

Subii – helping service providers and subcontractors build networks and find new opportunities

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Christmas can be a challenging time for businesses, and as the festive period rapidly approaches, companies can often face increased security needs and staffing challenges. Subcontracting is a solution that security providers can utilise to ease these pressures. Last year, almost half (48%) of UK companies outsourced work, and in 2022, UK businesses spent a huge £500 billion on outsourcing work.

As necessary as subcontracting is in the FM world, it can bring with it unique challenges, hurdles and complications. However, they can be avoided....

Subii is an innovative online platform designed to make subcontracting easier. Founded around a year ago, it was born from the idea that subcontracting in the security industry needed to be much more streamlined, easily trackable and less complex.

Subii connects service providers and subcontractors to enable the sharing of resources and to ensure delivery of service. It makes the process of posting unallocated shifts and jobs super quick and easy, and equally quick and easy to find new opportunities, shifts and jobs.

Valon Statovci, co-founder of Subii, is a seasoned security industry veteran and over the years he identified a significant pain point within the industry: the inefficiencies and complexities of subcontracting. Traditional methods often involved manual processes, which lead to delays, miscommunications, and financial losses.

Subii aims to streamline the subcontracting process by providing a centralised platform that simplifies

communication and job allocation. The platform enables service providers to:

- Fill Gaps Quickly: Connect with trusted subcontractors to cover work when you need it most.
- Find Work Easily: Access new opportunities from other service providers
- Build Trust: Work with verified partners to ensure quality and reliability on every job
- Improve transparency and accountability: Centralise all subcontracting information and communication.
- Reduce payment queries: Reduce time-consuming supplier payment queries with real time tracking and reporting

By automating many of the manual tasks associated with subcontracting, Subii helps businesses save time, reduce costs, and improve operational efficiency. The platform also enhances collaboration between service providers and subcontractors, leading to improved project outcomes.

While Subii is still in its early stages, it has already garnered significant interest from the security industry. The company is committed to continuous improvement and adapting to the evolving needs of its users. By addressing the challenges faced by businesses in the sector, Subii aims to become an indispensable tool for streamlining subcontracting processes.

“We really want to make a splash in the security world,” says Valon. “We know the industry, we know how it operates, and we want to prove that our kind of platform works for all companies, both big and small. We also want to expand into the rest of the UK FM space, starting with cleaning. Temporary recruitment is also on our radar, but that will be a little further down the line.

“Ultimately, we want to help facilitate the supply chain management of all people providers in FM.”

For more information about Subii, please visit <https://subii.co.uk/>