Restore
Technology

Records Digital Datashred Relocation Technology

Size: Five UK locations
Key Figure: £350,000 returned to our client

Case Study

Remarketing services

01: The Project

Our client, a large international services company, was in the process of winding down a contract with a central UK government department. As part of the process they needed to close three data centres and two customer service centres over the course of two years. Our client needed a service partner who could manage a wide variety of IT hardware – from mainframes and enterprise platforms to desktop equipment whilst managing the data security requirements associated with the end-user. The hardware requiring removal was quickly nearing obsolescence and required careful remarketing to deliver the desired asset returns sought by our customer.

02: The Challenge

With an estate that was distributed over 200 sites and with no space for storage, the first challenge the MSP had to overcome was deciding how to receipt, configure and inventory manage large volumes of new equipment. Throughout the project timelines were short and budgets were tight so processes needed to be lean and efficient. The client's asset management and security teams were major stakeholders in the outcome of the project, so accurate and transparent reporting of all asset movements and their security status were imperative to project delivery. Financially the project required significant support from the resale of retired assets to support the cost of the technical refresh.

03: The Solution

Restore Technology maintains current and historical market valuations for in excess of 300,000 hardware models across all technology platforms. We utilised this data to predict fair market valuations over the next 12 months. Our proposal guaranteed a minimum revenue return to the client based on date of decommission with a share of any additional revenue we were able to generate. In return the client withdrew the equipment from general sale and engaged Restore Technology as their sole selling agent. We incorporated into our solution the erasure and destruction of all data within client facilities prior to decommission.

04: What We Delivered

- A complete decommissioning program – approximately 2000 hardware assets across five UK locations
- Erasure and physical destruction to IL5 for all data-sensitive items
- Security-cleared technical engineers to gracefully power-down and decommission all equipment platforms
- High security technical logistics- using in-house transportation
- The diagnostics, testing, and re-warrantying of all equipment
- Residual value return of over £350,000 to our client – 20% above minimum guaranteed value