

SELECT PROJECT EXPERIENCE



M&A PROFITS INCREASED BY \$3 MILLION

In preparation for the sale of one of its businesses, a client estimated the value of the IT assets at \$10 million. Asset Point was employed to verify the physical inventory to be transferred and link Asset Point to the IT Fixed Asset Registry, determining the net book value. During the inventory and valuation of the business, over \$13 million of assets were identified - adding 30% to the initial sale value.

WAREHOUSE INVENTORY & CONSOLIDATION SAVES \$150,000

Over several years, a major global banking firm sent excess equipment into six separate warehouse storage areas. Unfortunately, with no process to track this equipment, assets could not be accounted for or located. Asset Point was used to inventory over 5000 assets stored in 600 crates. During the inventory process we discarded obsolete equipment, separated leased assets, and identified working hardware for redeployment. As a result, assets were consolidated into a central staging area (CSA). This enabled the client to reduce storage costs by \$10,000 per month, return unused leased assets, and provided a base for future redeployment of assets.

LEASE BUYOUT REDUCED BY \$500,000

A financial services client had a company-wide base of 25,000 assets, of which 4,000 were leased. Due to impending lease expirations, the client needed to either locate and return the leased assets, or pay a premium to buy them out. The problem, however, was that they had no idea where within the company the leased assets were located. Asset Point was used to conduct a full inventory. By comparing serial numbers to lease contracts, nearly all of the leased equipment was located. Armed with this information, the client was able to negotiate a lease buyout at a favorable rate; the estimated savings were over \$500,000.

REDEPLOYMENT OF ASSETS SAVES \$500,000

A prominent international bank saved \$500,000 in six months by redeploying idle assets. After the client eliminated its Equity Trading business, assets from 500 positions were placed into a Central Staging Area (CSA). As new requests for assets were received, the Purchasing department queried Asset Point to find an appropriate piece of equipment in the CSA. For the next six months, no new hardware had to be purchased, enabling the client to avoid spending over \$500,000.

\$150,000 IN MAINTENANCE CONTRACT SAVINGS

An established brokerage house was paying unnecessary maintenance costs for assets in storage. Asset Point was implemented and a full inventory performed to identify all assets and their locations. As a result, inactive and spare equipment was removed from the maintenance contracts, resulting in cost reduction. These efforts also enabled them to track hardware still covered under warranty and add these assets to the maintenance contract only upon warranty expiration. Using Asset Point and our process to efficiently manage their maintenance contracts saved the client \$150,000 in the first year alone.

VALIDATION OF \$15 MILLION IN ASSET TRANSFER

A major investment bank needed office space quickly and was negotiating the purchase of a new 40-story furnished building from a competitor. Asset Point inventoried the 4,000+ assets over a period of five days. Management reports were generated and the inventory was reconciled to the PO's, verifying the value of a \$15 million asset transfer and validating the purchase price.