

RELOCATION & CONSOLIDATION WEB SITE: WWW.INFORMATICA.COM

Informatica is a software company that specializes in inventory control software systems. Founded in 1986, the firm today employs approximately 1200 people and posts annual sales of more than 200 million.

CHALLENGE

Informatica was located in three buildings along the 101 corridor in Palo Alto. Totalling 100,000 square feet, two of the buildings were contiguous and one was freestanding. In addition, the firm had an office in San Francisco. The firm had completed an internal planning process that indicated an immediate need for more space and a long-term need for substantially more space and for consolidating all employees under one roof in the Bay Area.

Given these needs, Informatica engaged NAI BT Commercial to develop short and long-term space solutions. NAI BT Commercial had previously provided strategic advisory assistance in the past and also had successfully handled eight assignments for Informatica.

SOLUTION

After clarifying and refining the Informatica needs and long-term vision, the NAI BT Commercial team surveyed the market for viable alternatives. The geographic parameters were defined by a need to be close to the intellect of Silicon Valley for recruiting purposes but also reasonably accessible to San Francisco where many employees lived. This search was also challenging because of the frenzied state of the Northern California marketplace; the overall vacancy rate was low and, for those facilities that were available, landlords were dictating the framework and timeline for negotiations.

The broad market search produced ten buildings, which was later reduced to five and then to two finalists on which NAI BT Commercial negotiated terms. One of the two projects, Pacific Shores, was the client's first choice and was the project that a lease was finalized on within 3 weeks of initiating discussions with the property owner.

Of real importance, NAI BT Commercial had just completed a lease negotiation with this same developer. In this 200,000+ square foot transaction, NAI BT Commercial represented the user.

RESULTS

Informatica achieved the following:

- A superior long-term real estate solution – 286,000 square feet of contiguous space in a superb Central Peninsula location. All Informatica operations in the Bay Area, including the downtown San Francisco office, were brought under one roof.
- An advantageous lease structure – resulting from the landlord's respect for NAI BT Commercial and NAI BT Commercial's unique knowledge of the needs and business terms negotiating approach of the landlord.
- The transaction was completed under extreme time constraints and ahead of schedule – within 60 days of initiating the process.