

DataRobot Case Study

DataRobot

“The NAI Hunneman team found a space that was reflective of our high-tech culture, while at the same time minimized the disruption to our business but also allows for rapid expansion.”

-Matthew Cain, CFO DataRobot.

Challenge

NAI Hunneman was retained by DataRobot’s team to find the fast growing data analytics firm a new home in Boston. Of principal importance were increased visibility, high-end data connectivity, and a floor plan more conducive to their collaborative team. As the Faneuil Hall area based firm grew from 40 to over 100 employees, the search targeted large, efficient floor plates in Class A towers. Understanding the firm’s desire for minimal disruption and maintaining daily commuting patterns for its staff; the NAI Hunneman team focused the top options in the Financial District, with landlords who had become practiced in dealing with fast-moving tech firms.

Results

After careful consideration with DataRobot’s Operations team, the decision was made to pursue a unique opportunity to sublease a full 30,000 SF floor in International Place from PayPal. While the team had to move quickly to out maneuver other local tech firms vying for the sublease, aggressive terms were negotiated by highlighting DataRobot’s considerable funding, revenue projections and client list, making them the safe choice to assume the lease. The Landlord was also pleased to diversify their tenant base, and was able to offer numerous amenities within the property that have become essential to the firm’s evolving culture. The NAI Hunneman team achieved DataRobot’s stated goals by ensuring zero downtime and absolute minimal disruption to the DataRobot team, which meant a smooth transition into the plug & play sublease, while the existing FF&E, shorter term and large Landlord portfolio have ensured easy growth for the future.