

Qi

**Innovation, Product Quality
and Customer Service**

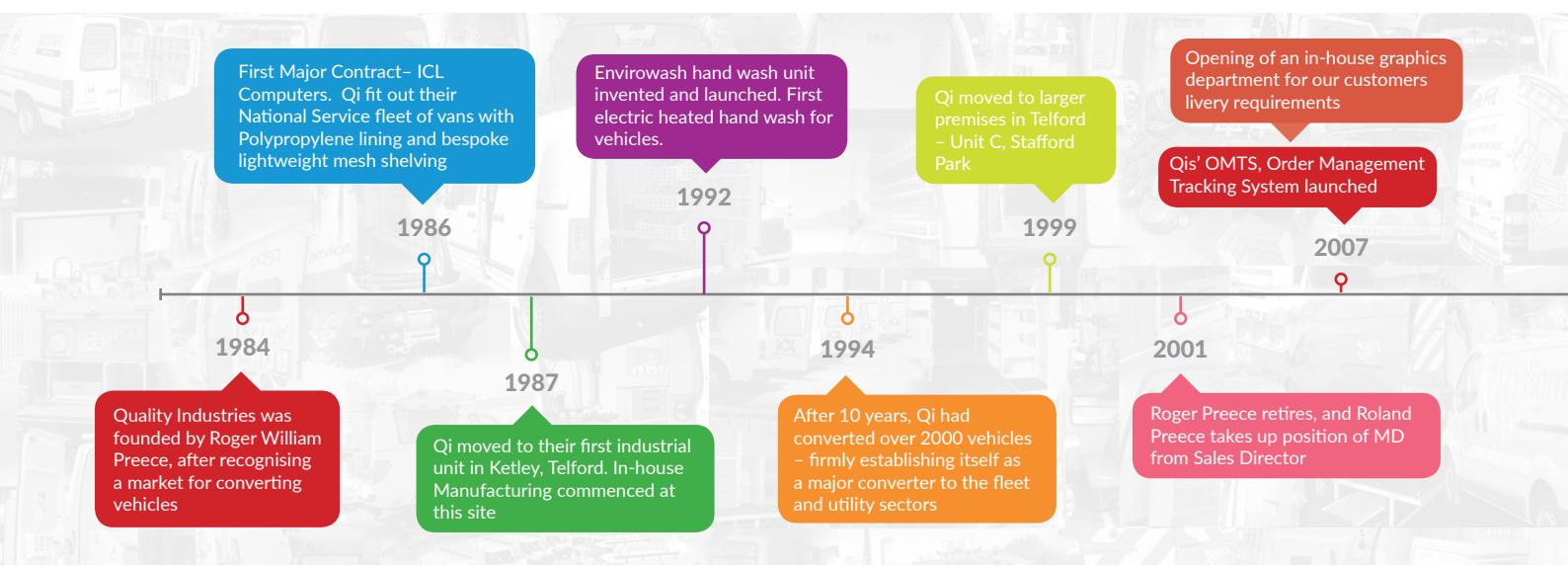


HISTORY OF QI

Founded in 1984, Qi Van Systems has over 30 years of experience within the vehicle conversion industry.

From our Central Location in Telford, we are able to offer our Customers a complete vehicle conversion solution, all on a single site. We manage conversion projects from consultation right through to manufacturing and production through to QC and onward delivery, as well as providing an After Sales service, incorporating service, warranty and retrofit solutions.

Our company ethos is to become a supply partner of choice to our customers through engagement, project management, and continued innovation.



