



## UGL Equis Transaction Advisory Services



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### OUR CAPABILITIES

- Lease acquisitions, renewals, subleases and lease restructures
  - Asset purchases and dispositions
  - “Stay or go” analyses
  - Market and demographic research and analysis
  - Incentive negotiations
  - Workplace analysis and strategy
  - Management of build-out
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Virtually every organization is looking for ways to be more competitive, cut costs and improve brand image. With the assistance of a skilled, unbiased advisor, real estate can help achieve these goals and transform what was just a cost center into a strategic business advantage.

UGL Equis provides consultative, strategic transaction services solely for users of business space. In acting as a fiduciary client advocate, UGL Equis helps organizations align real estate needs with key business objectives – while ensuring that each transaction is negotiated from a position of strength.

UGL Equis’ Transaction Advisors work with clients to define real estate business requirements, analyze opportunities, develop strategies and manage transactions through lease execution and beyond. Our representatives can expertly manage everything from single transactions to complex, global portfolios consisting of thousands of properties totaling hundreds of millions of square feet. With a client retention rate of 90%, UGL Equis proves its success by meeting performance metrics for cost, speed and performance.

### OUR SOLE FOCUS IS ON PROVIDING REPRESENTATION FOR BUSINESS SPACE USERS

We provide uncompromising advocacy exclusively for corporate real estate users. Together with analytics and strategic thinking, we provide clients recommendations that are not just unbiased, but that also minimize both long and short-term risk.

Real estate transactions are about more than the market. By translating financial and operational goals into specific real estate actions, we help clients reduce occupancy costs and increase profitability.

## OUR CLIENTS INCLUDE:

American Family Insurance  
AT&T  
Bayer Corporation  
City of Chicago  
Duke Energy  
GlaxoSmithKline  
Liquid Container  
Navigant Consulting  
Peoples Energy  
State of Wisconsin  
USG  
Verizon  
Wachovia Bank  
Watson Wyatt Worldwide  
Webster University  
Zurich Insurance

## A PROVEN PROCESS THAT MAXIMIZES RECOVERIES

Our goal is to help clients redefine their real estate to create distinct competitive advantages by leveraging our:

**EXPERIENCE** – our representatives are tenured professionals with both depth and breadth of real estate expertise

**INTEGRATED MODEL** – our process ensures that our real estate experts work together to create operational efficiencies and produce reductions in short- and long-term expense

**ABILITY TO DELIVER RESULTS** – we negotiate the best terms for each specific situation – and measure our results

UGL Equis' transaction process is consistent and effective:

### ASSESS

The first step is to assess our clients' key business drivers and industry trends. Our professionals analyze each client situation by analyzing organizational and market information. We weigh opportunities and risks, evaluate usage requirements against business processes, and document key performance indicators.

### PLAN

Next, UGL Equis experts conduct an in-depth market analysis. We evaluate how each transaction scenario impacts everything from economics and employee recruitment and retention to location dynamics, brand image and operating efficiencies. Our plans align real estate with treasury objectives, and support capital expense, space usage, process improvement and technology initiatives. They also take into account specific issues with lease clauses, build-out projects and new construction.

### IMPLEMENT

Once the strategy is complete, UGL Equis takes action by tenaciously negotiating on our clients' behalf. We tap into the capabilities of our financial, workplace and project management experts to deliver seamless services through a central point of contact.

### MANAGE

For each real estate transaction, we manage the entire consensus building and negotiation process, continuously communicating results against performance measures. We tap the appropriate resources to provide the right skills, wherever and whenever they are needed along the way.



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**About UGL Equis** For more than two decades, UGL Equis has applied a combination of financial, business, industry and public sector expertise to a spectrum of corporate real estate services. We have grown into the world's largest corporate real estate firm exclusively focused on users of business spaces. We have cultivated successful relationships with some of the world's leading organizations, and have helped thousands of businesses transform their real estate into a competitive advantage. [www.ugl-equis.com](http://www.ugl-equis.com)