

T2 Systems



Read below to learn how CARMEN Commercial Real Estate Services helped T2 Systems negotiate new lease terms and office space at a discount of 10% less than comparable leases, reduce overall facility costs, and exceed every criteria set by management for relocation.



THE CHALLENGE

T2 Systems, a growing IT firm serving municipal government and universities (see website for description, www.t2systems.com) was located on the Indianapolis northwest side in an area largely identified as an industrial park.

In order to fulfill its business objectives, T2 needed to increase its staff with skilled professionals. However, due to the location and condition of the existing office, T2 was inhibited in the hiring of professionals in order to meet these goals.

1. NEED TO INCREASE STAFF
2. UNDESIRABLE LOCATION
3. UNSUITABLE OFFICE CONDITIONS TO SUPPORT NEEDED GROWTH

Strategies and Solutions

After a thorough evaluation of Indianapolis and surrounding communities, T2's leadership focused on locating in a geographic submarket located at the center of where the company's existing employees lived and where leadership believed it could attract the most desirable employees. The T2 leadership decided to locate along the north suburban Interstate 465 beltway, essentially placing the company on the border of Indianapolis and the communities of Carmel and Fishers, Indiana.

CARMEN evaluated this submarket for office opportunities that would: accommodate T2's anticipated growth over the upcoming 7-10 years; provide employees and job candidates with a professional atmosphere; provide a development rich with amenities; and a location that provided easy to access to and from the surrounding residential communities.

CARMEN arranged for five architectural firms to interview for the engagement to design T2's offices, which would specifically be designed to provide a work environment that the company's leadership felt best reflected where the firm was going.

RESULTS

- CARMEN negotiated lease terms for T2 Systems to relocate and lease nearly 18,000 square feet of office space in the mixed-use Keystone Crossing development, at a discount of approximately 10% less than comparable leases.
- T2 Systems leased an additional 5,000 square feet of office space at a less expensive flex property for client training purposes, therefore, reducing its overall facility cost.
- CARMEN met and exceeded every criteria set by T2's management, which was essential for the company to make the relocation possible.
- In 2016 T2 expanded into the entire floor of the building, totaling over 22K sq.ft. The original lease was in 2013.