

Transaction Profile



Location: **Eden Plaza - 26142 Eden Landing Road
Hayward, CA**

Industry: **Technology/Telecommunications**

Type: **HQ Renewal**

Space Use: **R&D**

Size: **15,204 SF**



The Project:

After an extensive market search Glimmerglass Networks renewed their lease at Eden Plaza for just over 5 years. Alternative sites were developed and negotiated with assistance from CM Commercial in order to clearly understand the financial impact of a renewal or relocation. Negotiated terms, capital costs and cash flows over the course of the proposed lease were all factored into the pro forma analyses and ultimately led Glimmerglass to choose to remain in their existing location. Based on an initial proposal submitted to Glimmerglass, prior to CM Commercial's involvement, the leveraged lease renewal process led to a net savings in excess of \$300,000.

Glimmerglass was founded in 2000 and is the world's leader in developing and marketing Intelligent Optical Switching solutions for the Telecommunications Industry and Government. With customers in Europe, Asia and North America, Glimmerglass has shipped over 50,000 ports of optical cross-connects with a strong reputation for product quality and reliability.

