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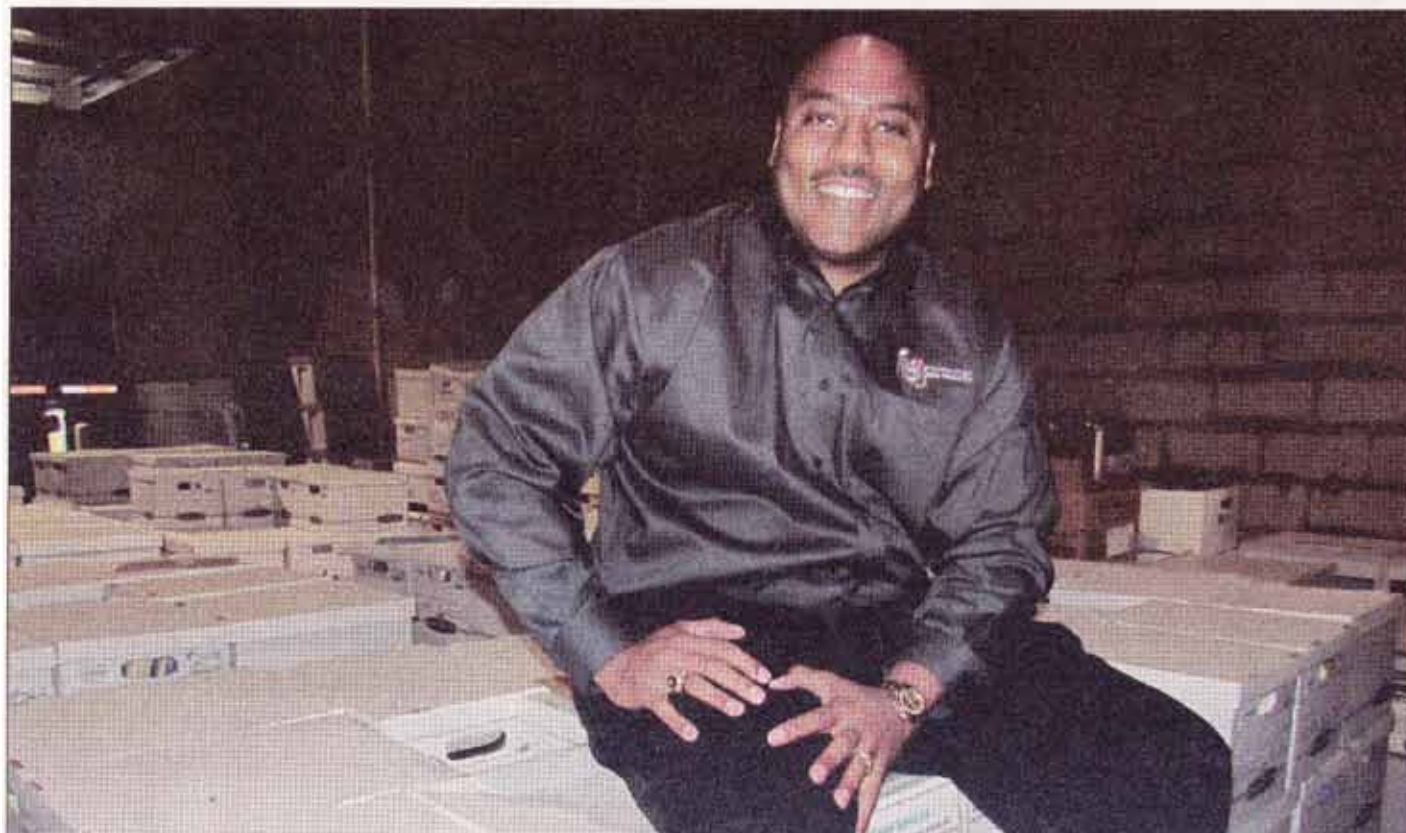



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Sogeti USA moving to Austin Blvd.

■ BY GINGER CHRIST
DBJ STAFF REPORTER

A major new tenant is moving to Austin Landing, giving the new development another national headquarters notch on its belt.

Centerville-based Sogeti USA will occupy more than 18,000 square feet in Austin Landing II, the third office building in the 142-acre mixed-use development on the northeast end of the Interstate 75 interchange at Austin Boulevard.

