

Data Management Firm Kaygen Expands Footprint

HEALTHCARE: Added Texas, plans to expand Irvine office

By SHERRY HSIEH

Data management provider **Kaygen Inc.** has expanded its footprint, adding an office in Plano, Texas. The space, a suite in Spring Creek Parkway Executive Center, has 10 employees.

“We had customers in Texas for many years, and that’s growing a lot. The Plano area near Dallas, Fort Worth is attracting Fortune 500 companies,” said President **Rashimi Chaturvedi**, naming clients such as Costa Mesa-based credit reporting and marketing-service firm **Experian PLC**, with an office in Allan, Texas, and **Toyota Motor Sales U.S.A.**, which is moving its headquarters from Torrance to Plano.

Kaygen also has offices in Silicon Valley and India. The company has 150 employees worldwide, 30 based in Irvine. It generated \$10.2 million in revenue last year, according to the Business Journal’s list of women-owned businesses.

The company will slowly add to its team in Texas, but Chaturvedi said Irvine remains a strong core. “We have the majority of our customers in Southern California ... We are looking to grow our team and also looking to grow our office space in Irvine.”

Kaygen currently occupies approximately 2,000 square feet at **Irvine Co.**’s 15-story office at the Irvine Spectrum Center. Chaturvedi said

the company will likely take another 1,000 square feet at the real estate developer’s nearby 21-story sister towers: 200 and 400 Spectrum Center. It plans to hire 10 more employees by early next year, including system architects, data scientists and project managers.

Healthcare makes up about 15% of the company’s portfolio, comprising more than 40 companies. The scope of work includes system integration, process improvement, and regulatory compliance reporting. Clients include **Cedars-Sinai Medical Center** in Los Angeles, and medical device makers **Beckman Coulter Inc.** in Brea and **Dexcom Inc.** in San Diego.

Chaturvedi noted that sectors like banking and healthcare need more support in regulations, though the company isn’t industry-specific.

“We are basically a data management firm. Whether you are in healthcare, finance, entertainment, tech or oil and gas, you all have data. Data doesn’t differentiate for us. What really matters is solving a business challenge to improve cost efficiency,” she said.

Chaturvedi said the next big thing for Kaygen is artificial intelligence and machine learning. It has put together a team to develop the platform.

“It’s all about understanding what is going on in customers’ minds—expanding AI to analyze what drives [a customer] to buy this product or that product.”

Kaygen was founded in 2003 and has been recognized as a Fast 100 Asian American Business by the US Pan Asian American Chamber of Commerce. ■



Chaturvedi: Kaygen president sees AI as firm’s next big thing

Behr

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ters facility.

Powerwave Site

The new office is just west of the Costa Mesa (55) Freeway, about a block from Edinger Avenue.

It was previously owned and occupied by **Powerwave Technologies Inc.**, a now-defunct telecom equipment maker. The space Behr will take over has been empty for a few years.

Powerwave sold the building to an affiliate of New York-based private equity company **Angelo Gordon & Co.** in late 2011 in an effort to raise cash for operations.

The \$49.6 million deal included a long-term leaseback for Powerwave, but that part of the deal went south in 2013 after the tenant filed for bankruptcy, leading to litigation pertaining to the property that kept the empty space off the market for a while.

The space Behr is taking over was the most available of any existing office building in OC that’s currently open and available for immediate lease, according to CoStar records.

The entire property runs 367,045 square feet; an affiliate of **Deutsche Bank** occupies the remainder of the building, according to CoStar records.

Behr was represented in the latest lease by **Kevin Turner** and **John Gallivan**, brokers with the Irvine office of **Cushman & Wakefield Inc.**

Angelo Gordon was represented by **CBRE**

Group Inc.’s David Dowd.

Irvine’s **Pendulum Property Partners** has been acting as asset manager for the landlord, while the local office of **Lincoln Property Co.** serves as property manager for the building.

The new lease runs for 15 years, according to real estate sources.

H. Hendy Associates is handling design for the space, while **DPR Construction** will be the general contractor for the build-out, sources tell the Business Journal.

Behr officials could not be reached for comment last week on the new lease.

Home Depot Ties

The building is next to a **Home Depot** store on Edinger Avenue. The two companies already share close ties. Behr’s products—a mix of paints, decorative finishes, primers, stains and surface preparation products—are primarily sold at Home Depot stores and on the company’s own website, and are marketed to do-it-



Behr market: Home Depot main customer for paints, other products

yourself customers and professional contractors.

Behr, formed in 1947, was sold in 1999 to Taylor, Mich.-based **Masco Corp.**, which owns a variety of home improvement brands and has a market value of about \$12 billion.

Last year, Masco’s net sales to The Home Depot were \$2.5 billion, about 34% of the company’s consolidated net sales, according to regulatory filings.

Behr said that it has been named “Partner of the Year” by The Home Depot 10 times.

In addition to Behr, other affiliates of Masco operate out of the company’s Santa Ana facilities and will be moving as part of the new lease, according to sources. ■

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