



# TEXAS INSTRUMENTS

12500 TI Boulevard, Dallas, TX 75243

## SUCCESS STORY



### Product Type

Industrial

### Assignment Size

1,200,000 SF

### Service Offerings

Strategic Planning  
Structured Finance  
Lease Review & Negotiations  
Cost/Benefit Analysis  
Transaction Management  
Building Due Diligence  
Client Reporting

### Client Feedback

“In my 30 years of corporate real estate, I don’t believe I have been involved with a more difficult and complex real estate transaction. Our relationship with Citadel Partners proved invaluable in guiding and protecting us thru this difficult and protracted process.”

Gary Metzler  
Director of Global Real Estate  
Texas Instruments

### Overview

Texas Instruments (TI) strategically wanted to secure stable occupancy in portions of their corporate campus facilities that were not in their long term plans, while creating contiguous blocks of prime space for their own growth and utilization. To accomplish the task, three publically traded, multi-national companies had to be directed, motivated and lead to the appropriate conclusion simultaneously.

### Strategy

The strategy for the corporate campus assignment was to:

- ✓ Create the interest of the parties in the specific attributes of the campus space that met their needs as each had different motivations.
- ✓ Create a competition for the space that met the needs of each party, while offering incentives to achieve the release of the desired space for use by Texas Instruments and stable lease terms that added value and flexibility for our client.

This strategy needed to be executed in a confidential and effective manner while managing the motivations, planning, budget and time lines of three differing organizations.

### Results

Citadel Partners provided stable and predictable occupancy for assets on the corporate campus that were not in the long term facility plans. Prime blocks of contiguous space were created as well as over \$23 million in additional revenue for our client, TI.

