



ELECTRONIC TRANSACTION CONSULTANTS CORPORATION

Cardinal Park, 1705 N. Plano Road, Plano, TX

SUCCESS STORY



Product Type

Office

Assignment Size

45,732 SF

Service Offerings

Market Research
Financial Recruiting
Lease Negotiations

Client Feedback

“The real value add of the Citadel Partners team was their ability to work with us throughout the entire process – from market research, to site selection, design and final negotiations. Their advice and guidance led to significant savings immediately and for the next 5 years.”

Tim Gallagher
President
ETC

Overview

Electronic Transaction Consultants Corporation (ETC), a software design and implementation firm to the transportation industry, wanted to reduce costs immediately while stabilizing facility costs moving forward to better facilitate an aggressive growth initiative.

Strategy

- ✓ Create a market awareness of the assignment to leverage the competitive marketplace
- ✓ Locate alternative properties that could address our needs
- ✓ Identify creditworthy ownerships that could partner with us to address long term needs

Results

Citadel Partners was able to renegotiate the existing lease saving our client 51% over the first 18 months, 28% of the next 24 months and fixing costs moving forward at a 12% overall savings.

