



ESTECH SYSTEMS, INC.

3701 Plano Parkway, Plano, TX

SUCCESS STORY



Product Type

Industrial

Assignment Size

51,200 SF

Service Offerings

Tenant Representation
Tax Abatement Negotiations
Zoning Assistance
Lease Negotiations
Architectural & Construction
Oversight

Client Feedback

“An ideal partner for us... we like working with them for their integrity in the commercial real estate business.”

Doug Boyd, President
ESI

Overview

Estech Systems, Inc. (ESI) desired to consolidate two locations under one roof to help increase manufacturing and production efficiencies, while enhancing the image of their business. Our team was hired by ESI to locate and negotiate the required terms in a new, efficient property that was located in a high profile location, while also meeting the tight economic parameters set by the client.

Strategy

- ✓ Identify opportunities to consolidate operations
- ✓ Consider adaptive reuse of existing Network Operating Center
- ✓ Negotiate City tax incentives

Results

ESI relocated their team to new corporate headquarters in Plano, TX. An increase of over 30% in annual revenue was achieved, while enhancing employee morale and productivity. A plan for growth was set under the same terms and conditions to prevent future time delays and excess expense.

