

P A R T N E R S

Commercial
Real Estate
Value-Addvisors

Address

Two LedgeMont Center
Lexington, Massachusetts

Square Footage Leased

202,000 RSF

The Company

VistaPrint, Inc offers small businesses everything they need to market their business, all on-line, including high quality printed marketing materials, promotional products and marketing services such as copy writing, design, websites and postcard mailings.

The Challenge

The company was growing at a 50% annual growth rate and had been out-growing its facilities every 2-3 years. The company wished to explore possible purchase of their existing building, with further expansion into an adjacent build-to-suit or a nearby facility, as well as relocation of all operations to a new site.

The Results

Over more than a year, our financial analysis group created financial models to help the client explore the potential economic impact of various options available to them for long-term expansion, whether via lease or purchase. Financial models were designed in both Cash and GAAP accounting to help the company to arrive at its final decision to lease an adjacent build-to-suit.



“FHO Partners was retained by VistaPrint to help manage a building selection and negotiation process in the 128 West corridor. They have since provided several value-add services to VistaPrint including identifying options based on a detailed understanding of VistaPrint requirements while also providing a financial modeling of all options.

FHO Partners has very strong negotiation skills as well as access to global market research and auditing services. FHO is a strategic partner and through a combination of experience and a willingness to take the time to understand exactly what we were looking for, have delivered world class representation to VistaPrint.”

Chris Connors
VistaPrint, Inc.