

### ENGAGEMENT #1: RELOCATION AND EXPANSION WEB SITE: [WWW.DPAPPS.COM](http://WWW.DPAPPS.COM)

DecisionPoint Software provides financial performance management software to help companies consistently report, monitor and analyze the financial results of operational activities. Its clients include British Telecom, Sony, Quantum, PGA and Imation. DecisionPoint was founded in 1996 in Portland, Oregon, and is currently based in San Mateo, California.

#### CHALLENGE

DecisionPoint Software moved its headquarters from Portland to San Mateo in 2003 in which they had occupied 2,506 square feet of office space. Since moving its headquarters, DecisionPoint has seen constant growth and has had to continually expand into adjacent space to that of their original space. However, it got to the point in which DecisionPoint could no longer expand within their current location and would need to relocate to accommodate for future growth. DecisionPoint selected NAI BT Commercial to handle their real estate needs due to their relationship with the firm, as well as NAI BT Commercial having successfully represented DecisionPoint on prior transactions. Finding a new location that was nearby the existing headquarters and having the ability to terminate their current sublease at a reasonable cost were important factors in executing a new lease.

#### SOLUTION

The real estate advisor first cast a wide net in the market looking for suitable alternatives. This analysis took into consideration the size requirement needs, future expansion, geographic issues, and the cost of relocation. After a thorough analysis of possible alternatives, DecisionPoint decided they would like to remain in the immediate vicinity in which their current headquarters was located, and had NAI BT Commercial narrow the search to include only such locations. After a more focused search of these nearby locations by NAI BT Commercial, DecisionPoint signed a direct lease for 13,298 square feet at 2855 Campus Dr., a space on the same street as their existing headquarters.

#### RESULTS

The NAI BT Commercial professional arranged a 5-year direct lease that:

- Was at market rent
- Fit the size requirement of DecisionPoint
- Was at a location within close proximity of their existing headquarters
- Was a turnkey, build-to-suit with extensive TI's that would accommodate the needs of DecisionPoint
- Provided concessions (2 months free rent) that offset the cost of offloading previous space
- Provided ability of corporate identity, monument signage, and had great views
- Enabled a disposition of existing sublease space that should commence upon move out of DecisionPoint