

CASE STUDY

National Account - Tenant Advisory Services



JDA SOFTWARE
14400 NORTH 87TH STREET
SCOTTSDALE, AZ 85260

SIZE: ±135,000 SF
PROPERTY: NORTHSIGHT CORPORATE CENTER
LEASE TYPE: WORLD HEADQUARTERS

REQUIREMENT

- New world headquarters location

CHALLENGE

- JDA needed to decide between a split operation and consolidating into one location

SOLUTION

- After considerable financial and occupancy analysis, C2 found the ideal location for a build-to-suit option. The Coppola-Cheney Group negotiated a lease with the option to purchase and JDA exercised the option at the optimal time, creating over \$10 million in value.

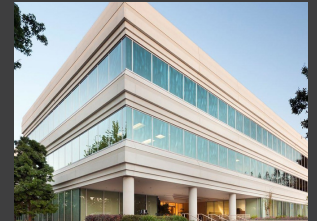
BENEFITS

- Eliminated operational obsolescence
- Immediate 23% reduction in existing lease rates
- Corporate image and culture enhancement
- Ability to grow over time
- Substantial efficiency gains in layout

PARTIAL LIST OF REPRESENTATION



Naperville, IL



Campbell, CA



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