



“The team of Michael and Fletcher are knowledgeable, precise, and honest. They continue to ensure that all aspects of the process are complete.”  
**Aubrey Maze, CEO**  
 Valley Anesthesiologist Consultants, Ltd.

# SUCCESS STORY

## ANESTHESIOLOGY CONSULTANTS



1850 N. Central Ave., #1600  
 Phoenix, AZ 85004

### TEAM

Michael Dupuy  
 Fletcher Perry

### STATISTICS

9 Office Locations  
 Avg. SF of 3,750  
 Metro Phoenix

### SERVICES PROVIDED

Lease Audits  
 Financial Analysis  
 Tenant Representation  
 Valuations/Appraisals

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### CHALLENGE

Valley Anesthesiology Consultants, Ltd. d.b.a. Valley Pain Consultants (“VPC”), a large, local private practice that employs 225+ physicians was on the verge of rolling out several pain management offices in different submarkets. As they forged relationships with all the hospital systems in town there was a need to support the demands of pain management patients.

In addition to the rollout of new offices they had a number of existing office leases that were nearing expiration in need of restructuring prior to renewal.

### STRATEGY

After presenting the realities of the current commercial real estate market, VPC engaged The Dupuy/Perry Team to assist with auditing their existing leases and work to open up new locations. It was time to save money and develop design consistencies within all of the offices.

Over the last 18 months of property tours and negotiations, VPC is opening what’s believed to be its last local office.

### SERVICES

Aside from lease audits, negotiations, restructuring we also developed detailed availability reports matching the requirements of VPC. We assisted in generating short lists of architects and contractors to assist with the design and pricing estimates throughout the process.

### RESULTS

VPC now has nine locations with consistent design features. This has increased the productivity and morale of the physicians and staff as they satellite in and out of the offices.

Additionally, their leases are loaded with tenant slanted terms and conditions (use exclusivities, early termination options, expansion rights, no personal guarantees).