1984

1999

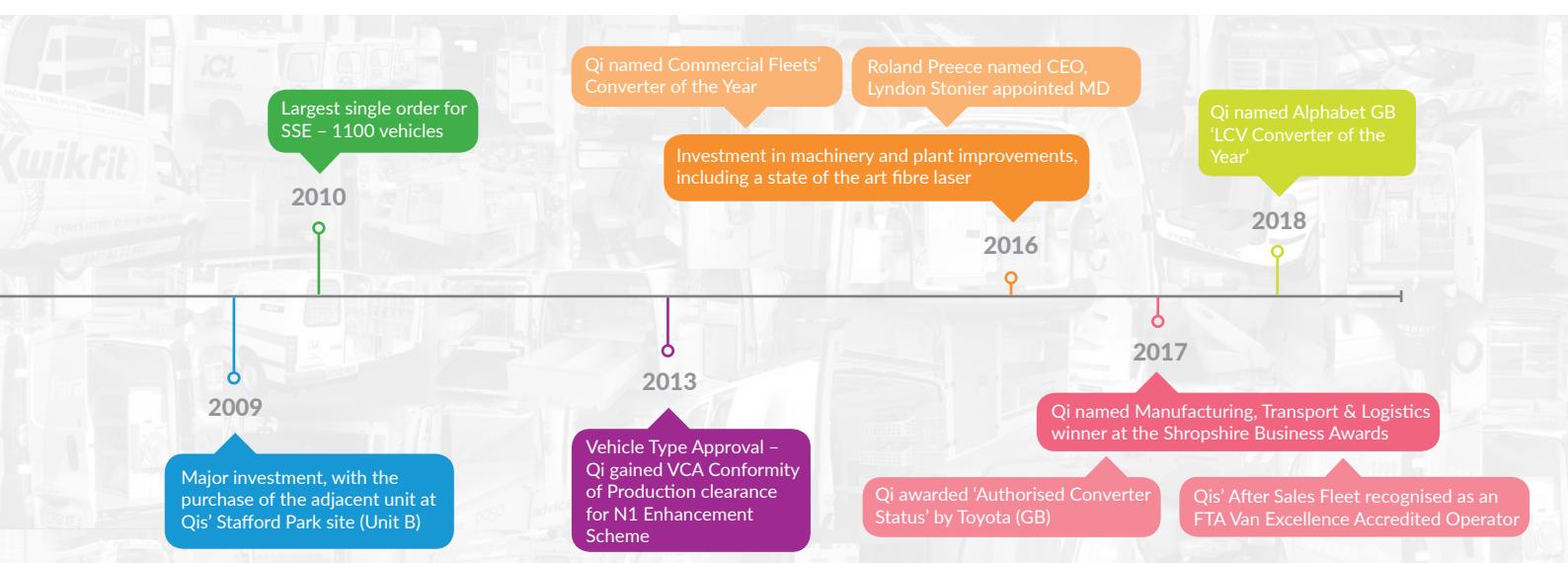
OMTS

We have invested heavily in producing an industry leading Order Management Tracking System, which allows us to manage the entire conversion process from start to finish. We log activity from point of order, following vehicles from arrival at port, through to delivery to end users.

OMTS collates data from all parties, giving a holistic view of any given project. We recognise the value of this for Fleet Managers and Leasing Companies alike, and continue to develop the system.

- ✓ Online platform, accessible 24/7
- ✓ Customer-specific catalogues of agreed conversion designs
- ✓ Online vehicle conversion ordering
- ✓ Historic information stored for every vehicle converted
- ✓ Access available for the entire supply chain to update information in real-time
- ✓ Bespoke reporting to Excel
- ✓ Saves customers both money and time when managing their conversion projects

Contact us today to arrange a demonstration of our industry leading Order Management Tracking System support@qivansystems.co.uk / 01952 292 166



2009

SEVEN CORE SERVICES

We pride ourselves in being a 'one-stop-shop' for our Customers, ensuring all vehicles leave Qi fit for purpose. Our Seven Core Services allow us to provide a full conversion solution for our customers.

- CONSULT**
- DESIGN**
- MANUFACTURE**
- CONVERT**
- GRAPHICS**
- LOGISTICS**
- SUPPORT**



Read More about our Process and Seven Core Services



OUR APPROACH



CONSULT

Our experienced and knowledgeable Key Account Managers fully engage with our customers to understand their business requirements and conversion use. By doing this we are able to recommend the most appropriate type of conversion, in line with current legislative criteria. Our Key Account Managers work with each customer from concept through to roll out.

DESIGN



Our Design Engineers use SolidWorks 3D to create a vehicle conversion based upon customer requirements discussed during consultation. Our designers focus on Innovation, in order to keep on top of an ever-changing environment. We aim to work with our Customers criteria to provide them with a conversion specification that works for their business.

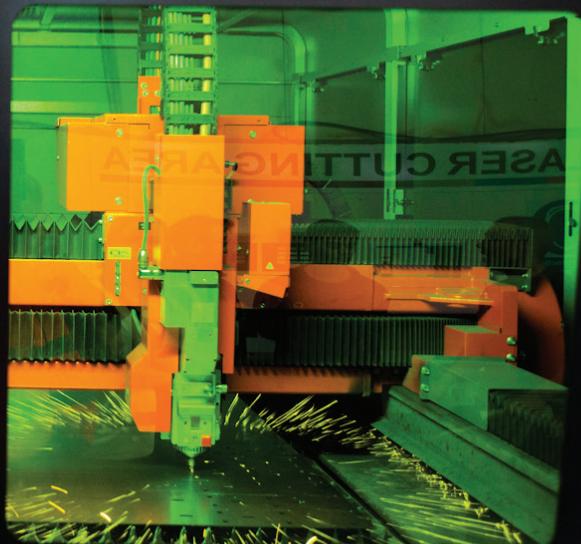


MANUFACTURE

Our manufacturing facilities in Telford are equipped with the technology required to produce high quality vehicle racking systems to any specification, along with ancillary components.

