

# CORPORATE SERVICES // TENANT REPRESENTATION

## // Extensive Expertise

Axis Advisors is an advocate for occupiers of office and industrial space, providing objective and complete representation of commercial space users. Axis Advisors professionals apply their expertise to the review, analysis and implementation of all relevant concerns, including lease renewal or relocations, sales, acquisitions, dispositions, HQ development, and municipal incentives.

We work to provide value added real estate services that meet our client's changing needs. If your company is approaching a near term lease expiration, has out grown the current space and needs to expand its facilities or is downsizing and needs to eliminate excess space, our real estate professionals can craft creative strategies that align with business goals.

## // Plans for the Future

Axis analyzes your company's current space usage and its ability to meet future requirements. As part of the evaluation process it is necessary to determine whether a renewal or relocation best suits your company's needs. We will abstract your lease and benchmark your remaining obligation against current market conditions, both at the sub-market and building level.

## // Transaction Management

Axis Advisors deploys the correct blend of tenacity and fairness while representing a client's interests.

Our advisors will engage in diligent professional discussions and negotiations with multiple landlords to ensure the maximum possible value has been obtained for our clients. Negotiating with multiple landlords is critical to maintain leverage.

Our exclusive tenant focus allows us to push the envelope with landlords and result in the most cost-effective transactions.

## // SERVICES INCLUDE:

Strategic Facility Assessment	Research & Site Selection	Tenant Advisory	Project Management	Facility Management
<ul style="list-style-type: none"> <li>Align real estate to the business strategy</li> <li>Location decisions</li> <li>Workplace strategy</li> <li>Strategic facility assessment</li> <li>Portfolio analysis</li> <li>Benchmarking</li> </ul>	<ul style="list-style-type: none"> <li>Market research</li> <li>Employee impact</li> <li>Incentives</li> <li>Supply chain/inventory</li> <li>Logistics network</li> <li>Analysis</li> </ul>	<ul style="list-style-type: none"> <li>Occupancy solution development</li> <li>Market analysis</li> <li>RFP's/financial analysis</li> <li>Negotiations</li> <li>Lease Review/execution</li> </ul>	<ul style="list-style-type: none"> <li>On-time/on-budget</li> <li>Minimize indirect spend</li> <li>Management quality and design</li> <li>Minimize business interruption</li> <li>Construction</li> </ul>	<ul style="list-style-type: none"> <li>Align FM to Business Strategy</li> <li>Building Management Services</li> <li>On Time Budget with Yr. over Yr. Savings</li> <li>Supply Chain Strategic sourcing</li> <li>Innovation &amp; Best Practices</li> <li>Localized Demographic Operating Footprint</li> <li>True Partnership Approach</li> </ul>