



“We could trust Kuboid, they delivered fast, and they had a great price to quality ratio.”

- Matthieu Burnand-Galpin, Founder

French operator chooses Kuboid over local alternatives to help with complex build

- Location:** Maurepas, France.
- Solution:** Design and delivery of a high quality self storage facility in a complex building.
- Results:** Customer looks forward to continuing partnership with Kuboid for the next phase.

The challenge

Matthieu, the founder of Bien Sûr, a self storage company located in the suburbs of Paris, was on the lookout for a reliable partner to assist in the fit out of his new facility. His search led him to Kuboid, a company he discovered through an industry conference and a recommendation from a friend.

“We met Kuboid at a FEDESSA conference. We were looking for a reliable partner that would be able to do the fit out, both the mezzanines and the units for our site.”

The project presented multiple challenges, so Matthieu needed a company he could trust with years of expertise. After speaking to the team at Kuboid, and a local alternative, he decided to partner with Kuboid because he felt like they met his requirements, they had a great price, and could build the project within his timescale.



The project presented multiple challenges. The building’s slab was not strong enough to support a two-floor mezzanine, so piles had to be installed.

“Piles are basically very long screws. In our case, they were about four meters long and we had to put them in the ground so it could act as foundations to support the mezzanine. We had constraints based on exactly where they could be, and how close to the wall they could be.”

Additionally, French building regulations required the implementation of a smoke exhaust system, necessitating the construction of two types of chimneys – one for air intake and another for smoke exhaust. For the first time, Kuboid had to design and build a mezzanine around chimneys, adding complexity to the project.

“We had quite a long list of constraints due to basically how the building is designed, and Kuboid were very good in meeting those constraints and making sure the design matched what we wanted.”



“The installers on site were great, and our building control was both signed off with no problems.”

The solution

Despite the building's constraints and regulatory requirements, Kuboid came up with innovative solutions that addressed all the challenges. The project was built in two phases, firstly so the team could understand what was the real demand for the unit mix, and secondly, so the customer could defer some of the CapEx til later on.

“The challenges were actually quite complicated, but they did a good job.”

Once the build was completed, the customer was thrilled that he could open the store on time and on budget.

“We picked Kuboid over local alternatives for a few reasons. One, we wanted a company where we felt there was a lot of trust, and who would be able to build faster. And of course, Kuboid had a great price, and a great price to quality ratio.”

The result

Since the site launch, Matthieu is thrilled with the high quality of the store, and expressed that his customers are too.

“Our customers are so impressed with the quality of the facility, it creates this kind of trust, and we actually have an extremely high conversion rate when people come and visit, because I think they see the quality and good looking facility.”

Both Kuboid and Matthieu look forward to future plans together.



The full spec:

Range of unit sizes:
Door Colour:
Trim Colour:

1 m2 to 34 m2
Forest Green
White

Scope of works:

Partitions, Mezzanine, Floor Painting, Fire Escape, External Staircase, Security, Access Control, Fire Alarms

