

Occupier Solutions



Occupier Solutions 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.

2018 Mid-Year Statistics

 **703 transactions**

 **approx. 10.2 MSF**

 **valued at \$1.5 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

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

LEASE ADMINISTRATION

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

PROJECT MANAGEMENT

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

The Power of a Global Platform



Recognizing the value of a global perspective and the importance of consistent service delivery across North America and abroad, Transwestern serves its clients through alliances with some of the world's top real estate companies. Through these strategic relationships, we ensure seamless global geographic coverage and leverage local-market expertise to help our clients maximize the value of their real estate.

Occupier Solutions helps clients with their international real estate needs through Transwestern's partnership with BNP Paribas Real Estate and Devencore. 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.

Multi-Market Accounts Include:



Global portfolio and project management



National transaction management



National strategic planning, transaction management and lease administration

CENTER FOR
DIAGNOSTIC IMAGING



National transaction and project management and lease administration



EDUCATION CORPORATION of AMERICA

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