

CASE STUDY

National Account - Tenant Advisory Services



KUDELSKI SECURITY
5090 NORTH 40TH STREET
SUITE 450
PHOENIX, AZ 85018

TENANT SIZE: ±30,000 SF
PROPERTY: CLASS "A" OFFICE
LEASE TYPE: CORPORATE HQ RELOCATION

REQUIREMENT

- To find a Corporate Headquarters for a worldwide company currently headquartered in Geneva, Switzerland

CHALLENGES

- Location parameters
- Language barriers
- Cultural challenges
- Time differences
- Minimal real options

SOLUTION

- From over 60 sites/projects, only one option was viable for the client. This caused the negotiations to be difficult and strategic. We positioned three high profile projects against each other.

BENEFITS

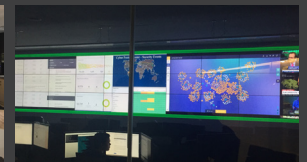
- Top Floor
- Unparalleled views
- Fantastic economic terms
- Building signage
- Over market tenant improvement allowance, allowing for a Best in Class build-out



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