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## **Halepis and Williams of UGL Equis represent Way Systems in its 15,000 s/f lease renewal at 200 Unicorn Park Dr.**

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UGL Equis represented Way Systems in a renewal agreement for 15,000 s/f at its Unicorn Park location, 200 Unicorn Park Dr. UGL Equis vice president James Halepis and senior associate Roger Williams represented the tenant in the transaction.

"This lease agreement aligned strategically with Way Systems' business plan. The current location is convenient for its employee base, provides access to amenities such as restaurants and hotels and is within a decent drive time to Logan International Airport," Halepis said.

"There were several properties in the immediate area that would have qualified as suitable space; however Unicorn Park offered the best features and economics. Additionally, by entering into a renewal agreement, Way Systems was able to also avoid the costs associated with relocating," Williams added.

UGL Equis investigated roughly 10 alternatives for the company and ultimately recommended the firm remain at Unicorn Park. The team was able to secure very favorable rates for the clients, taking advantage of current market conditions. The Class A, 130,577 s/f 4-story office building was originally constructed in 1985 and is approximately 10 miles north of downtown Boston near Rte. 2 and I-495. The building boasts three cafeterias and a fitness center, in addition to a dry cleaner and car detailing shop.

"The UGL Equis team knows the Boston metro market well and was able to negotiate terms that will help contribute to the profitability of our business," said Eric Lecesnee, president and chief operating officer of Way Systems. "This location has certainly played a role in Way Systems' success, and we are happy to remain at Unicorn Park."

Way Systems provides secure, cost-effective and mobile point-of-sale solutions to merchants, offering the smallest, most compact models on the market. The company specializes only in the mobile segment of the point-of-sale market, delivering the best solutions in terms of form factor, geographic coverage and security. The privately held company was formed in 2002, and the Unicorn Park location serves as its headquarters.

Building owner RREEF was represented in-house by senior leasing/property manager Carole MacLeod.

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