

# PJM & BTMM Client Outcome: Hanon Systems

**CBRE**

Project Management | Business Transition & Move Management for the North American Engineering Center of Hanon Systems in Novi, MI



Two facilities in Van Buren Twp. & Troy consolidated to a renovated facility in Novi, MI

Lab & Office space / 400 employees  
217,000 SF total

Project Duration:  
May 2017 - April 2018

Services Engaged  
Project Management, Business  
Transition & Move Management,  
Brokerage



**WE SAVED HANON  
SYSTEMS \$6.19M ON  
THE TOTAL VALUE OF  
THE CAPITAL SPEND**

## Testimonial

*"It was a pleasure working with the CBRE project management team during our adventure on Project I. I am certain that overall your team's involvement has saved us a significant amount of money on the project execution side, and bringing in some of your vendor contacts has helped us on the project expense side as well. I will certainly come back to CBRE for future projects."*

- Davide Piccirilli  
Hanon Systems USA, LLC

## The Challenge

- Hanon Systems was a 217,000 mixed use renovation / relocation consisting of 97,000 SF of office, showroom and cafeteria space and 120,000 SF of lab space. CBRE Project Management (PJM) and Business Transition & Move Management (BTMM) were brought in to the Hanon Systems project as a broker referral to manage all aspects of this project. In addition to CBRE PJM managing design and construction of the entire facility, CBRE BTMM coordinated the relocation and connection of approximately 300 pieces of lab equipment ranging in size from bench top devices to 800 SF chambers, as well as FF&E to support 400 team members that were relocated. CBRE BTMM also managed decommissioning of furniture inventories in both existing buildings, allowing Hanon to update their office furniture layout to accommodate their employee's needs. Another challenge of this project was that it had to remain confidential through design and the first four months of our seven month build schedule, due to a three month cancellation clause in the previous lease.

## Unique Solution / Exceptional Client Outcome

- Completed design and construction \$915,000 under the \$18,100,000 GMP by value engineering MEP, introducing proven subcontractors, to the GC and recommending the repurposing of select materials within the design.
- Recommended and shared the tax incentive process used with previous clients and partnered with Hanon Systems' tax department to achieve \$2,600,000 in tax savings over the term of the lease.
- Reduced furniture spend \$200,000 by developing a furniture specification that met the client needs while allowing for unique individual requirements to be realized. Reduction in size from 8'x 8' to 7' x 7' also generated a cost per seat savings of \$8,100,000 over the term of the lease.
- CBRE BTMM worked closely with Hanon Systems' internal team to develop a comprehensive move management plan including ownership assignments, deadlines and communication material. Careful logistical planning was provided to create a phasing plan to relocate all staff and each piece of lab equipment. Communication was a critical aspect of this project; project team meetings, construction team meetings, facility visits and training sessions with team leaders ensured that everyone was on the same page and maintaining all project requirements.