

## The Real Deal

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The first week of every month, Mass High Tech presents a roundup of local real estate transactions involving technology companies in New England. To submit news and photos of real estate transactions, send an e-mail to Jim Malone at [jmalone@masshightech.com](mailto:jmalone@masshightech.com).

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- Venture-backed Predictive Power Inc. has leased 3,200 square feet with Cummings Properties in West Cummings Park in Woburn.

Predictive Power, which is based on technology developed at MIT, provides real-time condition assessment and predictive monitoring products and services. The company was previously located in Somerville.

Predictive Power leased space with Cummings Properties through Cummings' Business Incubator Program.

"We spent a lot of time exploring our space options, and no other option came close to providing the value and flexibility of Cummings Properties. The Business Incubator Program is perfect for emerging companies like Predictive Power," said Geoffrey Gill, vice president of operations at Predictive Power, in a statement.

According to Cummings, the West Cummings Park is in the middle of a multiyear renovation. Upgraded interiors, a new park and new facades are under way.

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- Supply chain solution provider Exel Logistics has leased 55,431 square feet of space at 57 Littlefield St. in Avon. The company was represented by Cushman & Wakefield, and the building's owner, Conroy Development Co., was represented by CB Richard Ellis/Whittier Partners.
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- **In a complex deal, Alnylam Pharmaceuticals has signed a 45,000-square-foot lease at 300**

### **Third St. in Cambridge.**

**Most of the 300 Third St. building had been leased by Palm Inc. several years ago. The Alnylam lease involved negotiating a lease termination with Palm, allowing Alnylam to enter into a lease directly with The Beal Cos., the building owner. Another part of the deal has involved converting the office building into a research facility.**

**“All of these factors created an intense and very long negotiating process. In the end we are all proud of a deal that allowed all parties to achieve their business objectives,” according to a statement from Roy Hirshland, founder of T3 Realty Advisors, which advised Alnylam on the deal.**

**“We’re excited about being in Cambridge, for starters,” said John Conley, Alnylam’s vice president of strategy and finance, in a statement. “In this location, we’ll have an unparalleled ability to network and hire and make connections. This new world-class research facility will help support Alnylam’s growth. We look forward to our move to 300 Third St.”**

**300 Third St. is a joint venture of The Beal Cos. and Cornerstone Realty Advisors, a subsidiary of the MassMutual Insurance Co. Palm was represented by Meredith & Grew.**

**Alnylam Pharmaceuticals works in the field of RNA interference (RNAi). The company’s focus is to discover, develop, and commercialize therapeutic products based on RNAi for a broad range of therapeutic indications including viral, oncologic, metabolic and autoimmune diseases.**

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- ColoSpace Inc., a provider of co-location, disaster recovery and managed services, has opened a facility in Marlborough. This new data center facility will allow businesses in the region to locate their network servers off-site while retaining any-time electronic access.

ColoSpace operates two other facilities in Massachusetts and one in New Hampshire.

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- MoneyLine Telerate, a provider of real-time information and transaction services to the capital markets, is moving from 470 Atlantic Ave., to 99 Summer St. in Boston. MoneyLine is leasing 3,048 square feet on the 15th floor.

GVA Thompson Doyle Hennessey & Stevens represented the company in the deal.

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- Novidian Corp., which provides business and technology solutions, has relocated to Accord Executive Park at 200 Cordwainer in Norwell, taking 3,500 square feet of office space. The company, founded in 2001, says it has nearly tripled in size since inception. The new office will accommodate the company's staff of 23.

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- Softricity, which has developed a virtualization infrastructure product called SoftGrid, has moved from 332 Congress St. to 27 Melcher St. in Boston. The company has taken 16,500 square feet for its new headquarters office.

Corporate Project Partners, a Boston-based provider of relocation and management services, organized Softricity's move.

"We have enjoyed the opportunity to provide Softricity with a wide range of services, beginning with strategic planning and continuing through the coordination of architectural design, engineering, construction, furniture procurement and equipment relocation, resulting in a seamless move process," said Stephen M. Fox, a partner at Corporate Project Partners, in a statement.

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- Hughes Properties Inc. recently leased 9,608 square feet of office and laboratory space at 120 Bartlett St. in Marlborough to Microbac Laboratories Inc., a testing, analytical and full-service contract research lab.

Equis Corp. represented Microbac.