

Capability Statement - Commercial & Industrial

BUILDING SOLUTIONS

building our reputation on solutions



INDUSTRIAL CONSTRUCTION

- » Workshops for Heavy Machinery
- » Storage Facilities for Light Vehicles & Equipment
- » Site Offices
- » Crib Facilities
- » Washdown Bays
- » Mechanics' Pits
- » Fuel, Air & Lube Facilities



COMMERCIAL CONSTRUCTION

- » Fast Food Outlets
- » Showrooms
- » Business Developments
- » Office Complexes
- » Warehouses
- » Education Facilities
- » Sporting Complexes
- » Retail stores

- » **MBA 2009/10 John Roberts Award as Best New Commercial Builder in WA**
- » **WA Business News 2010 Rising Stars Award Winner**
- » **Numerous MBA Excellence in Construction Awards**
- » **Member of Master Builders Australia**
- » **Member of ISNetworld**
- » **Member of Australian Petroleum Contractors and Suppliers Association**
- » **BP Principal Contractor**



SOLUTIONS CONSIDERED, SOLUTIONS BUILT, EXPECTATIONS MANAGED AND EXCEEDED

OVER THE YEARS WE HAVE BUILT A MULTI AWARD- WINNING ORGANISATION WITH COMMITTED AND HIGHLY QUALIFIED PERSONNEL.

Through strategic teams specialising in Commercial and Industrial Businesses, Fuel and Mining Industries, and Medical Facilities, we deliver top-end construction solutions for a range of clients.

Your business will benefit as we:

- » Focus on your brief and requirements, whilst ensuring that an economical and innovative solution is achieved on time.
- » Have completed countless projects in a diverse range of industries, each with their own challenging elements that require Building Solutions.
- » Identify and manage stakeholder expectations during the whole process
- » Have skilled teams who can successfully complete projects in multiple industries, resulting in a lower cost structure.
- » Implement a transparent and open book approach to our costs and profit margins and then agree to a Fixed Lump Sum contract.
- » Manage agreed outcomes.
- » Have built a presence Australia wide with repeat Clients from small business owners through to National and International organisations.
- » Maintain high safety standards, regularly audited by ISNetwork and KRS.
- » Deliver quality results, on time and on budget.



“Builders who are capable of taking on difficult projects and are also willing to go that extra mile.” Condipodero & Associates

CAPABILITIES

WE ACHIEVE OPTIMUM RESULTS THAT MEET THE AGREED TARGETS THROUGH OUR TAILORED CAPABILITIES.

APPROVAL PROCESS

We can negotiate all aspects of very complex Statutory Approvals and Regulations, when and where you require.

DESIGN

Develop your concept ideas into a complete design product that focuses on the needs of your business and stakeholders.

CONSTRUCTION

Construct a project from your concept to plans through to Practical Completion ready for operational use.

PROJECT MANAGEMENT

Innovative solutions will be provided when your project demands the experience and skills to ensure quality results completed on time and on budget.

SITE MANAGEMENT

We offer comprehensive site supervision that is fully compliant and minimises disruptions to your business and neighbourhood, where possible.

SAFETY

Uncompromising standards, excellent safety track record and regularly audited policies and procedures that meet National and International Standards AS/NZS 4801:2001.



“Your friendly, professional approach and attention to detail were key to meeting our complex and challenging requirements.” Fremantle Family Doctors

APPROVAL PROCESS

YOUR CONCERNS:

WHAT TO BUILD, DELAYS, PAPERWORK

OUR SOLUTIONS:

AGREED DETAILED PLANS,
SUPERVISION, FACILITATION

**WE WORK IN FLEXIBLE PARTNERSHIP
TO OFFER COMPREHENSIVE
SERVICES THAT CAN BE ADAPTED
TO SUIT THE UNIQUE NEEDS AND
REQUIREMENTS OF YOUR BUSINESS.**

Statutory requirements are complex, which is why we will help you negotiate all aspects, including:

- » Town Planning services, through our sister company Planning Solutions (Aust) Pty Ltd
- » Meeting Building Regulations through our in-house fully qualified Building Surveyor
- » Assembly and co-ordination of all necessary paperwork for Planning Approvals and subsequent Building Licences, where needed
- » Ensure during these processes extra potential costs imposed by Authorities are argued and minimised
- » Co-ordination of handover documents at building completion
- » Obtaining timely Occupancy Certificates, if needed



“...a great attitude to problem solving the issues with such a large project...able to beat the expected build time, and deliver the building early. We are delighted with the finished product.”

