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## **Dauria and Cohn of JLL represent Brainshark in 66,000 s/f office lease**

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Brainshark Inc., a provider of content-driven sales enablement solutions that close more deals, has signed a long-term lease for 66,000 s/f of first class office space at Stony Brook Office Park on Rte. 128. The renewal and expansion space in Buildings 1, 2 and 2A support the company's strong growth heading into this year, and will continue to serve as Brainshark's world headquarters.

JLL managing director Alex Dauria and senior vice president Brendan Cohn negotiated on behalf of the tenant. Executive vice president James Elcock and senior vice president John Carroll III of Colliers International represented the park's owner Clarion Partners. JLL Construction completed the build out of new office space and a conference center.

JLL Construction coordinated with project team members CB Richard Ellis, DBW+A Architects, and Cosentini Engineers on the 15,000 s/f build out and design of the new expansion space. The new vibrant collaborative space on the first floor of building 2A features: an open concept office area for engineering, a series of eight and four-person conference rooms, perimeter offices allowing light through office sidelights and three skylights that provide the interior space with natural light. JLL's team was comprised of superintendent Steve Pizzuto, construction manager Josh Berman, and senior vice president William Mack.

Stony Brook Office Park is a four-building, 270,000-square-foot first class office park with prominent visibility along Route 128 and direct access to the Massachusetts Turnpike (I-90). A full service café, fitness center, and MBTA within walking distance support the tenants and visitors to the park. The four interconnecting buildings create a campus-like setting that can accommodate both small and large companies alike.

Clarion Partners senior vice president and asset manager Brian Collins said, "We are delighted to learn that Brainshark would not only renew, but expand and extend their lease at Stony Brook Office Park. They have been a great, long-term tenant."

"JLL is pleased to have assisted Brainshark, and excited to enhance their long-standing position at Stony Brook," said Dauria. "We are happy to be a strategic partner in their real estate planning during this time of exponential growth for the company. The unique configuration of their premises provides them with a flexible, stimulating environment for their employees. This is one of the most unique office spaces on Rte. 128."

"The newly expanded office space accommodates the evolving needs of our business," said Mike McEachern, executive vice president and chief financial officer at Brainshark. "The Stony Brook Office Park continues to be an ideal location for our headquarters, and this expansion provides the creative and collaborative environment we require to drive innovation, attract and develop top talent. JLL has been a great partner in this venture, and now we have space that will serve Brainshark well into the future."

Brainshark sales enablement solutions accelerate revenue through faster training, increased demand and more successful sales conversations. Brainshark simplifies the creation and delivery of content to ensure that key audiences - regardless of location - are always up-to-date with on-demand access to video communications on any computer or mobile device. Sales enablement functionality, including tight integration with Salesforce, enables reps to win more deals through better training, improved demand generation and live presentation delivery. Detailed analytics help identify the best opportunities and highest-value content, while providing insights that improve managers' coaching efforts. Thousands of companies - including half of the Fortune 100 - and millions of individuals rely on Brainshark to increase the impact and reduce the cost of their sales, marketing and training communications.

Clarion Partners has been a leading U.S. real estate investment manager for over 32 years. The firm is headquartered in New York, with offices in Atlanta, Boston, Dallas, London, Los Angeles, São Paulo, Seattle and Washington, D.C. as well as a presence in Mexico. With nearly \$35 billion in total assets under management, Clarion Partners offers real estate strategies across the risk/return spectrum to its more than 250 domestic and international institutional investors.

JLL is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying and investing in real estate. With annual fee revenue of \$4.7 billion and gross revenue of \$5.4 billion, JLL has more than 230 corporate offices, operates in 80 countries and has a global workforce of 58,000. On behalf of its clients, the firm provides management and real estate outsourcing services for a property portfolio of 3.4 billion s/f, or 316 million square meters, and completed \$118 billion in sales, acquisitions and finance transactions in 2014. Its investment management business, LaSalle Investment Management, has \$53.6 billion of real estate assets under management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated.

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