

THE CHALLENGE:

The client was in need of moving over 100 engineers out of a building that was home to the rest of the company from the client had bought a strategic division. CBRE was charged with analysing the requirement, bringing the client to a clear understanding of its own new requirement and focused on a new market to make decisions from thousands of miles away in a matter of weeks. The scope then included Project Management, architecture, identifying, touring, comparing and presenting all available options to execute a lease in the target area, construct the space and move in on an impossible timetable.

THE SOLUTION:

Compiled a detailed Needs Assessment over multiple interviews with multiple levels of stakeholders. CBRE Project Management was brought in day one, selecting an architect and developing a timeline that provided comfort and benchmarking for the client. Identified and toured on multiple occasions and helped distill the best opportunities. Then compiled a non-economic comparison showing the relative merits of each opportunity as well as an economic comparison showing the bottom line total and line item cost of each.

Multiple acceptable options were identified during the tours and detailed analysis prepared for the client by CBRE. CBRE facilitated the process, helping the client in its various locations around the world come to decisions quickly and saved it considerable capital and helped blend cultures to migrate the business platform from one culture to a completely different one while retaining the critical human talent the company had purchased.

CB Richard Ellis was successful in slicing critical weeks out of an already critically tight timeline to save the client important capital and costly human talent.

CBRE worked through the process with the National Facilities Director, key local personnel and select members of the Board to effect the process. CBRE benchmarked every step of the process and was successful in delivering a well-thought out and crafted space on a timeline that would have been considered impossible by most in the business while at the same time delivering a below market rate.

