



“It’s been a very easy process, and everything went according to plan. It brings a peacefulness when you work with such a company.”

- Jean-Michael, MD

Switzerland’s leading self storage provider partners with Kuboid for huge facility expansion

- Location:** Geneva, Switzerland.
- Solution:** Design and delivery of four self storage facilities, two at the same time.
- Results:** On-time and within budget. Customer looks forward to long partnership with Kuboid.

The challenge

Flexbox is the leading self storage provider in Switzerland, with a total of 8 facilities. Store Manager Ludwig, discovered Kuboid through an advertisement in an industry magazine and decided to reach out to discuss the company’s exciting expansion plan.

Initially, Ludwig and the Managing Director of Flexbox, Jean-Michael Hamdi, were hesitant to order materials from a foreign supplier.

“We were glad to meet Kuboid, who made the trip twice. First to check the facility, and also to take lots of measurements. It was very helpful and put our mind at ease.”



Kuboid’s Head of Sales and Marketing, Chris, reassured the Flexbox team by conducting a thorough site survey, ensuring accurate measurements, and addressing any concerns. Ludwig and Jean-Michael were impressed with Kuboid’s responsiveness and attention to detail. Recognising Kuboid’s ability to handle complex projects, they decided to partner with the self storage experts for the next four facilities.

“The language could be a barrier, but Kuboid took their time to explain every single detail.”

During the drawing stage of the project, there was a considerable amount of back and forth, primarily due to Switzerland’s complex and stringent regulations, such as building control and fire regulations.

“There were some specific works to do to comply to the norm, so I said to Kuboid I’m sorry, can I have a new drawing, and they would say yes every time.”

The Kuboid CAD Design team took a careful approach to ensure compliance with these regulations. This was crucial in avoiding potential roadblocks during the construction process.

The solution

The construction process was ambitious, as two facilities were built simultaneously. However, Kuboid's experienced team rose to the challenge, addressing any emerging issues by deploying additional resources and optimising workflows.

"One delivery was probably a bit too big to manage, but Kuboid were able to sort of those petty problems on site. They were able to send a second team to fit and to finish the facility before the opening date."

To manage the complexity of the builds, Kuboid implemented a highly structured project management system, ensuring that each phase of construction was carefully planned and executed.

Regular site meetings were held to monitor progress, address any issues that arose, and adapt plans as necessary. The team's proactive approach ensured that the projects stayed on track, allowing the facilities to meet their opening dates without compromising on quality.

"In terms of timing, we probably got lucky to work with Kuboid."

The result

Despite the pressure of tight deadlines and the complexities of simultaneous builds, Kuboid maintained an unwavering focus on quality.

Flexbox was so impressed with Kuboid that when a French operator reached out to learn about their experience, they gave such a glowing review that the new operator decided to partner with Kuboid as well.

"You can go in with your eyes closed. They are always answering my call and questions. They've done a really good job, and they're really nice people."



The full spec:

Range of unit sizes:

Door Colour:

Trim Colour:

16 sq ft to 200 sq ft
Tangerine Orange &
Cornflower Blue
White

Scope of works:

Partitions, Mezzanine, Floor
Paint, Fire regulations, Fire
Protection, Electrics, Building
Control, Security Mesh, Door
Trims

