

**Brookfield** Global Relocation Services



# Success *Stories* <sup>SM</sup>

## Cross-Border Group Move Strategy

**Industry: Chemical Production**

### Client Profile

Global producer of specialty chemicals, piping, and proprietary plastics with 30 production facilities and more than 5,000 employees worldwide

### History

A long term client approached Brookfield GRS in 2007 to request assistance with a group move of employees to Japan and Korea, to take place in January of 2008. Brookfield GRS' account team took a strategic and systematic approach to the move and worked with the client's Corporate HR department and the Project Management team to review the international policy ensuring it matched the estimated needs of the group move. The teams also reviewed host country needs to set appropriate destination service, housing, furniture rental, transportation and school budgets.

Through strategic planning and a strong and trusting relationship with the client, Brookfield GRS was able to advise the client on best practice, provide timely, seamless and expert service in the U.S. and host locations, and leverage our vendor relationships and global expense management expertise to provide the client with fair pricing and consolidated invoices on project costs, while maintaining Premier Service. Brookfield GRS was also able to ensure that any questions the assignees had were answered quickly and effectively.

### Solution

Brookfield GRS leveraged our expertise in group moves to conduct a policy review to ensure that the policy provisions were in synch with the estimated needs of the assignees, analyzed relevant services to establish realistic budgets, and coordinated educational presentations for assignees onsite at client locations to help set realistic expectations with the assignees for their moves.

### Benefits

The review and benchmark allowed the client to make an informed decision on the best administration of policy and program for their expatriates. Brookfield GRS recommended that the company's in-house program should be retained as a best-practice for their existing program benefits and corporate culture.

- Provided accurate, consistent and open forums for communications with assignees
- Established strong relationships confirming Brookfield GRS Single Point of Coordination in the U.S. and host countries
- Demonstrated Brookfield GRS subject matter expertise and ability to provide and coordinate consistent and timely Premier Service in both locations
- Leveraged Brookfield GRS supplier pricing and global expense management to ensure competitive pricing for services while providing consolidated invoicing to better manage project costs
- Leveraged Brookfield GRS and supplier knowledge to ensure leases, contracts and invoicing meet host country and client compliance needs
- Increased confidence in Brookfield GRS as the client's mobility provider

**To learn how Brookfield Global Relocation Services can help your company, please contact us at 1-800-589-7858.**

[www.brookfieldgrs.com](http://www.brookfieldgrs.com)