

Case study

Escalator/Passenger Conveyor Supply and Installation Masscash Cambridge Stores

Case study title

Sole tenderer on a massive Masscash initiative

Project name

Cambridge Stores



Background

Masscash, a division of Massmart embarked last year on a massive initiative to fit their new line of Cambridge stores with vertical transportation solutions. This was not a well advertised initiative and when calls for tender to supply the solutions came to our knowledge, we were in fact the only lift service provider in attendance. This ensured Vision Elevators was awarded the contract, one of many more to come.

Intended outcome(s)

The successful supply and installation of a suitable vertical transportation system for one of South Africa's most prestigious firms.

The challenge

The main challenge was to supply and install a vertical transportation solution suitably robust for its application, which was in fact the first product of its kind to be supplied by Vision.

The solution

We ensured the needs of the client were taken into account with regards the type and specification of the system that was required. The specification called for passenger conveyors durable for the heavy traffic of the expected user base. We then enlisted the expertise of our overseas manufacturing plant to produce a product that would suit the requirements of the client. Once delivered, it was the duty of our local BEE subcontractor to ensure a successful and efficient installation.

Key points for consideration

The first time supply of the passenger conveyor product proved to be successful without any difficulties being experienced.

A further 2 similar projects were awarded to Vision by Masscash based on this performance

Conclusions and recommendations

Vision received honorary mention at the Massmart supplier's meeting held in Johannesburg, we were one of two such firms to receive special mention, the other was the project manager.

We would recommend to all Developers and other project professionals to enlist the services of a vertical transportation provider at design phase and ensure the outcomes are clearly communicated so that with foresight, the successful completion of any project is possible.