

KINGFISHER TECHNICAL SOLUTIONS

Introduction

Kingfisher Technical Solutions (KTS) is a specialist consulting practice providing professional services to the property development and construction industries.

Our services are predominantly focused on the procurement and implementation of fully automated vehicle parking systems, or robotic systems as they are often referred to, and fully automated bicycle storage facilities.

These environmentally friendly and space efficient parking and storage solutions meet the needs of today's challenging construction projects.

However, the myriad of suppliers and lack of standardisation can prove costly to developers and building owners if not guided through the procurement and implementation phases of a project.

Our commercial acumen is coupled with a wealth of knowledge, practical experience and technical expertise in the design, supply, installation and maintenance of fully automated parking systems. We add value through:

- Diligent pre-qualification process
- Creating a competitive tendering environment
- Eliminating single source supply
- Ethical and transparent tendering process
- Concise tender evaluation reports

Driving costs down, ensuring conformity to industry standards and increasing the long-term operation of any system are just some of the benefits our services deliver.

Ultimately we increase the quality of your final product and mitigate your risk of project failure.



"We believe that commitment to our clients extends beyond a basic duty of care.

KTS strives to exceed client expectations and deliver value in terms of real cost savings and reduced project risk.

On every project we aim to save our clients considerably more off the bottom line than the cost of our services."

Colin Barksby CMILT Managing Director

Our services

Project evaluation and optimisation

With 80% of the value gained being in the first 20% of a project cycle, it is critical to get the right advice and avoid encountering resistance to change and cost of change at a later date.

We can work with your design team to determine the suitability of an automated storage system for your project, and provide advice on the benefits and pitfalls of proceeding to the solution development phase.

Our ability to drive "value engineering" procedures and pursue the best possible outcome for both the initial and long term benefit of the project ensures that the end user /owner retains maximum asset value.

Creative vision and structured thinking can reduce or eliminate issues that may later lead to increased system downtime and/or increased whole life cycle costs.



Time

Our services

Solution development

We determine a set of key deliverables and realistic expectations to ensure that any given requirements are feasible.

We develop a design concept, identifying any budget constraints and highlighting any restrictions or flexibility within the designated footprint.

Generic layout options for puzzle and shuttle parking systems, or concept designs for a range of other automated storage systems, can be supplied.

Concept designs can be developed in 2D or 3D using AutoCAD and Catia.

3D modelling and animation can be carried out and used as a principle planning tool to verify system fit.

Incorporating a 3D model as part of Building Information Modelling (BIM) can ensure that equipment/systems can actually be installed at the correct time in the construction programme preventing any problems related to other trades and equipment installation clashes.





Tender preparation and management

We draft comprehensive tender documents for completion by the tenderer, providing concise technical and commercial information to effect quick tender evaluation and recommendations.

We use our vast industry experience to ensure that the pertinent questions are asked of suppliers at an early stage in the tender process.

We have "the hard negotiations" up front rather than midway through the tender process when it is often more difficult to maintain a competitive environment.

Client's representative

We use our practical experience to act as the client's eyes and ears and ensure that "what is contracted" is delivered as efficiently and accurately as possible while preserving the integrity of the project.

Working as our client's representative, we offer a multitude of services covering all aspects of quality control and acceptance test witnessing.

We also offer technical and financial audits to ensure that any goods and materials purchased with our client's money for their specific project is correctly identified and used only as agreed.





Quality control and factory acceptance tests

We use proven methods to manage risk and quality and take a pro-active approach to capture and alleviate delays on site due to faulty or non-compliant products being delivered.

As a rule of thumb, site work is more than twice as expensive as work carried out on a shop floor environment. If quality is not monitored and checked prior to shipment this can result in defective or inferior goods being delivered to site, leading to delays due to re-work, or disputes between the supplier and customer over "fit for purpose" and potential reliability issues.

Our thorough inspection and auditing ensures our clients are not left owning inferior quality goods.

Site installation and site acceptance tests

We provide site supervision and program monitoring together with system availability through-put calculations and testing.

