



**Strategic Advisory Services
Transaction Management/7 HQ Leases
Plus New Data Center**

ADVENT SOFTWARE

301 Brannan, 35 Stanford/634 Second, One South Park, 303 2nd



PROJECT DIRECTOR

Kirk Usher, Jr., SIOR

SITUATION

- To facilitate HQ facility growth from 35,000 sf in 1995 to 230,000 sf under lease in 2005, thru real estate services strategic alliance providing strategic planning, transaction management, financial consulting, market research, facility operations review and property accounting review.
- HQ strategy study and financial modeling of future facility needs and projected costs thru 2007.
- Direct search for new HQ data center to 60,000 RSF in 303 2nd.

ACTION

- Strategic Alliance Commenced, December 1995 thru 2005.
- Provided pro-active cost and operationally effective real estate services support across multiple disciplines allowing client to expand economically and with operational efficiency.

RESULT

- Provided all transaction support services except architecture, construction management, and final legal review to facilitate 7 HQ leases totaling 276,000 sf in 301 Brannan, 35 Stanford/634 Second, One South Park, and 303 2nd Street. Leases provided flexible and effective expansion, contraction & renewal costs, signage rights, minimal lease guarantee obligations, and including lease cancellation rights, purchase options and advantageous subleasing rights.
- **Awarded: "Deal of the Year"; Client "Value Added" for 303 2nd Street data center relocation.**



301 Brannan



35 Stanford



One South Park



303 2nd

