

P A R T N E R S

Commercial
Real Estate
Value-Advisors

Address

2000 Crown Colony
Quincy, Massachusetts

Square Footage Leased

240,000 RSF

The Company

Boston Financial Data Services is an established and progressive leader in the rapidly expanding financial services industry. BFDS provides state-of-the-art automated shareholder record keeping and account processing services to some of the largest mutual fund management companies in the industry. BFDS was established in 1973 as a joint venture between State Street Corporation and DST Systems, Inc.

The Challenge

Boston Financial Data Services (BFDS) was located in multiple leased buildings on the South Shore. BFDS wanted new space in a campus environment that could accommodate up to 500,000 SF in a single location.

The Results

The strategy for BFDS was to identify different alternatives close to its existing locations in order to retain employees and to provide leverage that would allow them to negotiate the best deal possible. BFDS had several opportunities that became its short list of finalists.

FHO Partners negotiated a long-term lease at 2000 Crown Colony, Quincy, with The Flatley Company for a 240,000SF office building along with an option to expand onto an adjoining site that can accommodate an additional 240,000 SF. This solution provided BFDS with the ability to be in a single location in a campus environment and increase operational efficiency.



“FHO Partners consistently looks out for our firm’s interests, regardless of where we are in the deal-making cycle. As a result we remain committed and a strategic business partner. FHO Partners has the expertise that enables our firm to negotiate with landlords on equal footing.”

Peter Jackson
Vice President
BFDS