

MISTRAS

How a global organization transitioned to ASC 842 and powered productivity gains by using Visual Lease.

NAME	MISTRAS Group, Inc.
INDUSTRY	Retail, Manufacturing
EMPLOYEES	5,000+
REVENUE	\$650 million +
COUNTRIES	United States, Canada, France, Germany, Belgium, United Kingdom, The Netherlands, Greece, Brazil, India
HEADQUARTERS	Princeton Junction, New Jersey
AUDITOR	KPMG
COMPANY TYPE	Public
LEASES	1,800+
LEASE TYPE	Real Estate, Vehicles, Other Equipment
STANDARD	ASC 842

Introduction

MISTRAS Group is a leading “one source” multinational provider of integrated technology-enabled asset protection solutions, helping to maximize the safety and operational uptime for some of the most critical industrial and civil assets. MISTRAS leads clients in the oil and gas, petrochemical, aerospace and defense, renewable and non-renewable energy, civil infrastructure, and manufacturing industries towards achieving and maintaining operational excellence.

The organization has over 120 facilities in 10 countries in its lease portfolio. The large majority of MISTRAS’ of those leases represent a fleet of approximately 1,500 vehicles that their technicians utilize to provide on-site testing procedures to customers. Fleet management has lead to some intricate fleet management challenges.



Finding the best-fit solution

Prior to Visual Lease, managing MISTRAS' lease portfolio was a decentralized process for their team. The company historically managed its lease portfolio via Excel and lacked a central repository to store lease data, monitor rent increases and collect common area maintenance (CAM) notices. With the new compliance standards on the horizon, the company went to market for a lease administration and accounting vendor in 2018, knowing it needed a solution that handled each function to ensure compliance with the FASB's ASC 842 standard.

"We realized to be compliant with ASC 842, and the required disclosures as a public company, we needed the assistance of a software solution," Thomas Tobolski, Treasurer for MISTRAS explained. "Additionally, we noted that a software solution would provide Mistras with an operational benefit and oversight into our lease portfolio that we were not able to obtain under our prior processes".

MISTRAS reviewed several technology vendors before partnering with Visual Lease. The team's priorities included finding a vendor with a proven and accurate disclosure report – mainly because their decision was compliance driven – but also finding a platform that was easy to use, cost effective, and backed by an organization that continued to innovate its platform.

After signing its new contract, MISTRAS went through implementation with the assistance of Visual Lease's professional services team as well as an external implementation consultant. As a power user himself, Tobolski found learning the system to be easy, and his team used standardized import templates to make adding data into the system quicker and more efficient.

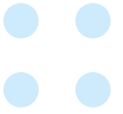
"Implementation was very straightforward and well structured," Tobolski said. "The implementation timeline was much quicker and efficient than my original expectations."

"We wanted a vendor who wasn't going to be stagnant," Tobolski said. "Someone who was going to be continuously innovating the tool and listening to customer feedback for continuous improvement. Over the past 4 years, I have been very impressed with Visual Lease's focus and attention to this area."



Tommy Tobolski
Treasurer
MISTRAS Group, Inc.

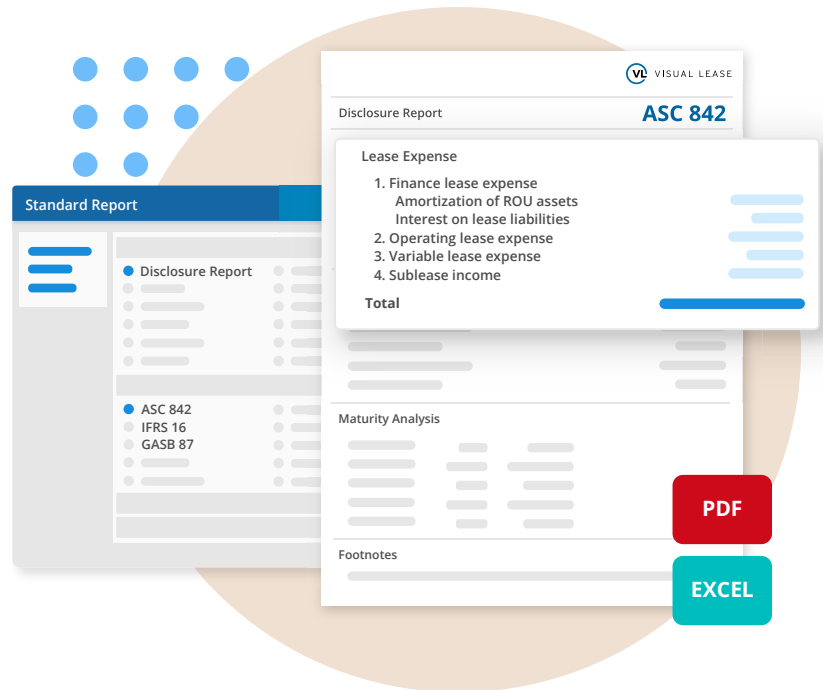




A strategic partnership

Now, MISTRAS uses Visual Lease as a system of record for all of their facilities lease payment information, running a comprehensive report out of the database and using it to inform their financial actions. Additionally, the team uses standard, SOC-1 lease reports to assist with the calculation of the its Right-of-Use Assets and Liabilities while also providing the aggregated lease disclosures needed to remain in compliance with the ASC 842 accounting standard.

Tobolski also participates as part of Visual Lease's Customer Advisory Board and has a direct line of communication to the Visual Lease product team to impact change. For example, he worked with engineers on developing an in-platform messaging framework that allows Visual Lease to update customers with key information directly in the system.



Foolproof compliance with ASC 842 standards.



Partnering on continuous platform enhancements.



User read-only access for auditors & brokers.

MISTRAS is able to use Visual Lease data to help the company make key decisions on real estate lease additions, modifications, extensions, and other actions. The organization partners with an occupier-centric commercial real estate broker who has read-only access to the system to review data such as expiration reports and lease financials.

In addition to providing its broker read-only access, MISTRAS is also able to use Visual Lease's user controls to provide internal and external auditors read-only access. This direct Visual Lease access helps save management a significant amount of time needed to respond to audit requests. This allows the MISTRAS team to spend their time on other business needs and projects and has been a major win for the Company.