

Understanding

Everybody's different.

We are not so big that we can't engage the clutch to reach you on *your* level and deal with *your* issues, *your* context, *your* strategic plan, *your* budget and *your* schedule.

Our experience in the non-profit *and* commercial markets enables us to listen to you and tailor our services to address your issues and achieve *your* objectives.

No matter how challenging or unreasonable they may be.



In executing multiple projects for Deloitte & Touche, we worked with D+T's commercial real estate consultants in market-driven and tenant representation contexts to facilitate real estate transactions in a timely fashion, while probing needs with local representatives to plan and design spaces that fit within the challenging financial parameters set by D+T.

Deloitte had set new space standards with a prominent national firm for their Chicago relocation, only to have their partners and staff unhappy that their work processes and space needs were not successfully addressed.

By engaging stakeholders and addressing work processes, training/ development and culture, we developed a mix of different space standards that consultants reserve based on the nature of their work tasks. These space standards were vetted by the national facilities representatives and approved since they fit within the occupancy objectives for reducing space consumption.

The success of this alternative officing initiative is reflected by the fact that it has been widely copied by D+T throughout its facilities in the United States.

"Bill Eberhard's team successfully managed a difficult role working for an owner and tenant simultaneously. Balancing the needs and expectations of both was certainly a challenge. However, Bill's staff always provided a professional and talented service. I think our Cleveland office is recognized as Deloitte & Touche's most attractive and the best example of high quality design within a standards program."

Richard Lane, National Facilities Project Manager
Deloitte & Touche LLP

NAIOP Regional Design Award
Publication: *Corporate Interiors* No. 3

