

ING at IFC, Central



THE CHALLENGE

- Long term occupation requirement
- Flexible lease terms
- Location, Management, Proximity to hotels and amenities are measured

THE SOLUTION

- Start Negotiation 1 year ahead
- Compare Renewal & Relocation Options
- 142,000 sf. in a Single, High profile, Central building
- 30,000 sf. in a decentralized location for administration/support facility

THE RESULT

- 20% below target rental
- Landlord provide 100% backup power, UPS & internal staircases