

# McCALL & ALMY

REAL ESTATE SOLUTIONS

## DYNAMICS RESEARCH CORPORATION



DRC is a leading provider of professional services and high technology products

**Dynamics Research Corporation provides mission critical technology management services and solutions for federal, state, and local government. To support its reputation as a worldwide solutions provider, DRC continues to expand its operations throughout the U.S. while finding more cost-effective space for its corporate headquarters in Andover.**

**Location**  
**Andover, Massachusetts**

**Square Footage Leased**  
**68,937**

### The Challenges

- Analysis determined that current space was over-supplied by 30,000 SF
- Subleasing space in a market where supply was increasing and rents declining
- Single tenant corporate headquarters was not easily subdivided
- As a government contractor, need to maintain a secure facility

### The Results

- Developed strategy to sublease the entire building with DRC relocating to smaller and more cost effective space
- Strategy resulted in a more timely and successful transaction
- Increased anticipated savings by 100%
- New location increased client's corporate identity needs, corporate culture and economic profile to justify relocation

“McCall & Almy gets involved in real estate issues in a different way. They are truly relationship-based. We can do things with them simply on a handshake.”

**Dave Keleher**  
 Chief Financial Officer  
 Dynamics Research Corporation