

HVBM VASTGOED AND QUADRANT4:

# BUILT TO SUIT.

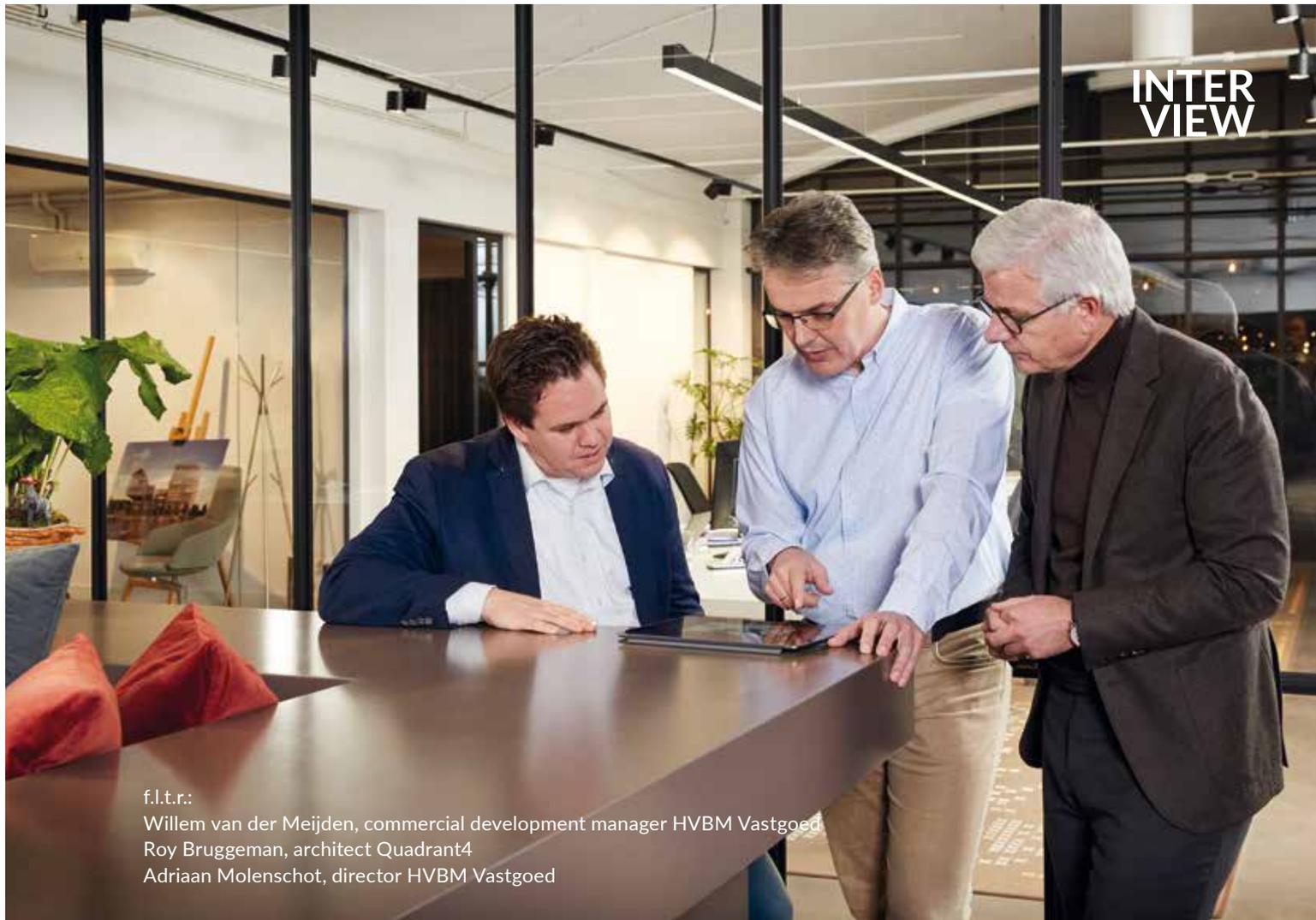
*Develop to inspire. That's what it's all about at HVBM Vastgoed in Tilburg. The developer has been working with Quadrant4 for years.*

*Together they have delivered beautiful projects. For example, Fri-Jado and Hollister in Roosendaal, Moonen Packaging in Weert, or the Tilburg branch of Decathlon. Adriaan Molenschot is director of HVBM Vastgoed. Willem van der Meijden is the commercial development manager. And architect Roy Bruggeman has now been employed by Quadrant4 for almost six years. They explain why HVBM and Quadrant4 work so well together.*

**Willem:** "We are good at new-build development for and in collaboration with the tenant: built to suit. We look to the long term and always want to create value. This is where Quadrant4 and HVBM overlap. HVBM can handle fast and extensive processes well and we dare to take risks.

**Roy:** "I enjoy working directly with the end user. Like thinking about a production or logistics process and





f.l.t.r.:  
 Willem van der Meijden, commercial development manager HVBM Vastgoed  
 Roy Bruggeman, architect Quadrant4  
 Adriaan Molenschot, director HVBM Vastgoed

what that means for the building. If you come up with a good plan based on that, you will also be able to convince municipalities much more easily.”

**The ‘drowsing’ of the Netherlands?**

Adriaan: “Yes, of course you hear that often. But there is simply a big demand for logistics. And please note, we only develop if there is really a concrete customer demand. We pay a lot of attention to the

architecture, the interior and the climate of the buildings.”

Willem: “We also focus strongly on redevelopment locations.”

Roy: “About 25 years ago, a 10,000 m<sup>2</sup> commercial building was considered large. Now we often realize buildings of 50,000 m<sup>2</sup>. It is our job to turn these into sustainable, attractive, and flexible business locations. ‘Boxes’ certainly doesn’t do it justice.”





#### Integrated Services Quadrant4

**Adriaan:** “Quadrant4 has grown majorly in recent years if you look at the width of their services. In the Hollister project in Roosendaal, this integrality came to the fore: architecture, installation advice and BREEAM.”

**Willem:** “In some projects we use the entire range of services from Quadrant4. But we also use them exclusively for BREEAM or for architecture sometimes. The nice thing is: Quadrant4 brings in all the knowledge and skills they have gained from other projects.”

**Adriaan:** “And of course we also work with other parties. For example, we look at which architect suits which project.”

**Roy:** “That’s only positive. It is instructive for me to see how others approach things. I always ask customers to take off their blinders and that obviously also applies to myself.”

#### Openness, synergy and the right focus

**Roy:** “Both organizations have a flat, transparent structure. We always find a solution together, both in terms of approach and financially. After all, we both have the end customer to focus on at all times. And switching quickly? We just enjoy that.”

**Willem:** “We are constantly looking into each other’s business and have no secrets from each other. We do go a bit further with Quadrant4 than with others.”



**Adriaan:** “It is interesting for both companies to invest time in a promising project. Because usually it will go ahead if we have the ground position. Quadrant4 is now an established name in the market. With very appealing references. With them we can present a good match to our customers. That is of value to us.”

