Extending the Useful Life of Aging Equipment

Many OEMs have discovered that the biggest obstruction to selling their newest products is their existing installed base. Although the new technology is far superior, there's still value in the old.

Offering trade-in value on old equipment toward the purchase of new is the most frequently used strategy to overcome this obstacle. The question becomes what to do with the older equipment returned under these programs.

Whichever way you choose to re-purpose or dispose of aged equipment, there are several things that will need to be done to protect the previous owner or to comply with regulatory requirements.

Depot-Based Services from Tech Data

Reverse Engineering

Part of your decision-making process regarding the disposition of expiring units will require analysis to determine if they can be repaired or refurbished, and if such action is economically feasible. The reverse engineering team at Tech Data performs all of the analysis you require to help you make informed decisions.

Repair and/or Refurbishment

The units you send to Tech Data for disposition analysis never need to leave the premises to be repaired, refurbished, and readied for their next useful life. Everything required to restore those units is done at the same Tech Data depot facility that analyzed them.

Data Erasure

Units that will be re-marketed or re-assigned are completely wiped clean of any vestige of data and fully re-formatted and prepared for next use. Tech Data's depot facilities are also fully equipped to handle units to be discarded that require destruction of their media.

Spare Parts Management

Only about 20% of parts are used to satisfy 80% of requirements. Effective spare parts management strategy analyzes parts used over time and puts the most frequently used parts as close to the customer as possible by stocking them in a nearby storage facility.

Swing Gear Management

Service Level Agreements (SLA) wait for no repair. The time it takes to repair a unit erodes your SLA fulfillment to an unacceptable level. That's why many OEM's place swing gear at Tech Data's many depot locations around the world, ready to immediately ship to customers in need. These units restore the customer to full function while the customer's unit is brought to the depot for repair and restoration. In many cases, the repaired unit simply replaces the swing unit in inventory.

Demo Pools

Units are also stored at the depot for use in demo-unit programs where they can be completely erased, refreshed, and refurbished between customer demo engagements. Put demos where they can most quickly and efficient be deployed to accelerate sales motions, at Tech Data depots that can handle the complete demo cycle.

Certified Experts

Our expertise is the result of our participation in key industry organizations including:

- R2/RIOS Certified Electronics Recycler:
  - R2/ RIOS is dual standard, combining the Recycling Industry Operating Standard (RIOS) with the electronics recycling industry-specific Responsible Recycling (R2) practices.
  - R2 is the leading standard for electronics repair and recycling. The R2 Standard provides a common set of processes, safety measures, and documentation requirements for businesses that repair and recycle used electronics. R2 is rigorously and independently audited, emphasizing quality, safety, and transparency.
- ISO 9001 QMS (Quality Management Systems) and ISO 14001 (Environmental) depot certified:
  - Tech Data's depot certification specifies our requirements and commitment for a quality management system where were demonstrate our ability to consistently provide product that meets customer and applicable statutory and regulatory requirements and aims to enhance customer satisfaction through the effective application of our system, including processes for continual improvement of the system and the assurance of conformity to customer and applicable statutory and regulatory requirements.
- ISO 18000 / OHSAS 18001 (Occupational Health and Safety) depot certification
- Member of the Instituted of Scrap Recyclers International (ISRI)
- Member of National Association of Information Destruction (NAID)
- Registered with the EPA in every state where we have a processing facility for data destruction (NAID)

Optimize & Extend Asset Value with Tech Data Depot Services

Remember that the revenue opportunities afforded by every product you ship don't end at the point of initial sale. Throughout the entire product lifecycle there are opportunities to improve, enhance, repair, resolve, refurbish, repurpose, and redeploy creating more revenue opportunities both for you and for your valued channel partners.

There's no need to tool up and skill up to perform many of these services yourself. For the most comprehensive set of end-to-end full-product-lifecycle services turn to one partner you know you can trust, a partner you've worked with to build value for years, Tech Data.

To learn more, visit www.servicesbytechdata.com.