

CERTIFIED IN
2.5 WEEKS
AND A \$10 MILLION A YEAR,
5 YEAR CONTRACT SECURED



ISO 9001 | ISO 14001 | ISO 45001
Certification + Tender Delivery
for Sajo Group

Read more >>

SAJO GROUP

SAJO Group is a facilities, security management and building management company focused on delivering high-quality operational support for its clients. Operating across multiple sectors, the company provides a comprehensive range of services designed to simplify and streamline building management.

With a strong emphasis on technology, accountability, and customer-focused service, SAJO Group ensures that every aspect of facility operations is managed efficiently and to a high standard. Their integrated approach allows clients to maintain well-managed, compliant, and high-performing buildings while focusing on their core business.

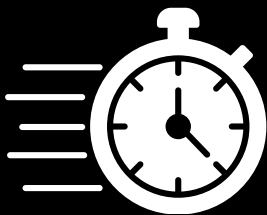
THE CHALLENGE



Sajo Group required urgent ISO 9001, ISO 14001 and ISO 45001 certification to support a critical tender submission due on 20th June 2025.



The timeline was tight.
The expectations were high.
The risk of delay meant potential exclusion from a significant opportunity.



This was not simply about obtaining certificates. It was about becoming **audit-ready, tender-ready, and operationally aligned**, fast.

**"We need ISO 9001,
14001 and 45001...
and the tender
deadline is in days."**



**"Let's build a system,
get you ISO certified
and submit that
tender quickly."**



The RLM Solution

RLM deployed multiple teams that worked in parallel to deliver ISO certification and submit the tender.



SOLUTION



Step 1 Rapid System Build

21-Day Fast Track Certify Accelerator

RLM initiated a rapid build and deployment of SAJO Group's Integrated Management System (IMS).

Within just 6 days, the RLM team designed and delivered a fully developed and consulted IMS tailored specifically to SAJO Group's operations.

System components delivered:

- Context and risk mapping
- ISO-aligned management system architecture
- Policies, procedures and compliance registers
- Operational forms and evidence frameworks
- Governance and management structure alignment

The RLM Solution

RLM deployed multiple teams that worked in parallel to deliver ISO certification and submit the tender.



SOLUTION



40%

Step 2 Stage 1 Audit

- The newly developed system underwent Stage 1 certification audit.

Result:

- 0 Non-Conformances
- 0 Opportunities for Improvement
- This is a rare outcome and a strong validation of the quality and robustness of the system implemented by RLM.

The RLM Solution

RLM deployed multiple teams that worked in parallel to deliver ISO certification and submit the tender.

SOLUTION



60%

Step 3 Parallel Execution Model

To accelerate progress, RLM deployed three teams working simultaneously.

Team 1: System Development

Advanced and refined the ISO management system.

Team 2: Operational Implementation

Worked directly with SAJO Group to embed procedures into live business operations.

Team 3: Tender Alignment

Prepared the tender submission in parallel, ensuring full alignment between:

- ISO systems
- Compliance documentation
- Procurement requirements

The **RLM** Solution

RLM deployed multiple teams that worked in parallel to deliver ISO certification and submit the tender.

SOLUTION

80%

Step 4 Stage 2 Audit & Certification



**ISO 9001
QUALITY MANAGEMENT**



**ISO 14001
ENVIRONMENTAL MANAGEMENT**



**ISO 45001
OCCUPATIONAL HEALTH & SAFETY**

The **RLM** Solution

RLM deployed multiple teams that worked in parallel to deliver ISO certification and submit the tender.

SOLUTION

100%

Step 5 Tender Submission

- Tender Identification and Review
- Tender Strategy Development
- Information Gathering and Coordination
- Technical Methodology Development
- Commercial and Pricing Development
- Compliance and Governance Review
- Supporting Documentation Preparation
- Quality Assurance and Internal Review
- Submission and Portal Upload

Winning Results Delivered

THE ULTIMATE OUTCOME

-  **Delivered \$50M in total contract value (\$10M annually) through strategic compliance.**
-  **Secured a marquee 5-year contract with Westfield Shopping Centres across Australia's East Coast.**

OPERATIONAL & STRATEGIC SUCCESS

-  **Achieved full triple ISO certification for an Integrated Management System built to scale.**
-  **Crushed the Stage 1 Audit with an elite score of zero non-conformances.**
-  **Executed 21 Day Fast Track Accelerator and tender submission finalised in just 2.5 weeks.**
-  **Precision-engineered tender documentation perfectly aligned with critical procurement criteria.**
-  **Built for long-term sustainability, ensuring operational excellence well beyond the audit day.**

The Commercial Impact

YEAR 1 RETURN ON INVESTMENT

55,455.56% ROI – \$10 Million

YEAR 5 RETURN ON INVESTMENT

277,667.78% ROI – \$50 Million



Audits

INTERNAL AUDIT

96%

**Conformance to
the standards**



Internal Audit Success!
Sajo Group Scores 96%
Conformance

RLM
CONSULT CERTIFY COMPLY

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STAGE 1 AUDIT

**Zero Non
Conformances
Zero Rooms for
Improvement**



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Congratulations to
sajo

On achieving Stage 1 ISO Compliance with

- ✓ Zero non conformances and
- ✓ Zero rooms for improvement

with

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CONSULT CERTIFY COMPLY

- ISO 45001: 2018
- ISO 9001: 2015
- ISO 14001: 2015

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STAGE 2 AUDIT

**Zero Non
Conformances
Zero Rooms for
Improvement**



Congratulations
sajo

On Successfully Completing Stage 2,
Reaching Full ISO Certification

IN UNDER 3 WEEKS!

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CONSULT CERTIFY COMPLY

- ISO 45001: 2018
- ISO 9001: 2015
- ISO 14001: 2015

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When people say it can't be done in weeks, we prove otherwise.

With the right team, the right tools, and a proven approach, we deliver results for our clients time and time again.

