



A L L I A N C E
REAL ESTATE ASSOCIATES LLC



PREMIER TECHNOLOGIES

Penn Center West Four
Pittsburgh, PA 15276

SQUARE FEET

5,675

CLIENT

Premier Technologies has been recognized as the fifth fastest growing company in Pittsburgh, and the third fastest growing technology company. Founded in 1989, Premier Technologies helps companies by delivering the best solutions for their information needs. Their commitment has established Premier Technologies as a service-oriented leader in total solutions and service.

RESULT

Premier Technologies was not sure if they wanted to renew or relocate. Their landlord was notified that Premier's tenancy was in play, and to keep them, they would have to be aggressive. Building tours of other options were completed, test plans were drawn and the pricing of the build-out was done. Upon reviewing all options available to them, Premier Technologies elected to renew in its current location.

SAVINGS

By putting Premier Technologies into a competitive situation, the rent schedule originally proposed was reduced by 22.9%. In addition, their Base Year for escalation was revised, which saved them approximately \$1.25 over the term of the lease and the reconfigured space was completed on a "turn-key" basis, i.e., at no expense to them.

"Working with Alliance was a joy. I was very impressed with how I was able to concentrate on our business while Dick did all the leg work. After discussing what we were looking for, Dick setup several appointments of properties available in the area we were looking at. In a single afternoon we were able to see all the properties and narrow it down to a few we were interested in. Dick then handled all the negotiations, making recommendations on strategies that would assure Premier was getting the best possible offers. When the final offers came in I couldn't believe the savings he had negotiated for us. Even after we signed the lease, Dick was there to handle any issues that arose. It still amazes me how little of my time and effort was actually needed in this whole process. I will definitely use Alliance in the future for all of our property needs."

- Tim C. Steinour
President