



TRANSWESTERN

REAL ESTATE
SERVICES



South San Francisco, CA

480 Forbes

Tenant Advisory + Workplace Solutions

Transwestern represented a major global pharmaceutical corporation when the company sought to consolidate several locations into a single innovation and research center. The Tenant Advisory group negotiated the exit of several San Francisco facilities that ensured the client avoided termination penalties.

TW brokers then represented the client in the search and signing of an agreement for a new facility that accommodates employees across research, technical operations, medical and development, commercial, and more.

Through forward-thinking planning and proactive negotiating, TW helped the client reduce its footprint from 254,00 square feet across several leases to just 154,000 square feet in one facility—an estimated savings of \$66,000,000.

“With a multi-layered task like this, my team and I remained thoughtful toward the overall goal of creating a more effective workplace,” said Executive Vice President Kyle Robbins. “Our client fully understood that we worked on their behalf to get not just the individual task in front of us right, but, more importantly, to find a solution that delivered greater collaboration, improved efficiency, and lease flexibility to allow for future growth.”