

Asset Liquidation



TRASH OR CASH?

Closing a facility or refreshing your existing Material Handling Equipment (MHE) can leave you with unwanted equipment. Racking, conveyor, lift trucks, battery charging systems, handheld devices, work tables, tapers, etc. all have residual value – but to who?

There is value in these assets but do you know the right steps in getting it? Should you call an equipment auction house, liquidation company or your preferred MHE vendor? Ask yourself, which of these is on your side or has your best interest at heart? The answer is none of the above.

You need a partner who knows the ins and outs of these tasks. When the equipment was purchased and installed, a professional project

manager created a budget, developed a bill of material, managed multiple vendors, and followed a timeline to produce a successful outcome. Why not now?

Liquidating existing assets can be a daunting task. Not only must you sell the equipment, but you must also consider the requirements for exiting the facility. How fast can it be torn out, and what about the facility or space that you are vacating? Floors, electrical runs, air systems, work stations, temporary offices, network cabling, etc. all have to be removed or addressed per the owners exit specifications.

A well-documented, detailed plan executed by an experienced staff can make this challenging task a much simpler one.

WHY ENVISTA?

Our proven Asset Liquidation program has returned existing equipment owners more than just capital but also reduced timelines and confusion. Our detailed Request for Quote (RFQ) and deliverables provide a clear scope with “rules of engagement” to the potential vendor(s).

enVista eliminates the confusion and misinterpretations as to what is in or out of scope for these vendors. Used equipment brokers without a detailed scope of work can create a less than desirable situation when

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enVista will ensure maximum return and a smooth, well-planned transition.

Utilizing a proven MHE installation methodology for de-installation projects, enVista's team will partner with you to provide not only maximum return, but a well-planned, cohesive facility exit, meeting both your financial and timeframe goals for your asset liquidation project.

left unsupervised or under directed. enVista provides maximum return with minimal client involvement. Our services provide a professional process of selling and removing used MHE from a facility.

By reverse engineering the process, our team of facility design experts can seamlessly manage your entire asset liquidation, from start to finish. enVista brings extensive knowledge of the used equipment market and a deep expertise in the installation and de-installation of MHE, as well as facility close out requirements. Utilizing a proven MHE installation methodology for de-installation projects, enVista's team will partner with you to provide not only maximum return but a well-planned, cohesive facility exit, meeting both your financial and timeframe goals for the asset liquidation project.

OUR PROCESS

Assessment: enVista's Asset Liquidation process begins by taking a comprehensive assessment of all of the equipment in your facility. All equipment is scrutinized to determine residual value. Equipment is deemed sellable or scrap. The equipment is documented and organized by category in a spreadsheet known as the Bill of Material

(BOM); the BOM also indicates which items are available for sale and which assets are retained by owner. The list is then reviewed with your team to confirm that the BOM is accurate. With this comes an expected return on the equipment based on the "Market Value."

RFQ: The RFQ is a critical component of the asset liquidation process. It outlines all of the requirements that you (the equipment owners/sellers) and the re-use vendors (the people purchasing the used equipment) must follow during the bidding and de-installation process, such as what is in or out of scope, project timeline, insurance requirements, facility exit requirements, working hours the facility will be open, etc. enVista's team will draft the RFQ and then review it with your project team.

With enVista there is a plan for success, not merely the hope of success.



