

Case Study :: Pharmaceutical

The Client

A leading global pharmaceutical company that discovers, develops, and distributes therapeutic solutions to improve the lives of people around the world.

The Challenge

Our client, a major global pharmaceutical company, was concerned with their environmental footprint and the growing inventory of surplus electronic assets that was amassing in their storage facilities. They needed a secure and orderly means to recycle and remarket their surplus electronics, which would otherwise be sold to used equipment dealers, providing minimal return on initial investment.

During the remarketing process of their surplus assets, it was crucial for our client to have absolute assurance that the sensitive company data stored on their surplus electronic equipment be properly handled.

Along the same lines, our client also needed to uphold their public image as an environmentally responsible organization by mitigating all potential risk of improperly disposing of their surplus assets, adding to the growing global concern of creating e-waste.

The Solution

IT ARMS™, EquipNet's proprietary web-based asset management system
EquipNet Technology Solutions

The Result

Having selected EquipNet as their asset recovery vendor, we provided the following benefits through our Technology Solutions Services:

- **Provided complete project transparency.** EquipNet's Technology Solutions Team received all of our client's assets and reconciled the data into our proprietary asset management system, IT ARMS™. This online platform provided all environmental certifications, and access to 24/7 web-based oversight, allowing them to track, manage, and audit all EquipNet activity to ensure that their objectives were being met.
- **Cleared out the surplus assets from their facility.** EquipNet's Technology Solutions' team coordinated the logistics of our client's surplus electronic assets, shipping them to our processing facility in Canton, MA for inventorying, environmental recycling, sanitizing, and remarketing. By taking their assets into our processing facility we immediately provided our client with space and flexibility within and around their site.
- **Remarketed assets with residual value.** EquipNet's Technology Solutions team performed a residual value determination on all assets logged into the asset registry on IT ARMS™ and separated assets into two categories, saleable and non-saleable. Assets with residual value were sold through the IT sales channels in order to achieve maximized returns.
- **Provided absolute data security assurance.** EquipNet's Technology Solutions Team provided quality assurance by performing a second analysis of their electronic assets, ensuring that no sensitive company data was still present on any of their assets after they prepared them for pick-up and shipment to our processing facility. If any assets with sensitive company data still stored on them were identified, EquipNet securely sanitized the data, using DoD 5220.22-M3 pass wipe.
- **Ensured that all assets with no residual value were properly recycled.** EquipNet, an e-Stewards enterprise, environmentally recycled all assets that did not possess residual value with an ISO 14001 environmental recycler, providing the associated e-certifications directly to our client. As an e-Stewards Enterprise, EquipNet agrees to always make best efforts to work with certified e-Stewards recyclers, ensuring that its clients' e-waste does not contribute to the global toxic waste crisis. E-Stewards recyclers undergo a professional audit every year to guarantee they do not export hazardous recycling byproducts to developing countries, use US prison labor, or dump in municipal landfills while ensuring that private data is kept secure and that the operations protect both workers and the environment everywhere.

