



MSC Software- Pune Design and Project Management



MSC Software is the leading global provider of virtual product development (VPD) products, including simulation software, services and systems, that helps companies make money, save time and reduce costs associated with designing and testing manufactured products. MSC Software works with thousands of companies in hundreds of industries to develop better products faster by utilizing information technology, software, services and systems. MSC Software employs more than 1,500 people in 23 countries.

MSC Software engaged AsiaPac to initially locate and negotiate a lease for the company's expansion into India. AsiaPac conducted an exhaustive search, recommended and negotiated a lease for the company for a facility in Pune, India. The company ultimately opted to not execute the lease; instead, at AsiaPac's suggestion MSC Software decided to enter into a joint venture partner relationship to first gain experience in India. While AsiaPac did not complete the real estate transaction, MSC Software was impressed by AsiaPac's client-first, true business solutions approach to its work with MSC Software. As a result of this positive experience, MSC Software retained AsiaPac to conduct a global review of its operations. This currently ongoing project has already permitted MSC Software to improve space utilization at 8 European sites by 50% and reduce its occupancy expenses by nearly \$2 million, with significantly higher savings identified for future periods. The project has also provided MSC Software with a 3-year planning tool for real estate program.

