



CASE STUDY:	Preserve the Relationship and Close the Deal
TENANT:	Quantix, Inc.
TENANT REP:	Rare Space Inc.



Quantix has been a successful woman-owned corporation for over eight years. Jill Reynolds, President of Quantix, and the rest of her staff had a great relationship with their Landlord and wanted to preserve that going forward. However, they were outgrowing their space and their negotiations with their Landlord to expand had become stalled. For Jill, the process was consuming her thoughts and her time.

Rare Space met with Jill in late October and learned where she was in her negotiations and what she needed to allow Quantix to continue to grow. The property management company for their building had been aware of their needs for over two months but wasn't responding. "We have people working on folding tables," Jill said.

The main challenge that faced the team was to move the process quickly to meet immediate growth needs. Within two weeks the fully executed lease and space plan were in place plus the tenant improvement work was scheduled.

The amended lease included:

- ❖ A 45% expansion of the leased space
- ❖ All tenant improvement work paid by the landlord
- ❖ Reduction of the lease rate schedule by 5% to reflect current rates
- ❖ 40% of the expansion space free for the first year
- ❖ Two months of rent free upon lease execution

The result: a happy tenant, good relations with their landlord, and room to continue to grow.

I appreciate your sensitivity to my concerns early on and your professionalism through the process. I would be pleased to work with you again in the future and serve as a reference.

-Jill Reynolds, President, Quantix, Inc.