



The Client

A Fortune 1000 Cloud Company

The Problem

The client is a \$2.6 billion company with a large US and international presence. Without a proper IT Asset Disposition (ITAD) process in place, assets were managed by multiple vendors and stockpiled in closets.

The client's brand risked a potential data breach due to improper disposal and lacked real-time visibility into the status and location of their assets. Additionally, many assets of value were losing value by being stockpiled rather than data sanitized and resold.

The Solution

After participating in an extensive RFP process, ERI was awarded the business at the end of 2018. Successfully servicing all main US locations in 2019, ERI earned the trust of the client and expanded to international service requests in 2020.

Additionally, the client gained real-time visibility into activity for all site pickups and asset inventory via ERI's customer portal MyTrackTech. The level of transparency provided to the client was so well received, the request was made to integrate systems with ERI further closing the asset disposition process for the client.

As a bonus, their asset disposition program was strengthened by ERI's remarketing efforts & ended 2019 with a net positive result of \$180,000 +.



ERI produced a net-positive
ITAD program



Generated over \$180,000 in
positive cash flow