

COLLIERS INTERNATIONAL

LAW FIRM SERVICES

Specialized Real Estate Services



Accelerating success.



“ “ The partners of Schwartz, Junell, Greenberg & Oathout, LLP thank Colliers International for their creative, diligent and persistent efforts in achieving a comprehensive full-floor lease and build-out package for our firm. The results exceeded our expectations and will be enjoyed and appreciated for years to come. ” ”

— Ed Junell, Partner
**SCHWARTZ JUNELL
GREENBERG & OATHOUT, LLP**

“ “ During the past two years, Colliers have kept us apprised of activity in the real estate market and have continued to be attentive to the needs of our firm ... Colliers have found ways for our firm to take advantage of certain situations based upon their extensive knowledge of the legal industry, which will ensure that we will not miss out on opportunities to save money in the future ” ”

— Judy Del Biaggio
Global Administrator
WEIL, GOTSHAL & MANGES

ABOUT US

MISSION

Our goal is to provide law firm services to accelerate your success. The legal industry is more competitive than ever, and we specialize in creating real estate solutions that support clients' diverse practices, enhance productivity and increase long-term profitability.

The Colliers Law Firm Services Group is a global team of experienced professionals including practicing attorneys and active members of legal industry organizations. Whether you require a comprehensive portfolio strategy, project management, location strategy or workplace strategy services, we can provide the right solutions for your business.

3 KEY BENEFITS OF PARTNERING

1 SEAMLESS SUPPORT

We work as an extension of your team, enabling you to achieve outcomes like increased employee satisfaction, heightened efficiencies and enhanced risk management — all while ensuring you have the time to focus on your business.

2 ACTIONABLE INSIGHTS

We help law firms keep pace with technological changes and the new ways in which firms must work to stay profitable and competitive. Our professionals regularly author articles in key publications and participate in industry events, bringing to bear this same well-regarded expertise on every client assignment.

3 ONE-STEP-AHEAD SOLUTIONS

In a business climate where change is the norm, our clients depend on us for real estate solutions that enhance productivity while minimizing capital expenditures and risks for today's partners, associates and employees — and for future generations.

“ Our Colliers account manager in London was available 24/7, which was critical when dealing with U.S.-based decision makers. The understanding of the London market and strategic advice and implementation was of the highest standard. ”

— Debra Lehman-Smith
Design Partner and Co-founder
LEHMAN SMITH MCLEISH

WHY US

CAPABILITIES

Operations & Portfolio Strategy

- › Strategic operations and portfolio planning
- › Multi-criteria decision analysis
- › Strategic sourcing and spend analysis
- › Shared services and consolidation strategy

Lease Administration

- › Database selection and construction
- › Lease abstractions & database management
- › Monthly rent verification & payment schedules
- › Lease audits
- › Transaction project tracking

Location Strategy & Optimization

- › Footprint and market access optimization
- › Economic incentives consulting
- › Site selection and location strategy
- › Economic development strategies

Real Estate Consulting & Advisory Services

- › Real estate market analysis and forecasting
- › Demographic/psychographic analysis
- › Market-to-market analysis and opportunity assessment
- › Property evaluation and selection
- › Property acquisitions and dispositions
- › Cash flow analysis and financial modeling

Program/Project Management

- › Resource integration management
- › Program lifecycle management
- › Design management and procurement consulting
- › LEED®/sustainability consulting
- › Capital planning and budgeting
- › Construction administration
- › Change communications strategy

Workplace & Workflow Strategy

- › Workflow and business process design
- › Workforce evaluation and alternative workplace assessment
- › Workplace benchmarking and standards
- › Facility layout and design
- › Space utilization, efficiency and vacancy analysis
- › Mobility program design and change management





Sidley Austin LLP: Improving Workplace Strategy Through Relocation

Challenge

Sidley Austin LLP, the sixth-largest corporate law firm based in the United States, needed to modernize and right size a number of its offices around the U.S.

Strategy

The Colliers team helped Sidley Austin complete an exhaustive workplace strategy and forecasting program to understand its current and future needs. The team was not deal-driven, but rather focused on working with the firm to develop both an accurate accounting of Sidley Austin's long-term needs and a strategy reflective of its business going forward. With a goal of tripling or quadrupling the size of its Boston office, Sidley Austin turned to Colliers for a creative solution. The team negotiated a below-market expansion (27,000 square feet) in a strong landlord's market environment.

