



Global – MSC Software

Design and Project Management

MSC Software is the leading global provider of virtual product development products that helps companies make money, save time and reduce costs associated with designing and testing manufactured products. The company employs more than 1,500 people in 23 countries. When MSC needed help saving money on real estate, they turned to AsiaPac International. AsiaPac was retained by MSC on a global basis to help reduce their occupancy costs, establish global standards for space utilization, and improve business efficiencies. Our involvement included documenting and evaluating all of their leases worldwide leading to the development of a global report card. AsiaPac provided a comparison of the current value and risks associated with each lease obligation.

We also evaluated the future value of each lease when new space standards and improved lease terms were applied. This project supported MSC in its efforts to realign their real estate portfolio and resulted in significant occupancy cost savings. Also, by examining long term financial and legal issues, such as restoration costs, we have increased MSC's flexibility and improved their planning processes. With the initial successes in Europe, AsiaPac is now working on a number of similar opportunities in Asia Pacific and we anticipate further cost savings to support the company's long term initiative of reducing occupancy costs and aligning space standards with companywide business needs. To date, our relationship with MSC has generated global savings in excess of several million dollars in bottom line performance and new standards that provide the company with planning guidelines for many aspects of their business.

