



“We use Kuboid over and over again because they deliver our projects on time, to budget and to the best possible standard and quality.”

- Lydia Finn, Commercial Manager

Nesta and Kuboid continue partnership with delivery of fifth self storage facility

Location: Kilbarrack Dublin
Solution Design, delivery and aftercare for two storey self storage facility
Results: First phase units hit 80% occupancy by month nine
 Second phase delivered.

The challenge

Nesta is Ireland’s oldest and largest self storage provider. As part of its expansion strategy, in 2020 it acquired a fifth site, the former headquarters of a car parts distributor. Commercial Manager Lydia Finn says they didn’t hesitate to appoint Kuboid as delivery partner, as they had worked together on four previous schemes and had a strong customer relationship.



The solution

Members of UK-based Kuboid relocated to Dublin to work on the project. Using architects’ drawings and the results of a site survey, both teams collaborated on a layout that would achieve maximum storage capacity for the best possible return. Lydia says that Kuboid’s attention to detail at the planning stage sets them apart from their competitors.

“At the time you don’t realise that all the time and effort that goes in at the planning stage saves time at the end. There’s a huge level of detail, along with site visits and video calls, to get the drawings right to minimise risk at the end of the project. They take the time to plan through every step early on in the relationship, so when the guys are on site the risk is minimised and it means your project is completed on time and in the right way.”

From there Kuboid secured planning permission and began the construction process, which Lydia says was easy and quick as everyone knew what they were doing.

The first phase opened to customers right on schedule in December 2020, with Nesta making regular use of

Kuboid's aftercare service to ask questions as and when additional support was required.

"Kuboid's customer service is second to none. You would imagine us being in Ireland would be a barrier as Kuboid are in the UK but it isn't. They are very easy to do business with, it's just like an extension of our team. We hope the relationship continues for a very long time."

The Result

Nesta's Kilbarrack site is beating expectations. The first phase was expected to reach 80 per cent occupancy within 18-24 months but it just took nine months. Kuboid were quickly re-appointed to deliver the second phase.

Lydia credits Kuboid for being a big part of their overall growth over the last 3-5 years. She says she's most impressed with the firm's commitment to getting the job done.

"Fit outs in the self storage industry are so important because every week is time that you're not generating revenue, so it's really important to stick to the timescale, remain on budget and deliver to the standard of quality we would expect to deliver for our customers. Kuboid takes all that into consideration. They understand that you're on a journey."

The full spec:

Range of unit sizes: 25 sq ft to 200 sq ft
Door Colour: Poppy Red
Trim Colour: White

Scope of works:
800 individually alarmed storage units, lockers, mezzanine, and staircases

