



“Our relationship with Randy allows me to manage twenty-seven locations since he serves as the primary contact with cooperative brokers.

Throughout our process and demands for information Randy remains very responsive.

He also provides review of all agreements and is an essential sounding board for negotiations and decisions.

Randy’s experience and systematic approach have made him an important part of the team.”

David Blitz
Sr. Manager, Real Estate and
Facilities

Check Point Software Technologies, Inc.

Multiple Locations

Tenant Advisory Services – Multimarket Account and Relocation

OPPORTUNITY/CHALLENGE

Check Point Software Technologies Inc., based in Israel, needed an international call center facility, located in the Dallas / Fort Worth area. Check Point was growing rapidly and in need of additional regional offices around the U.S.

SOLUTION

- Locate a cost efficient call center facility in the middle of Dallas / Fort Worth Metroplex with additional room to grow at least 100%.
- Locate new regional sales offices around the United States, coast-to-coast.
- Relocate their US headquarters in California as soon as they outgrew their existing space.
- Check Point needed a “single source” national real estate provider.

VALUE ADDED BY TRANSWESTERN

- Over 228,149 square feet leased for Check Point, in eight states over a 10-year period.
- Eight new regional offices were established and strategically located around the United States, with more offices slated for 2007.