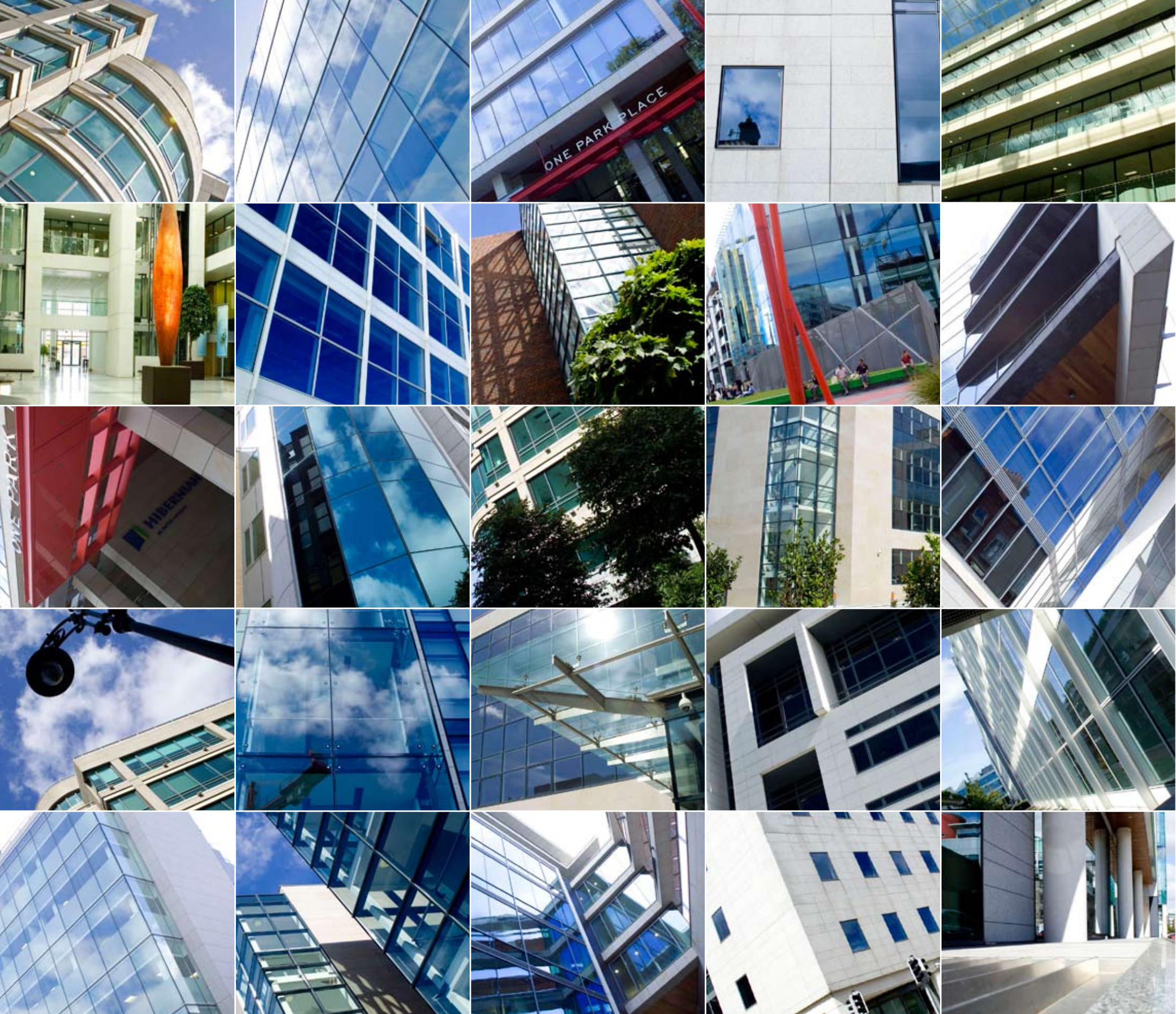


a unique portfolio of *solutions*



JONES LANG  
LASALLE®



“To every problem  
there is a solution,  
whether you  
know it or not”



When a company is relocating,  
it needs property skills it  
usually does not have in-  
house. That is the gap that  
Jones Lang LaSalle is ideally  
suited to fill. And even better  
– the benefits from using us  
usually far outweigh the cost.





*"Jones Lang LaSalle were appointed to assist in the selection and acquisition of a modern, class leading premises for Royal & SunAlliance Insurance. The building needed to facilitate a high performance working environment to support our expansive, customer focussed business approach. Jones Lang LaSalle delivered on the brief fully - satisfying RSA's requirement in a highly efficient manner. We look forward to moving into our new headquarters in Dundrum in Summer 2008."*

Iain Walsh Director, Finance & Facilities Royal & SunAlliance



**Hibernian**

Acquisition of 20,000 m<sup>2</sup> in Park Place, Dublin 2 as new corporate headquarters.



**Royal & Sun Alliance**

Acquisition of new headquarters of 6,500 m<sup>2</sup> in pre-letting in Dundrum Town Centre, Dublin 14.