Results

Partnering with senior-level market experts, Colliers negotiated flexible and right-sized solutions for Sidley Austin's Houston and Boston offices. Colliers relocated Sidley Austin to 49,000 square feet of space in a superior Class A building in downtown Houston at a below-market lease rate, which gave the firm additional space to accommodate several new partners. Colliers most recently advised Sidley Austin on a long-term lease restructure for 352,112 square feet at 787 Seventh Avenue in New York City. The strategy was defined by the need to modernize Sidley Austin's space and standards and adjust its real estate commitment to reflect the firm's headcount over the next 20 years.

Torys LLP: Changing Business of Law and Effect on Workplace

Challenge

The first challenge was the scarcity of existing building options. At 3%, the Toronto CBD office market has the lowest vacancy in North America. In addition, new construction timelines barely meet the existing lease expiry date, creating significant risk.

Big law firms are under pressure in a way that they have not been before. With clients questioning a fee model that has been in place for years, these firms are feeling pressure to increase their efficiency and effectiveness; their associates are questioning the historical Cravath System as they search for a fulfilling work/life balance.

Strategy

The Colliers' team orchestrated an RFI, followed by an RFP for architectural services and went outside the local market to search for international experience. The team then wrote and submitted an RFI to ten firms and settled on five for RFPs, including Canadian, U.S. and Australian firms identified as thought leaders in the field.

In the end, Torys retained interior architects, engaging the New York design team because of their specialized knowledge and expertise in law firm design but also because of their ability to transfer experience from other tech and innovation client projects—the sector leading collaborative workplace environments. After extensive qualitative and quantitative comparison, the partnership decided to proceed with a five-year renewal to allow time for further exploration and testing of design before committing to a new workplace solution.

Results

The results included a five-year renewal of the lease negotiated for 185,000 SF. The results of the design exploration will be built out and tested on a quarter of a floor, with practice groups rotating through the space for the next two years.

COLLIERS

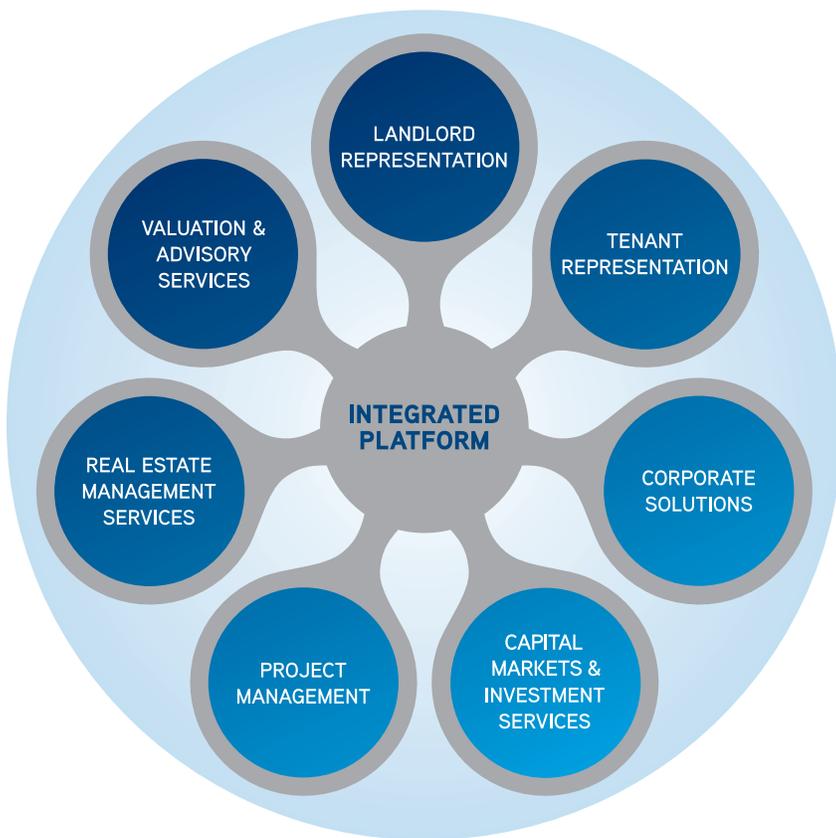
We've got you covered.



OUR DIFFERENCE

We are enterprising. As an industry-leading global real estate company with more than 15,000 skilled professionals operating in 68 countries, what sets Colliers International apart is not what we do, but *how we do it*.

