



Multiple Solutions for Growth

Challenge:

Chubb Computer Services was embarking on a three-year national expansion into major cities. Advance was retained to locate sites for land acquisition or lease negotiation for a 40,000 SF computer technical training facility. The site searches were based on demographic studies and the development model for the school.

Solution:

The key to this assignment was to integrate the school program model and the site locations. Chubb's requirement was for properties with high visibility through site locations and prominent signage to provide maximum benefit from Chubb's name recognition.

Result:

Nationwide design and construction was achieved through our alliances with national vendors. We achieved consistency by keeping a core project team together and then coordinating local talent to achieve our operational goals.

Advance acted as an in-house real estate arm for the company, and maintained a relationship with Chubb by managing the facilities. Advance located sites for Chubb in New Jersey, Pennsylvania, New York, Virginia, Illinois, Texas, and California.

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PROPERTY: Chubb Computer Services
North Brunswick, New Jersey
PROJECT SIZE: 40,000 Square Feet



"Advance Realty Group worked with Chubb Computer Services to help us through a period of high growth, where we were identifying new markets, as well as existing markets, to expand our facilities. Their creative ideas on how to support our business through the real estate selection and demographic analysis, as well as really working to understand the type of business we are and our facility need, was a great strength. They helped us with a variety of options from retro-fitting an existing building in North Brunswick, NJ to a build-to-suit in Virginia. I would recommend Advance's creative strength to any growing company."

*Tidd Brown
National Vice President
Chubb Computer Services*