



PetSmart Corporate Headquarters

Original Development 1997



Current Development 2016



**Corporate Real Estate Services
Phoenix, Arizona**

ACS Services Provided:

- Real Estate Sale Leaseback Negotiations**
- Furniture/Equipment Purchases**
- Outsourcing – Mailroom, Property Management**
- Coordinated Hiring of 3rd Party Foodservice Provider**
- Relocation/Move Management**

ACS assignment – Distribute and negotiate RFP to purchase 20 acre site from PetSmart and develop Corporate HQ campus on 15 acre Leaseback.

Result – Negotiated 13 year leaseback with a **50% passive participation** of future sale proceeds from excess 5 acre parcel. PetSmart received approximately \$1 million from this participation initiated by **ACS**.

ACS assignment – Coordinate final building and site design, interior design/finishes, and monitor construction pursuant to development agreement.

Result – Addressed Entitlement Issues, worked with Phoenix Development Department for design and construction of new major water line to serve complex. Monitored building design to ensure future growth opportunities.

ACS assignments – Research furniture alternatives, develop furniture requirements, secure bids, recommend and award furniture contract.

Result – Issued purchase order, coordinated the purchase and installation of fixtures and equipment for the facility serving 538 employees.

ACS assignment – Prepare and distribute RFP to outsource the mailroom, office services, and HQ property management functions.

Result – Reviewed, negotiated and recommended the selected providers. Coordinated implementation of outsourcing functions.

ACS assignment – Prepare and distribute RFP for new cafeteria foodservices operation.

Result – Reviewed proposals, negotiated and recommended selected provider and oversaw the design and construction of cafeteria.

ACS assignment – Coordinate all aspects of relocation to new corporate headquarters.

Result – Various **ACS** services performed:

- Created furniture and office sizing standards.
- Inventory existing furniture, fixtures and equipment and coordinated resale/donations.
- Prepared, distributed and reviewed moving company RFPs for the movement of selected furniture, equipment, phones, computers, printers and the corporate Data Center which supported all stores nationally and in Canada.
- Assembled move coordinators represented by employees from every department.
- Conducted weekly meetings and presented status to Executive Steering Committee.
- Move-management of 538 personnel.

Major Accomplishments:

- **Data Center had never been completely shut down. The system polled all stores nightly and assimilated the sales information for both accounting and store replenishment functions. Original IT plan was 48 hours to restart. System up and polling stores within 10 hours - stores polled the same day as the move.**
- **The Data Center and Executive Officers were moved on a Thursday and 538 employees, associated files and equipment were moved Friday thru Sunday morning. Employees came in on Sunday afternoon to unpack and returned to their work routine on Monday.**