

# *(re)imagine*



**Your Real Estate**

*Offer | 2020-2021*

Montreal Tenant  
Representation Team

Presented to members of AQT

**AQT**

ASSOCIATION QUÉBÉCOISE  
DES TECHNOLOGIES





In light of the unprecedented challenges brought on by the COVID-19 pandemic, JLL's Montreal tenant representation team is extending a special offer to all AQT members: **a methodological study** aimed at re-imagining your company's workplace.

Our **approach** is achieved in five phases:

- **Scoping:** An assessment of your current real estate situation
- **Analysis of your current situation:** Existing real estate commitments and facilities, a summary of your lease agreement, including a summary of key terms and conditions, financial terms and expenses, a demographic analysis using your employees' postal codes, including a calculation of travelling times and a public transit review
- **Overview:** Market study (valuation at current market prices of the financial terms of your lease, overview of current real estate market conditions, trends and perspectives), benchmarking, current amenities and post-COVID outlook (case studies)
- **Development of three scenarios and associated real estate implications:** Desired workplace layout principles, real estate pre-planning in terms of the impact of remote working
- **Recommandations:** Decision support documents presenting the three scenarios

# Remote working, the new reality



Pre-confinement...

**23%**

of companies already had a remote working program in place

Post-confinement...

**66%**

of companies plan to generalize the practice of remote working

## *How does one build a viable model*

*if the remote working versus on-site working trend is reversed?*

Defining a new social contract



Adapting the organization of work



Maintaining social cohesion



Guaranteeing a genuine quality of life at work



Supporting and training work teams

... and square footage savings to be reinvested?

## Top 3 reasons for missing the office:

**42%** To socialize with colleagues

**35%** To collaborate informally with other people

**30%** To communicate with others face-to-face

## *The office of tomorrow, what for?*



To socialize and strengthen the sense of community



To welcome clients in a workplace that is the flagship of your brand



To benefit from an environment that is conducive to creativity, a catalyst for innovation



To experience special management activities

Source: JLL workplace experience survey of more than 400 real estate stakeholders conducted in mid-April 2020

# Tenant Representation Team



**Andrew Bissett, MCR, SIOR**  
Executive Vice President



**Bernard Lawrence**  
Executive Vice President



**Kevin Lavigne**  
Executive Vice President



**Frédéric Seigneur**  
Vice President,  
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**Michael Belina**  
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**François Létourneau**  
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**George Papadakos**  
Associate Vice President



**Daniel Goodman**  
Research Analyst



**Jake Sinclair**  
Associate



**Madison Minello**  
Brokerage Coordinator



**Claudie Lamarre**  
Executive Assistant



**Anita Khieu**  
Marketing Coordinator

# Montreal

## The unique structure of JLL and the Tenant Representation Team

- A strong tenant representation team with 7 experienced brokers. The latter is supported by specialists from fields such as financial analysis, research, paralegal services and marketing
- A clear vision in terms of the Montreal real estate market conditions, and a keen understanding of the importance of the human capital to an organization
- Access to an exclusive database of 107 million square feet of space in the greater Montreal area
- A proven track record of representing technology companies for their office space requirements in Montreal

## Montreal Tenant Representation Group

### Market coverage over the past five years



### Market coverage over the past 24 months



# Our Values



## **Collaboration**

We believe in teamwork – we share in order to succeed.

We are nearly 93,000 individuals, and one team. It's as one team that we achieve our common goals and share our mutual successes. We unite across locations and functions to build world-class teams offering first-class service.



## **Ethics**

We believe in ethics in all client business – we act honestly and responsibly.

Our clients rely on us to act in their best interests. It's a responsibility we take seriously, which is why we're committed to clear principles, a strong sense of decency, and the highest global standards



## **Excellence**

We believe in excellence – we strive to be exceptional.

We want to grow and do better for our clients and ourselves. That's why we're committed to excellence, and to always seeking new and innovative ways to make ambitions happen.



To find out how we can support your overall real estate market strategy with research information and strategic advice, please contact:

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**About JLL**

JLL (NYSE: JLL) is a leading professional services firm specializing in property and investment management. JLL is shaping the future of real estate for a better world by using the most advanced technology to create rewarding opportunities, incredible spaces and sustainable real estate solutions for our clients, employees and communities. JLL is one of the 'Fortune 500' companies with annual revenue of \$ 18.0 billion, operations in over 80 countries and a global workforce of over 92,000 as of September 30, 2020 JLL is the brand name and a registered trademark of Jones Lang LaSalle Incorporated. For more information, visit [jll.ca](http://jll.ca).