

Success Story

# Nuvalence

Troy, NY

## Client Objectives

Nuvalence is a consulting firm comprised of 140 engineers, product managers, and architects from across the US, Canada and Colombia. Their mission is to empower organizations to succeed in the digital future, delivering not just software, but measurable outcomes.

Recently, Nuvalence was acquired by EY US to accelerate the delivery of platform engineering, product development and generative AI (GenAI) platform-enabled services to organizations across industries and sectors.

Nuvalence historically operated from flexible office spaces, but when their membership was expiring and a renewal was not offered, they engaged Cresa to help them find an office of their own. Nuvalence was looking to secure a new space in a tight market and within a very tight timeframe (60 days).

## Results

Cresa's transaction team conducted a thorough market survey to identify alternative locations, ultimately identifying an off-market space at a competitive rental rate that worked for Nuvalence's space goals.

Cresa then negotiated lease terms that included:

- an early termination option in the event the space did not work out
- additional Landlord work including common area upgrades

The new work environment continues to offer Nuvalence's employees flexibility, accommodating fluctuations in headcount and enhancing the employee experience. Overall, Cresa helped to reduce their occupancy expenses by over 70% while maintaining number of workpoints.



### Account Team

Todd Stevens

### Size

1,772 SF

### Industry

Consulting

### Services

Transaction Management