The addition of the information technology services firm brings the four-story 120,000-square-foot building's occupancy up to 50 percent. Construction of the building is underway and set for completion June 1, 2012.

SOGETI: Firm joins other headquarters at Austin Landing, including Teradata Corp.

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Sogeti USA, which is part of Paris-based Sogeti and a wholly-owned subsidiary of Cap Gemini S.A., is expected to move in before the end of the second quarter of 2012.

Sogeti USA will be the second national headquarters at Austin Landing, the first of which was Teradata Corp. Teradata's new 60,000-square-foot headquarters was the first building to open at Austin Landing, which is being developed by Miami Township-based RG Properties.

Jason Woodard, vice president of development for RG Properties, said world and national headquarters give Austin Landing credibility with other organizations considering bringing similar operations to the site.

"The addition of Sogeti to the great foundation of tenants at Austin Landing is significant. Sogeti is a leader in the IT industry and has a significant national presence," Woodard said. "Headquarters typically provide several benefits, such as having key decision makers within the organization located on site and engaged in the community. Organizational decisions are made locally, and headquarters generally provide more local growth opportunities."

Sogeti USA's headquarters have been in

Centerville since 2002, when the company moved from New York.

The company has about 175 local employees, up from 160 in the spring, including 55 workers at the company's Paragon Road headquarters, which supports U.S. operations. The rest of the workers are in the field serving customers.

The new space at Austin Landing will allow the company to consolidate operations from its two buildings on Paragon Road and provide additional space for growth.

Rajesh Eshwar, vice president of sales and marketing for Sogeti, said much of the company's growth is being driven by a decision two years ago to focus on growing relationships with existing clients.

"Across the life cycle, we're involved in a deeper capacity," Eshwar said. "They're looking for more of a business partner ... we're looking more for how is the technology impacting the business results."

Sogeti USA serves a variety of industries, including manufacturing, health care, finance, retail and general services. It provides software-related services such as application design and integration; software engineering and testing; and business information management.

"A location like Austin Landing suits that much better than having more of a suite kind of facility," Eshwar said.

The company's Austin Landing move will give it a prominent location on Interstate 75 and the ability to draw from a larger labor pool of skilled IT workers along the Dayton and Cincinnati corridor, Woodard said.

Across the country, Sogeti USA has about two dozen offices and about 2,400 employees.

Sogeti USA posted roughly \$375 million in revenue in 2010, up about 15 percent from the previous year, and is on track to post at least the same increase this year.

"And (2012) is likely to be the best year of our overall performance," Eshwar said.

Sogeti USA will be the second signed tenant for the third office building at Austin Landing. Clark Schaefer Hackett & Co., the Dayton area's largest accounting firm, in August announced plans to consolidate its Dayton and Middletown offices in a 20,000-square-foot space in the \$12 million building. Clark Schaefer Hackett will occupy the top floor of the building and expects to move to the new office July 1, 2012.

Woodard said RG Properties is actively working with a number of tenants across several industries for the remaining space in Austin Landing, both in the third building and in future developments.

"We are continuing to work with several users and expect to make additional

announcements in the near future," Woodard said.

Randy Gunlock, president of RG Properties, in October said the company will announce the addition of three upscale restaurants within the next few months. And Gunlock is in talks with Cincinnati restaurateur Jeff Ruby to potentially bring a steakhouse to the center.

RG Properties also currently is building a 652-space parking garage that will primarily service tenants of the third office building and other users of the development. The garage will be finished prior to the office building's June completion.

Austin Landing, located in Montgomery County near the southern border with Warren County, currently houses Teradata and, its second office building — a four-story 120,000-square-foot building — is home to Morgan Keegan & Co. Inc., Ampex LLC and Stifel, Nicolaus & Co. Inc. and RG Properties, among others. The site also features an newly opened 87,000-square-foot Kohl's store.

A 125-room Hilton Garden Inn, which is scheduled to open in early 2013; and a Five Guys Burgers and Fries franchise also are set for the development. In addition to the projects under contract, RG Properties looks to attract a movie theater tenant, as well as a number of secondary retail anchors.

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Jason Woodard



Rajesh Eshwar