



PARTNERS

Commercial
Real Estate
Value-Addvisors

Address

313 Speen Street
Natick, Massachusetts

Square Footage Leased

7,250 RSF

The Company

clinivation is the worldwide leader in market clearance management solutions for the medical device and diagnostic industry.

The Challenge

clinivation was faced with finding a flexible solution allowing for growth without a long-term commitment.

The ideal geography included the Natick/Framingham submarket, with single digit vacancy rates, rising rents and dwindling availabilities.

The assignment was to be completed on a tight timeframe.

The Results

Monitored the market for opportunities as clinivation’s lease expiration approached.

Focused on spaces which would require minimal construction.

Negotiated a 3 year term to provide flexibility.

Even with a shorter term lease, a tenant improvement allowance was negotiated to offset build out costs.



“As our lease expiration drew closer, we were faced with making a critical real estate decision but not taking time and energy away from building our business.

FHO Partners helped us monitor the market for opportunities and negotiate a transaction which gave us minimal up front investment and flexibility as needs change.

This was all done against the backdrop of a very dynamic and tightening real estate market in our area.”

Joe Kozikowski, M.D.
President & CEO
clinivation