

Insurance Services Office (“ISO”)



Austin, Texas
4030 W. Braker Lane
7,797 SF

Since 1971, Insurance Services Office (“ISO”) has been providing comprehensive data, leading edge analytics, and decision – support services to assist its clients in identifying, mitigating, and pricing for risk. Over the past 10 years, the Austin office had evolved into three noncontiguous suites within two separate buildings creating an inefficient work environment.

Overview

In 2004, the Austin office market was over 22% vacant but for the first time in over 3 years the market had begun to show signs of a turn to the positive. This was an optimal time for ISO to invest in its real estate resources for the future. Commercial Texas was engaged to identify all options and conduct negotiations to secure ISO’s best long term solution.

Goal

ISO’s ultimate objective was to combine their Austin operations into one contiguous location. Challenges included the economic impact of a move and the disruption on the business. Additionally, due to the amount and the importance of ISO’s file space, ground floor and a sprinkled building was mandatory.

Approach

Commercial Texas’ initial step was to bring in the expertise of an interior architect to assist in formulating the ideal workspace. Based on this solid foundation, Commercial Texas was able to identify a short list of options, have the architect visually draw ISO into those spaces, and then strategically negotiate for those items most important to ISO.

Results

Armed with accurate and comprehensive information about its needs, ISO was able to secure very favorable economic and non-economic lease terms including a favorable rental rate and free rent thereby offsetting moving costs while achieving ISO’s ultimate objective of relocating into one contiguous space and maximizing productivity over the long term.