



The Client

A Fortune 100 Energy Company

The Problem

The client has over 35,000 employees on over \$33 billion in sales and was in dire need of a new ITAD solution. Their previous ITAD provider generated a cost each of the past three years for their services.

The Solution

In 2017, after an exhaustive RFP process, ERI beat out numerous other vendors and was awarded the project.

ERI services 130 national locations and completes over 300 pickups annually for this client, processing over 35,000 IT assets. Most importantly, ERI took what was an expense for this client over the past three years, and in year one turned it into a revenue generating ITAD program.

More specifically, ERI netted this client a positive return on asset recovery of \$150,000 after costs of \$410,000 for recycling and on-site services including freight, resulting in a no-cost business model to the client.



Turned an expense into a positive return on asset recovery in year 1



Processed more than 35,000 IT assets



Completed more than 300 pickups at 130 national locations