY ROAD,  
#04-309Q, SINGAPORE 600134



## LANDSCAPE & GARDENING

EXPERIENCE THE BEAUTY OF LUSH GREEN SPACES AND CAPTIVATING PONDS. OUR SPECIALISED TEAM DESIGNS, BUILDS, AND MAINTAINS LANDSCAPES AND PONDS, ENSURING YOUR FACILITIES ALWAYS LOOK THEIR BEST.

: SALES@ADVANCER.SG

- ✓ LANDSCAPE MAINTENANCE
- ✓ TREE PRUNING
- ✓ GARDEN DESIGN
- ✓ ARBORIST SERVICES
- ✓ OFFICE PLANTS
- ✓ POND & AQUARIUM



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## CLEANING & STEWARDING

OUR EXTENSIVE EXPERIENCE AND EXPERTISE MAKE US THE PERFECT CHOICE FOR ALL YOUR CLEANING & STEWARDING NEEDS. FROM DAILY CLEANING TO PERIODIC DEEP CLEANING, WE KNOW EXACTLY WHAT IT TAKES TO DELIVER EXCEPTIONAL RESULTS.

: SALES@ADVANCER.SG

- ✓ UNPARALLELED EXPERTISE
- ✓ CUTTING-EDGE EQUIPMENT
- ✓ CERTIFIED CLEANING STAFF
- ✓ QUALITY ASSURANCE
- ✓ CUSTOMISED SERVICES
- ✓ TRUST AND RELIABILITY



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## TRAFFIC & CROWD MANAGEMENT

EFFICIENT TRAFFIC CONTROL, ROAD DIVERSIONS, AND VIGILANT SUPERVISION TO SAFEGUARD THE PUBLIC FROM POTENTIAL RISKS AND HAZARDS. COMPLIANT WITH STRINGENT SAFETY STANDARDS AT WORKSITES, WORK CONVOYS, AND MAJOR EVENT VENUES.

: SALES@ADVANCER.SG

- ✓ EMERGENCY RESPONSE
- ✓ RISK MITIGATION
- ✓ EVENT CROWD MGMT
- ✓ BEST PRACTICES
- ✓ WORKPLACE SAFETY
- ✓ TRAINED & CERTIFIED



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## SECURITY & TECHNOLOGY

EXPLORE THE FUTURE OF SECURITY PROTECTION TODAY. OUR ADVANCED TECHNOLOGY SERVICES TRANSCEND TRADITIONAL SECURITY MEASURES TO SAFEGUARD YOUR ASSETS AND ESTABLISH A SECURE ENVIRONMENT.

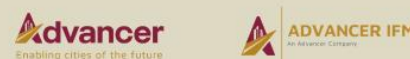
: SALES@ADVANCER.SG

- ✓ PROACTIVE RESPONSE
- ✓ ENHANCED SURVEILLANCE
- ✓ VIDEO ANALYTICS
- ✓ SEAMLESS INTEGRATION
- ✓ CUSTOMISED SOLUTIONS
- ✓ TRUSTED EXPERTISE




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# Advancer IFM Sales Brochure



**ADVANCER**  
Enabling cities of the future

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An Advancer Company



**ADVANCER IFM**

**INTEGRATED FACILITY SERVICE PROVIDER**

www.advancer.sg

## Advancer IFM | Integrated Facility Services

Our 4 key divisions of Security & Smart technology, Cleaning & Stewarding, Pest Fumigation, and Landscaping & Gardening work together to bring you a holistic approach to facilities management. Trust that under our care we have all your needs taken care of with a wide range of expertise and professional services.



### Security & Technology

Our security and smart technology services are designed to keep your facilities safe and secure, using the latest technologies to protect against threats of all kinds. We offer a wide range of security services, including access control, surveillance, alarm monitoring, and more. We also offer smart technology solutions that can help you monitor and manage your facilities efficiently, including IoT sensors, machine learning, and data analytics. With our security and smart technology services, you can rest assured that your facilities are secure and well-protected.



### Cleaning & Stewarding

Our cleaning and stewarding services are designed to keep your facilities clean, hygienic, and well-maintained. Whether it's daily cleaning services or periodic deep cleaning, we have the experience and expertise to get the job done right. Our dedicated cleaning staff are trained to work efficiently and effectively, using the latest equipment and cleaning products to ensure your facility is always looking its best.



### Pest Control

Our pest control services are designed to protect your facilities from pests such as rodents, insects, and other unwanted critters. We use the latest pest control techniques and products to keep your facilities pest-free, and our team of trained professionals are experienced in identifying and eliminating pests of all kinds. With our pest control services, you can rest assured that your facilities are safe and free from pests.

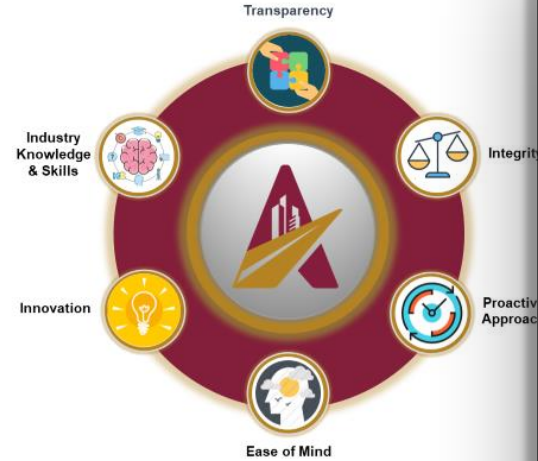


### Landscape & Gardening

Our landscaping and gardening services are designed to enhance the beauty and functionality of your outdoor spaces. From creating new outdoor spaces to maintaining and enhancing existing ones, we have the experience and expertise to create outdoor spaces that are both beautiful and functional. Our team of skilled professionals are experienced in a wide range of landscaping and gardening services, including planting, pruning, irrigation, and more.

