

The Middle East Facility Management Association (MEFMA), is looking to create stronger ties and awareness among its members through its (Member of the Month) program. The initiative highlights a chosen member and the contributions that they have made in the move to further promote the FM industry--including the member's initiatives, CSR activities and value additions offered to their customers.

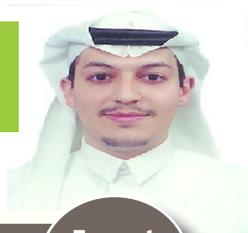
## ASSOCIATE MEMBER OF THE MONTH



Hazim's Presentation at Jeddah Workshop & Networking Event March 26, 2018

Thank you for your active membership and continuous show of support for MEFMA programs and initiatives

**Hazim Al-Dabbagh**  
**Managing Partner**  
**Surefix Facility Management**



**Expert Advice**

**JULY**



Associate Member since 2011

Back in 2009, the FM concept was not well understood here in KSA. Until now, FM companies need to keep educating their clients about the mindset shift from headcount contracting, to SLA contracting. Also FM companies must start focusing on value added services like, energy management, waste segregation, and HS&E. FM companies need to continually improve its internal efficiencies and people's productivity to address the continuous increase of labor costs. Recruiting and training of Saudi talents is a must for any FM company to succeed.

**FM Concept to the KSA Market**



Started up SureFix early 2009 introducing FM concept to the KSA market, enhancing offered services to both commercial and residential clients.

It was shortlisted among the top 10 entrepreneurial companies by E&Y in 2014.

**Excellent Support**

The Company supported Nahdi Pharmacies (the #1 pharmacy retailer in KSA operating 1000+ outlets) moving its HQ to a new location. SureFix provided design review, project handover, testing/commissioning, and business move for Nahdi's new HQ facility under a very compressed timeline to meet Nahdi's business requirement.

They were recognized by the CEO of Al-Nahdi Group for its excellent support delivering this project for office move in 2015.



**MEFMA Membership**

"I was one of the first Saudi professionals to join MEFMA back in 2011. MEFMA community and its regular events had helped me and SureFix to sharpen the saw by learning from various global FM professionals. In fact, it helped us to shine and establish a very recognized brand for quality and commitment, that is SureFix FM. For sure, without MEFMA, SureFix will not be where it is right now" Hazim Al- Dabbagh.