



# COMPASS COMMERCIAL, ITRA GLOBAL

Providing commercial real estate services by advocating for our corporate clients' interests and increasing their profits.

## The Compass Commercial Difference:

### Your Advocate:

We represent only tenants and users of commercial real estate—never landlords or developers.

### Your Expert:

Our team of seasoned professionals negotiate on your behalf, lowering your cost. We use our years of experience to leverage your negotiating power.

### Your Local & Global Representative:

We provide broad geographic coverage and seamless representation in multiple markets through offices around the world.

### Your Trusted Advisor:

You will always receive objective, unbiased advice. Our team will save your hours of time researching, conducting negotiations and other services on your behalf.

## Alinta Energy Limited

### THE CHALLENGE:

Alinta Energy Limited needed a new space for their business in Western Australia. They were looking to relocate to a new area in hopes of saving money or negotiate a better deal in the space they previously occupied.



### WHAT WE DID:

Our partner ACORPP out of Perth, Australia outworked with the business owner to review the market and find the best values for the area. What zoning was required, the square footage, and the budget were determined, and we got to work. We identified several potential locations, prepared requests for proposals, and completed financial summaries for each location as well as the original space.

### THE RESULTS:

The client leased a space at Level 2/2B 338 Barker Rd. Subiaco, WA 6008. While we found that we could save them about \$507,000 at the existing premises, they moved to another space to find even greater savings.

- We did a full office relocation.
- There was consolidation of accommodation into two, full consecutive doors.
- New fit out construction to help accommodate their business to the area.
- The space included an exclusive parking area.
- Negotiated savings of \$1,450,000 in the new location.



Need some help? Just call us at 248.817.5400

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