

THE CHALLENGE

One of EquipNet's largest clients, a global healthcare leader, needed asset management services for its laboratory instrumentation and manufacturing machinery. This was the first time the client had enrolled in an asset management program for the facility's technology equipment. EquipNet worked diligently to customize a plan to best address the client's needs.

When the company decided to refresh the technology of its entire field sales organization, EquipNet was called upon to manage the disposition of over 8,000 tablets, peripherals, and accessories. EquipNet provided logistics for inventory pick-ups at the client's location, and once the assets were received, EquipNet analyzed the inventory to determine the best disposition channel for each individual item.

THE SOLUTION

Items without value were environmentally recycled with certification in compliance with all government standards for the client. The units with hard drives that were deemed to have value were sanitized and re-marketed for sale. The client also enrolled in EquipNet's IT asset tracking website, and by using this program, they were able to track the status, disposition, and revenue share for each line item.

- Project Management
- Worldwide Logistics
- Computer Equipment Value Recovery
- IT Asset Recovery Management System (IT ARMS™)
- Environmental Recycling

CLIENT OVERVIEW

The client, a diversified global healthcare leader, discovers, develops, and distributes therapeutic solutions. With more than 100,000 dedicated professionals in more than 100 countries, the company is devoted to advancing healthcare around the world.



**8,000
Tablets
Remarketed
& Sold**

**\$700K
Value
Recovery**

THE RESULT

Each unit was tested to determine the functionality and physical condition. In an effort to maximize revenue share for the client, EquipNet recycled parts from different units to increase the number of remarketable tablets that were operational and in good condition. All of the non-complete units were also remarketed to maximize ROI. In addition to the tablets, there were also over 17,000 pounds of miscellaneous non-serialized peripherals and accessories that EquipNet environmentally recycled since there was no residual value in any of these items.



8.5 Tons
Environmentally
Recycled Materials



6 Month
Deadline
Met



\$700,000
Recovered
Value

FOR MORE INFORMATION

Learn more about EquipNet's Services and Programs like this one, contact us or please visit EquipNet.com.