Recent investment in machinery includes;

- A state of the art laser which creates a laser beam wavelength that is only 1 tenth of the width of a CO₂ laser.
- A CNC Router which enables our Designers to look at new ways to produce existing products, add to our product range and innovate using lightweight materials to further increase vehicle payloads.





CONVERT

Within our conversion workshop there is a designated team of Prototype installers who work closely with Key Account Managers, Design Engineers and Manufacturing. This Prototype team are involved during the sign-off process with our Customers, to ensure the conversion specification is fit for purpose. Once a Prototype has been signed off a specification is released through to general build.

Qi are authorised by the VCA to undertake vehicle conversions under N1 and N2 enhancement schemes

GRAPHICS



We take pride in the knowledge that the exterior of a vehicle is equal to the high standards of the converted interior, and provide livery of exacting standards to meet our Customers' brand guidelines. We also produce detailed sticker packs for each conversion. This ranges from things such as Payload information and no smoking stickers, or even driver help line phone numbers.



LOGISTICS



Our unique online system, OMTS, manages and tracks a vehicles location throughout the entire conversion process - this allows deliveries to be arranged in advance, so that drivers can be planned out of work for a specific timeslot, reducing any downtime.

As well as storage compounds at our main Stafford Park site, we also have a facility 4 miles away which can hold up to 600 vehicles.

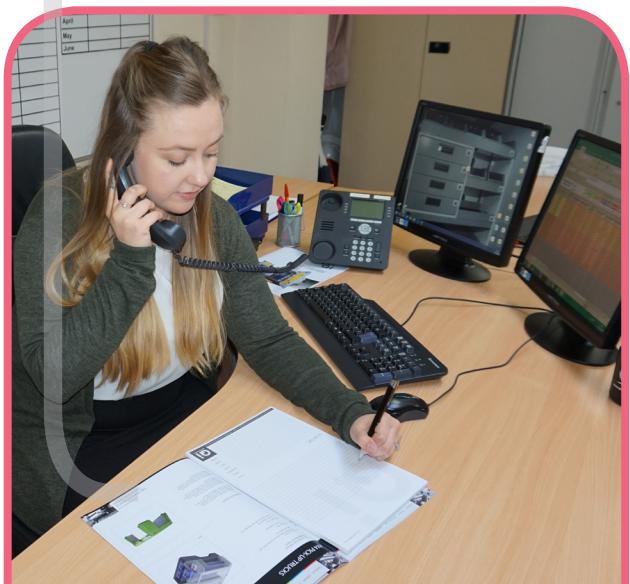
SUPPORT



We understand the everyday pressures that Fleet Managers face and how vehicle conversions may be only one small part.

Our dedicated Customer Service Team work closely with Key Account Managers in supervising all aspects of your vehicle conversion; from liaising with third-party installers to ensure each project meets its projected timescale, to providing tailored reporting to suit customers needs.

Our After Sales Team are also able to arrange retrofit programmes or warranty work across the UK with our team of dedicated engineers.



AFTER SALES

We have a designated After Sales Department who deal with any warranty repair work or retrofit programmes, and the supply of parts. A range of work can be carried out by our experienced field-based Technical Support Engineers who service the whole of the UK.

We recognise the value of your vehicles, and believe that a designated team for queries relating to live vehicles will reduce any possible downtime to your fleet.

We aim to do this by providing quick and convenient solutions, by either attending Customers' depots to carry out work directly, or supplying items to nominated garages.



Floors & Linings



Simple Racking



Roof Furniture



Livery



Ancillary Equipment



Telematics



Camera Installation



Directional Arrows



Deadlocks

The type of work carried out by our After Sales team can include, but is not limited to:

- Floors & Linings
- Simple Racking
- Roof Furniture
- Livery
- Ancillary Equipment
- Telematics
- Camera Installation
- Directional Arrows
- Deadlocks
- Interior and Exterior Lighting Solutions
- As well as many other fitments - get in touch for more information.