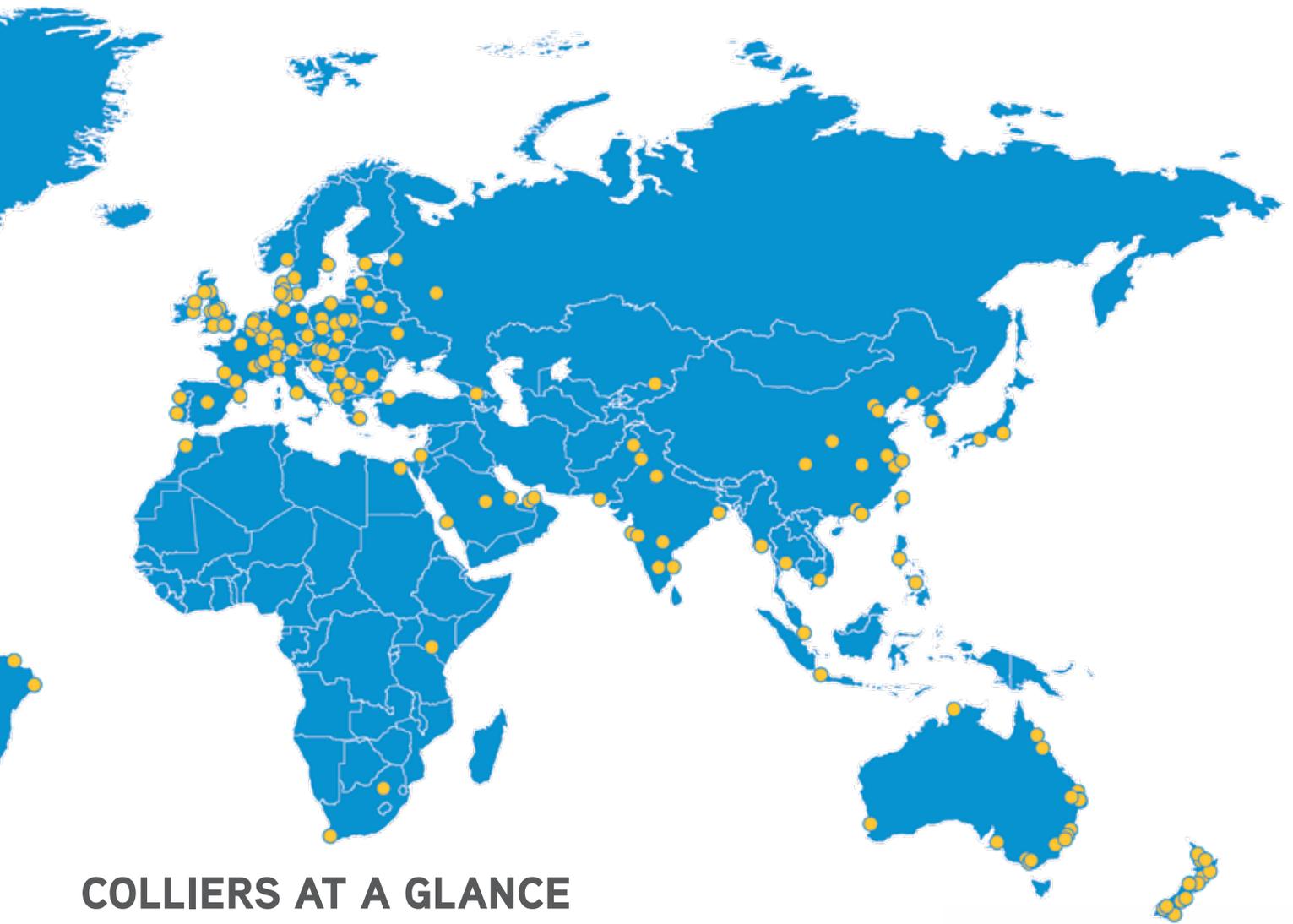
Our unique culture encourages our people to think differently, to share innovative ideas and to create effective solutions that accelerate our clients' success. Many of the world's most innovative and successful companies choose us when they need trusted, expert advice.



OUR SERVICES

The foundation of our service is the strength and depth of our specialists. Our clients depend on our ability to draw on years of direct experience in their local markets. Our professionals know their communities and the industry inside and out. Whether you are a local firm or global organization, we provide creative solutions for all of your real estate needs.

We deliver a comprehensive portfolio of real estate services to occupiers, owners and investors across all sectors worldwide. In addition to these sectors, we provide our clients with a deep level of knowledge in specialized industries and product types including law, technology and logistics.



COLLIERS AT A GLANCE



Comprised of
15,000
professionals



Revenue
\$2.6B
(US\$)



Managing
2B
(square feet)



Founding member of
the World Green
Building Council



Established in
68
countries



Lease/sale transactions
72,000



Transaction value
\$105B
(US\$)



Recognized and
ranked 12 consecutive
years, more than any
other real estate firm

All statistics are for 2016, are in U.S. dollars and include affiliates.

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Accelerating success.

