

# TENANT ADVISORY SERVICES

## OVERVIEW

Nationally integrated resources and local market expertise allow our Tenant Advisory Services (TAS) team to develop comprehensive workplace strategies. As advocates for our clients, we place their business needs above all other factors. Aligning real estate strategies with business goals and objectives, we drive results through cost containment, space efficiency, time savings and sustainable work environments. With each assignment, Transwestern applies a proven TAS process that ensures the best possible outcome for our clients' real estate needs.

### STRATEGIC ANALYSIS

- Align real estate goals with corporate goals
- Market research and analysis
- Develop criteria based on optimal mix of variables
- Determine and research alternatives
- Recommend optimal solution

**STRATEGIC ANALYSIS** defines the success of the entire assignment. Our TAS experts investigate, analyze and understand each clients' business goals and identify critical factors. In-depth market research is performed and alternatives are analyzed. Valuable forecasting and research identify trends that shape decisions. We determine what type of space is needed to support recruitment, retention and technology over the right term, while providing flexibility for growth and contraction.

### SOLUTION DEVELOPMENT

- Targeted market tours
- Procure proposals from landlords, developers and sellers
- Analyze financial ramifications
- Negotiate and narrow alternatives

After determining the solution best suited to meet a client's needs, our team moves into **SOLUTION DEVELOPMENT**, which includes targeted market tours, requests for proposals, and negotiations. Transwestern carefully analyzes and clarifies each proposal received with quantitative and qualitative comparison and subjective consideration. Throughout this process, our sophisticated negotiating strategy obtains favorable results and client leverage.

### STRATEGIC ACTION

- Complete negotiations
- Budget projections; value engineering
- Project management; move coordination
- Portfolio lease administration; lease audit
- Consulting services

After negotiations, clients are assisted through construction, systems integration and move-in, creating a fluid transition from lease execution to occupancy - all part of our **STRATEGIC ACTION** plan. While clients remain focused on their core competencies, we manage the project and provide ongoing support in the form of portfolio lease administration and consulting services.



## REPRESENTATIVE CLIENTS



**COVENTRY**  
Health Care

6705 ROCKLEDGE DRIVE  
BETHESDA, MD  
34,000 SF headquarters relocation



**DLA PIPER**

203 NORTH LASALLE  
CHICAGO, IL  
260,000 SF headquarters relocation



**FISERV**

3400 SW JOHN OLSEN PLACE  
HILLSBORO, OR  
77,000 SF lease renewal



Mercedes-Benz

9242 & 9250 BEVERLY BLVD.  
BEVERLY HILLS, CA  
61,000 SF lease renewal



**ORBITZ**

500 WEST MADISON  
CHICAGO, IL  
145,000 SF global operations relocation

**Deloitte**

1919 N. LYNN STREET  
ARLINGTON, VA  
298,630 SF lease and expansion



**MULTI-CITY REPRESENTATION**  
926,491 SF of lease transactions



3100 MAIN STREET  
HOUSTON, TX  
139,000 SF relocation



**The Chicago School**  
of Professional Psychology

325 NORTH WELLS  
CHICAGO, IL  
82,000 SF renewal and expansion



655 N. CENTRAL AVENUE  
LOS ANGELES, CA  
54,000 SF regional headquarters  
lease restructure



**Mortgage Bankers  
MBA. Association of America**

1717 RHODE ISLAND AVE., NW  
WASHINGTON, D.C.  
42,300 SF new lease



2000 E. GOVERNORS CIRCLE  
HOUSTON, TEXAS  
35,646 SF relocation

## SERVICES OFFERED

### Brokerage Services

- Transaction management
- Tenant representation
- Lease acquisition/disposition
- Property acquisition/disposition
- Portfolio marketing
- Market research and analysis
- Appraisal/valuation
- Opinions of value
- Financing services
- Consolidations
- Needs assessment
- Analysis of alternatives
- Negotiation
- Documentation

### Consulting

- Portfolio analysis
- Demographic research
- Workplace design planning
- Review of best practices
- Benchmarking
- Process review/design
- Organizational assessment
- Market feasibility studies
- M&A real estate due diligence
- Strategic recommendations
- LEED<sup>®</sup> and sustainability

### Lease Administration

- Database development
- Portfolio management
- Tracking critical dates
- Lease audits
- Custom reporting

### Project Management

- Design management
- Development services
- Build-to-suit services
- Project management
- Construction coordination
- Move management