

Kosran introduces safety and income control

Written by Euan Youdale - 31 May 2013

Kosran Safety Access Control (SAC) system

A new safety and telematics technology for aerial lifts is being rolled out, following successful field trials with Nationwide Platforms.

Kosran Safety Access Control (SAC) system was specifically designed and developed to help prevent unauthorised use of access equipment on job sites. It also claims to deliver money-saving efficiencies for equipment rental companies including increased utilisation, accurate servicing intervals and improved rental income.

Following the success of the pilot scheme with Nationwide, developer Kosran is now offering the technology for sale to the wider access rental market.

The technology can be easily retrofitted to most brands of aerial work platform. It requires the user to enter a unique, four digit PIN code before the machine will activate. If the operator does not have the right code, the access platform remains shut down. This helps to increase site and worker safety and reduces accidents and machine damage. The rental company or machine owner can allocate up to 100 PINs to each machine and monitor in real time who is using each machine via their PIN - this also means multiple contractors working on the same site can share machines.

Kosran SAC is the only technology on the market that provides remote control over both the aerial work platform and who can operate it, said the company. A unique feature is the telematic converter, linking the keypad PIN code-operated immobilisation system to any tracking device, explained the company. This innovation enables the machine owner to view and remotely add or delete authorised keypad PIN codes from a laptop, PC, or an App for smart phones and tablets.

The telemetry enables rental companies to remotely track detailed information on machine usage and location, in real time. Kosran also produces daily and weekly reports, helping rental companies to identify each site's future machine requirements – and to accurately bill multiple contractors for their precise usage of each machine.

The technology is designed to significantly increase machine utilisation, generating increased rental income. It also helps better plan machine servicing based on actual hours of operation. Furthermore, the ability to safely hold stock of machines on a site helps reduce transport costs and lower associated emissions.

Patrick Sheeran, CEO of Kosran said: Kosran's objective is to make a contribution to safe working at height and to increase site and worker safety by preventing unauthorised use of aerial lifts by unqualified operators.

"However we have taken the concept further by combining it with telematics, creating the first system on the market that gives fleet owners complete remote control of their machines, including who is authorised to use them.

"This empowers rental companies to truly manage their fleets efficiently, meaning the system delivers ROI in as little as 60 days."

Nationwide Platforms, the UK's largest specialist powered access rental company, fitted 140 Kosran SAC systems to a fleet it supplied to construction contractor Skanska. The machines are in use on the Royal Hospital (St Bart's) redevelopment in London. The Kosran technology, re-badged by Nationwide as SkySentry, allows Skanska to ensure that only suitably qualified sub-contractors can use the machines. It also enables Nationwide to accurately bill the contractor and 22 sub-contractors for the hours spent on each lift; and to keep a stock of machines on-site, safe in the knowledge that unauthorised users cannot operate these lifts.

Nationwide now has 500 Kosran SAC systems (all re-badged as SkySentry) for Balfour Beatty, working at Heathrow Terminal 2 and for contractors on the Hydro, Crossrail and other infrastructure projects and will be conducting a full product launch later in 2013.

Mr Sheeran added, "Thanks to the feedback and engagement from Nationwide Platforms and Skanska, we know we have a proven, robust and high quality product that we can now take to market.

Kosran is officially launching SAC at Vertikal Days 2013, which takes place at Haydock Park racecourse, UK, on 26 and 27 June. Visit Kosran on the outside stand 145A or attend one of the free Kosran seminars in the Market-place Marquee from 11.00-11.45am each day.

SkySentry drives safety success at Barts Hospital for Skanska



Pioneering technology behind Nationwide Platforms' brand new safety innovation, SkySentry, is helping shape new levels of best practice on one of the UK's largest and most prestigious projects.

Since January 2012, Nationwide Platforms has provided powered access equipment, training, and safety solutions to support Skanska, the main contractor, during the £135m second phase of St Bartholomew's (Barts) Hospital in central London. Key to this support has been SkySentry, the latest product to enter the internationally award-winning product range of BlueSky Solutions, the working at height safety specialists who were acquired by Nationwide Platforms' parent company, Lavendon Group plc, in 2011.

Designed to both prevent unauthorised use and improve the efficient use of powered access, SkySentry can be retro-fitted to the vast majority of scissors, booms and low-level access platforms globally. When fitted to a Mobile Elevating Work Platform (MEWP) the system requires the entry of unique four digit PINs before machine users can activate the platform. Up to 100 individual PINs can be allocated per machine. Additionally, telematic features enable SkySentry to track information on machine usage, placement and its functions. This can be accessed through an online portal which enables clients to review both live and historical information tracked by the innovation. In turn, this enables users to anticipate future machine requirements whilst avoiding under-utilised equipment being retained unnecessarily on site.

Since introducing the system to Skanska, the contractor has supported its use on all of the MEWPs on-site – a figure which reached a peak of around 140 platforms. As a key strategic partner to the leading contractor, Nationwide Platforms subsequently fitted SkySentry on all access platforms on the project, accounting for equipment used by both Skanska employees, as well as sub-contractors who have benefited from the system.

With a robust machine security and monitoring system in place, Nationwide Platforms were able to provide MEWP users with an on-site stock of machines, safe in the knowledge that the proper use of platforms could be tracked and reported on at all times. In addition to improving equipment availability, it optimised the use of site stock. This reduced delivery and associated costs, which was passed on to the contractor, as well as reducing the carbon footprint of the project.

"A pioneering working at height best practice solution."



Following the successful introduction of the SkySentry to Barts and other major UK project sites (including Heathrow, the Hydro, and Crossrail) Nationwide Platforms will be conducting a full product launch of the SkySentry later in 2013.

Skanska was the first contractor to mandate anti-entrapment protection following the launch of the Lavendon Group's SkySentry, worked closely with the access leader to enhance MEWP best practice through SkySentry at Barts.

In turn, the Group utilised the expertise of Kosran, the Irish engineering company to implement their safety, security and asset management requirements for the industry and specifically for the hospital redevelopment project.

Mick Ledden, Lavendon Group's Market Development Director, said: "The unauthorised use of powered access is a key issue which demands a robust solution. As a result, Lavendon Group has been proud to invest by way of pre-ordered stock from Kosran and contribute to the development and creation of SkySentry, a system which can be used alongside adequate training, familiarisation and knowledge to directly improve safety on any site.

"SkySentry also goes even further by giving our clients even greater understanding and intelligence into exactly how powered access is being used. The system can help us pass on efficiencies and predict future requirements by accurately gauging the changing working at height requirements through the duration of a project."



Ian Dodds, Project Director at Skanska UK said: "Skanska is committed to safety and from inception to handing over each one of our projects, our Injury-Free Environment Programme strives to ensure everybody who works for and with us returns home safely each and every day.

"At Barts the unique nature of the project has seen us implement a pioneering approach to safety which we believe caters for creating the highest standards of welfare and wellbeing. Central to this has been establishing key partnerships with businesses like Nationwide Platforms whose commitment to quality, safety, and sustainability run in tandem with our own goals.

"With this in mind, the introduction of the SkySentry has been an outstanding example of how new technology can be quickly, conveniently and cost-effectively used to maintain high safety standards through innovation, whilst also tying into our key aims surrounding sustainability."

Richard Miller, Executive Director – Sales, Nationwide Platforms said: "The Barts project has seen us bring together the key features which we believe make our business truly stand out. From utilising our leading fleet and engineering expertise, to taking advantage of pioneering innovations, we've been pleased to offer a complete solution which represents internationally leading standards of best practice."

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