



MOSCOM.

OUTFIELD CASE STUDY

How We Used a Strategic Solution to Generate Valuable Cost Savings and Secure a Long Term Sustainable Future.

AT A GLANCE

CHALLENGES

- End of Lease
- No Leverage
- Council Landlord.

SECURED OUTCOMES

- Rent Reduction
- Favourable Lease Terms
- New Lease Agreement.



"Researching rental information and presenting it in a professional manner provides a solid foundation to negotiate a favorable outcome."

GERRY PETROPOULOS
MOSCOM.

OBJECTIVES

Outfield were seeking to renegotiate their lease terms and avoid another market rental increase.

SOLUTIONS

We undertook a comprehensive analysis of our client's commercial rent, comparing it against local market rates. Utilising this data, we developed a compelling case supported by our findings and prepared a detailed report for presentation to the Lessor.

Our meticulously researched evidence established a robust foundation for our argument that the rental price surpassed the prevailing market rental values.

After several months of negotiations, a revised offer was ultimately proposed and accepted by our client.

BENEFITS

Market Researched Negotiation

Having research that can be professionally presented ensures that the negotiation will be more successful.

Formality

We presented our evidence and engaged in formal negotiations to ensure we were taken seriously.

Intermediary

The involvement of an intermediary to represent the clients significantly bolstered our case, enabling us to achieve a mutually beneficial outcome.

Time Saving

This was a small business and the owners did not have the time or the experience to investigate commercial rents and formally negotiate.