

NATIONAL CLIENT

Multiple Locations
110,000 sq. ft.

CASE STUDY



Stantec Consulting Ltd., founded in 1954, provides professional design and consulting services in planning, engineering, architecture, interior design, landscape architecture, surveying, and project management. Continually striving to balance economic, environmental, and social responsibilities, Stantec is recognized as a world-class leader and innovator in the delivery of sustainable solutions. With a roster of comprehensive services, Stantec supports clients at every stage, from initial concept and financial feasibility to project completion and beyond.

The Challenge

Having undergone rapid growth in the GTA through the acquisition of a number of companies, Stantec engaged the services of Stan Krawitz and his team to assist in the consolidation of its operations from eight offices, and a total of 150,000 sq. ft., into either one, two, or three locations, with an initial, estimated consolidated space requirement of 110,000 sq. ft.

The challenge was not only to identify the optimal real estate location(s) from financial and business perspectives, but to demonstrate the economic and personal benefits that could be generated through consolidation by bringing together disparate professional cultures of engineering and architecture into one cohesive and highly motivated group.

One of the drivers for Stantec's management was for Stantec was the commitment to "green" buildings (LEED certification). This was in keeping with their corporate mission, the advice they gave their clients, and their offices in Western Canada. They sought a partner who was equally sensitive and knowledgeable in green buildings and LEED certification.

Our Response

Stan Krawitz initiated his FLOW process and through detailed Needs Analysis and several consensus building sessions with all 27 of the senior stakeholders, evaluated and developed office space requirements and a strategy that encapsulated the needs of each group, while fulfilling Stantec's overall strategic business objectives and corporate vision.

The Solution

Driven largely by the location-specific requirements of certain groups, it was ultimately determined that a two-site consolidation, (downtown Toronto and Markham) with a satellite office in Mississauga, and closing five existing offices that were scattered throughout the GTA would be the ideal solution for Stantec's operations.

The team simultaneously orchestrated the negotiation of Stantec's two primary locations in Markham and downtown Toronto along with the disposition of the five existing lease obligations to create the opportunity to consolidate and relocate the employees into cohesive and productive business units.

Alan Kennedy
Project Consultant

"Thanks again for all your help with the office project. We knew it would be like herding cats — and we weren't far wrong. We actually created an ongoing awareness of the business issues Stantec faces by hammering home those issues in those three sessions we had almost a year ago. As Martha would say, "This is a good thing". We are sold on your approach. And as for doing the deal, you are the best I've seen, Stan — and I've worked for Don Love, Jon Love, and Bob Campeau. You have a gift and very practiced skills."

Brian Sirbovan
Senior Principle in charge
of Stantec GTA

"Stantec decided to engage the services of your company because of your extensive experience facilitating consensus on consolidation strategies and negotiating leases."

"Stan Krawitz and his team consulted with Stantec, managed the expectations of 27 stake-holders, and executed the consolidation of our seven offices across the GTA with professionalism and precision."

Mark Mitchell

"Thanks to Stan and his team who are rapidly becoming a Green Building/LEED Regional Practice Area expert, our new facility at Wellington and Spadina in Toronto will be Leader, North America, fully compliant – a major step in our joint visions."

North East
Stantec Consulting Ltd.

"The team were a pleasure to deal with. From the get-go, they provided us with the strategic counsel we required. Nothing was out of scope or additional. No detail went unnoticed. As an engineering firm, you can appreciate that even a millimetre is a lot. Stan and his team think the same way, and we look forward to a long relationship with them."