



ALLIANCE
REAL ESTATE ASSOCIATES LLC



bit-x-bit
The Frick Building
Pittsburgh, PA 15219

SQUARE FEET
1,516

CLIENT

bit-x-bit is a startup company based in Pittsburgh, providing comprehensive computer forensics and electronic discovery services to many of Pittsburgh's major law firms and businesses. Exclusively endorsed by the Allegheny County Bar Association to provide these services to its members, bit-x-bit works with its clients to capture, interpret and document critical forensic electronic data which may be located on a company web server, desktop or laptop, cell phone, PDA or any other IT systems. Working closely with its clients, bit-x-bit develops the electronic evidence necessary for its clients to win their cases.

As a start-up, bit-x-bit wanted professional assistance in locating a new downtown Pittsburgh space for its business. The Allegheny County Bar Association recommended Alliance, which had assisted the Association in determining its best course of action.

RESULT

With a small window of opportunity in which to move, two building tours were conducted and three finalists were selected. bit-x-bit's first choice was deemed too expensive, and they were considering moving to an alternative they did not like nearly as much.

SAVINGS

As a small, yet growing company, a stair-stepped rental structure was negotiated for bit-x-bit allowing them to grow into their space in a cost-effective manner.

"Dick's organization and understanding of the downtown Pittsburgh commercial market was invaluable to us. Within days, we found the perfect space for our growing business, and thanks to Dick, he negotiated a rate that met our financial requirements."

- Susan Ardison
CEO