



CASE STUDY

SATELLITE OFFICE / CLIENT PROCUREMENT & MANAGEMENT



**60,000 SF
NEW LEASE**
IRVING, TX



PROJECT & SCOPE

- Handle employee overflow from existing building
- Maintain corporate presence and philosophy
- Employee retention (off-site)
- Stay within close proximity to HQ site
- Evaluate lease alternatives and maintain coterminous lease term structure
- Identify and negotiate lease terms expeditiously

VALUE ADDED

- Negotiated below-market terms for entire building
- Obtained favorable expansion and termination options
- Negotiated free use and ownership of 480 modular system furniture
- Negotiated purchase of existing phone system at 15% of replacement cost
- Negotiated free use of UPS, Liebert and backup power generator