



# STRATCOMM Bulletin

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## AFES set to drive future smart cities through facility management

*The company has a good team, the right tools and investment to support the development of a smart city*

by S BIRRUNTHA

**ALAM** Flora Environmental Solutions Sdn Bhd (AFES) is all geared up to support the country's smart city agenda and development through its facility management business.

According to its COO Nazar Abdul Raof, facility management is one of the company's core business activities, consisting of hard services — namely mechanical and electrical, as well as civil and structural — and soft services, including housekeeping, landscape, pest control and security.

He told *The Malaysian Reserve* that AFES is naturally a well-known and good risk management company, which aims to provide the maximum for the development of future smart cities.

A smart city can be defined as an integrated development in which the system can communicate with each other using latest advanced technology such as the Internet of things (IoT).

Citizens engage a smart city environment in various ways using smartphones, mobile devices, as well as pairing devices which can be connected to their cars and homes. Through this, communities can improve energy distribution, electricity supply and sanitation, improve air quality with the help of IoT, reduce traffic congestion, streamline trash collection and contribute towards environmental sustainability.

Nazar said the main objective of AFES currently is to support the government's mission to promote cities that provide core infrastructure, clean and sustainable environment, and give a decent quality of life to their citizens through the application of smart solutions.

Therefore, he noted that AFES has a good team, the right tools and investment to support the development of a smart city, adding that it is prepared to work with any government agency that is willing to work with the company.

"We are ready to support the government for the smart city agenda, as the cities in Malaysia need proper risk management.

"The latest report from the government shows that close to 80% of Malaysians live in an urban city. So, we need to have smart and better conditions for the people, particularly those living in flats, condominiums and high-rise buildings.

"We need a proper solution to manage our urban cities and that is why



AFES is able to provide environmental solutions all under one roof and this saves the client's time and resources from hiring multiple different providers

we established this company to support the country's smart city agenda," he said in a virtual interview recently.

Nazar added that AFES is also looking forward to becoming the leader in facility management, as the company is capable of providing holistic environmental solutions. This includes building management, as well as infrastructure cleansing and waste solutions, waste management facilities and marine and land schedule waste facilities.

Apart from that, AFES has also developed various technological advancements like the centralised monitoring system (CEMOS) to monitor people, process and

machine, which has an advanced real-time monitoring system from the command centre.

Nazar said CEMOS can be linked to a computerised maintenance management system and every work order can be accessed through mobile, which is highly useful and convenient.

Additionally, he said AFES is growing and coming up with new sustainable projects including automatic housing bins, anaerobic digester system, bio-mass, waste recovery facilities, marine and scheduled waste recovery facilities, and many more in the pipeline.

"So, we do it differently here and

we are always creating new projects in line with the current trend towards sustainability.

"As such, we hope to become the pioneer in Malaysia to initiate the movement," he expressed.

Some of the trends in facility management that AFES practices currently include building and energy management, which involves continuous monitoring of energy consumption, smart lighting systems and real time adjustment on energy distribution. This also includes scheduled mechanical and engineering and cleaning interventions based on actual use, real time monitoring of user behaviour in using assets, fixed furnishing and others, to improve management of spaces and internal layout.

In terms of infrastructure management, AFES focuses on trends such as managing roads, parking, as well as landing pads in urban cities.

For waste management, AFES uses wireless sensors that detect filling level of waste, as well as planning and optimising of waste collection route through integration of geo-location data with sensors filling level of waste, online waste management platforms through mobile apps and collecting waste recovery, waste treatment and waste segregation, among others.

Therefore, Nazar noted that the company is able to provide environmental solutions all under one roof and this saves the client's time and resources from hiring multiple different providers.

Meanwhile, he said for business owners who were affected by the Covid-19 crisis, AFES can provide the

right solution for them to restart post-pandemic with capital expenditure to operating expenditure (capex to opex) business module package.

"We always discuss with our clients in terms of costs. For example, if a company wants to invest RM10 million into our services but do not have the capital right now, as part of our commitment towards achieving sustainability in managing buildings and facilities, we are ready to invest first and clients can make repayment through our capex to opex module package.

"Clients are able to enjoy the smart solutions and services provided by AFES, and at the same time they can continue their businesses without worrying about the current economic situation," he noted.

Nazar added that this is to sustain their business again and to transform their business through enhanced technology driver building operations.

He also noted that during the pandemic, AFES was among the first companies in Malaysia to start sanitisation work the right way, and have collaborated with government and corporate organisations for sanitisation of buildings owned by them.

"I think it is high time we need these kinds of solutions now. Maybe we cannot establish a complete smart city in such a short time, but we need to start somewhere. The government should consider us as we have everything under one roof. We can customise the work as per the client's request and provide services such as facility management, risk management and waste facility to enhance the welfare and living standards of the people.

"So, we are working for the future and we are excited for the development of smart cities in Malaysia," he emphasised.

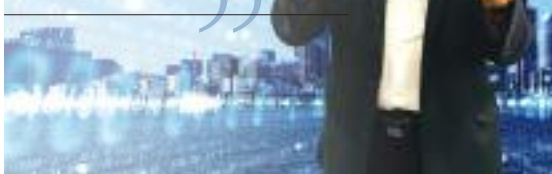
AFES is a subsidiary that was established by Alam Flora Sdn Bhd in 2013 to provide a holistic environmental solution to various organisations, government agencies and institutions nationwide.

AFES' facility management business currently focuses on Peninsular Malaysia, however, the company is set to enter Sabah and Sarawak in the future as it already has the right solutions to execute them.

Apart from Malaysia, the company is also looking into international market, and AFES has submitted various proposals to work with other South-East Asian countries such as Indonesia, Singapore, Vietnam and Brunei.

**AFES being among the first companies in Malaysia, continues to play a bigger role in the hygiene industry and has since collaborated with government and corporate organisations for sanitisation of their buildings.**

— Nazar



Nazar says AFES can provide the right solution for business owners to restart post-pandemic with capex to opex package



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