Contact us with your After Sales requirements:
technicalsupport@qivansystems.co.uk
01952 292 166



Qi Case Study

Wessex Water: Trailer Enhancement Project

The Customers' Requirement

To assist the field based engineering teams, Wessex Water deploys mobile welfare and workspace facilities to wherever they are required. These facilities provide essential support to allow completion of work safely, efficiently, on time and using the latest available technology.

In many cases a vehicle is converted into either a welfare or a service/workspace unit. Qi has specialised in doing exactly this for well over 30 years.

However, Wessex Water came up with the innovative idea of using a trailer as a service/workspace unit instead of converting an additional vehicle. When completed, the trailer can be towed by an existing fleet vehicle. This saves the cost of buying another vehicle and all of the associated running costs, fuel, Tax, MOT, etc.



Qi Approach

The Qi Design Team set to work with the brief of using an Ifor Williams 'box' trailer to create an ergonomic workspace.

The solution incorporated 32 & 16 Amp electrics, a range of individually design and manufactured storage units, shelves and drawers, a workbench with a fitted vice and all necessary Health & Safety features including a first aid kit and eyewash facility.



The Final Solution

Qi delivered a fully fitted mobile workspace design and manufactured to Wessex Water's specific requirements.

The trailer can be towed to the required location and provides the engineering team with all the facilities they need to complete their work. It can remain on site overnight if required as it is easily secured and can also provide additional storage space.

Qi also supplied and fitted all of the external graphics and livery in line with Wessex Water's branding guidelines.

We're happy to have been able to provide Wessex Water with a solution which matches their brief.

Speak to our Sales Team today to find out more information about Trailer-based solutions:
support@qivansystems.co.uk / 01952 292 166

Qi Case Study

NHS Foundation Trust Cornwall

The Customers' Requirement

Cornwall 111 (Kernow Health) required 10 Skoda Octavia Scout 4x4 Estates, for a fleet of new urgent response doctor's cars. Their current storage comprised of transparent plastic storage boxes to organise pharmaceutical products – the aim for this project was to improve security and storage within the fleet.



Qi Approach

Cornwall 111 provided Qi's Design team with the dimensions of first aid bags, gas cannisters, and defibrillator units as well as the pharmaceutical products that were required to be stored – this allowed Qi to produce a suitable storage configuration, optimising use of space.

The initial design offered a fixed solution, however we suggested that the customer consider incorporating our Plastic Toolboxes within their Conversion, as this would provide flexible storage which could be used both in and out of the vehicle. The final specification included:

- 3 plastic toolboxes which could be fixed within the vehicle but also removed for ease of use when visiting patients
- A lockable unit for storing sensitive products, providing a higher level of security than previously available
- Brackets to ensure O2 gas cannisters would be safe in transit, but could also be easily accessible either via the boot or rear seats
- Top trays on the toolbox and locker units, allowing a counter surface for prescriptions to safely be sorted.



Of the 3 plastic toolboxes provided, Cornwall 111 were able to fit their previous kit within just two toolboxes - this left a third toolbox free, allowing them to increase the volume of kit they can carry. Our specification also encompassed electrical elements, and our Graphics department fitted livery to the vehicles. Internal Account Managers liaised with G Force Communications booking tracker

fitments in line with build slots, to ensure a swift turnaround. After completing a Prototype build in January 2018, we had converted all 10 vehicles by mid-February in line with Cornwall 111's staggered vehicle availability.

The Final Solution

"We came to Qi with a potentially difficult set of circumstances; we knew that a fleet of new urgent response doctors cars were required, but we were unsure of how they would be configured and what was needed to get the fleet on the road."

Martin at Qi and Claire at Lex assisted every step of the way with the vehicle and conversion specs, providing advice and responses to questions in a timely manner. Stu, the Designer, was patient with our changing requests and comments on the design, but in the end, we received a high quality, bespoke product which enables us to urgently respond to patients in Cornwall who need the out of hours doctors service. The car specification is of the best quality, the fittings are robust and fit for purpose. We are very thankful for the patience, advice and high-quality end product from Qi." – **Mark Woolcock, Consultant Paramedic**

Contact our Sales Team today with your requirements:

support@qivansystems.co.uk / 01952 292 166



Qi Case Study

Yorkshire Coast Homes

The Customers' Requirement

After previously fleetting a number of vehicles for Yorkshire Coast Homes, we were delighted to be invited to continue the relationship during their next phase of conversions.

