



# IN TIMES OF UNCERTAINTY – CHART YOUR STRATEGY FOR FUTURE LEASE NEGOTIATIONS

CRRE- Corporate Infrastructure Advisory Group  
Real Estate | Information Technology | Operations

## STEP 1

### CREATE THE CRYSTAL BALL

- What does the immediate future look like?
- What happens after the “return” to “normalcy”?
- Is there a new normal, and is it good for my business?
- Space issues:
  - Do furniture systems go from 6 inches to 6 feet?
  - Do I need more space or less space? (to maintain social distancing)
  - Will my workplace become more virtual as more work from home?
  - If I need more space, should I evaluate alternatives?

## STEP 2

### DISSECT EXISTING LEASE TERMS

- What time frame are we now assessing?
- Who is liable now, and who should be in the future?
- Analyze lease terms against business, personal, and legal objectives.

## STEP 3

### FORMULATE THE “WHAT-IF” PLANS

- What is Step 1 telling me?
- Will operating models remain the same going forward?
- Does my ratio of real estate space to information technology spend change?
- Have I modeled all the potential “what-if” scenarios?

## HOW WE CAN HELP

Third-Party Analytical Viewpoint

Abstract, Synthesize, and Quantify Your Lease Liabilities

Perform a Real Estate Portfolio Assessment Against Business Goals

Incorporate Benchmarking and Emerging Trends into Strategy

Chart All Strategic Paths and Options Available



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