



**TENANT REPRESENTATION**  
**Ambius - Medley, Florida**

**SERVICES**

Strategic Relocation Planning (SRP) is a system designed by the Conte Team which was used to benefit Ambius in their expansion process.

**SITUATION/PROCESS**

- Ambius's business continued to grow with the South Florida Cruise Industry and with local municipalities. This growth required Ambius to seek professional guidance before exploring the industrial distribution market in Miami-Dade County.
- Ambius was looking to relocate its 2nd South Florida location out of Kendal and to a more central area to service their clients.
- The Team was formally engaged 18 months prior to lease expiration. Relocation time lines were established.
- Extensive property searches were completed and the initial property tour was scheduled and conducted smoothly.
- A short list of space was identified with various landlords and a Request For Proposal was drafted and delivered to each of the competing landlords.
- Each response was analyzed and terms were negotiated several rounds. The most competitive and suitable landlord surfaced as we worked the process.

**RESULTS**

The Conte Team carefully implemented The Strategic Relocation Plan on behalf of the client to create Real Market Leverage. There new distribution center was delivered on time and on a turn key basis. There was a marked improvement efficiency, loading, cubic storage, office quality and access to major roads from the previous location.

**- REFERENCES AVAILABLE UPON REQUEST -**

The work in this case study was completed by The Conte Team while at Jones Lang LaSalle.  
References are available upon request.

