

**WHO TO CALL WHEN YOUR BUSINESS  
IS GROWING AT THE SPEED  
OF WIRELESS BROADBAND.**



"If we've learned anything at Novatel, it's that wireless broadband technology advances at a furious pace. In order to improve operational efficiencies, maintain a competitive edge and accommodate our rapid growth, we needed to take a giant leap to larger office space," stated Novatel CEO, Peter Leparulo. "On one hand we needed expandable laboratory and office space in a campus environment, and on the other we wanted exterior signage with high traffic exposure. At first we were disappointed in the spaces we saw. We felt brokers were showing us what they had, not what we needed. Then we contacted Irving Hughes. Their collaborative, can-do

attitude refreshingly matched ours. Not only did they show us space that matched our expectations, they uncovered office space that wasn't even listed. The speed at

which they assessed our technical needs, leveraged relationships and negotiated terms, provided us the runway to execute our business model. Our new space has enhanced Novatel's ability to recruit the best talent and through site inspections secure new contracts." To learn how Irving Hughes can put its tenant-only approach, marketplace knowledge and negotiating acumen to work for your next lease or building purchase, please call Jason Hughes at 619.238.4393.

**IRVING HUGHES**

*Life is a lease. Negotiate well.*

SITE SELECTION | TENANT LEASE & PURCHASE NEGOTIATION | CONSTRUCTION MANAGEMENT

619.238.4393 | WWW.IRVINGHUGHES.COM