

Straumann Case Study



Challenge

The world's leading provider of implant dentistry and dental tissue regeneration products needed to open a 200,000-square-foot office, training and manufacturing facility in the United States. Straumann required a specific type of space with access to a highly skilled labor pool.

After conducting exhaustive search of over 100 locations in Massachusetts, it was determined that the area north of Boston was the region best suited to meet Straumann's needs. NAI Hunneman then determined the top choices for Straumann within the target area. The NAI Hunneman team aggressively highlighted Straumann's strengths as a tenant every step of the way.



Results

NAI Hunneman created a bidding war for Straumann's tenancy which resulted in a facility with perfect specifications and an office and training area that was delivered with a new façade and build-out. Additionally, because of the competitive environment that NAI Hunneman created for its tenant, they were able to realize strong lease terms.

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