

Eagle Telemedicine Atlanta, GA

Andy Roberts & Bubba Chrismer
Relocation



280 Interstate N Circle

Client Objectives

- Eagle Telemedicine (ET) provides telemedicine programs to acute care hospitals, microhospitals and long-term acute care hospitals (LTACHs). Eagle's solutions help facilities offer specialized care to underserved communities, eliminate locum support costs, prevent burnout, manage coverage gaps, reduce unnecessary transfers, and increase census.
- Cresa was hired to help Eagle Telemedicine navigate its rapid expansion, triple its office square footage, and secure the most efficient terms in the market.



Space
13,677 SF

Results

- Cresa executed a thorough market survey to identify alternative locations for ET's expansion. This created leverage for negotiation with the company's existing landlord.
- Cresa took advantage of an opportunity presented by the landlord's vacancy and secured terms that were 20% less than alternatives in the market. This enabled ET to triple its footprint without taking on three times the lease liability.
- Cresa was able to secure a Tenant Improvement Allowance that prevented ET from paying out of pocket expenses on their updated headquarter space.



Industry
Healthcare

Additional Assignments

Cresa previously represented Eagle Telemedicine in 2017, relocating its headquarters to the Cumberland Galleria submarket of Atlanta.

"Cresa has been with Eagle Telemedicine since 2017 when they successfully relocated our headquarters to a 5,723 SF space in Cumberland Galleria. Since then, Eagle Telemedicine has experienced growth that required us to increase our footprint. We knew there was no team better suited for the job than Cresa. Cresa continues to exceed our expectations with every transaction, always putting our business first and ensuring we get the best terms." - Jason Povio, President & COO, Eagle Telemedicine