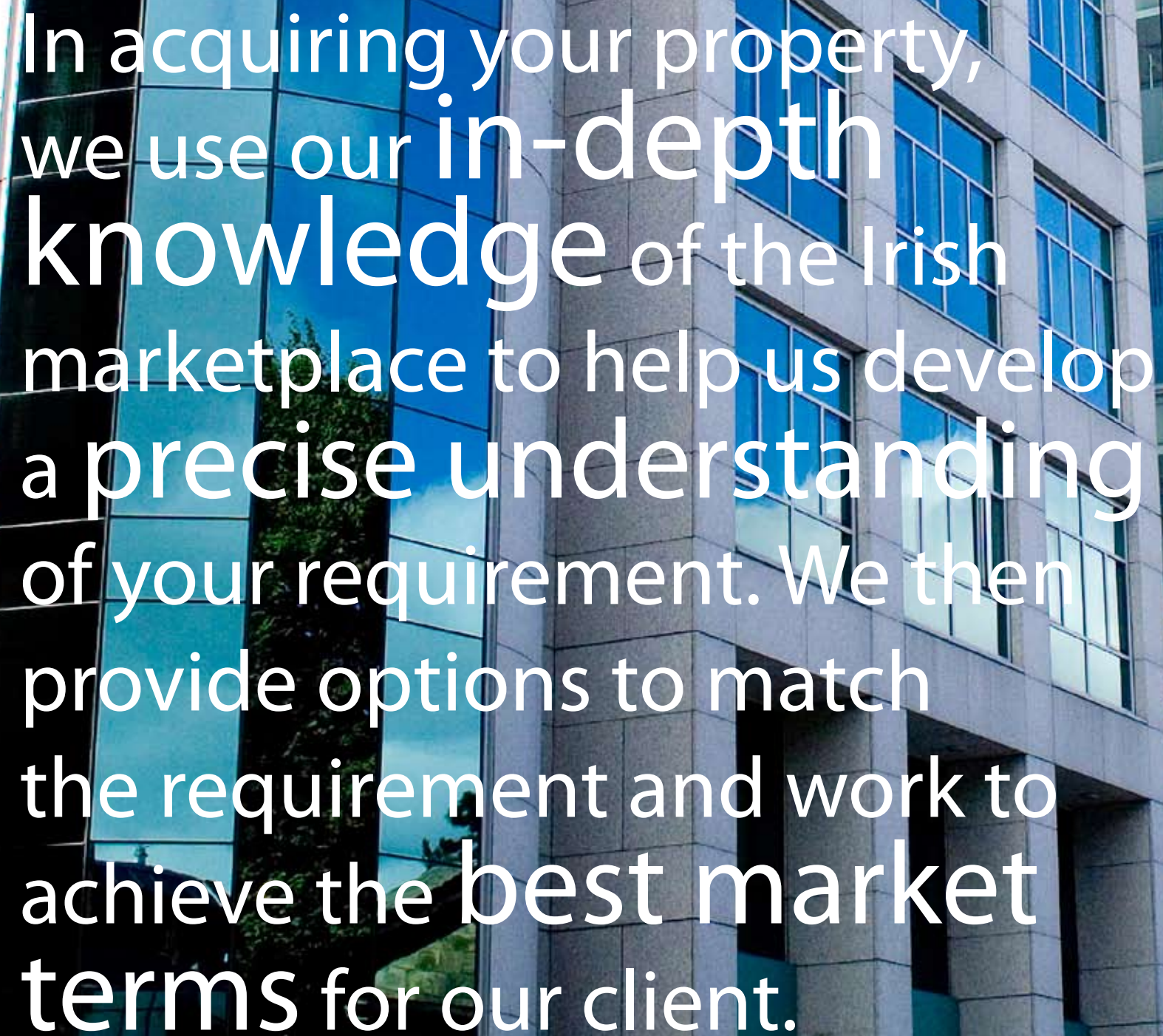


**Accenture**

Acquisition of new offices of 2,000 m<sup>2</sup> in Grand Canal Square, Dublin 2.



Jones Lang LaSalle's  
Corporate Solutions service  
provides a **one-stop  
shop** that gives you as  
a business occupier ready  
access to the full range  
of professional services  
you can benefit from,  
**tailored** in each case  
to your specific needs.

A modern building with a glass facade reflecting the sky and surrounding environment. The text is overlaid on the image in white, bold, sans-serif font.

In acquiring your property,  
we use our **in-depth  
knowledge** of the Irish  
marketplace to help us develop  
a **precise understanding**  
of your requirement. We then  
provide options to match  
the requirement and work to  
achieve the **best market  
terms** for our client.

*"Jones Lang LaSalle's Tenant Rep team acquired for Experian the premises we desired for our new European HQ building and then provided us with a complete Project Management service to complete a high quality project in a very tight timescale."*

John Wilson, Experian



### **Experian**

Acquisition and fit-out of new offices of 1,700 m<sup>2</sup> in Northern Cross, Dublin 17.



### **Salesforce.com**

Disposal of 800 m<sup>2</sup> in Leopardstown and acquisition and fit out of 4,200 m<sup>2</sup> in the Atrium, Dublin 18.



