

How Kallum and A MM use Plentific to reinforce their revenue stream.

Kallum from A MM Facilities Management explains how Plentific supports his revenue stream and helps him forge lasting relationships with landlords.



Hired 5 new staff owing to Plentific.



95% positive feedback on completed works.



Has become a preferred Peabody contractor.



“Plentific has helped us grow as a company. It’s a positive outlook – it gives contractors access to different aspects of work. Hopefully, with the growth that Plentific has, it helps us to continue growing in the future.”

About A MM Facilities Management

A MM is a family run business that’s been around for 20 years. With a team of just over 20, A MM provides cleaning, gardening, general maintenance and fencing support to public, private and residential buildings. The trade business offers clients a diligent, responsive and flexible property management service.

Plentific and A MM

Kallum, who is property services manager at A MM, has been using Plentific for over 3 years now. This lasting relationship has helped Kallum and his team maintain close ties with large landlords like Notting Hill Genesis (NHG) and Peabody. The quality of A MM’s work has helped the company win repeat work across NHG’s entire housing management portfolio – and provide support to their DLOs. More recently, A MM has become one of Peabody’s preferred contractors for garden fencing work.

Working with Plentific: Key facts and figures.

Citing the recent pandemic, Kallum explains how Plentific has helped his team stay resilient throughout COVID-19. A MM has taken on more operatives and kept the business successful despite challenges.



Weathering the storm

Despite a reduction in repairs work since March of 2020, A MM has utilised Plentific to continue working closely with Peabody and NHG. The company wins essential repairs work from these landlords, communicates closely with residents to reassure them and uses Plentific's chat feature to keep housing officers informed at all times. With close adherence to government guidelines and a supportive attitude, business keeps coming A MM's way. It has hired 5 new operatives in 2020 and completed 35 jobs on Plentific's DPS marketplace (which now includes developer L&Q).



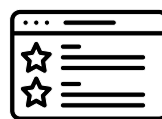
Strong relationships

A MM has experienced a strong surge in new jobs by joining the DPS marketplace. The marketplace takes away service fees from existing Peabody and NHG jobs, in addition to providing family run businesses like A MM exclusive access to big contract work. A MM's excellent track record and 95% positive feedback means they've become Peabody's trusted contractor for gardening and grounds work. Kallum owes these strong relationships to using Plentific.



Reinforced revenue stream

Despite the lockdown and ensuing material shortages, Plentific has proven a valuable tool for Kallum and team to supplement their existing revenue streams. Kallum mentions invoicing is pretty fast, cites the e-wallet function as being a benefit. He is easily able to send reminders for payments to clients using the platform. Kallum mentions the flexibility and ease of the platform allows him to share the platform's benefits alongside 3 other colleagues on a daily basis.



Building new skills

Plentific has helped A MM leverage their existing skill sets extremely well, but also provides the opportunity for the trade business to build additional skills to better service clients. Kallum explains the range of work available on the platform has helped him expand and offer a wider range of services - a benefit, he states, that also helps the company grow into the best version of itself.