Paterson Property Trust for Boulder Rd, Kalgoorlie



DESIGN

DIVERSE INDUSTRY KNOWLEDGE, EXPERIENCE AND PRACTICAL KNOW-HOW COLLECTIVELY TRANSFORM A BRIEF AND PRELIMINARY CONCEPT INTO A SUCCESSFULLY COMPLETED PROJECT, ON TIME AND ON BUDGET.

Combining your brief with our Capabilities means we can deliver through:

- » Utilising our resources to initiate and interpret your concept plans
- » Understanding your business, staffing requirements, client demographics, workflow efficiency and equipment requirements
- » Developing a strong design brief
- » Presenting preliminary costing and work flow scheduling
- » Meeting statutory requirements
- » Providing consistency, uniqueness or innovations when you need it

Planning and Project Management Software: we use a critical path network based system with the capability to produce bar chart programmes. This means we can efficiently incorporate design, co-ordinate contractor design and design reviews, manage procurement, equipment/material orders, deliveries and site installation periods.

CONSTRUCTION

YOUR CONCERNS:

FAILURE TO MEET TARGETS - TIME, BUDGET, STANDARDS

OUR SOLUTIONS:

MEET TARGETS - ON TIME, ON BUDGET TO A HIGH STANDARD

“...well organised, committed to action, responsive to instructions in a timely manner and accommodating in completing over thirty client requested variations to the project.”

Marocchi Engineering Group

CONSTRUCTION IS A COMPLEX PROCESS THAT REQUIRES A PROFICIENT TEAM TO WORK WITHIN CONTROLLED PARAMETERS FOR WINNING RESULTS.

The commitment of experienced construction crews, based locally and nationally, enables us to build a new facility or undertake a comprehensive renovation to the Practical Completion stage, with:

- » Accurate Costings with Procurement contracts in place with key suppliers
- » Construction scheduling and planning
- » OHSEQ planning and implementation
- » HR mobilisation management
- » Induction and training
- » Inspections and verification
- » Deconstruction and reconstruction
- » All aspects of construction activities

We can meet your building needs through construction of:

- » Fast Food Outlets
- » Medical Facilities
- » Educational Developments
- » New Fuel Stations or Renovations
- » Mining Auxiliary Buildings
- » Premise Fit-outs
- » Retail Stores & Showrooms
- » Workshops
- » Large Scale Storage
- » The Building Solution for your Business

You can be reassured by our previously completed projects. Our repeat customers are evidence of our demonstrated ability to carry out works in an optimum timeframe and in the most viable and safe manner, to the satisfaction of all parties.

Visit www.buildingsolutions.net.au for client testimonials.



PROJECT MANAGEMENT

WE USE INNOVATIVE SOLUTIONS TO MEET SPECIFIC BRIEFS AND REQUIREMENTS – ALL WITHIN YOUR AGREED TIMEFRAME AND BUDGET.

Our Project Management Team has extensive knowledge to strategically assist in all aspects of a project, including site choice, holistic design elements, workflow efficiency and stakeholder expectations.

Your focus can remain on your business, as we manage all or part of the project, reducing the demands on your time and completing the job to your exacting standards. We are able to accomplish this through:

- » Contract management
- » Fabrication management and delivery
- » Strategic planning
- » Construction management and supervision
- » Site establishment
- » Tendering process
- » Staffing
- » Contractors

- » Procurement of materials from key suppliers
- » Environmental considerations
- » Quality processes
- » Managing agreed outcomes

For a project to consistently meet its targets, you need two-way communication that is open and honest, internally and externally. We establish regular feedback mechanisms for supervisors to report on the progress of each project.

Risks are identified early in the process and allocated to the best person to manage and mitigate. Strategies are then developed and implemented by all responsible parties to eliminate or minimise the effect of a risk and the likelihood of a risk event occurring.

These processes enable accurate status assessment of each project, so we can make any necessary adjustments to ensure completion to the satisfaction of all parties.

