



National IT Networking Company Expands Orange County Division

Challenge: Cisco required a local market expert to provide research, transaction and project management services to its Corporate Real Estate Director for an expansion of one of their Orange County divisions.

Solution: Armed with Cisco's requirement criteria, Voit submitted detailed requests for proposals to every local building owner, creating strong competition for Cisco. After identifying a short list of properties, Voit used this leverage to create competitive negotiations with several owners. This resulted in a lease of a new "warm shell" building with sufficient tenant improvement allowance for Cisco to custom build its space from scratch, creating far greater space utilization and reduced occupancy costs compared to second-generation space.

Benefit: Cisco expanded into a larger, more efficient facility, reduced its operating costs per employee and outsourced the project management process to a local expert, saving valuable company time and money.

Client:
Cisco Systems, Inc.

Location:
Irvine, CA

Value:
\$28,000,000 / 62,000 SF

Solution:
Strategic Planning, Market
Research, Lease Negotiations
& Project Management

Timeframe:
12 months