

THE CHALLENGE

The region's largest health care organization with 3 hospitals, 52 locations and 1,800 beds was in need of an enterprise technology refresh and IT asset management process. Given its past performance in supporting a variety of IT Asset Sustainability efforts for this customer, the organization contacted CloudBlue for a needs assessment and recommendation that would accomplish the refresh within specified time and budget constraints.

THE SOLUTION

After a careful analysis of the firm's needs, in-house capabilities and budget, CloudBlue recommended a comprehensive refresh program to provide a one-stop shop for all refresh services. Given our experience in end-to-end planning, management and engineering services CloudBlue was able to provide a cost effective outsourced solution with the following services.

- **On-site Inventory** – As part to a needs assessment, CloudBlue worked with the client to provide a detailed inventory of current assets that included specs, applications, and physical location.
- **Warehousing** – Acted as primary receiving agent for direct OEM shipments to CloudBlue facilities, enabling the customer to get bulk purchasing discounts. Leveraged the CloudBlue warehousing network to create an efficient distribution infrastructure for refresh logistics.
- **Logistics** – With both the facilities and expertise in reverse logistics, designed and executed all receiving, inventory management, imaging, system replacement.
- **Inventory Management** – From the receiving and auditing of new systems, to the removal and recycling of out-going systems provided asset level tracking and transparency to the customer throughout the refresh process. All equipment with hard drives was placed in secure quarantine for 10 days prior to data elimination.
- **Refurbishing and Redeployment** – A key component to maximizing customer value is the ability to



refurbish high value equipment for remarketing and redeployment. Leveraging our extensive spare parts inventory CloudBlue was able to refurbish and additional 15% of end-of-life equipment saving the client thousands of dollars in new equipment costs.

- **Remarketing** – With our extensive network of over 45,000 systems integrators, VARs, consultancies and maintenance companies, CloudBlue was able to provide maximum after market value for all out-bound equipment.
- **Recycling** – With our ISO14001 certification and membership in BAN and EPA WasteWise CloudBlue gave the customer the security to know its e-waste was in the hands of recognized industry leader. CloudBlue proudly practices a 100% no-landfill policy with all recycling efforts located in North America.

THE RESULT

A comprehensive six month program was executed to enable business ready systems on the desktops of 18,000 employees. The program was accomplished on time within budget, and netted our customer \$900,000.00 in residual equipment value. (An independent evaluation of services was performed, finding a \$5,000,000.00 savings on the enterprise refresh from the prior year's efforts). All processes were executed in compliance with HIPAA & DOD Security Requirements and EPA Recycling mandates.