

# Tenant Advisory Services



Tenant Advisory Services goes far beyond real estate transactions, helping companies get extra value from their real estate through a creative, disciplined approach that challenges conventional industry thinking.

Whether for a single property or a global portfolio, our team takes a holistic view of every assignment, considering a host of factors such as business drivers, existing markets, growth strategies, logistics, productivity metrics, sustainability goals and cost savings opportunities.

## BETTER SOLUTIONS. BIGGER RESULTS.

With hundreds of tenant advisors throughout the country, Transwestern's experience spans office, industrial, retail, healthcare and other property types. By understanding how each client's real estate objectives fit within the larger goals of the organization, we're able to deliver better solutions that achieve bigger results - results that are measured by increased efficiencies, reduced costs and smarter workplace designs that help to attract and retain high-quality employees.

### 2015 YEAR-END STATISTICS



1,562 transactions



approximately  
23.2 MSF



valued at \$1.56 billion

### COMPREHENSIVE SERVICES FOR CORPORATE OCCUPIERS

#### TRANSACTION MANAGEMENT

- Portfolio management
- Tenant representation
- Lease acquisition/disposition
- Property acquisition/disposition
- Site selection
- Lease negotiation
- Stay vs. go analyses
- Market research
- Broker opinions of value
- Property/portfolio marketing
- Financing services
- Transaction sciences

#### LEASE ADMINISTRATION

- Database development
- Portfolio management
- Critical date tracking
- Lease audits
- Custom reporting
- Dashboard tools

#### CONSULTING SERVICES

- Portfolio analysis
- Demographic research
- Process review/design
- Benchmarking
- Organizational needs assessment
- Consolidation/expansion plans
- Sustainability solutions
- Workplace design planning
- Market feasibility studies
- Labor analytics
- Incentives negotiation
- M&A real estate due diligence

#### PROJECT MANAGEMENT

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

## THE POWER OF A GLOBAL PLATFORM

Like our clients' real estate requirements, our dedication to delivering exceptional service knows no boundaries. We combine a global perspective of the commercial real estate landscape with on-the-ground local expertise in the U.S. and abroad, bringing together professionals with diverse backgrounds and skill sets to provide innovative solutions to complex business challenges. This has resulted in long-term relationships with companies of all sizes across a wide variety of geographies and industries.

## MULTI-MARKET ACCOUNTS INCLUDE:



Global portfolio and project management



National transaction management



National lease administration



Global transaction management

CENTER FOR  
DIAGNOSTIC IMAGING



National transaction and project management and lease administration



National transaction management and lease administration



North America strategic planning and transaction management



Campus master plan, transaction management and lease administration



National lease administration, property management and leasing

Tenant Advisory Services helps clients with their international real estate needs through Transwestern's partnership with BNP Paribas Real Estate. Leveraging access to the knowledge and on-the-ground resources of a global real estate leader is another way we look beyond the transaction to deliver better results for our clients. Close collaboration and seamless project oversight ensure our clients stay informed every step of the way – and solutions implemented abroad support the overarching business objectives of the organization.