



“We’ve now got the go-to template for building out these projects, and we hope to do that many times over the next few years.”

- Roger Canham, CEO, Smartbox Self Storage

Prominent location transformed into a scalable, high-performance self storage model.

Location: Leicester, England
Solution: Full design and fit-out including two-tier mezzanine, fire protection, electrics, lift integration and third-party collaboration
Results: A replicable self storage model delivered through a coordinated and expert partnership

The challenge

The Smartbox Self Storage vision at their newest Leicester site was clear: secure a highly prominent, busy location and create a format that could be replicated across multiple sites. If the team could make this building work - operationally, commercially and collaboratively - it would become the blueprint for future expansion.

The building, however, presented structural constraints. It was not built for traditional self storage, and ceiling heights were critical. The client required a two-tier mezzanine, effectively creating three levels within a building that was not particularly tall. Achieving the necessary floor-to-ceiling clearances while maintaining compliance and usability was essential to deliver what was required from the site.

As with many conversions, hurdles emerged during installation, but were swiftly actioned.

“There are always things that happen in a project like this. What stood out was the approach: identifying the issue, explaining it clearly, and taking responsibility for delivering the solution,” said Roger Canham, CEO, Smartbox Self Storage.

With multiple contractors involved, from lift specialists to CCTV installers to access control providers, coordination and communication would be critical.



The solution

A key technical challenge was achieving the required head heights across three operational levels within a building that offered limited vertical clearance. Through careful design and coordination, Kuboid delivered 2.1m system heights across all floors, ensuring consistency throughout the facility.

To maximise usability while maintaining compliance, door heights were configured strategically: ground Floor and first Floor units were fitted with 2.0m high doors whilst second Floor units were fitted with 1.9m high doors.

From the outset, Kuboid’s operations team implemented a structured delivery plan, ensuring all third-party contractors understood sequencing, responsibilities and expectations.

Rather than operating in isolation, Kuboid collaborated closely with trusted partners including goods lift manufacturer Lodge, security specialists Active CCTV and smart entry provider, Nokē. This ensured that specialist elements, such as lift installation, AI-enabled CCTV systems and access control were seamlessly integrated into the wider build.

“I think this project showcased that you can collaborate with a number of third-party companies, all experts in their field, as long as there’s a plan from the outset, it isn’t an issue,” Martin Fletcher, Senior Sales & Account Executive, Kuboid.

A key addition to the project was the installation of an escorted goods lift, allowing customers to travel with their belongings between floors, improving the usability of upper-level units and enhancing customer experience in a maturing self storage market. Simultaneously, a modern CCTV and access control system was installed, enabling easy move-ins. Customers are able to book online, access the facility via app, and move into their units within minutes, reflecting Smartbox’s commitment to efficiency, convenience and a future-ready facility.

The result

The Leicester site has been open for two months and already represents a milestone for Smartbox. More than just a completed facility, it has become a repeatable development template, combining prime location strategy, efficient build methodology and trusted contractor collaboration. Importantly, the coordinated approach between Kuboid and specialist suppliers meant challenges were resolved directly and efficiently, without burdening the client.

“They knew each other in the industry. They could pick up the phone and solve issues without coming back to me. That made a huge difference,” said Roger.

The success of this project has given Smartbox confidence to replicate the model across future sites, with the same delivery team forming the foundation for continued expansion.

“We’re very confident in the product and the way the team works together. We’ve now got the go-to template for future projects.”

The full spec:

Range of unit sizes:

Full height units ranging from 16ft² to 200ft², with an area on the GF with double stacked 10ft² lockers

Door colour: Trim colour:

Cornflower Blue
White

Scope of works:

Storage partitions across three floors, 2-Tier mezzanine floor structure, Fire protection package, Lighting and fire alarm system, Floor painting, Building Control approval service

