

ABM *Performance Solutions*

Outsourcing: Have you solved the whole problem?



Rethinking facility services: A smarter, integrated approach

Facility services are critical to the performance and appearance of your properties. Whether you manage a single location or a portfolio of properties, there are a lot of priorities to consider—consistency, quality, reliability, sustainability. And while cost can be a factor, it's not the only challenge.

For corporate and commercial property owners, facility services can take time away from what matters most—running your business. This is where outsourcing can help. When done the right way, outsourcing allows you to stay focused on your strategic goals while your facility services run seamlessly in the background. However, if your current solution isn't delivering measurable results, it may be time for a more comprehensive approach.

The trouble with traditional outsourcing

In most cases, companies may start by outsourcing individual services to vendors as needed—HVAC, janitorial, electrical, landscaping, and so on. While this gives you access to specialists, it also creates a complex web of contracts, service standards, invoices, and points of contact. Managing all of this takes time and can create inconsistencies across your facilities.

Integrated Facility Management (IFM) was supposed to be the answer. But for many companies, it simply shifts the burden rather than eliminating it. Traditional Facility Management companies often subcontract most services, adding extra fees and layers of separation between you and the teams doing the work. This model can create siloed operations, fragmented reporting, and perhaps most importantly—a lack of transparency.

A better way forward: ABM Performance Solutions

ABM Performance Solutions offers a smarter model: Integrated Facility Services (IFS) powered by self-performance. This approach aligns all services under one provider, streamlining operations, providing higher quality services, and a single point of contact. That means more time for you to focus on your business.

With ABM Performance Solutions, you stay in control. We deliver comprehensive, consolidated reporting, consistent standards across all facilities, and a team that shares your goals and values. And because we self-perform the majority of services, we can ensure accountability, responsiveness, and cost efficiency.

The value of self-performance

Self-performing services means more of your budget goes where it matters: into high-quality facility services rather than third-party markups, hidden costs, or overhead. Consider this:

- **Less overhead, more value:** With ABM managing its own teams, we eliminate unnecessary markups, provide cost efficiencies, and pass the savings on to you.
- **High-caliber talent:** Our team members are well-trained, well-compensated, and committed to delivering exceptional service.

Strategic subcontracting—only when it makes sense

In regions where we're still expanding our local presence or when supplier diversity is a goal, we collaborate with trusted service partners. These partners meet the same high standards as our internal teams, undergo rigorous screening, and are managed through our robust procurement and oversight systems.

Experience the ABM advantage

With ABM Performance Solutions, we don't just manage your facilities, we elevate them. With our self-performing capabilities and team of experts, we help you reduce complexity, improve performance, and keep your focus where it belongs: on growing your business.

That's the power of Integrated Facility Services done the ABM way—seamless, scalable, and strategically aligned with your business and its goals. When you're ready to unlock your facility's fullest potential, look to ABM as your trusted partner.

Connect with an ABM Performance Solutions expert at [ABM.com/performancesolutions](https://www.abm.com/performancesolutions) or by calling **866.624.1520**.

Why choose ABM as your facility partner?

ABM brings a unified strategy to your facility operations, backed by decades of experience and industry-leading practices. Here's what sets ABM Performance Solutions apart:

- **Aligned vision and culture:** One team and one point of contact—all dedicated to your facility.
- **Top-tier expertise:** From energy to janitorial, HVAC to engineering, our specialists bring it all together.
- **Scalable staffing:** We adapt to your business needs and cycles quickly, with the best talent available.
- **Transparent technology:** One platform for all your data, KPIs, and insights.
- **Proactive service:** We conduct preventative maintenance and anticipate problems before they arise.
- **Sustainability and compliance:** Our certified team members build it into every process.
- **Consistent training and quality:** Every team member follows the highest standards.
- **Business continuity planning:** Ensuring operations stay up and running around the clock.

