



**Robert Osborne**  
*Construction Manager*

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**Project Name:** IRS Tulane

**Size:** 57,374 Sq. Ft.

**Location:** Atlanta, Georgia

**Type:** Tenant Improvement and Capital Improvement

**Client's Business Need**

The Internal Revenue Service (IRS) is a tenant for our client in good standing for over 20 years. Our client entered into a negotiation with the IRS and secured a new 10 year lease to stay at the same property. A key provision of this new lease was the requirement to update the nearly thirty year old building finishes throughout the entire building to the standard specs used at other IRS facilities.

**Solution**

This project presented many challenges to our client. This IRS location is a public facility used for the dispute and resolution of public tax matters and also operates as a secure document center for those cases. It was critical that this facility was to stay operational throughout the entire project and required strict security protocols to ensure that their document center was not at risk.

Caleza was asked to participate in the negotiating process and provided a full SFO (Solicitation for Offer) review for our client. This included an in depth cost analysis of the GSA's SFO requirements in order to properly price the terms of the IRS's TI and Capital Improvement requirements.

Our team provided a full pricing package to our client with true cost estimates that met the strict SFO requirements. We put the project out to bid and secured a contractor who was able to meet the strict security challenges inherent to this project. Throughout this project there were demanding reporting and communication requirements. Caleza was required to coordinate all project activities with both the GSA and IRS simultaneously in order to comply with the federal government's project processes.

Caleza delivered our clients project on budget and with no delays. The daily public operations of the IRS went uninterrupted throughout the entire project. The IRS took note of Caleza's attention to service and quality and recognized our team as an integral part of the overall success of their project.