



## CASE STUDY – TRANSACTION SERVICES

### CLIENT RETAINED ASSET DISPOSITION

How Surplus Liquidation Solutions helped an International Information Technology Support Services Provider market and sell end-of-service life business class IT equipment owned by their clients

#### CLIENT OVERVIEW

*The Client* provides information technology support service by offering onsite and remote hardware support services for a range of environments, including data center equipment, desktop equipment, laptops, networking, communications equipment, point of sale devices and printers. They serve retail, healthcare transportation, financial services and government entities throughout the United States and Canada.

As part of a technology refresh project for its customers, *The Client* receives new technology from hardware providers (Dell, Apple, HP, and more), stages/installs customized images, packages and ships the product to various customer locations. *The Client* deploys resources to deinstall existing devices and install new technology.

The old technology is shipped to *The Client's* warehouse where data is removed, and devices are sorted by make and model in preparation for resale. *The Client* retains possession throughout the entire resale process. Auction lots are then packed for shipping, FOB *The Client's* warehouse.

#### PROJECT REQUIREMENTS

*The Client* required an ongoing service provider capable of taking surplus equipment to the secondary market as it became available, after their services were completed. *The Client* retained Surplus Liquidation Solutions (SLS) to:

- Execute marketing programs as equipment “lots” became available
- Utilizing SLS’s international known and vetted *Bidder Database*, plus 3<sup>rd</sup> party listing services
- Conduct timed “best & final” bid events
- Notify and receive “approval to proceed” from *The Client*
- Invoice and collect sales proceeds from *Winning Bidder(s)*
- Collect Resale Certificate from *Winning Bidder(s)*
- Provide “cleared funds” to *The Client* to initial the removal process
- Provide *Winning Bidder(s)* with removal instruction
- *Winning Bidders* are responsible for scheduling and all shipping costs
- Remit funds (ACH, Wire, or Checks) to *The Client* within 5-days upon *Winning Bidder(s)* removing lots from *The Client's* facility
- Provide historical sales report

#### GOALS

*The Client* established specific goals:

- Define potential recovery values for surplus inventories (targets sales values per unit) based on make/model, configuration, condition, and volume
- Recovery Expectations: *The Client* with input from its customer established a mutually agreeable “recovery expectation” based on SLS’s desktop valuation
- Generate competition for the surplus inventories utilizing controlled marketing methods
- Settlement payments (NET sales proceed) paid within 15 days post inventories removed from *The Client's* site by *The Winning Bidder(s)*
- Provide sales summary reports

#### SERVICES PROVIDED

- Desktop valuation assistance – SLS reviewed the asset list to determine the estimated recovery expectations for the project
- Developed lotting strategy as equipment was made ready for sales into the secondary market
- Promoted sales lots to our global buyer base plus posted all lots on 3<sup>rd</sup> party marketing platforms
- All lots were transacted on a “Timed and Best & Final” bid basis.
- Collected bids and presented best and final bids to *The Client* for their approval to proceed
- Invoiced and collected sales proceeds and taxes when applicable from *The Winning Bidder(s)*
- Initiated clear to release process, allowing *The Winning Bidders(s)* to schedule removal of sold items from *The Client*
- Created sales summary reports and remitted NET sales proceeds per *The Client's* instructions

#### RESULTS

- Marketed to over 4600 global dealers & brokers, per transaction
- 7500+ units sold; gross sales exceeded \$1,000,000
- Exceeded recovery expectations by 19%
- Settlement proceeds paid via ACH or Wire within 5-days
- Satisfied *The Client* and its Customer’s expectations

#### ABOUT US

Surplus Liquidation Solutions, LLC offers services to the Fortune 1000 to resell their surplus capital assets and end-of-service life IT equipment. SLS is a Broker and Liquidator. We will purchase surplus outright or provide services to prepare, stage, market and sell used commodities. SLS utilizes its global and vetted buyers database and 3<sup>rd</sup> party listing services to exposes every assets it is retained to resell. Our expertise covers multiple commodity types. Visit our website to learn more to schedule an appointment.