

## Spaces that Connect

H A R G I S

Our clients' ability to connect individuals with their brand's experience creates new opportunities beyond 'market' definitions. Their drive to develop partnerships forges a relationship-based mentality that extends to the consulting team. Together, we create spaces that support a more global purpose.

We appreciate the invitations we've received to serve as an extension of our clients' teams as a trusted professional resource.

## Globalization of a Brand

Building a brand following beyond borders offers unique opportunities to expand market share. Capitalizing on those opportunities is a calculated investment. We have supported our clients' strategic go-to market objectives and enhanced their brand expectations by design and professional licensing. We utilize our strategic sourcing and multi-cultural aptitude to protect their capital investments. Exercised on a national and international scale, we have had the honor of serving multiple global brands.

- |                |                        |
|----------------|------------------------|
| APPLE          | NDA GLOBAL ECOMMERCE   |
| ARENANET       | NDA SOCIAL MEDIA       |
| AT&T           | NDA SOFTWARE DEVELOPER |
| BOEING         | SABEY                  |
| CASEY FAMILY   | SIGHT LIFE             |
| CRATE&BARREL   | STARBUCKS              |
| DELOITTE       | T-MOBILE               |
| DISNEY         | TABLEAU                |
| EXPEDIA        | TOMMY BAHAMA           |
| KOHL'S         | WALMART                |
| LIBERTY MUTUAL | WEYERHAEUSER           |
| NORDSTROM      | WINCO                  |
| NOVO NORDISK   |                        |

## Nordstrom

Introduced to the high-end fashion retailer just before its first significant market expansion, we have bridged enterprise objectives with local applications for over 40 years. We had the privilege of serving their brand evolution as they:

- Enter the Canadian market** - six full-line stores, five RACKS
- Introduce Nordstrom Local** - new business line
- Open 3 Columbus Circle** - the first full-line men's store in Manhattan
- Construct a New York Flagship Store** - an 8-story, 350,000+ sf store within a 99-story high-rise in the heart of Manhattan (opening 2019)



## Sur La Table

Sur La Table has cultivated a following among foodies – or inspiring foodies – in the kitchen. Despite the turbulence in the retail industry, they have quadrupled their number of stores over the past 15 years. They have positioned themselves as a reliable resource for top quality and hard-to-find cookware and culinary products in a place conducive to sharing the passion for cooking.

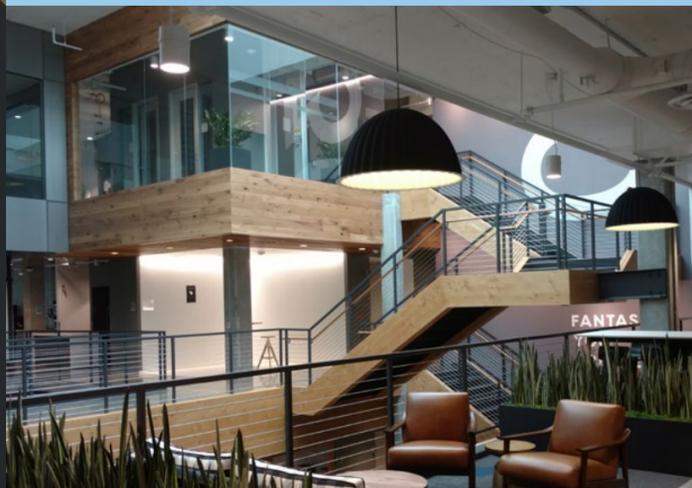
Hargis has contributed to their growth through our understanding of the retail cycle, the 'experiential factor' and our national experience. Together, we have developed approaches that support the construction of 10-15 new stores annually.



## Software Developer

As our high-tech client has expanded its headquarters and global operations, its enterprise workplace telecommunications approach has evolved. Hargis has contributed to their standards development and enterprise expansion by supporting over four million square feet (and counting) of constructed spaces and associated campus infrastructure. Recent contributions include:

- Next Generation of Workplace** - the sole telecommunications consultant engaged to evaluate methods to improving total cost of ownership
- Hardware Acquisition** - led the simultaneous network upgrade of 1.8 million sf in 11 locations across 9 countries
- Software Acquisition** - office conversion of the 3D physics developer known for special effects featured in action-packed movies and over 600 video games



## Tableau

Tableau has reinvented informed decision-making with the visualization of data. The demand for their products and services has translated into 190% growth in personnel over the past six years and a need to relocate and expand their Seattle headquarters, as well as open regional offices (20,000 to 50,000 sf). The new campus reflects the high-tech company's unique culture and approach to enterprise physical security. We worked with stakeholders to standardize and deploy the new enterprise electronic systems.

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|---------------------------|----------------|
| Washington - headquarters | California     |
| Vancouver, BC, Canada     | New York       |
| Munich, Germany           | Texas          |
| Tokyo, Japan              | Washington, DC |



**H A R G I S**  
CONSULTING ENGINEERS

mechanical electrical commissioning  
telecommunications security energy

### Past Newsletters:

February 2018 • Blue is the New Green • June 2018 • September 2018