

## Case Study :: Financial

### The Client

A major financial services organization whose offices and services can be found worldwide.

### The Challenge

Our client had partnered with another vendor to develop an internal electronic asset management program which helped them refresh their assets. The partnership they had with their vendor was based on a no cost-no pay model which provided no financial returns. Their program was not recovering any of their previous investments in technology.

### The Solution

EquipNet Technology Solutions Revenue Sharing Program for Remarketed Assets

### The Result

Having selected EquipNet as their new asset recovery vendor, we addressed the following issues through our Technology Solutions Services:

- **Provided complete project transparency.** EquipNet's Technology Solutions Team received our client's assets along with an accompanying asset registry. Upon receipt of the assets the EquipNet Technology Solutions Team reviewed the asset registry, checking for any discrepancies with the received assets.
- **Cleared out the surplus assets from their facility.** EquipNet's Technology Solutions' team coordinated the logistics of all of our client's surplus electronic assets, shipping them to our processing facility in Canton, MA for inventorying, recycling, sanitizing, and remarketing. By taking their assets into our processing center we were able to immediately provide our client with space and flexibility within their facility.
- **Remarketed assets with residual value for resale on the secondhand equipment market.** EquipNet's Technology Solutions team performed a residual value determination on all assets logged into our client's asset registry and separated assets into two categories, saleable and non-saleable. Assets with residual value were sold through the IT sales channels, and to date EquipNet has managed to maximize ROI, earning hundreds of thousands of dollars in sales returns for our client.

Our program provided the return on their investment that their old internal previous program did not provide.

