



CAPABILITY OVERVIEW:

# Property Services Go-to-Market



● WHY IS IT IMPORTANT?

For large facility portfolios, the suite of essential property services can represent a significant proportion of total operating expenditure and are often under-leveraged as sources of *value*.



Over time, numerous suppliers and contract structures often emerge, leading to fragmented delivery models, inconsistent service standards, and inefficient and costly administration.

A structured Go-to-Market (GTM) process is becoming increasingly more important to:

- 1. Consolidate the supplier base
- 2. Ensure alignment with current operational requirements
- 3. Unlock long-term value

● OUR APPROACH

# Trace Procurement Excellence Framework







● **SECTOR SPECIALIST INSIGHT**

*“Property services shouldn’t just run, they should perform. Through structured procurement, organisations can transform fragmented operations into efficient, data-driven systems that deliver measurable results.”*

**Justin Chan**  
Senior Consultant, VIC

● **CASE STUDIES**

**GTM Tender for Heavy Asset Maintenance**

- 1. Estimated cost savings of \$7.2M p.a
- 2. Consolidation of 15+ contracts

**GTM Tender for Property Cleaning Services**

- 1. Estimated cost savings of \$9.5M p.a
- 2. Consolidation of 12+ contracts



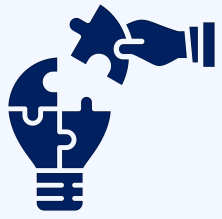
● **HOW TRACE WORKS WITH YOU:**

- 1. Business Requirements**
  - Map current state of operations
  - Scenario model for options
- 2. Standardise Scope**
  - Appropriate service frequencies
  - Maintain cost transparency
- 3. Contract Mechanisms**
  - Ensure consistent service levels
  - Drive accountability, performance & innovation



● WHY CHOOSE TRACE

## Experience that delivers real-world change.



### Tailored Solutions

- Designed around your business, not a template
- Flexible frameworks that fit your people and goals
- Tool-agnostic, we find what's best for you



### True Partnership

- We work with you, not just for you
- Build your team's capability, not dependency
- Hands-on support through delivery and beyond



### Real Experience

- Operational knowledge & Sector-specific expertise
- Major transformations across government, healthcare, manufacturing, defence, and more



### Sustainable Approach

- We design supply chains that are not only efficient, but ethical, circular, and future-ready
- Sustainability embedded from day one

● START A CONVERSATION

## Make your property services work harder.

Fragmented contracts and inconsistent service delivery don't have to be the norm. Through structured procurement, we can simplify your supplier base, improve service, and uncover value across every property service.

*Let's turn your portfolio into a performance advantage.*

