



Build-to-Suit / Development Services Case Study Software Artistry, Inc.

Challenge

Software Artistry, Inc. (“SAI”) was a fast-growing publicly traded software firm experiencing exponential growth, needed a new, much larger, more visible corporate headquarters building, with ample room to grow. SAI wanted to stay in the immediate area to retain and expand their talented employee base. SAI also had to minimize or eliminate their \$6 million existing lease obligation in order to accomplish these required goals.

Solution

Meridian Real Estate Tenant Advisor Jeff Harris, and a former colleague, pre-qualified suitable developers who had the financial and creative ability to assume SAI’s existing lease obligation, while providing SAI with a new, larger and highly expandable corporate headquarters building. Meridian efforts and creativity reduced the \$6 million existing obligation down to \$1.6 million, while providing SAI a generous build-out allowance, a high image class A building, with below market rents and guaranteed expansion.

Meridian identified a prime site not on the market, visible to I-465, in the Keystone area, allowing SAI to nearly triple their space up to 250,000 sq. ft. through a series of favorable expansion options.



9025 N. RIVER ROAD

“I would highly recommend to any corporation with a large office space requirement that they retain Meridian Real Estate as their exclusive agent. Towards that end, please feel free to contact me for a personal reference.”

W. Scott Webber
President and CEO