



“The leverage that Voït created was very impressive, as were the lengths they went to in creating a cost-effective solution to a complex problem.”

Mike Booth
Valve Corporation

National Software Developer Hires New Talent to Expand So Cal HQ

Challenge: Valve was in the process of acquiring a local game developer to hire new talent for its latest video game project. Valve’s existing office was too small and functionally obsolete and their lease was expiring before they could relocate to a larger, more functional space.

Solution: Voït renegotiated the existing lease to eliminate the holdover rent penalty and allow time to relocate to a new building. Then, after researching the ideal location for attracting top employees, a brand new Class A building was identified that met all Valve’s unique infrastructure requirements. Voït leveraged Valve’s requirement to negotiate a new lease at a rent 15% below fair market value and project managed the tenant improvements within the negotiated improvement allowance.

Benefit: Valve’s new building provided the perfect environment for their specific operational requirements with plenty of expansion options. The high standard of features and amenities in their space and the building proved perfect for recruiting the highest level of talent required.

Client:
Valve Corporation

Location:
Aliso Viejo, CA

Value:
\$2,400,000 / 9,000 SF

Solution:
Lease Renegotiation, Market Research, Lease Negotiations & Project Management

Timeframe:
12 months