After visiting the YCH team at their base in Scarborough we had a full understanding of what was required due to the level of detail provided by the YCH Fleet management team. With the work carried out back on previous projects, the YCH team were confident that the racking solutions supplied supported the requirements for individual operatives after proven in-use.

Qi Approach

Qi's designated Key Account Manager and Design team quickly drew up specifications and technical drawings relating to the specific trades including joiners, electricians, & multi-trade to name a few. Within these specifications Qi introduced new products for the YCH operatives such as self-charging power pack units with an easy access racking solution provided.

At the point of specification sign off, we were in the position where vehicles were placed on order with the manufacturer, allowing Qi to plan build slots coinciding with vehicle arrival dates. This allowed us to ensure the conversion project plan provided a swift turnaround for customer delivery.

At the point of vehicle arrival, a physical conversion prototype was signed off by the customer in Telford, and as a result a full delivery plan is well underway as per our pre-arranged project plan. Qi handled the full vehicle completion at our site in Telford, producing and applying livery decals, co-ordinating tracker installations, PDI's & the full delivery and handover to the YCH team.



The Final Solution

"Dealing with Qi has been a positive experience; they have kept us updated on all developments with excellent communication links. Our new fleet is looking great and the interior racking system makes efficient use of the vehicle space. We would have no hesitation in recommending Qi Van Systems to other parties, as following our tour round their Telford facility we left confident that all components were manufactured and installed to the highest standard."

- Bob Spedding, (Social Enterprise Manager, Yorkshire Coast Homes)



Contact our Sales Team today with your requirements:
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Qi Case Study

Talent: On-Site Blanking Plate Fitments

The Customers' Requirement

Due to carrying sensitive equipment in their vehicles, Talent had a requirement for blanking plates to be fitted to 7 Mitsubishi Shoguns.

Lex Autolease approached Qi on behalf of Talent, to quote for fitment on-site with the dealer (Brindley Fleet, in Wolverhampton).



Qi Approach

Initially, a Key Account Manager and Design Engineer went to the dealership to measure the vehicles, and then advised the customer what would be the most suitable solution in terms of meeting requirements, cost, and time.

The Final Solution

After the quote was finalised with the customer, the blanking plates were designed and manufactured at our site in Telford, with the leadtime for this being 1 week. The vehicles were a mix of white and silver, so part of our manufacturing process included powder coating the parts to ensure that the blanking plates matched each vehicle.

One of our Technical Support Engineers then attended the Dealers' site in Wolverhampton, and carried out installation on all 7 vehicles in one afternoon (with fitment taking less than 30 minutes per vehicle).



If you have any requirement for Retrofit or Basic Conversions at a specific site, please contact our After Sales Team with your requirements:

technicalsupport@qivansystems.co.uk / 01952 205 868

Qi Case Study

Bournemouth Borough Council

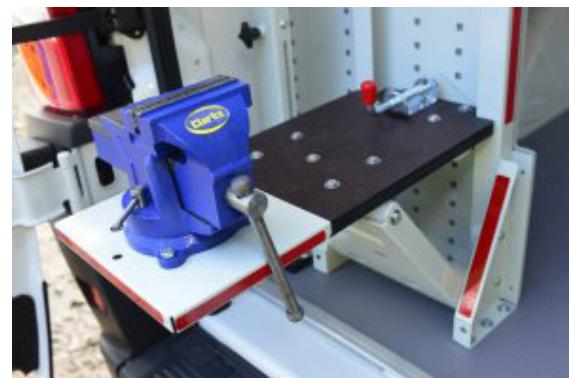
The Customers' Requirement

Qi were approached by Alphabet to quote for 31 vehicles for Bournemouth Borough Council. There was a specific requirement for a quick turnaround of these vehicles - we were keen to take on the challenge of this project, to design and manufacture kit, and convert these vehicles within the short deadline given.

Qi Approach

In terms of design Qi provided two specifications to suit the customers' requirements, including the addition of our first ever fold out vice table which was designed from scratch for this project due to requirement and available space, showcasing our innovation and flexibility for our customers.

The vehicles arrived at Qi in the last week of January, with the two specifications being prototyped and signed-off in the first week of February. The remaining 29 vehicles were then planned into build slots throughout February and the first week of March.



The Final Solution

As build progressed, Qi over-delivered and completed all vehicles ahead of schedule by 28th February, storing in our compound until delivery was required by the customer - all 31 vehicles were live on fleet by the second week of March.

