



Fast Track to a Complex New Facility

THE CHALLENGE

A group of west-coast university-based doctors with an IVF practice decided to move into private practice. Intense time pressure followed their decision.

University deadlines related to contract commitments and competition in the market dictated that the doctors' new facility be up and running in six months. Typically 18 – 24 months is needed to create the labs and clinical spaces required.

In addition to the need for rapid action, this project was especially complex:

- Demanding lab requirements
- Building owners' reluctance to lease to medical space users
- Complicated traffic flows to bring patients to any facility in this city
- Need for proximity to a research hospital
- Limited available space
- Zoning/use issues

THE SOLUTION

After in-depth qualifying rounds and accelerated negotiations, HCREA persuaded a top national property owner to accept a clinical healthcare use, with attractive financial and operational terms for our client. HCREA* identified and qualified more than 30 candidate locations. Still moving on an accelerated schedule, HCREA qualified, retained and helped manage the architectural firm and general contractor for the build out.

THE RESULTS

HCREA completed an 18-month process in six months. HCREA's client debuted their new facility on-time, on budget, and continues to thrive. HCREA has helped the practice add two more satellite facilities.

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