



Terry Bell, SIOR

SENIOR VICE PRESIDENT – R&D DIVISION
TENANT REPRESENTATION GROUP LEADER
Silicon Valley
CA License No. 01171904



terry.bell@colliers.com

EDUCATION

BS Business Administration
and Industrial Economics
California State University,
Long Beach

AFFILIATIONS OR MEMBERSHIPS

SIOR

CONTACT DETAILS

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AREA OF EXPERTISE

Terry entered the profession of commercial real estate in 1993 and has exclusively represented Silicon Valley tenants throughout his career. With millions of square feet of transactions and many long standing repeat clients, Terry's credibility and reputation extends deep into the Silicon Valley real estate industry. Terry founded the Tenant Systems Group (TSG), a formal tenant only representation team that consults and represents Silicon Valley companies with all of their local and global real estate needs and strategies, TSG Services include:

- Strategic Planning
- Transaction Management
- Renewal Strategy & Negotiation
- Relocation Planning & Management
- Project Management
- International Services
- Lease Administration
- Workforce & Location Planning
- Facilities Consulting & Management

PROFESSIONAL ACCOMPLISHMENTS

Terry is the Tenant Representation Group leader for Colliers International Silicon Valley.

Terry has been with Colliers International since 1997 and is a native of Santa Clara County. Prior to joining Colliers International, Terry earned national honors as a consistent Top Producer for Grubb & Ellis Co. in San Jose, including the prestigious Rookie of the Year award in 1993. He lives with his wife Barbie and two sons Jack and Henry in Los Gatos.

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"Due to growth and newly public status, Infoblox was facing the need to relocate into a new corporate headquarters building.

After a lengthy interview process, we decided Terry Bell and Joe Elliott of Colliers International. Although all of the veteran broker teams we interviewed were well qualified, we chose Terry and Joe because of their unique market insights and some suggested tactics that set them apart from their competition.

Terry and Joe are *proven commercial real estate leaders and exude a strong sense of integrity and professionalism* that matched very well with the Infoblox culture"

Rebecca Guera
EVP
Talent Acquisition and Care
Infoblox



"...TSG has successfully assisted my team with several assignments including the advantageous renewal of our 90,000 square foot Corporate Headquarter building in Mt. View. *I can rely on TSG to provide credible insight into today's trends* which translate into sound real estate strategies for Omnicell"

Kirk Thompson
Director of Real Estate
Omnicell



SELECT SILICON VALLEY TRANSACTIONS



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"Strategizing with TSG enabled my team to understand our options and opportunities in this unique real estate market. This partnership allowed us to integrate our specific corporate directive and requirements into the optimal real estate plan for Xyratex. Not once, but twice in the past 12 months.

In short, this seasoned team delivered on all levels, bringing our vision to reality."

Joseph G. Shaughnessy
U.S. Financial Controller
Xyratex Int'l Inc.



"As director of Corporate Facilities, I have the opportunity to work with many real estate professionals across the country...

I would place TSG among the top 5%..."

C. David Correl
Director of Corporate Facilities
Iomega Corporation



SELECTED TSG RECENT ASSIGNMENTS

Client	Square Feet	Transaction
Zip Zoomfly	240,000	Build to Suit – Purchase
ASI	235,000	Lease – Nat'l Assignment
	106,000	Lease – Nat'l Assignment
Asus Computer, Inc.	200,000	Lease – Nat'l Assignment
	153,000	HQ Relocation
	65,000	Lease
	40,000	Lease
Kennedy/Quanta Computer	238,000	Lease
Iomega Corp.	133,000	Build to Suit - Lease
	53,000	Lease
	60,000	Disposition
Infoblox	127,000	HQ Relocation
Franklin/Sybron Labs	108,000	Lease
Rock Shox, Inc.	108,000	Lease
	55,000	Disposition
Pinnacle Systems Inc.	106,000	HQ Relocation
Venture Corporation	106,000	Lease
Xyratex International	75,000	Lease
	15,000	Lease Expansion
Omniceil	80,000	HQ Build-to-suit
	90,000	Lease Renewal
	25,000	Lease
	20,000	Disposition
Optoma Technologies	90,000	Lease (US HQ)
	40,000	Sublease
K-Tec Electronics	90,000	Lease
	40,000	Lease Renewal
CTS	80,000	Lease Renewal
	80,000	Lease
	42,000	Lease Renewal
Software AG	72,000	Disposition
	27,000	Lease
DSP Group	73,000	Disposition
Telco Systems	70,000	Disposition
Arrow Electronics	40,000	Disposition

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“Although ASI’s facility needs in Silicon Valley are stable, TSG was able to manage several transactions for ASI including Vancouver, Louisville, Dallas, Houston, Atlanta, Tampa and others. TSG’s experience coupled with the robust Colliers network **enable me to make sound decisions and confidently present solutions** to our management team for all of our locations.”

Sung Han
COO, ASI



“Initially, we engaged Terry Bell and his team on a **consultative basis to advise Vormetric** through a **complicated building renewal/extension process**. Terry and his team outlined an overall strategy that not only concentrated on preferred economics, but also included key infrastructure issues that are critical to our operations.

The net result was **a very advantageous transaction** that addressed our needs on every level. Terry’s team was professional, created the necessary leverage and offered true value to me throughout the entire process. Terry and his team earned a long term partnership with Vormetric!”

Richard Gorman
CEO, Vormetric



SELECTED TSG RECENT ASSIGNMENTS

Client	Square Feet	Transaction
	34,000	Disposition
Arrow Electronics (cont.)	33,000	Disposition
	20,000	Disposition
	19,000	Disposition
Shaklee Pharmaceuticals	74,000	Build to Suite – Lease
Hermes Microvision	68,000	Lease
Lattice Semiconductor	67,000	Lease
	35,000	Disposition
Themis Computer	54,000	Lease
	12,000	Lease Renewal
Fiberstars	60,000	Lease
HearMe.com	58,000	Lease
Orchard Properties	54,000	Sale
Natural Wonders	55,000	Lease Assignment
Winbond Electronics	50,000	Build to Suit - Sale
Confluence Networks	50,000	Lease
Kelley-Clarke	44,000	Disposition
Cyclades Corporation	43,000	Lease
Corel Corporation	35,000	Lease
	35,000	Disposition
	15,000	Lease
Plexus Assembly	46,000	Lease
Starcite Corp.	35,000	Lease
	19,000	Sublease
Delta Products	30,000	Lease
PVT Solar	29,649	Lease
Vormetric	28,500	Sublease
AND Medical	28,000	Lease
Nitto Denko	23,000	Lease Renewal
	23,000	Lease Renewal
Advan International	22,000	Lease Renewal
Kyocera	21,000	Lease
	21,000	Lease Renewal
Marubeni America Corp.	10,000	Lease Renewal