

# Build-to-Suit/Development Services Case Study

## Interactive Intelligence, Inc. (I3)

### Challenge

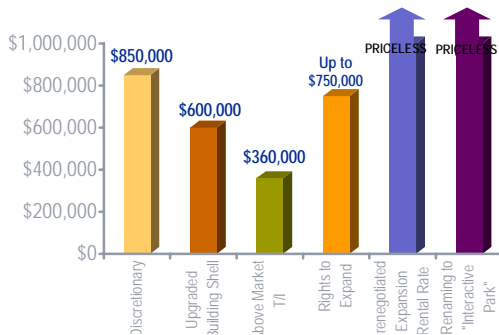
Provide a high tech publicly traded company with interstate visibility, accessibility, and a corporate campus development site with long-term flexible growth capabilities.

### Solution

Meridian Real Estate Tenant Advisor Jeff Harris, and former colleague, identified the select number of sites which met I3's criteria and developed an aggressive Request For Proposal that created strong competition for this large requirement. Meridian's proven process created tremendous leverage for I3. The competition and financial structuring of the initial building and future buildings and parking garages resulted in I3 receiving well below market rents with generous tenant allowances and contributed to I3's multimillion dollar economic incentive package. Additionally, Meridian's financial structure negotiated future buildings for I3 with predetermined rental rate structures. Their future expansion will not be influenced by office market conditions or be viewed as a captive tenant by their existing landlord.



**CORPORATE CAMPUS**  
180,000 SQ. FT.  
HEADQUARTER BUILDING  
WITH GROWTH TO 720,000 SQ. FT.



*"As a high profile company in the area, I had many tenant representatives call me for our business, and when I stated that I had Meridian representing our company, the response was always the same or similar... 'You are in good hands, they are the best in the business.'" That quote was from their competitors.*

*... We were extremely pleased with the level of service, communication, and organization that Meridian provided and would recommend them to others who are contemplating an office space transaction."*

John R. Gibbs  
Executive Vice President