



# Puuppolan Konepalvelu Oy

## General Information



- Puuppolan Konepalvelu Oy provides Infra sector services since 2005. Such as
  - Year-round road maintenance
  - Installation work of traffic signs and road safety equipment
  - Traffic arrangements
  - Green area care
- More about us
  - [www.pkpinfra.fi](http://www.pkpinfra.fi)
  - Puuppolan Konepalvelu Oy @Facebook
- Operates mainly in Jyväskylä and surroundings
- Company headquarter located in Puuppola
- 15-19 employees (depending on season)
- Continuous organic growth and business success is based on excellent reputation by high quality performance



# Puuppolan Konepalvelu Oy

Green Area Care





# Puuppolan Konepalvelu Oy

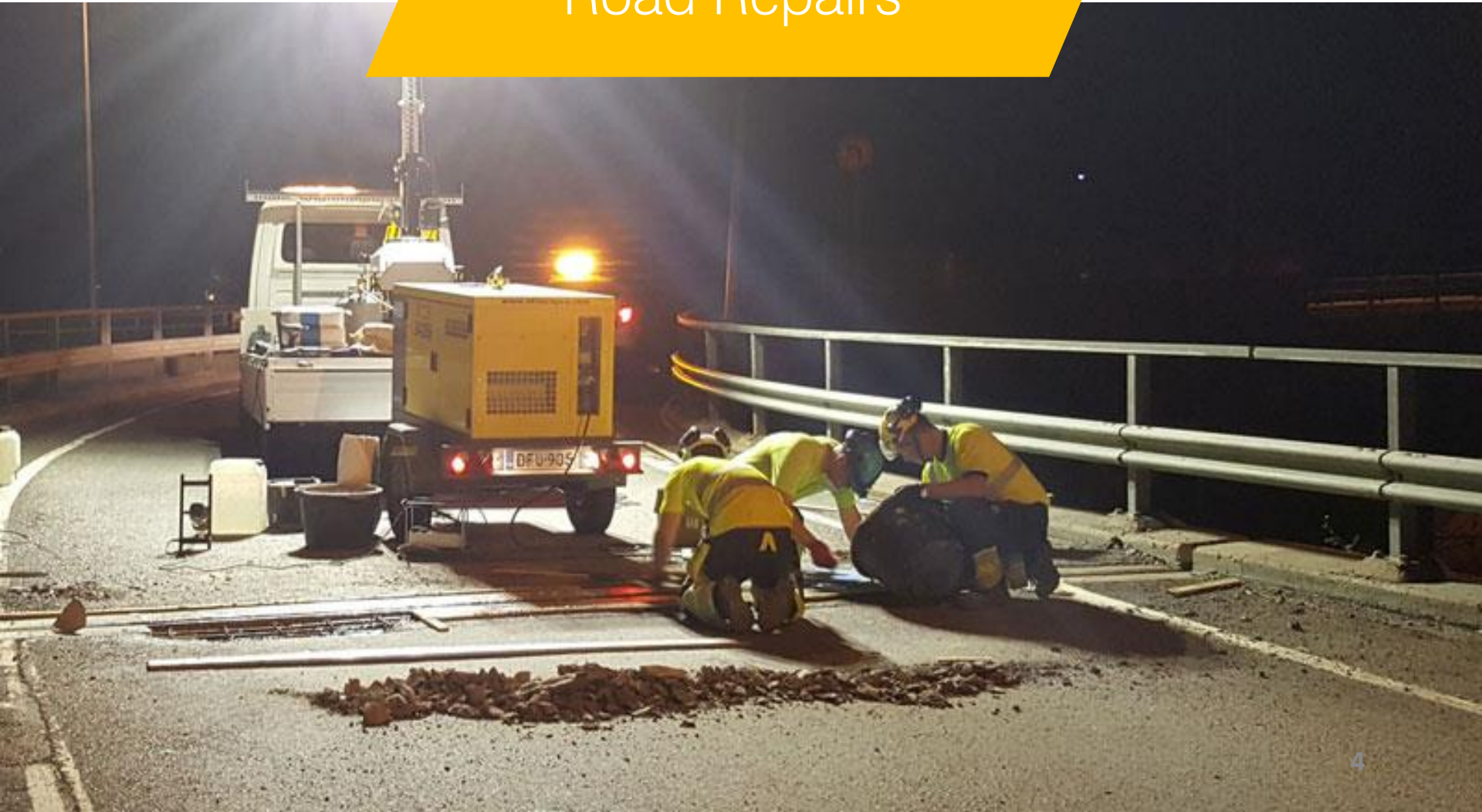
Playground Care





# Puuppolan Konepalvelu Oy

## Road Repairs





# Puuppolan Konepalvelu Oy

## Traffic Arrangements





# Is this a speech, threat or opportunity?

## Three Main Themes

- Contracts and Leadership
- Digitalization
- Operator safety



# Type and Governance of Contracts

- Scope and terms of contracts are positively evolving
- Role of subcontractor is more reserved
- Collaboration between client and prime contractor?
- How theoretical road maintenance apply in reality?
- How we can attract young talents to the industry?



# Type and Governance of Contracts

- Act on the contractor's liability or client's responsibility?
- Binding or non-binding quantities – base for subcontractors business case
- The accuracy of the quantities plays a major role in the subcontractor's ability to carry out his work on the contract
- Are funds and resources well managed?





# Digitalization in Road Care

- Is enhanced focus on digitalization real solution to current challenges in day to day road maintenance?
- Robust data is worth a lot and can help to earn trust
- Puuppolan Konepalvelu runs on “Kiho” operation management system
- Employees act make system reliable – data accuracy 99%



# Digitalization in Road Care

- Operator aimed system provides useful data for other purposes too
- Amount of data does not matter but data robustness does
- When autonomous road care trucks can be seen in operation?
- Reliable systems and robust data enable safe traffic and safe operations in road areas



# Safe Operations

- Investments in safety are often diluted by confusing jungle of mixed instructions
- Use of a TMA is true leap towards safer operation but again suffers from confusing instructions regarding demand of use.
- Can instructions get aligned?
- Sufficient control of traffic arrangement?
- Can safety be ranked and used as decision making criteria in a selection of contractor?
- What would happen if monetary motivation for safety at work applied in office?
- “Traffic in the office stairway is limited hence no need for banister. Warning signs used instead as per instruction of protocol”



# Safe Operations

- Big compliments to Sweden – why?
- Sweden is true forerunner in safe traffic arrangements. Unfortunately we are behind.
- Consistent investments in safe traffic arrangements result to fluent traffic and improved safety.
- Continuous development of machinery and devices is important but will it happen in Finland?
- Return on investment?



# Threat or Opportunity?

We have solid and open minded base for going forward. Let's encounter all aspects and collaborate among small group keeping these wheels spinning.

Roles change but same names come around. It provides positive consistency.

Why I decided to change from client to contractor?

Would be my pleasure to continue discussions around these topics. You can find me from stand #419. In strong collaboration with Kiho and Ramirent.



# Lastly

**Typical feedback in a nutshell that road maintenance professionals  
keep hearing**

**“Aina tulee sanomista”**

**( Sanomamedia slogan)**

**Cannot be translated without losing the point**

**Direct translation would be:**

**“There will be feedback”**

**Thank You!**