

## Vanguard Modular

### Summary

Jackson Cross stabilized Vanguard's portfolio, provided lease administration for 15 locations, and created an annual facilities cost reduction of nearly 20% along with the creation of a nearly 7% increase in net facilities availability.

### Challenges

- At project's inception, over 50% of leases were in holdover or were expiring within a matter of days
- Full audit of every Vanguard property, including a completed abstract and audit of payables history
- Execute immediate plan to relieve contingent liabilities, eliminating holdover risk
- Create long term plan securing an appropriate location for each Facility
- Complete Market Survey for Corporate Headquarters

### Success

- All Vanguard properties stabilized and documented
- Properties no longer needed were exited at minimal cost
- All holdover risk averted
- All continuing sites re-negotiated into advantageous deal structures
- Facilities cost reduction of almost 20% annually
- 7% increase in net facilities availability
- Full audit of every Vanguard property, including a completed abstract and audit of payables history



### QUICK FACTS

#### Scope

- Nearly 20% aggregate annual facilities cost reduction
- Nearly 7% increase in net facilities availability

#### Jackson Cross Partners Resources and Expertise

- Portfolio Management
- Lease Administration
- Transaction Management
- Development Services
- Consulting Services

