

Real Estate Analysis Requirements

(Using DemoMW100)

Proximity Factor (required for each activity within the taxonomy)

- H** High: Must be near customer
Service provider must have regular personal interaction with customer or service provider must have access to physical files etc. that are maintained by customer. Proximity requirement demands they reside within the same floor of same building.
- M** Medium: Needs to be relatively close to customer
Periodic personal interactions are required for effective delivery of services. Service provider does not need to be in same space as customer but needs to be in close proximity so periodic personal meetings can occur without requiring travel (same building different floor or adjacent building).
- L** Low: Does not need to be near customer
Interfacing with customer primarily using technology (phone, email, etc.) is sufficient. Collaboration tools, web conferencing, and shared access to file systems are adequate to facilitate effective interactions. Infrequent in-person interactions may be required. Service provider can be located in the suburbs of a major city or at a location outside the primary business center.
- O** Other: Can be performed in a remote location or virtually
Interfacing with customer exclusively using technology (phone, email, etc.) is sufficient. Collaboration tools, web conferencing, and shared access to file systems are adequate to facilitate effective interactions. Service provider can be located anywhere and can work virtually.

Note: each data set has its own taxonomy

RSF Rates (required for each location)

	C	A	R	O
Chicago	30.00	25.00	20.00	9.00
Charleston	22.00	18.00	15.00	9.00
Springfield	18.00	14.00	10.00	9.00

- C = Current** Rental rate for current space
A = Adjacent Rental rate for less expensive space in same or adjacent building
R = Regional Rental rate for lower cost space in same metro area
O = Other Rental rate for lowest available space of Admin Center
 (Rate may be 0 if outsourced)

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RSF Requirement per Participant

Partners	1,000 rsf
Other Legal and Directors	800 rsf
Paralegals	400 rsf
Staff	200 rsf

Note: Stored in Participant table