

CASE STUDY



DYNAMIC SYSTEMS INC.

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QUICK FACTS

- Highly unique, mixed-use tenant requirement
- Fast track deal: client needed to identify a new space, relocate and be fully operational in 90 days

CBRE SERVICES PROVIDED

- Tenant Representation
- Financial Analysis and Consulting

CASE STUDY

The Project Headquarter Relocation Assignment, including Warehouse/Lab

The Client Dynamic Systems, Inc. (www.dynasys.com)

The Challenge

- The client needed a new site that could serve as a high-profile headquarters location as well as a warehouse/lab space
- Had only 90 days to identify and relocate to a fully operational mixed-use site

The Solution

- The CBRE Team immediately commenced a comprehensive site selection identification and analysis process, including 30 properties
- Developed timeline with fixed dates to ensure the project remained on track
- Initiated building tours and Request for Proposal (RFP) process
- Developed strategy to mitigate permit issues related to hybrid requirement
- Conducted summary of economics and site plan analysis for each option
- Created a strategic lease negotiation plan to expedite the process
- Negotiated turn-key build out

The Results

- Leveraged unrivaled market insight to identify a superior building meeting all of the client's unique needs
- Helped the client secure all necessary approvals to successfully open on time
- Negotiated below-market transaction with excellent concession on tenant's behalf, including securing prominent lobby and building identity