SITE MANAGEMENT

YOUR CONCERN:

FAILURE TO MEET
STAKEHOLDER
EXPECTATIONS

OUR SOLUTION:

IDENTIFY &
UNDERSTAND THESE
EXPECTATIONS FROM
THE BEGINNING

**OUR TEAM WILL MEET THE NEVER
ENDING LIST OF DEADLINES THAT
OCCUR, BY ORGANISING THE RIGHT
PEOPLE WITH THE RIGHT MATERIAL
TO BE ON SITE AT THE RIGHT TIME
TO GET THE RIGHT RESULTS.**

A project needs thorough and experienced site supervision to ensure its successful execution. Building Solutions' site supervisors have the experience to know what it takes to see a construction job through to Practical Completion with the highest standards, effective time management and stakeholder satisfaction.

We cover all site requirements:

- » Planning – preparation of a construction programme to be monitored, tracked and updated on a regular basis with corrective action taken, if necessary.
- » Pre-start Investigation – site surveys, notifications to Statutory Authorities, risk identification and mitigation
- » Dilapidation Report – initial and final inspections and reports
- » Traffic Access Management – traffic and access management plans prepared and managed
- » Site Logistics – management established, security, personnel, access, deliveries, signage, movement and hoisting of materials, operation hours, noise and vibration management, dust management, stormwater control, soil excavation, storage and handling, waste management, environmental considerations; these are all planned for and managed
- » Contract Administration and Handover – progress meetings are held to ensure full compliance with contract requirements and facilitate two-way communication
- » OH&S Management Plan – provide a safe work environment and promote and maintain the highest standards
- » Environmental Matters – detailed and tested procedures enable us to manage Environmental concerns

“We were impressed with the professional approach taken and your constructive and innovative suggestions during the planning stage.” Stokes and Renk Panel and Paint

SAFETY

UNCOMPROMISING STANDARDS, EXCELLENT SAFETY RECORD AND REGULARLY AUDITED POLICIES AND PROCEDURES THAT MEET NATIONAL AND INTERNATIONAL STANDARDS.

While it is commendable to operate by our slogan of “Building our reputation on Solutions”, our hard work will count for nothing if a member of our team or your team does not come home at the end of the day. We make sure this doesn’t happen by:

- » Not compromising on our safety standards and procedures that our employees and subcontractors must adhere to
- » Having ISNetworld membership to verify safety and insurance standards

- » ISNetworld ranking Building Solutions each month based upon our safety manual policies and actual hours worked on projects. Currently we have an A grade rating with Caltex, Shell and Conoco Phillips
- » BP’s external safety consultant, KRS, auditing and granting Building Solutions BP Principal Contractor status in a short timeframe
- » Employing and retaining a knowledgeable team who share our commitment to safety
- » Maintaining a comprehensive set of written Safety Standards and Procedures
- » Continuing our employee training programmes and reporting matrix
- » Complying with all HSE policies, procedures and written instructions
- » Meeting all requirements of the OH&S and Worksafe Regulations and Acts

SAFETY ACHIEVEMENTS

- » Zero Lost Time Injuries since 2011
- » No personnel injury incidents on any of our Sites
- » Obtained and maintained an A grade rating by ISNetworld since 2010 when we initially received it
- » Maintained safety audits of onsite activities to gain future Safety Management Systems certified to AS/NZS 4801:2001 Accreditation
- » Reached Principal Contractor status with BP



Our objective is to ensure that you are confident in our ability to meet your current and future needs.

BUILDING SOLUTIONS WITH A DIFFERENCE

- » Ability to undertake projects in metropolitan and regional areas of WA, SA, NSW and VIC
- » No project has been completed later than the Practical Completion date
- » No penalties or infringements have been incurred with any Council or Environmental Authority
- » Saving you time and money, now and into the future through our history of low maintenance requirements
- » Product Differentiation Strategy – we compete by having a tailored team of professionals with diverse experience. This enables us to complete multi-industry projects and yet maintain a lower cost structure than our competitors
- » Financial stability and regularly paying our Subcontractors within 30-40 days of invoice submission
- » Experience in using common forms of Contract methods including Bill of Quantities
- » Since the GFC we have maintained the majority of our turnover, completed numerous projects and continue to operate Building Solutions in a stable manner in terms of profitability and employee retention
- » A demonstrated history of performance targets being met

Don't take our word for it, visit

www.buildingsolutions.net.au to see what others have to say about us and their completed construction projects.



