

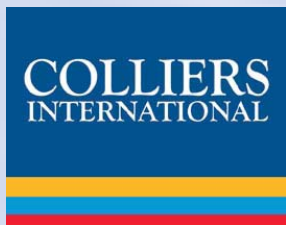
# Solutions



Founded in 1967, Atlanta-based Colliers Spectrum Cauble, Inc. provides a wide range of commercial real estate services.

Our clients not only benefit from the market knowledge of one of the most experienced groups of real estate professionals in Atlanta, they also enjoy national and international reach through our ownership in Colliers International, with over 267 offices in more than 57 countries.

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**1899 Powers Ferry Road, Atlanta, GA 30339**

**Four Story - 92,658 RSF Office Building**

## Challenge

- Fisco LLC was subleasing space at 1899 Powers Ferry and needed to expand in order to accommodate their growth..
- Fisco LLC still had 2 years left on their sublease, and didn't want to incur any out of pocket expenses due to the build-out of their potential expansion space.
- Fisco LLC tried to accommodate their goal of expanding into the suite next door, without coming out of pocket, by contacting the Landlord directly and were unable to obtain agreeable terms.

## Services

- Transaction Management
- Development of Strategic Plan
- Space Planning
- Move Management
- Create Competitive Environment
- Market Research
- Architectural Planning
- Financial Modeling
- Lease Audit
- Market Survey

## Results

- Created a competitive environment by identifying other potential options to accommodate Fisco LLC's growth.
- Colliers negotiations with the Landlord resulted in a rental rate reduction of 6% and increased Tenant Improvement Allowance by 200%.
- The newly proposed deal, obtained by Colliers, met all the goals of Fisco LLC. This allowed Fisco to expand into the suite next door, and avoided a move into a new building.