

# LEADING FORTUNE 250 COMPANY

## TRUSTS GRAEBEL FOR SENSITIVE, TIME-CONSTRAINED RELOCATION

### CASE STUDY

A Fortune 250 technology company planned to consolidate two of its campuses. While the distance between the two facilities was less than five miles, the project required handling extremely sensitive equipment in a highly aggressive timeframe. After witnessing the upfront effort Graebel was willing to put forth to ensure success, the company selected Graebel to execute the complex, large-scale relocation and site decommissioning.



### THE CHALLENGE

Develop a comprehensive plan for handling the facility footprint reduction in the most environmentally sensitive manner possible. Meet the needs of the client by providing a detailed scope of the project that identified all costs and critical needs upfront, and by completing the project in only 12 weeks. Among the project's requirements included relocating laboratories, engineering and development personnel, and 200,000 square feet of highly sensitive electronic equipment to the main campus nearby.

### THE SOLUTION

The Graebel team approached this project by first learning everything possible about the project's scope, challenges, and expectations. By touring the site and asking questions of the client, the Graebel team gained an understanding of the big picture and was able to plan accordingly. This extensive pre-planning process enables Graebel to give its clients a

clear and accurate view of associated costs, timing, and phases, thus eliminating any potential surprises during project execution.

With a focus on eco-friendly practices and landfill waste reduction, Graebel expertly guided the careful inventory and logging of assets within 15 buildings, earmarking items for resale, reuse, and recycling. This process was completed early in the project's schedule to achieve an optimal outcome for the client.

By evaluating assets early in the relocation process, Graebel and its specialized partner for this project, OLS Trading, Inc., maximized the client's asset value by gathering current market values, determining the optimal times to sell, and arranging for charitable donations. In this case, after a detailed analysis of items, the recommended approach involved large bulk sales, large end-user sales, exporting, and charitable donations.

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### THE CUSTOMERS

A Fortune 250 technology company, and a world recognized commercial property management company.

### PROJECT SCOPE

Complete a facility footprint reduction of a 432-acre campus by relocating high-tech equipment, labs, and research facilities to a nearby campus and preparing the site for eventual razing.

### PROJECT GOALS

Accurately estimate and seamlessly transition offices and high-tech equipment to the client's main campus and decommission the existing site, all while decreasing landfill waste and client's out-of-pocket costs.

### WHY GRAEBEL

Graebel was selected because its RFP response was thorough and comprehensive and included details beyond the client's written document. With nearly 60 years of experience relocating corporate America, and as the largest coast-to-coast, single source commercial workplace services company, Graebel had the experienced and certified workforce, specialized resources, modern equipment, and best-in-class processes to tackle this highly sensitive, time-constrained relocation project.



“My team was successful because the Graebel team made it that way. I will let everyone in the industry know that if they have a move of any size to accomplish, Graebel Companies is the company to get the job done right.”

- Robert J. Benda II, Senior Team Lead and Project Manager for Jones Lang LaSalle

David Cornblatt, CEO of OLS Trading, Inc., stated “We’re working with the overwhelming leader in the moving industry. As far as I’m aware, Graebel is the only relocation company to focus so heavily on eco-friendly practices and landfill waste reduction. Working together, we can combine resources and effectively spread the word on a national level.”

As transactions were completed, Graebel crews assisted with packing and loading. Salvage and recycling companies removed the items deemed non-marketable.

Graebel project managers spent countless hours walking through the labs and interviewing end users to determine current and future needs. This process helped establish the move manuals that were used to guide the relocation.

Under strict direction from the client’s move management team, Graebel securely prepared and moved sensitive, high-tech equipment for the research and development staff. Specially-designed foam packaging materials were reused for all phases, thus drastically decreasing the total amount of packing material.

“Graebel was able to anticipate potential issues and address them before they became project critical,” stated Grant Lomas, senior vice president for Jones Lang LaSalle – commercial property management firm and general contractor. “The staff’s professionalism and responsiveness during this complex project made for a seamless process.”

For the relocation phase, the Graebel crew size varied with up to 90 people per day for 12 weeks. At times, the crew faced additional challenges caused by maintenance issues with the freight elevator and ongoing construction at the destination. The client praised the Graebel team for thinking “outside of the box on more than one occasion to keep this move on schedule.”

A total of 1,000 full truckloads delivered furnishings, fixtures, and equipment to the client’s main campus.

Highlights include:

- > Transferring 4,065 tape frames, disc frames, servers, benches, full computer racks, and ancillary items
- > Relocating assets from nearly 100 technical labs
- > Moving 355 large and mid-sized data libraries
- > Individually wrapping and delivering large, floor model data libraries

Throughout the project, sustainable efforts remained at the forefront. Graebel reused eco-friendly plastic totes and machine carts to move ancillary items. Additionally, anti-static bubble wrap was reused multiple times. These efforts significantly reduced landfill waste.

## THE RESULTS

Graebel successfully completed the project ahead of schedule and below budget.

Graebel and its specialized partners estimated that 200 tractor-trailer truckloads of materials did not enter the area landfill. All told 200,000 square feet of raised computer flooring, 2,000 workstations, more than 700 sections of warehouse racking, and all accompanying materials were salvaged.

Four cafeterias and an employee wellness center and gym were uninstalled, and most of the equipment was donated and delivered to a local high school.

“By sourcing the best companies to salvage, sell, donate, and recycle the existing furniture, fixtures, and equipment, we were able to significantly reduce the materials sent to the landfill,” explained Mike Rhue, Graebel vice president. “Instead, area schools and businesses benefited from these newly acquired goods.”

Graebel’s dedication to proactively addressing every possible element of a facility footprint reduction helped its client complete this complex project effectively, efficiently, and in a manner that proved beneficial to the client and the community at large.