"With AM towards optimal complex policy"

June 2018

Maasdelta Groep is a medium-sized housing association with offices in Maassluis, Hellevoetsluis and Spijkenisse. Maasdelta has 175 employees and has 16,500 homes and business premises under its management. Over the next few years, Maasdelta aims to provide a wide range of sustainable and affordable housing.

Remco Gras is Asset Manager at Maasdelta. Ortec Finance spoke to him about how AM supports him to achieve optimal complex policy.

Getting started with Asset Management

More and more housing associations are making serious use of Asset Management. Remco Gras explains how this process has evolved at Maasdelta. "In its business plan 2016-2020, Maasdelta recorded that real estate management and managing for return will play a larger role within the organization. This is the reason for us to develop a vision on Asset Management. To actually get started with Asset Management, we had to develop a sound base and prepare the Asset Management cycle. During this process, we very quickly realized that there we needed a software package to support us in Asset Management."

Remco indicates that Ortec Finance's AM and Vabi came into the picture quite early. "For years we have been doing business with Ortec Finance and Vabi to our satisfaction. When AM came up during a meeting, we immediately scheduled a demo session. After the demo session we were very impressed with AM. For us it is important that the Asset Management solution can be linked to WALS/FMP and Vabi packages."

"Through the use of AM we can make smarter investment decisions. The fact that AM can be linked to WALS/FMP makes for great efficiency and saves a lot of time."

Understanding the performance of complexes

Remco explains how Maasdelta uses AM. "AM supports us in making various analyses and gives us a quick insight into the performance of complexes. In addition, we can easily compare the performance of a complex relative to other complexes. We are very pleased with the analyses and the way these are presented in AM, it looks fine and does exactly what we expect. The fact that AM can be linked to WALS/FMP makes for great efficiency and saves a lot of time."

Smarter investment decisions

"Through the use of AM we can make smarter investment decisions. In the past we only made real estate decisions when a complex showed a negative performance. With AM, we monitor the performance of the complexes much better, so we can make adjustments earlier. In addition, AM quickly provides insight into which complexes we can improve the operation of, and when the quality of a complex is too low. Previously we did not have that insight as simply and clearly."

Remco indicates that Maasdelta wants to expand the use of AM even further.

"This year is the first time we have been using AM. As a result, we do not yet use all the options of AM. That's not a problem, because it already provides great results. However, it is the intention to expand the use of AM more and more. We'll do it step by step and want to immerse ourselves into it more deeply every year. And we' like doing that using Ortec Finance's knowledge and support."

Remco Gras, Asset Manager at Maasdelta

"Our experience cooperating with Ortec Finance has been very pleasant. We can always count on the support of the expert consultants. Any problems are quickly resolved and our questions are easily answered. We are very satisfied with our choice of AM."

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Rotterdam

Boompjes 40
3011 XB Rotterdam
The Netherlands
Tel. +31 10 700 50 00

Amsterdam

Naritaweg 51
1043 BP Amsterdam
The Netherlands
Tel. +31 20 700 97 00

London

Bridge House
181 Queen Victoria Street
London EC4V 4EG
United Kingdom
Tel. +44 20 3770 5780

Zurich

Poststrasse 4
8808 Pfäffikon SZ
Switzerland
Tel. +41 55 410 38 38

Toronto

250 University Avenue #200
Toronto, ON M5H 3E5
Canada
Tel. +1 416 736 4955

Hong Kong

Unit 211, Building 12W
Phase 3 Hong Kong
Science Park
Shatin, Hong Kong
Tel. +852 2477 9288

contact@ortecfinance.com – www.ortecfinance.com