



### **Cendant Corporation - Sydney, Australia** **Design and Project Management**

Cendant Corporation, a provider of travel and residential real estate services with approximately 85,000 employees providing services to businesses and consumers in over 100 countries, asked AsiaPac for assistance on a “small” project: find an office for just five employees in Sydney, Australia. Most real estate service providers would not be interested in such a small project, but AsiaPac International accepted this challenge. Our managing director in Sydney recognized that Cendant might have a significant opportunity to reduce its expenses if it stepped back and looked at the larger, Cendant picture in Sydney where Cendant had hundreds of people working in numerous divisions at different Grade B office buildings.



AsiaPac International solution was to relocate nearly 400 employees in a one prestigious Grade A building with Cendant’s name on the building. Cendant was thrilled with the suggested solution. Why not? AsiaPac enabled Cendant to reduce its occupancy expenses by millions of dollars through negotiating lease concessions and government incentives, not to mention the lower operating costs associated with synergies available from consolidating multiple sites into a single and better workplace environment.