

# Real Estate Solutions

## Corporate Real Estate (CRE) Advisory

Corporations are more focused than ever on the optimization of their real estate. The reason is simple: real estate is expensive – typically ranking as the second or third largest operating expense. Further, geographic footprints have become a focus in the wake of the global shift to hybrid work. We understand just how much a company’s real estate strategy is tightly interwoven with its overall strategic vision, culture and employee experience.

### WHO WE ARE

**185+**

Real Estate professionals including attorneys, analysts, brokers, CPAs and valuation experts

Advisor to

**100+**

of the industry’s top stakeholders including Fortune 1000 companies, owners and operators

**15+**

Asset class expertise including office & land

**Forbes**

Named to America’s Best Management Consulting Firms List  
9 Consecutive Years

### REAL ESTATE PORTFOLIO STRATEGIES

#### Optimization of the size and cost of the physical footprint



Lease Restructuring



Workplace and Hybrid Work Strategies



Location Strategy and Site Selection



Space and Occupancy Planning



Real Estate Portfolio and Footprint Optimization



Real Estate Forecasting and Financial Modeling



Sale Leaseback Strategy

### REAL ESTATE PLATFORM STRATEGIES

#### Optimization of the operating model that governs the physical footprint



Real Estate Organization Structure and Process Design



Real Estate and Facilities Outsourcing Strategy and Implementation



M&A Integrations, Carve-Outs and Dispositions



Technology Enablement Strategy, Design and Implementation

## SELECT ENGAGEMENTS

### OIL & GAS CLIENT

Completed a **strategic real estate cost assessment** identifying \$3M+ in annual cost savings opportunities and \$20M+ in one-time proceeds from the sale of underutilized real estate assets.

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### FOR-PROFIT UNIVERSITY

Conducted a **pre-merger real estate portfolio and facility operation synergy analysis** which identified \$5.0M - \$8.0M in annual real estate portfolio savings, with recommendations for resource and technology investments to create a more efficient real estate operating model.

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### DATA ANALYTICS COMPANY

Developed a **location strategy and site evaluation model** to objectively analyze potential candidates for an HQ relocation across 25 workforce and operational variables.

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### ENERGY TECHNOLOGY COMPANY

Developed a **real estate integration roadmap for merger integration** of two companies which satisfied legal, financial and human resource requirements for Day 1 readiness in 91 locations across 40 countries.

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