



## OPPORTUNITY/CHALLENGE

D.L. Anderson International, Inc. provides clinical research and patient recruitment services to the clinical trials industry through its subsidiaries. D.L. Anderson needed both size and rent reductions for their lease space, but were in the middle of their lease term. They were paying above-market rent, and paying for space they did not utilize.

## SOLUTION

- The Transwestern team recognized that the original lease price per square foot was not congruent to current market conditions. With aggressive negotiating and thinking outside the box, the group used a method newly-dubbed “blend and extend.”
- The “blend and extend” method readjusted the base year from 2003 to 2010, which created immediate savings for the remaining three years on the lease.
- The new rental terms were reduced to match current market conditions.
- Transwestern also negotiated the return of 1,483 square feet, which freed the client of financial obligations for space not in use.
- Finally, the team extended the lease for two years below the original extension terms. This allowed them to stay in the building they liked for less.

## VALUE ADDED BY TRANSWESTERN

- By readjusting the base year from 2003 to 2010, D.L. Anderson saved \$39,994 per year for the remaining three years on the lease. The total savings were \$119,982 over the 2003 base year.
- The new change in rental rates for the remaining three years versus the original rates produced savings of \$22,897.
- The Transwestern team also freed up \$110,792 in financial obligations by terminating the lease for 1,483 square feet of lease space not in use.
- The Landlord kept a client and extended the term of the lease.
- Even though it was the middle of lease term, aggressive negotiating created \$253,671 in total savings and \$17,139 in savings through the new extension terms.

**Total Savings to Client: \$270,756**