### **Deloitte**

Acquisition of 2,000 m<sup>2</sup> in Hatch Street, Dublin 2.



# Acquisition & Fit Out Process

In each case, we begin with a detailed study of your needs. Then we put our professional skills to work, ensuring the best and most profitable result for your organisation.



## Agree Brief

- Location
- Size
- Quality
- Function
- Lease term
- Floor plate
- Timing



## Market Search

- Key technical performance criteria
- Provision of options matching the brief
- Review of suitable options for inspection



## Viewings (Desk Top for Pre-let)

- Inspections of initial buildings selected
- Review building quality analysis



## Shortlist

- Prepare shortlist from inspections
- Review options in detail - competition, likely terms, availability, fit out costs
- Proposals for shortlisted options



*"JLL has provided dynamic, thoughtful and superior strategic brokerage and project management services expertise for Salesforce.com in Dublin, Ireland as well as numerous other international locations. Their team continues to understand our culture and deliver outstanding results on our projects and reflects the high level of professionalism that earns our respect, confidence and repeat business."*

Tim Alonso Vice President of Leasing Salesforce.com



### Negotiations

- Brief & appoint technical due diligence team
- Blocking & stacking
- Negotiate competitive terms on shortlisted properties
- Select preferred building



### Legals

- Manage detailed technical due diligence
- Negotiate commercial terms in lease
- Detailed review of lease
- Measurement of accommodation and agreement with landlord's agent



### Building Construction Building Completion

- Consolidated technical report
- Development monitoring
- Obtain as-built spec/drawings
- Building handover



### Fit out Project Management

- Project planning
- Design management
- Health & safety management
- Procurement/tendering
- Fit out project administration
- Handover documentation



### Occupation

- Advise on building maintenance
- Move management strategy
- Life cycle costing



### **Jones Lang LaSalle**

Refurbishment and redesign of 600m<sup>2</sup> of office space, boardroom and high specification reception area.



### **Eurizon Life**

Acquisition and fit out of 2,000 m<sup>2</sup> in George's Court, Dublin 2.



### **Bank of America NA**

Disposal of 1,200 m<sup>2</sup> in the Harcourt Building, disposal of 1,500 m<sup>2</sup> in St. Stephen's Green and acquisition and fit out of 2,200 m<sup>2</sup> in Park Place, Dublin 2.

*"Jones Lang LaSalle worked with us to find the best building and location and, once acquired, provided us with a comprehensive fit out service which effectively allowed us to continue with our business while they readied our new premises for us."*

Catherine Meenaghan Country Operations Manager Bank of America NA





In disposing of property, we advise you on the **available options** and recommend the best route to take in order to achieve a **successful disposal**. We prepare a specific **marketing campaign** aimed at maximising the yield to your company.

A photograph of a modern building facade featuring a grid of windows and horizontal louvers. The text is overlaid on the image in white. The text reads: "In fit out and project management, we translate your needs into detailed specifications, then oversee the tendering process and manage and audit the work of all consultants and contractors. All you need to do is walk in!"

In fit out and project management, we translate your needs into detailed specifications, then oversee the tendering process and manage and audit the work of all consultants and contractors. All you need to do is walk in!



**Northern Trust**

Disposal of 1,700m<sup>2</sup> and acquisition of 4,200m<sup>2</sup> in pre-letting of George's Court, Dublin 2. Further acquisition and fit out of 1,200m<sup>2</sup> in Limerick.



**Arthur Cox**

Acquisition of 1,500m<sup>2</sup> in Dolmen House, Dublin 2 as expansion space and advisers in acquisition of new headquarters of 20,000m<sup>2</sup>.



**J P Morgan**

Acquisition of new offices of 4,000 m<sup>2</sup> in pre-letting in Northern Cross, Dublin 17.

*"As part of Northern Trust's growth plans in Ireland, Jones Lang LaSalle's Tenant Rep team acquired our new premises in Dublin and Limerick. The Project Management team have subsequently successfully completed the fitout of the Limerick facility and are now engaged on the second phase of the Limerick expansion."*

**Martin Clarke** Vice President Corporate Services International Northern Trust

# The right people

Jones Lang LaSalle in Ireland was established in 1964. We are deeply grounded in our own market where we advise the leading property developers, landowners, occupiers and institutions. The Dublin office has a staff of over 80 with fully-qualified professionals in valuations, investments, sales, acquisitions, lettings, project management, development land, research, marketing and property management.

Our Corporate Solutions division is headed by



**Fionnuala O'Buachalla**

○ **Fionnuala O'Buachalla**

Director - Tenant Representation  
+353 1 6731626  
fionnuala.obuachalla@eu.jll.com

and

**Andrew McCracken** ○

Associate Director - Project & Development Services  
+353 1 6731675  
andrew.mccracken@eu.jll.com



**Andrew McCracken**

Either Fionnuala or Andrew is the lead client contact for each Corporate Solutions project. They put together and co-ordinate a dedicated team drawn from the full range of Jones Lang LaSalle professionals.



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