Working alongside the customer and the leasing company, Qis' chassis specific build plan allowed the fleet team at Bournemouth Borough Council to view the mix of vehicles they would be receiving on a given day in advance, and enabled them to schedule the correct engineers for vehicle handover at the delivery point. Alongside this Qi delivered within a 2 hour window on the delivery dates, which reduced the amount of downtime for the customer in terms of drivers off the road.

Qi project managed throughout to ensure that vehicles arrived on time in Bournemouth, and were fit for purpose once they reached end users. During the delivery programme in March a manufacturer issue was picked up on the vehicles, which resulted in Qi quickly facilitating technicians from a local dealership at our site in Telford to resolve the issue before deliveries continued.

As a business Qi are proud of the quick turnaround of these vehicles for Bournemouth Borough Council - feedback from the customer was excellent and they were happy with the overall conversion and service provided.

Contact our Sales Team today with your requirements:

support@qivansystems.co.uk / 01952 292 166



Qi - Type Approval & N1/N2 Enhancement Scheme

At Qi, we pride ourselves in being experts within the vehicle conversion industry; our Quality and Compliance Manager is well versed with any legislative changes, to ensure all of our vehicle conversions are compliant.

Type Approval

Qi has Conformity of Production (COP) clearance from the Vehicle Certification Agency (VCA). COP is required to ensure that Qi can demonstrate it has adequate arrangements in place to ensure it has the capability to produce a series of products that exactly match the specification, performance and marking requirements outlined by the type approval requirements. COP also ensures that arrangements are in place to monitor the processes to ensure continual effectiveness.

Type Approval ensures vehicles:

- Are converted to a tested specification.
- Are certified as compliant to the relevant legislation.
- Meet the minimum safety standards required by the EC.
- Are manufactured to conform to the approved design.



N1/N2 Enhancement Scheme

The enhancement scheme covers minor modifications to N1/N2 vehicles that have European Community Whole Vehicle Type Approval (ECWVTA) for the complete vehicle.

The N1 enhancement scheme covers LCV's up to 3500kg, with the N2 enhancement scheme covering LCV's from 3500kg to 12000kg - increasing the range of vehicles which can be converted by Qi.

Following initial discussions with the customer, outline specifications for the conversion are drawn up and referenced against Qi Van Systems existing type approvals or Enhancement Scheme, to ensure all proposed modifications and components are approved. Where applicable, outline specifications are further referenced against the VCA N1/N2 Enhancements Scheme Process Flowchart.

Where a component or element of the conversion does not conform to Qi Van Systems existing type approvals or Enhancement Scheme, the outline specification is reviewed with the customer in order to determine a conforming solution. Where the nonconforming component or modification is still required, it may be referred to VCA for guidance and added to Qi Van Systems Enhancement Scheme if approved, or become the subject of a new type approval application. Alternative approval routes can also be considered for vehicles that cannot conform, such as an Individual Vehicle Approval (IVA) testing.

By being authorised to undertake conversions under these Enhancement Schemes, there are two main benefits to our customers:

- **Speed:** by not requiring an IVA test, the conversion process becomes faster for vehicles which fall under this category (there is no additional time waiting for an IVA assessment date, which could typically take a number of weeks).
- **Cost:** by not needing an IVA test, no additional costs are incurred (such as the IVA test fee, and transport costs to and from a VCA test station).

To discuss how Qi can help with your Conversion Requirements or

Type Approval Queries, please get in touch:

support@qivansystems.co.uk / 01952 292 166



Qi After Sales

Vehicle Conversion Components To Your Door

Established in 1984, Qi Van Systems are a Vehicle Converter with over 30 years' of experience. Our After Sales Team has qualified engineers covering the UK.

The Qi After Sales Team Offer:

- Floors & Linings
- Simple Racking
- Roof Furniture
- Livery
- Ancillary Equipment
- Telematics
- Directional Arrows
- Deadlocks
- Camera Installation
- Internal & External Lighting
- Fit2Go (Tyre Pressure Monitoring System)
- As well as many other fitments...



Floors & Linings



Simple Racking



Roof Furniture



Livery



Ancillary Equipment



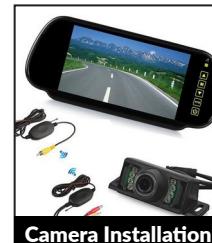
Telematics



Directional Arrows



Deadlocks



Camera Installation



Fit2Go

Contact our After Sales Team today with your requirements:

01952 205 868

technicalsupport@qivansystems.co.uk

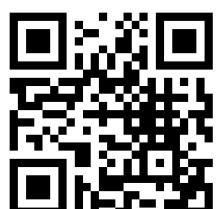
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