

McCALL & ALMY

REAL ESTATE SOLUTIONS

CITRIX SYSTEMS, INC.



Citrix allows virtual collaboration through its cloud computing products

Citrix Systems, Inc. is a leading provider of virtual computing solutions that help companies deliver IT as an on-demand service. Citrix combines virtualization, networking, and cloud computing technologies into a full portfolio of products that enable virtual workstyles for users and virtual datacenters for IT. The company's strong growth necessitated new office space and consolidation of expiring leases in its suburban Boston hub.

Location
Bedford, Massachusetts

Square Footage Leased
64,141

The Challenges

- Critical timing to tie together a simultaneous lease and sublease expiration
- Growth through acquisition of two software companies in Westford (Reflectent Software) and Waltham (Ardence).
- Desire to find convenient location to bring together distinct office locations and cultures
- Need for highway exposure and access

The Results

- Team provided demographic analysis to identify new locations
- Review of market alternatives and consensus-building for preferred option
- Took advantage of current market conditions to secure aggressive rents for client
- Negotiation of new office location delivers significant base building and property upgrades, extension rights, HVAC replacement, exterior building signage and other key lease issues with landlord

“McCall & Almy not only advocates for our needs, they also anticipate how we can best use our space.”

Ed Loftus

Director, Finance & Operations
Citrix Systems, Inc