



Tenant Representation Services Case Study Obsidian Capital / Fair Holdings

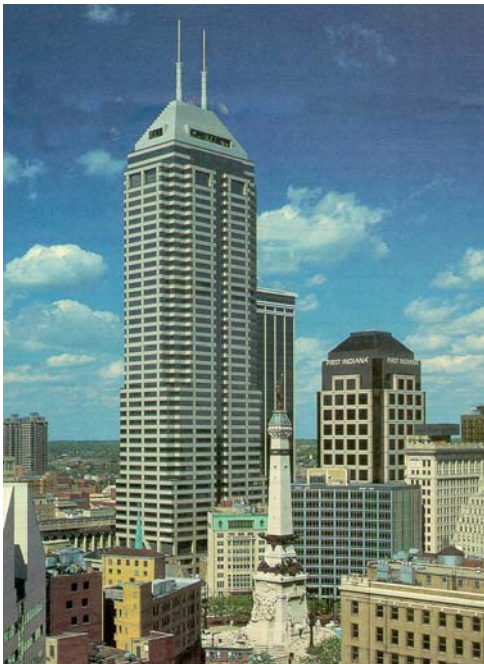
Challenge

Obsidian Enterprises/Fair Holdings (OE/FH) was in less than 5,000 SF and needed to expand at Bank One Tower, although its current lease did not expire for 18 months.

Solution

Tim Durham, CEO of OE/FH hired Meridian Real Estate to assist with its space search for cost-effective Class A office space, with ample expansion room. After touring top options, the client focused on a sublease of the entire top (48th) floor at Bank One Tower. That option provided OE/FH Class A space, with ample room to grow, free furniture and equipment, a fully-equipped kitchen, a premiere image, ample attached parking, and a prime location off Monument Circle at rental rates substantially below the market, locked in for 17 years.

Obsidian Enterprises/Fair Holding's **Estimated Value-Added Savings Exceeded \$2.6 million.**



BANK ONE TOWER

"I am extremely pleased with my new office space and feel that I achieved the best rental rates and terms the market had to offer. ... [Meridian] exceeded my every expectation and went above and beyond the 'call of duty' to negotiate a lease that was exceptionally favorable to my company."

Timothy S. Durham
Chairman & CEO
Obsidian Enterprises

Total Client Savings \$2,624,206