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## Our Value Proposition



*"As businesses increasingly value streamlined operations, optimised resources, and enhanced workplace experiences, the demand for a one stop services will provide the differentiated experiences for our customers."*

**Dr Matthew Yap,**  
Chief Operations Officer, Advancer IFM

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## CONTACT US

(65) 9740 7333 (Recruitment)  
(65) 9741 7333 (Operations)  
(65) 9742 7333 (Response)

info@ashtree.com.sg  
sales@ashtree.com.sg  
traffic@ashtree.com.sg

www.trafficmarshal.sg



18 Sin Ming Lane,  
#06-34 Midview City,  
Singapore 573960





**OSP 2.0**

Your career matters

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## Partners and Stakeholders

# One Stop Service Platform

**OSP 2.0**  
Your career matters

## Be an IFM Professional

**IFM JOB SEARCH**



**Pest Control**

**IFM JOB MATCH (CORPORATE)**



**Security**

**OSP 2.0**  
Your career matters

### 诚聘综合物业设施各岗位专员

综合物业设施  
(招聘专员)



**虫害防治专员**

综合物业设施专员  
(雇主配对)



**园林景观**

综合物业设施管理  
(中途转业)



**物业安保**

综合物业设施管理  
(员工配置)



**保洁业务从业**

加入我们，共同塑造物业领域的未来!

 @ospcareer

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Your career matters

### IFM HEADCOUNT PLACEMENT



**Cleaning**

**OSP 2.0**  
Your career matters

### IFM CAREER CONVERSION



**Security**

**OSP 2.0**  
Your career matters

### IFM JOB MATCH (CORPORATE)



**Landscaping**

**OSP 2.0**  
Your career matters

### IFM JOB SEARCH



**Pest Control**

**Employment terms:**

General / Indoor Cleaners	≥ \$1,570
Dishwashers / Outdoor Cleaners	≥ \$1,795

Part-time roles, many shifts and locations available!  
Basic command of english to communicate with site managers and tenants whenever required.  
\*PWA shall apply for cleaning sector.

**Employment terms:**

Security Officer	≥ \$2,650
Senior Security Officer	≥ \$2,950

From 2024, the basic wages of full-time security officers will be above \$2,600. Part-4 of the Employment Act will no longer apply to full-time security officers, and employers are no longer required to pay security officers for extra hours worked beyond the 44-hour regular work week.  
\*PWA shall apply for security sector.

**Employment terms:**

Landscape Worker	≥ \$1,750
Landscape Technician	≥ \$1,850
Landscape Supervisor	≥ \$2,600

Must have knowledge of 5 basic general duties: watering, weeding, basic pruning, soil aeration, clearing of horticultural waste.  
\*PWA shall apply for landscape sector.

**Employment terms:**

Pest Control Technician	≥ \$1,800
Operations Officer	≥ \$2,200

Basic command of english and be conversant in another language with clients and specialists. Some computer/IT skills are also required to complete reports in english.

# One Stop Service Platform

At OSP - Your career matter. At Advancer - We always hire



 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Senior Security Officer</li> <li>Security Officer</li> <li>Security Reception / Concierge</li> </ul> Interested applicant please contact 91292955	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> <li>Security Supervisor</li> </ul> Interested applicant please contact 62914087	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> <li>Security Supervisor</li> </ul> Interested applicant please contact 96906169	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> <li>Senior Security Officer</li> <li>Security Supervisor</li> <li>Control Room Deployment Officer</li> </ul> Interested applicant please contact 90695459
 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Senior Security Officer</li> <li>Security Officer</li> </ul> Interested applicant please contact 84687130	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> </ul> Interested applicant please contact 67430535	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> </ul> Interested applicant please contact 89435504	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> <li>Senior Security Officer</li> </ul> Interested applicant please contact 63687890
 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Senior Security Officer</li> <li>Security Officer</li> </ul> Interested applicant please contact 81383745	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Senior Security Officer</li> <li>Security Officer</li> </ul> Interested applicant please contact 94566110	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Senior Security Officer</li> </ul> Interested applicant please contact 81682509	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> <li>Senior Security Officer</li> </ul> Interested applicant please contact 63240648
 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> </ul> Interested applicant please contact 80219059	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Senior Security Officer</li> <li>Security Officer</li> </ul> Interested applicant please contact 80458507	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Senior Security Officer</li> <li>Security Officer</li> </ul> Interested applicant please contact 96428138	 <b>Now Hiring</b> <ul style="list-style-type: none"> <li>Security Officer</li> <li>Senior Security Officer</li> </ul> Interested applicant please contact 90229607





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## Returns of Investment

# Our Recognition Towards Singapore's Fight Against COVID-19



270 Security Officers received national recognition for contributions and sacrifices towards Singapore's fight against COVID-19

~ Year 2020 – 2023 ~

<p>The President's Certificate of Commendation (COVID-19) [Sijil Kepujian Presiden (COVID-19)]</p>	<p>The President's Certificate of Commendation (COVID-19) is awarded to organisations and teams that made exceptional efforts which had a significant impact in Singapore's fight against COVID-19. Both government agencies and private organisations played critical roles in the nation's fight against COVID-19. They went above and beyond what was expected of them in contributing expertise and resources.</p>
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# Discussion

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Value Proposition for bundled services

ALX 2024

**Dr Matthew Yap**

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Chief Operating Officer & General Counsel

18 January 2024