

# Case Study

## Thomson Learning Inc

(Known as Cengage Learning)

### 5 Maxwell Drive, Clifton Park, NY



**Objective:** To secure a leased-space Headquarters location on a long-term basis that allows for expansion. Space to accommodate administration, special business units, production, archives, executive offices, and large conference center.

**Result:** Platform Realty Group met the objective with a 130,000 SF lease of space on a 10 year term, with renewal options. Our assignment included the design and construction of extensive

Request for Proposal, oversight of lease negotiations, design criteria, cost containment and meeting multi faceted scheduling deadlines.

**Challenges:** Oversight efforts were considerable due to coordination of several representatives and collaboration with International parent company, as well as many changes in design and sophisticated lease structure.

## Transaction Value: \$30,000,000