

SPACEPLAN FOR DEVELOPERS

SpacePlan for Developers and Builders.



SPACEPLAN

DEVELOPERS AND BUILDERS:

How can SpacePlan help you?

Being committed to adding value to our customers means providing value through all possible partners and stakeholders. Developers and builders are the core of our industry and create the space our customers need to grow.

SpaceFits are our most valuable offering for developers and builders. When used during the sales process, developers and builders have been able to better understand the value of their offering and negotiate more profitable deals, faster.

What is a SpaceFit?

SpaceFits are a two-page design pack that indicates capacity, potential workflow, high-level costings for budgeting purposes.

Developers and builders have used these in the past to present sites to prospects for consideration. Providing prospects with building plans can be meaningless unless the prospect understands how they will be using the space. To submit your building plans and a high-level design will provide context for the prospect and help them to understand how your offering is a good fit for their need.

Use SpaceFits For:



Fill Empty Tenancies – with the construction completed, you now need a tenant. Include a SpaceFit in the marketing material to help demonstrate the potential capacity to prospects.



Create Business Cases for Prospects – approaching prospects with a SpaceFit and building proposal can help them to build a business case for moving or expanding. SpaceFits will help clients understand what the end result will be and inspire confidence that your proposal is a good decision.



Secure larger clients – prospective tenants or buyers often have preconceived ideas about what size site they require. If your offer has been dismissed due to being “too small”, putting forward a SpaceFit can help to change a prospects mind.

Main Outputs/Objectives of a SpaceFit:

- Give customers confidence that your proposal is a good fit
 - Speed up the sales process by providing information up front
 - Understand true capacity and value of a potential site
 - Convert prospects that feel your site is too small
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Why SpacePlan?

At SpacePlan we are committed to becoming the preferred warehouse fitout company for Developers and Builders. Whether you are purchasing the racking or your tenant is arranging it, we understand the common pitfalls that devalue buildings and cause headaches for developers and builders.

The SpacePlan Advantage for Developers and Builders:

Fast Responses – quick turnaround of designs will help you close deals with prospects. With low vacancy rates, deals move fast, and it is important to provide timely responses in order to win deals.

Compliant and Safe – we always obtain producer statements for pallet racking, and when a Council Consent is required, handle this with our in-house team.

Separate Consents – when a consent is required we are happy to submit a separate consent for the pallet racking. Tenants/clients making last minute changes to racking configurations can delay Code Compliance Certificates for buildings and cause delays for builders and developers. By running a separate consent, we avoid this and allow you to close projects without the risk of delays.

Protect your Investment – some types of pallet racking fastenings are difficult to remove from the concrete should one tenant move on. This can result in costly core-drilling in order to make good and can devalue your investment. To avoid this, we use certified screw anchors with our pallet racking fitouts. These can be completely removed at low cost without specialized equipment. This avoids costly make-goods and protects your investment.

360° Communication - throughout the project we work to ensure that all stakeholders are kept up to date.



CONTACT SPACEPLAN TODAY

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