



Commercial Real Estate Services, Worldwide.

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NAI WEST Adds New Business Unit: Integrated Workspace Solutions

NAI West, a leader in Utah's commercial real estate market, has added a new business unit to the services it offers to customers. The new unit, Integrated Workspace Solutions (IWS), will specialize in helping customers prepare new real estate or space for use. Services include: Interior design, architecture and construction planning, IT planning and consulting, and furniture and office layout

Scott Price has joined NAI West as Vice President of Integrated Workspace Solutions. Price has held a number of senior management positions in the commercial workspace industry. Most recently, Price was President of CCG-Howells Furniture and Architectural Products for Business. He also led Midwest Commercial Interiors for eight years, as Executive Vice President. Previous to these engagements, Mr. Price held senior management positions at a third-party services subsidiary of a global fortune 100 company.

"NAI West hired Scott last year to help us plan, procure and build our new corporate offices in downtown Salt Lake City" says Steve Walton, Senior Vice President of Operations for NAI West. "As Utah's largest commercial real estate firm, we've seen virtually every approach to planning, purchasing and construction. Price's methodology is revolutionary, yet simple and practical, and is clearly the best that we have seen. We began negotiations with him almost immediately after the completion of our workspace. We're excited to bring this powerful methodology to our client base."

Price advocates an innovative building delivery model that incorporates new technology with lean construction and integrated project delivery. According to Price, these practices, combined with the aggregate purchasing power of NAI, yield an exciting new value proposition for owners, architects, facility managers, engineers--- everyone involved in planning, finding and delivering commercial workspace.

In Price's view "the IWS model gives a unique set of tools to business owners. We help firms understand and apply best practices in planning, finding and acquiring commercial workspace. Our clients get a 3D model of their new work environment, with complete cost modeling and ROI metrics *before* they begin hunting for a location."

When a transaction materializes, IWS also provides clients with legal services, guidelines for lease/purchase structure, exclusive access to aggregate purchasing contracts, on-line reverse auctions for service bidding, on-line project management, facility maintenance and below market financing.



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“And,” adds Price “through NAI’s Global Corporate Solutions, our facility/asset management and acquisition strategies can be seamlessly deployed anywhere on the planet.”

Integrated Workspace Solutions is another vertical service offered by NAI West to create the most complete commercial real estate solution in Utah and the Mountain West. Additional services offered by NAI West are property management, facilities services, mergers & acquisitions, and global corporate real estate services.

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NAI West was founded in Salt Lake City, Utah in 1998 as a full service commercial real estate brokerage. It has since grown to include property management, property maintenance and business acquisition services. In 2010 NAI West was recognized as the number one commercial real estate brokerage by Utah Business Magazine and the number one property management firm by the Enterprise Newspaper.