

KLDiscovery

Global Portfolio (Over 50 Locations)

Scott Polinski

Evaluating a Global Portfolio and Identifying Opportunities to Expand in Existing Markets



Headquarters: 8201 Greensboro Drive, McLean, VA

Client Objectives

KLDiscovery (KLD) is a global provider of technology-enabled services and software that helps law firms, corporations, government agencies, and consumers solve complex data challenges. Due to rapid growth in a challenging COVID environment, its Global Portfolio needed to be adjusted.

Cresa was hired to evaluate KLD's locations that needed to be closed, and to identify opportunities to expand in existing markets. Cresa was additionally tasked with identifying safe and efficient return to office strategies for the client's other locations.

Results

- Cresa enlisted its Project Management and Workspace Planning, Design & Support team to ensure a holistic evaluation of the client's portfolio.
 - Cresa PM offered an initial assessment of renovation costs for the prospective locations and Cresa's Workspace team conduct a space utilization study for the existing locations.
- Cresa identified opportunities to shrink KLD's office footprint and secure immediate rental relief across its portfolio, which saved the company over \$1 million.
- Cresa conducted a thorough market analysis of KLD's locations and executed an exit strategy that was acceptable to its executive team.
 - Identified lease buyouts and subleased numerous locations where buyouts were not an option.
 - Negotiated with landlords to minimize monetary expenditures and reduce the client's termination fees for existing locations
- Renegotiated current leases to better position the company for long term savings.

"Since our day one interaction, Scott and the rest of the Cresa team have been eager to get up to speed, learn about KLD and understand our decision making process to meld the minds. It's great to have a team willing to learn as if they were part of our organization, and it feels like we're talking to an internal colleague and not a vendor. It's also worth pointing out how flexible and knowledgeable Scott and the team have been for us - from rapid expansion and contraction due to the pandemic, the Cresa team has always been willing to help us move as nimbly as possible through uncharted territory. As a global company, that is certainly not easy to do, but partnering with Cresa made it easier for us to navigate. Appreciate all Cresa did for us!"

**- Robert Hunter
EVP, Global IT and
eDiscovery Operations**