



Case Study: Media Technology Asset Disposition

Global Electronic Asset Disposition for One of the World's Largest Leading Technology Providers

Challenge

Formed in 1993 as a full-service systems and media technology integration company, our client originally addressed the technical needs of the broadcast, audiovisual (AV), IT and RF market segments. Currently the company serves a wide array of markets including finance, media & entertainment, enterprise, energy, higher education, technology, healthcare, hospitality, government, and more. The company was faced with the challenge of implementing a disposition solution of previous generation assets while delivering innovative digital media, broadcasting, electronic security, and OTT solutions to Fortune 500 clients throughout 30+ locations worldwide.

The company was looking for a global technology asset disposition solutions partner who would be able to provide a comprehensive integrated solution for its needs. Their search criteria for partners were successful companies that could consistently provide professional on-site support solutions, as well as technology relocation and disposal services. Their partner would also need to have a reputation of executing projects on time and on budget in a cost efficient & environmentally friendly way throughout the U.S. and Canada.

Solution

Since 2014, Excess Logic has provided the client with AV and electronic excess asset disposition for their office in Santa Clara, CA. Within four years, Excess Logic expanded its scope with the client to implement a universal disposition solution for their excess AV and electronic equipment. When the Company faced the challenge of choosing a global excess electronic asset disposition partner for all 30+ of the customer's locations throughout the U.S. and Canada, Excess Logic was the logical choice as a reliable partner that had consistently delivered results for them in the past. The utilization of Excess Logic's integrated CRM project management and pickup scheduling system streamlined the coordination process simultaneously for multiple locations and time zones.

Results

Since the global collaboration was established, Excess Logic assigned a professional team of project managers that coordinate the pickup of decommissioned AV and electronic assets from all 30+ locations for all of clients customers.

For the last three months, Excess Logic has successfully scheduled and supported numerous pickups of decommissioned AV and electronic assets from various locations which include: Santa Clara, Los Angeles, and Irvine, CA; Kirkland and Bothell, WA; Addison and Austin, TX; Thornton, CO; Boston and Cambridge, MA; Pittsburgh PA; and Cranford, NJ. All excess AV and electronic assets were collected and disposed of in an environmentally friendly manner, seamlessly, timely and on budget.

Thanks to the collaborative partnership with Excess Logic, the client focuses on their core business of delivering the latest technological solutions to their customers while Excess Logic effortlessly handles all disposition of decommissioned AV and electronic assets across the U.S. and Canada.

Client Profile

1,600+
EMPLOYEES

30+
LOCATIONS WORLDWIDE

\$750M+
ANNUAL REVENUE

70%
FORTUNE 1000 CLIENTS

Customer Service

Hands on proactive solutions customized for your specific needs

"Having a partner that can scale with our needs and expanding geographic footprint is very important in our business. Our partnership with Excess Logic has allowed our team to focus on growth and expansion rather than disposition activities. The Excess Logic team makes the entire process effortless and all we need to do is pick up the phone and we know our needs will be met without question."