



# CASE STUDY

## HEADQUARTERS & CUSTOMER SERVICE CENTER



**95,000 SF  
BUILD-TO-SUIT  
LEASE  
IRVING, TX**



### PROJECT & SCOPE

- Reduce overall costs
- Enhance image/create new identity
- Analyze and enhance space utilization
- Evaluate mechanical systems of existing building and other alternatives
- Analyze geographic area for employee retention and new hires
- Map employees and amenities with drive time analysis
- Analyze growth paths of four separate businesses
- Analyze feasibility of ownership vs. leasing

### VALUE ADDED

- Evaluated all alternatives in and around Irving, Texas, including land and existing buildings
- Evaluate cost of ownership vs. lease
- Negotiated long-term sub \$20.00 rate
- Negotiated high improvement allowance and enhanced Landlord base building
- Capped operating expense pass-throughs over 2002 base, fully assessed
- Negotiated free covered parking structure - 530 total spaces
- Negotiated heavy landscape site
- Coordinated lease documentation