

MCE Asset Management positions global IT solution provider to maximize back-end returns

One of Asia's largest IT and Network solution providers, a billion dollar rental and leasing company, has utilized MCE asset management services for over a decade, partnering to maximize their back-end return on Information Technology and Network equipment. The company has fully leveraged both the Asset Management and outright purchase option from MCE to recapitalize assets, including 1000 systems and tens of thousands of computer parts.

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*Vice President
Global Solution Provider*

IT and Network services for corporate and retail customers around the world

This MCE customer and partner provides an array of financial services to both corporate and retail customers globally, including value-added rental solutions. With leasing, rental, and remarketing operations located throughout Asia and in the US, product lines include equipment from all major manufacturers' of IT and Networking equipment.

MCE aids in growth of Return on Assets

Based on a trusted relationship extending over many years, the company has relied on MCE to purchase outright IT and network equipment coming off of lease or rental, or relied on MCE's Asset Management program to remarket certain systems and parts to maximize returns.

The Asset Management items are specifically remarketed with the goal of returning an average increase rate of +25%. This target is measured on an ongoing basis, and over time results have been satisfactory. For the IT Solutions Provider, the average increase rate of +25% is above and beyond what internal resell efforts would be able to produce.

According to the Solution Provider's Vice President, MCE Asset Management offers the preferred solution for two reasons:

1. The company trusts the careful handling, expert technical support, and monitoring of stock by MCE. Experience has shown they do what they say, and MCE has earned this trust over time.
2. MCE has an end user customer base that is the target for equipment sales.

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The company primarily channels Sun servers and equipment coming back from lease and rental operations through MCE. Remarketing efforts have also been focused on Cisco and Dell equipment.

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Unique capabilities are required for excellence in asset management

This solution provider believes it isn't easy to provide excellence in asset management. In view of the goal to maximize the back-end return on assets, the Vice President remarks: “to participate in a specialized remarketing program requires a lot of effort. Inventory tracking is vital to the Asset Management program. For component level tracking, the toughest part, we have weekly reporting with MCE that takes place.”

MCE provides detailed reporting throughout the process of Asset Management, typically culminating in a fair market value buyout. Initially, a comprehensive Audit Report will summarize the inventory, including an assessment of the hardware's condition. While assets are under MCE care, reports are provided on asset status either online or by hard copy, depending on customer preference.

Upon receipt at the MCE warehouse, all assets are inventoried by MCE, refurbished, and then resold. For the optimum returns in asset management, MCE maintains a vast, worldwide network of end users seeking refurbished and like-new equipment.

***NOTE:** References in this article are available upon request to MCE by calling 555-555-1212*



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