



TEFMA

BUSINESS PARTNER  
HANDBOOK

ABOUT TEFMA	3
BACKGROUND	3
TEFMA FAST FACTS	3
TEFMA VALUES AND OBJECTIVES	3
TEFMA BUSINESS PARTNER MEMBERSHIP	4
MEMBERSHIP CATEGORIES OVERVIEW	4
MEMBER NETWORK	4
WHO SHOULD JOIN	4
MEMBERSHIP BENEFITS AND OPPORTUNITIES	5
BENEFITS	5
SPONSORSHIP OPPORTUNITIES	7
PARTNERING OPPORTUNITIES	7
SIGN UP	7
CREATE A TEFMA BUSINESS PARTNER ACCOUNT	7
SET UP YOUR TEFMA MEMBER PORTAL LOGIN	7
ATTACHMENTS	7
CONTACT US	8



## ABOUT TEFMA

### BACKGROUND

TEFMA is a professional association promoting excellence in higher education property and facilities management by providing its members with access to vital networking, professional development opportunities and a wealth of sector resources. TEFMA members manage extensive property asset portfolios throughout the Australia, New Zealand and Pacific regions and Hong Kong. The Association's support of effective management of these resources plays an important role in the pursuit of excellence in higher education in our region.

TEFMA operates as a not for profit association and does not act as a lobby group; however, TEFMA does provide information to government, partner organisations and other interested parties on matters relating to property and facilities management within the sector.

TEFMA has tracked detailed sector facilities management data for 20+ years through its Benchmark Survey. The data and metrics produced form a core TEFMA resource; the Association makes this information available to its members and partners through annual reports.

### TEFMA FAST FACTS

TEFMA members manage:

- Property and facilities portfolios with a replacement value of some \$69.8 billion (AUD).
- Expenditure of more than \$1.19 billion (AUD) annually to build, maintain and operate higher education property assets.
- Over 16million m<sup>2</sup> built gross floor area.
- Campuses in CBD, suburban and regional locations.

### TEFMA VALUES AND OBJECTIVES

TEFMA values integrity, quality, innovation and diversity, and promotes these values through its commitment to professionalism in the sector and the facilitation of connections between its membership and its partner networks.

TEFMA pursues its mission through the provision of relevant, effective services to its members, enabling them to transform the environments in which they work. TEFMA's goals of engagement, professionalism and knowledge within the higher education sector are enhanced by its relationships with a wide variety of partner organisations, including its network of Business Partners.



# TEFMA BUSINESS PARTNER MEMBERSHIP

## MEMBERSHIP CATEGORIES OVERVIEW

TEFMA Business Partner membership is available in several categories to cater for the diverse profile of companies involved in the sector. All categories are available to Australasian and international companies with interests in TEFMA and higher education property and facilities management.

Business Partner membership categories include Standard and Premium, to suit a range of business sizes and requirements.

- ‘Business Partner Standard’ is a category suited for companies seeking access to a range of benefits and depth of involvement with TEFMA and the higher education sector. Your company Director or equivalent representative plus one additional employee representative hold membership.
- ‘Business Partner Premium’ is a category for companies larger than 10 FTE seeking to establish and maintain a significant presence in the higher education sector through a strong connection with TEFMA and its membership. This category provides an extensive range of benefits and a regular involvement with the Association. Your company Director or equivalent representative plus four additional employee representatives hold membership.

Current annual fees for TEFMA Business Partner membership can be accessed [here](#).

## MEMBER NETWORK

The TEFMA membership network is extensive with the value of member involvement evidenced by the annual growth in numbers. TEFMA membership numbers currently include over 85 higher education institutions, with some 1100+ individual members from those organisations represented.

TEFMA Business Partners are exposed to this network through their connection to the Association.

