



Let's Open It Up!



NewsGator provides software that enables knowledge sharing, collaboration, and ultimately, enterprise-class social business software. NewsGator has been very successful, and the management team decided to change the look and feel of their office space in an effort to occupy space more efficiently and open it up to promote internal teaming and collaboration.

Having already represented NewsGator three times, Rare Space was called upon a fourth time to develop a plan that increased internal collaboration and efficient space utilization. Rare Space analyzed the market and located a Class A building that would accommodate all of NewsGator's requirements. Rare Space also recommended architects, project managers and general contractors that created an efficient floor plan, within their budget and transitioned them into the new building most effectively.

Rare Space accomplished the following, for a total savings of \$1,474,913 for NewsGator:

	Current Lease	New Headquarters
Square Footage	19,687	15,787 (20% Reduction)
Lease Rate	\$30.50	\$28.50
Rate Reduction Savings		\$259,000
Size Reduction Savings		\$990,949
Free Rent Value		\$224,964
Tenant Improvement Allowance		\$284,166
Moving Allowance		\$78,935
Total Savings (Lease Rate, Reduced SF and Free)		<u>\$1,474,913</u>