We carry out comprehensive post practical completion snagging and cross-referencing of as-built drawings with actual installations.

Based on extensive past experience, we can carry out site acceptance tests on behalf of the client.

Site acceptance criteria should be agreed pre-contract execution and "signed off test documents" should form part of the key deliverable for practical completion.





Maintenance procurement and management

Systems maintenance is a vital component for the long-term viability of any automated solution. It should be able to be provided by more than one third party vendor to ensure a competitive environment and supplier options if service level agreements are not maintained.

We ensure documentation handed over at practical completion is "fit for purpose" to enable long-term maintenance to be carried out by third party suppliers.

This is only possible if the technical documentation is correctly specified at the tender stage and is delivered prior to practical completion being granted.

The required level of documentation should be such that if the original supplier is no longer in a position to provide an adequate level of service, a competent third party organisation should be able to take over the service contract.

Technical information required to comply with the Machinery Directive and in particular "the technical file", should be the absolute minimum requirement, preferably with full manufacturing drawings, software code etc.



Our services

System refurbishment and upgrades

Planning ahead for scheduled refurbishment and upgrades should be considered in the early lifecycle of an automated system.

We can provide lifecycle component analysis and budget planning to ensure system owners can accrue relevant funds for refurbishment prior to implementation being required.

We will also provide project management services during refurbishment periods.

Project management

Using a structured approach to project management and wellestablished systems and procedures, we can deliver comprehensive project management services for a range of complex MEP projects.

Our flexibility, practical knowledge and use of time-saving software products provides a cost effective alternative to internal project management.

Programme and cost review reporting can be tailored to our clients' needs to ensure they only receive information as and when they need it.





Our projects

Zenith Tower, Perth, Australia

160 space combined shuttle and lift system

Zenith Tower is a residential tower in the central business district of Perth, Western Australia.

We acted as the client's representative taking on responsibilities including review of existing contract between the developer and the supplier, quality control inspections and compliance checking against Australian Standards.

We also developed detailed test procedures and witnessed the site acceptance tests, as well as negotiating an ongoing maintenance contract with a local company.



Autosafe, Edinburgh, UK

608 space automated shuttle parking system for public parking

We had an ongoing role on this project, starting with acting as the client's representative to ensure successful completion and acceptance testing.

Later we compiled a rehabilitation viability report, including detailed budgets and a project plan, for an investment fund interesting in purchasing the asset.

In addition the prospective purchaser nominated our MD Colin Barksby as an expert witness in a legal dispute they had with the existing owner of the asset.



Our projects

Sidon, Lebanon

300 space automated shuttle-type parking system

We worked with the client's design team to develop a concept to convert an existing level car park into an underground 300 space fully automated parking system.

The concept was approved, and we were then contracted to draft and issue a tender, and provide an executive report to the developer.



Residential Development, Reading, UK

Automated parking system for residential development

We managed concept design and tender preparation for this development.

We worked as part of team to develop various concept drawings for automated parking solutions.

The drawings were subsequently issued as part of the tender process which we managed.

Post-tender we worked with an international firm of cost consultants to provide detailed analysis between the different types of automated parking solutions versus conventional parking layouts.



Our projects

Automated bicycle storage, London, UK

Automated bicycle storage in a proposed high rise development

We were appointed to determine the feasibility of incorporating high volume automated bicycle storage into one of Europe's largest construction projects.

Our initial role focused on concept design, pre-qualifying potential suppliers through technical due-diligence, establishing budget and performance constraints and developing a high level implementation plan.

KTS were subsequently appointed to carry out a 2nd phase to develop a detailed design and tender package.

Stamford Plaza, Sydney, Australia

58 space shuttle parking system in a high-end development

This construction project involved conversion of an office building into high-end residential units including converting a conventional concrete multi-level car park into a fully automated shuttle parking system.

We were responsible for concept design, procurement of the system, installation and handover and ongoing maintenance of this fully automated parking system.







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