## WHO SHOULD JOIN

Commercial organisations that work in the property and facilities management sector and aim to build long term relationships with owners of large higher education property portfolios will benefit from TEFMA membership. Our current Business Partners include:

- Architects
- Engineers
- Builders
- Quantity surveyors
- Security contractors
- Cleaning contractors
- Software suppliers
- Waste management contractors
- Energy suppliers
- Building service contractors
- Materials suppliers
- Management consultants

# MEMBERSHIP BENEFITS AND OPPORTUNITIES

## BENEFITS

TEFMA Business Partner membership broadly provides access to the following benefits:

- Networks of people working in higher education property and facilities management.
- Annually updated sector data and metrics on facilities management in TEFMA member institutions.
- Sponsorship and promotional opportunities to targeted audiences from TEFMA member institutions.
- Participation in extensive TEFMA events program.
- Presentation opportunities to targeted groups of TEFMA members and executives.
- TEFMA website login to members only portal.

Benefits are defined for each member category. A detailed breakdown is listed in the table following:

BUSINESS PARTNER CATEGORY BENEFITS		
*BP STANDARD AUD \$3,570	*BP PREMIUM AUD \$5,145	BENEFITS
x	x	Certificate of membership
x	x	Access to Institutional Member contact details (annually updated)
x	x	Access to Board member contact details (annually updated)
x	x	Access to other TEFMA Business Partners
x	x	Copy of annual survey results (Business Partner edition)
x	x	Copy of newsletters
x	x	Access to sponsorship of events
x	x	Access to sponsorship of awards
x	x	Access to sponsorship of scholarships
x	x	Access to ad-hoc sponsorship opportunities
x	x	Access to company promotional opportunities at conferences and workshops
x	x	Business Partner login to TEFMA website for nominated member with defined access
x	x	Defined access to sector data and metrics
x	x	Logo recognition on new TEFMA website shared space with other BPs (rotating)
x	x	Opportunity to share publications (non-promotional) with TEFMA membership through knowledge portal
x	x	Access to shared publications in TEFMA knowledge portal including conference and workshop papers
x	x	Participation opportunity in on-line forums or webinars
x	x	Member rates at TEFMA workshops and attendance at workshop dinners
x	x	Opportunity for inclusion on relevant working groups
	x	Opportunity for targeted promotion such as display of brief promo video at relevant TEFMA workshop (one annually)
	x	Access to TEFMA Strategic Partner contact details within Australia and internationally

	x	Link displayed on TEFMA website to Business Partner website
	x	Logo recognition at TEMC including at TEFMA booth
	x	Lead presentation opportunity at on-line forum or webinar (one annually, non-promotional with university partner)
	x	Opportunity for provision of editorial comment (non-promotional, one annually) in relevant newsletter issues
	x	Opportunity for TEFMA distribution of recent company paper to TEFMA membership (non-promotional, one annually)
	x	One full TEFMA workshop registration annually including attendance at workshop dinner
	x	Attendance for a staff member to participate (only and approved sessions only) at the TEFMA annual Directors' Forum.

\* EX GST

## SPONSORSHIP OPPORTUNITIES

Opportunities for sponsorship to targeted audiences are available to all TEFMA Business Partners.

TEFMA delivers an extensive professional development program for its members each year. Events include conferences, workshops, dinners, webinars, presentations of scholarships and awards. Sponsorship is available for most activities and can be tailored to maximise the benefit both for TEFMA's membership and its Business Partners.

## PARTNERING OPPORTUNITIES

TEFMA is seeking to develop its partnering activities for the benefit of its membership. Opportunities exist for Business Partners who would like to have a high level of participation in the Association's projects and programs.

Please contact us on [info@tefma.com](mailto:info@tefma.com) if you wish to explore this opportunity further.



# SIGN UP

## CREATE A TEFMA BUSINESS PARTNER ACCOUNT

To sign up as a TEFMA Business Partner access our website here to complete an application form. Our secretariat will be in touch to welcome you to TEFMA.

TEFMA requires its members to sign a confidentiality agreement, due to the access members are given to confidential sector data. The confidentiality agreement is within the Business Partner application form.

[CREATE ACCOUNT](#)

## SET UP YOUR TEFMA MEMBER PORTAL LOGIN

When you have registered as a TEFMA Business Partner access our website here to set up your member portal login.

[SET UP LOGIN](#)

## ATTACHMENTS

TEFMA STRATEGIC PLAN  
2022 - 2024

[ACCESS](#)



TEFMA

CONTACT INFORMATION

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