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SkySong Adds Two New Companies Totaling Nearly 40,000 Square Feet of Commercial Office Space

Payment Processing Provider and High Tech Company Moving to SkySong

SCOTTSDALE, Arizona (August 11, 2017) — A leading provider of technology-driven global payment processing, Pivotal Payments, and IT solutions authority, Trace3 are moving to SkySong, bringing with them dozens of employees.

Pivotal Payments is moving its Arizona offices from North Phoenix to a 26,000-square-foot space in SkySong 2, a space formerly occupied by Web.com, which has moved into a larger presence in the new SkySong 4.

The company offers payment processing solutions to a variety of companies — from small to large in the point-of-sale, business to business and e-commerce industries. Solutions include card-not-present services, integrated point of sale systems and mobile payments.

Trace3 is also relocating from Phoenix, moving into a 13,400 square foot space in SkySong 4. The Arizona-based company offers a variety of IT solutions, from data center infrastructure management to executive services with a focus on looking for the next innovation in technology through its partnerships with Silicon Valley venture capital firms.

With the new leasing activity, SkySong 4 is now more than 80 percent leased, less than 10 months after it was built, and the other three office buildings in the project are near capacity as well.

SkySong 5, the project's first six-story building, will begin construction this year. The project's retail and restaurant building opened this summer, and construction is expected to begin on an Elements hotel at SkySong later this year as well.

"We are very pleased to be able to bring these two innovative companies to SkySong," said Sharon Harper, President & CEO of Plaza Companies, the master developer of the project. "Pivotal Payments and Trace3 both emphasize technology and entrepreneurship in their missions, so we are confident they will benefit from the spirit of innovation shared by so many companies in the project."

“SkySong is continuing to grow and expand its presence and reputation as an ideal home for innovation,” said Sethuraman Panchanathan, executive vice president of Knowledge Enterprise Development and chief research and innovation officer at Arizona State University. “Pivotal Payments and Trace3 will be great additions to the project and we are pleased to be able to serve as their new home.”

The Lee & Associates team of Craig Coppola, Andrew Cheney and Gregg Kafka represented SkySong’s collective ownership in the transaction.

Pivotal Payments was represented by Ryan Bartos at JLL with Trace 3 being represented by Colton Trauter of Lee & Associates.

SkySong is a 42-acre mixed use development designed to:

- Create an ecology of collaboration and innovation among high-profile technology enterprises and related researchers;
- Advance global business objectives of on-site enterprises;
- Raise Arizona’s profile as a global center of innovation through co-location of ASU’s strategic global partners; and
- Create a unique regional economic and social asset.

Companies located at SkySong enjoy a special relationship with Arizona State University, which has more than 90,000 students studying across four metropolitan Phoenix campuses, in Lake Havasu and online. ASU is one of the largest public universities in the nation, with the majority of its students attending its campus in Tempe, Arizona, less than three miles from SkySong.

In addition to locating its own innovative research units at the center, through ASU’s on-site operations, tenant companies have a single point of contact for introductions to researchers, faculty and programs to address their specific needs.

For more information on SkySong, visit www.skysong.com or www.facebook.com/skysongcenter.

About SkySong

Plaza Companies is the developer of the project in partnership with Arizona State University Foundation, the City of Scottsdale and Holualoa Companies. Lee and Associates provides the brokerage services and Plaza del Rio Management Corporation provides the property management and construction services. Architects at SkySong include Pei Cobb Fried and Partners, DMJM Design, Butler Design Group and Kendle Design Collaborative.

About Plaza Companies

With offices in Peoria, Scottsdale and Tucson, Plaza Companies is a full-service real estate firm specializing in the management, leasing and development of medical office and commercial office properties, technology and bioscience facilities, mixed-use properties and senior housing communities. Since 1982, Plaza Companies has established a proud track record as a competitive, connected and conscientious real estate firm with partnerships throughout the industries it serves. For more information, visit www.theplazaco.com.

About The ASU Foundation

ASU Foundation is an independent non-profit organization that acts as the principal agent through which gifts are made to benefit the Arizona State University. The mission of the ASU Foundation is to solicit, manage and disburse the proceeds of gifts made to ASU.

www.asufoundation.org.

About Holualoa Companies

Holualoa Companies is a real estate investment firm focused on the successful acquisition, repositioning, redevelopment and disposition of real estate assets. Headquartered in Tucson, Arizona, with offices in Phoenix, Santa Monica, Hawaii and Paris, its investments span the United States and Europe and include office, retail, industrial, multi-family, hotel and mixed-use investment properties. Holualoa is an experienced investor for its own account and on behalf of a select group of private investors.

About the City of Scottsdale

Scottsdale is one of the state's leading job centers, with a diverse economy built on medical research, high-tech innovation, tourism and corporate headquarters. Scottsdale is home to nearly 18,000 businesses supplying over 150,000 jobs. The high-tech innovation center SkySong, located just a few miles from Downtown, is designed to help companies grow through a unique partnership with nearby Arizona State University. The Scottsdale Cure Corridor is a partnership of premier health care providers and biomedical companies seeking to advance medicine and patient care through cutting-edge research. For more information, visit ChooseScottsdale.com.