

Capability Statement - Medical Facilities

BUILDING SOLUTIONS

building our reputation on solutions



WHO WE ARE

SOLUTIONS CONSIDERED, SOLUTIONS BUILT, EXPECTATIONS MANAGED AND EXCEEDED

YOU CARE ABOUT OUR HEALTH. WE CARE ABOUT THE FACILITIES YOU PROVIDE LIFE SAVING SERVICES IN.

Not only do your premises need to meet exacting medical standards, they also need to put a patient at ease, facilitate efficient workflow, provide a healthy, comfortable environment for staff and offer low maintenance and durability.

Over the years we have built a Multi Award-Winning organisation with committed and highly qualified personnel who can meet these needs. Strategic expertise enables us to offer top-end construction solutions for Medical Centres, Health Care Facilities, and Commercial and Industrial Businesses.

Your medical practice will benefit from our tailored services and established history in this field, including a diverse range of completed health care buildings and facilities, such as:

- » Numerous full scale Medical Facilities catering for 5+ Doctors
- » Hospital grade facilities, including operating theatres
- » Mixed use Medical Centres, including Clinipath outlets
- » Consult rooms
- » Treatment rooms
- » Pathology facilities
- » Waiting rooms
- » Private offices



“A professional and committed team to work with.”

Oxford Day Surgery & Dermatology

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 Medical Practice, Centre or Services.

CONSTRUCTION

Construct a project from your concept to building plans through to operational use with Health Department approval, if necessary.

PROJECT MANAGEMENT

Innovative solutions will be provided, as your project demands the experience and skills to ensure completion on time, on budget with quality results.

SITE MANAGEMENT

We offer comprehensive site supervision to ensure a safe and compliant site, which minimises disruptions to your business.

- » **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 (verifies safety & insurance standards)**



APPROVAL PROCESS

YOUR CONCERNS:

DELAYS, PAPERWORK, FAILURE TO MEET STATUTORY APPROVALS

OUR SOLUTIONS:

SUPERVISION, FACILITATION, AGREED DETAILED PLANS

WE WORK IN FLEXIBLE PARTNERSHIP TO OFFER COMPREHENSIVE SERVICES THAT CAN BE ADAPTED TO SUIT THE SPECIFIC NEEDS AND REQUIREMENTS OF ALL TYPES OF MEDICAL FACILITIES.

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
- » Obtain Health Department approval for facilities, when needed
- » Assembly and co-ordination of all necessary paperwork for Planning Approvals and subsequent Building Licences
- » 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

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

Fremantle Family Doctors



DESIGN

MEDICAL CENTRES, OPERATING THEATRES, PATHOLOGY FACILITIES, CONSULTING ROOMS, TREATMENT AREAS, ALL ON TIME AND ON BUDGET.



Varied Medical construction projects and practical know-how have transformed initial concepts into beautiful and economical designs with build-ability, practicality and the human element in mind.

Combining your brief with our Capabilities means we can exceed your expectations through:

- » Utilising our resources to initiate and interpret your concept plans
- » Understanding your practice, staffing requirements, patient demographics 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

BUILDING MEDICAL FACILITIES IS A SPECIALISED PROCESS THAT REQUIRES A SKILLED TEAM TO BLEND THE NEEDS OF THE OWNERS, STAFF AND PATIENTS.

The commitment of experienced construction crews,
enables us to build a new facility or undertake a
comprehensive renovation.

“...it was necessary for the State Health Department (LSRU Unit) to inspect the premises...I was relieved to be told at the end of this inspection that we met all of the criteria at the first attempt, which is unusual.” Oxford Day Surgery & Dermatology

We can meet your building needs through construction of:

- » Complete Medical Centres and Facilities
- » Private General Practices
- » Extensive or minimal renovations
- » Hospital grade Medical Centres, including operating theatres
- » Consulting rooms
- » Kids Play area
- » Treatment rooms
- » Pathology facilities
- » Staff rooms
- » Nurses stations
- » Toilets
- » Retail shops

You can be reassured by our previously completed Medical Centres and mixed-use construction projects. Our repeat and satisfied customers are evidence of our demonstrated ability to carry out works in an optimum timeframe to the satisfaction of all stakeholders.

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 be concentrated on your patients, 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 do this through:

- » Contract management
- » Strategic planning
- » Site establishment
- » Construction management and supervision
- » Tender processes
- » Staffing and Contractor coordination
- » Environmental evaluations
- » Quality processes
- » Managing construction to your brief

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

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 successful 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
- » Uncompromising Safety Standards – our excellent safety record and regularly audited policies and procedures, ensure we meet national and international standards. There have been no personnel injury incidents on any of our Sites.

“It has been the pleasantness, tidiness and willingness to accommodate changes that has been most appreciated.” ALS Laboratory Group

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

BUILDING SOLUTIONS WITH A DIFFERENCE

- » A demonstrated history of performance targets being met
- » Ability to undertake projects in metropolitan and regional areas in WA, SA, NSW and VIC
- » Saving you time and money, now and into the future through our history of low maintenance requirements
- » Meeting the expectations of all stakeholders including owners, staff, patients and clients
- » No project has been completed later than the Practical Completion date
- » Receiving State Health Department (LSRU Unit) inspection approval on first attempt, which is uncommon
- » No penalties or infringements have been incurred with any Council or Environmental Authority
- » 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
- » 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

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
- » Fremantle Family Doctors Surgery – Medical Fitout - \$1.06m.
- » Oxford Day Surgery & Dermatology – Health Care ‘B’ Class Hospital, multi-story, multi-purpose, retail and residential
- » Ashton Avenue Medical Centre – Medical centre upgrade and fit-out
- » 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
- » Viden (WA) Pty Ltd – multi-story commercial office - \$2.8m
- » WA Government Projects – completed 10 schools all on time over 18 months for Federal BER programme – \$22m

Further projects are detailed on www.buildingsolutions.net.au.



Ashton Avenue Medical Centre - This project required demolition of two existing houses, construction of a two storey building including an upper floor carpark area and fit-out of the internal medical centre.

The fit-out included fixtures and fittings, ducted air-conditioning, reception area, 5 consulting rooms, a nurses station and treatment facilities, upper floor pathology, staff rooms and a separate retail shop.



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

TELEPHONE: 1300 77 88 99

FACSIMILE: 1300 77 88 90

HEAD OFFICE: 725 Marshall Road, MALAGA WA 6090

BUILDING SOLUTIONS
www.buildingsolutions.net.au