Key strategy: Flexibility for Opportunity

PREVIOUS PROJECTS

- » Our diverse range of projects reflects the highly skilled and multi-discipline team at Building Solutions. This business strategy ensures our flexibility without costing you more.
 - » Goldfields Ltd – two Design and Construct workshops capable of servicing the largest dump trucks worldwide. All completed significantly earlier than agreed, under budget and passed all external safety audits – \$7m.
 - » Oxford Day Surgery & Dermatology – Health Care ‘B’ Class Hospital, multi-story, multi-purpose, retail and residential
 - » Australian Laboratory Services Pty Ltd – laboratory upgrades including extending the internal office and processing areas to construction of a new factory to expand production facilities - \$0.5m
 - » Muzz Buzz outlets – since their inception we have assisted in the concept design, Planning approvals and over the last 7 years constructed more than 25 outlets
 - » Vincorp Pty Ltd – multi-story mixed use building – \$6m.
 - » Over 50 tilt style warehouse/office/showroom projects throughout WA – \$1m+ each.
 - » WA Government Projects – completed 10 schools all on time over 18 months for Federal BER programme – \$22m.
 - » Caltex Ltd & BP Ltd – numerous projects in WA and SA from renovations to full-scale retail set-ups while maintaining our safety ratings.
 - » Other contracts include Design/Construct, Tender, Repeat Clients, Agreed Open Book, Cost Plus and using the Bill of Quantities methods.
- Further projects are detailed on www.buildingsolutions.net.au.



“Our Canningvale facility was intended to be the flagship location for the Manufacturing Division of the Ausdrill Ltd Group and therefore quality workmanship was paramount in the selection of a builder. After winning the tender we were advised you had an excellent reputation as builders of quality with a high ethical approach.

During the construction phase we have found your company to be customer focused with demonstrated extensive experience, which has ensured the project was completed in a timely fashion. Early completion of the workshop to lock-up stage to accommodate valuable manufacturing equipment was crucial and your cooperative attitude ensured that this was achieved. Your team of tradespeople involved were courteous and accommodating which is an essential component for any building project.”

Ausdrill Ltd



Building Solutions Mission:

- » Provide innovative, quality workmanship to a high standard,
- » Complete work safely within budget and time constraints, and
- » Conduct business in a professional and ethical manner whilst forming new relationships with vested parties over many years of operation.

WITH OVER 50 YEARS EXPERIENCE IN BOTH THE CONSTRUCTION AND FINANCIAL SECTORS, WE DRAW ON OUR REPUTATION, EXPERIENCE AND HARD WORK ETHIC TO DEVELOP AND GROW BUILDING SOLUTIONS.





DAVID GUILLE, FCA

EXECUTIVE CHAIRMAN

- » **BACHELOR OF BUSINESS**
- » **A FELLOW OF THE INSTITUTE OF CHARTERED ACCOUNTANTS IN AUSTRALIA**
- » **MEMBER OF THE STATE COUNCIL LEAN CONSTRUCTION INSTITUTE - WA.**

David is a Chartered Accountant with 25 years experience in both commercial and private sectors.

With a specialist strategic ability, David is responsible for the direction, financial structure and human resources at Building Solutions. He has owned numerous successful businesses ranging from Pubs, Accounting Practices, ATM networks, Motor Vehicle Dealerships, Property Development and this Construction Company.

MARCUS KOTSOGLO, REGISTERED BUILDER

MANAGING DIRECTOR

- » **ASSOCIATE DIPLOMA APPLIED SCIENCE BUILDING**

During his 25 year career in the Perth building industry, Marcus gained a broad range of commercial and residential experience in local government, the private residential sector and in the large-volume construction industry.

Marcus has a comprehensive understanding of every aspect of the building process, is a qualified Building Surveyor and has an extensive collection of contacts across all facets of the industry.





WINNER OF 2009/10 MBA BEST NEW COMMERCIAL BUILDER IN WA
WA BUSINESS NEWS RISING STARS 2010 AWARD WINNER

HOW TO CONTACT US

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