



**DEVENCORE**

**UNPARALLELED  
REAL ESTATE SERVICES**

**Local Expertise. National Presence.  
Global Connections.**



Experience  
the difference

# TENANT REPRESENTATION

# LEASE ASSIGNMENT STRATEGIES AND SERVICES

## Representing Space Users

**We offer unparalleled market information, negotiation strategies, and advice to our clients.**

Our six-stage tenant representation process allows our clients to receive optimal real estate solutions that align with critical business drivers: cost reduction, occupancy strategy optimization, lease negotiation, lease management, etc.

Whether a client decides to stay or move, Devencore enhances the negotiation leverage by identifying alternative location options and by supporting the RFP process in order to obtain the most advantageous conditions for the client. To achieve this, we develop valuation matrices establishing our client's financial constraints, operational requirements and qualitative considerations.

A short list of alternatives and corresponding negotiating strategies is created based upon our knowledge of the market, as

well as the specific circumstances of each building's landlord.

Once a location is identified and the most favourable lease terms are negotiated, Devencore's professionals stay closely involved to coordinate the ancillary activities associated with a renewal or relocation.

For those companies with remaining lease obligations on spaces that are no longer necessary or efficient, Devencore creates unique solutions to improve their situation. We develop strategies based on market conditions and an exhaustive analysis of the landlord's financial position on the property, including, but not limited to, the underlying mortgage burden, operation expenses and anticipated vacancies. We advocate our client's position in negotiating the restructuring of an unfavourable lease or, if necessary, assist in the disposition of excess space through a sublease, assignment or early termination.

## Tenant Representation Services

- Development of a real estate vision
- Development of occupancy strategy
- Employee location analysis
- Renewal vs. Relocation
- Lease recast analysis
- Financial and qualitative analysis
- Strategic lease and sale negotiations
- Lease auditing
- Subleasing / Disposition
- Project management
- Lease vs. Own

## The six stages of a lease assignment

STAGE 1	STAGE 2	STAGE 3	STAGE 4	STAGE 5	STAGE 6
<b>Planning and Approach</b>	<b>Market Assessment</b>	<b>Selection and Analysis of Alternatives</b>	<b>Strategic Negotiation</b>	<b>Finalize Negotiations</b>	<b>Provide Ongoing Service and Follow up</b>
<ul style="list-style-type: none"> <li>• Review current lease and agreements</li> <li>• Current and projected needs analysis</li> <li>• Determine the vision for the project</li> <li>• Define selection and evaluation criteria</li> <li>• Project assembly team</li> <li>• Develop the budget</li> <li>• Preliminary project schedule</li> </ul>	<ul style="list-style-type: none"> <li>• Conduct market research and survey all options</li> <li>• Pre-selection of best alternatives</li> <li>• Tours and preliminary assessment of options</li> <li>• Occupancy strategy and space planning</li> <li>• Preliminary evaluation of construction costs</li> <li>• Begin discussion with landlords</li> </ul>	<ul style="list-style-type: none"> <li>• Analyze suitability based on pre-determined criteria</li> <li>• Negotiation of work done by landlord</li> <li>• Perform financial and qualitative analysis of options</li> <li>• Estimate project costs (construction, equipment, relocation)</li> <li>• Recommend options based on criteria</li> </ul>	<ul style="list-style-type: none"> <li>• Development of strategy and negotiation approach</li> <li>• Manage preferred landlords' expectations</li> <li>• Draft lease agreements</li> <li>• Positioning of key terms and conditions</li> <li>• Final negotiation of conditions and approval process</li> <li>• Coordinate move-in plans, budget and schedule</li> </ul>	<ul style="list-style-type: none"> <li>• Validate lease agreement and clauses</li> <li>• Sign lease and appendices</li> <li>• Prepare due diligence and business point checklist</li> <li>• Recommend commercial professionals (construction, suppliers, etc.)</li> <li>• Turnkey project management services can be offered</li> </ul>	<ul style="list-style-type: none"> <li>• Abstract lease</li> <li>• Ensure landlord obligations are met</li> <li>• Perform annual operating expense reviews</li> <li>• Identify critical dates</li> <li>• Support negotiation for expansion, etc.</li> </ul>

## Local, National and Global Services

With offices in major markets across Canada, Devencore has a senior team of brokers committed to protecting tenants' interests in multiple markets from a single point-of-contact. By integrating skill sets, technology tools and analyses

typically performed by various organizations—including real estate, management consulting, architectural and project management firms—we are able to maximize the benefits for our clients.

*"...MAXIMIZE THE BENEFITS FOR OUR CLIENTS."*

# ABOUT DEVENCORE

## Who We Are

Founded in 1972, with national coverage, Devencore is the largest privately-owned corporate real estate brokerage and advisory firm in Canada. We offer comprehensive services that are specifically designed to ensure that all real estate decisions are supported by effective real estate strategies and professional execution.

Devencore's strength lies in its ability to understand its client's objectives, react quickly to the client's needs, yet still provide creative and valuable solutions that address any particular situation. Each and every professional of Devencore systematically applies the principles upon which the company's philosophy is based — to fully use every available resource to best serve clients and satisfy their needs.

Devencore has an office in Montréal, as well as affiliated offices in Toronto, Vancouver, Calgary, Edmonton, Moncton, Halifax, Québec City and Victoria.

**YOUR REAL ESTATE  
PARTNER IN YOUR  
CORPORATE  
TRANSFORMATION**



Brokerage and Transactions Services



Advisory Services



Real Estate Portfolio Management Services



Financial Services



Facilities and Project Management Advisory Services



Legal Services



# DEVENCORE

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