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





# 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 expecteded return on the equipment based on the "Market Value."

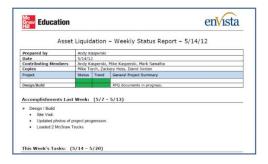
**RFQ:** The RFQ is a critical component of the asset liquidation process. It outlines all of the requirements that you (the equipment owners/sellers) and the re-use vendors (the people purchasing the used equipment) must follow during the bidding and de-installation process, such as what is in or out 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.





### enVista's facility design experts can seamlessly manage your entire asset liquidation, from start to finish.



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**Bidding:** enVista distributes the RFQ to its extensive network of vendors to open the bidding on the MHE. enVista will work with you to determine the appropriate number of participants in the process. Next, vendors are invited to walk through the facility to assess the equipment for sale. An enVista engineer will supervise the walk through and answer guestions from the vendors. The vendors will then be given a deadline to submit their bids. enVista will manage the collection and recording of bids as well as all communication with vendors during the process. There will often be several rounds of bidding, usually based on the time allotted by the client. enVista updates the vendors after each round of bidding to let them know where their bids stand against the other bidders; this ensures that only serious bidders continue to bid in subsequent rounds and that the maximum value for the equipment is attained. enVista will manage each round of the bidding process until you agree to accept a final bid(s) or the deadline occurs. Winning bidders are then notified and equipment de-installation begins.

**Management:** The enVista Project Manager (PM) will have full responsibility for the entire project and will be your representative for all matters relating to the project. The PM acts as liaison between your project team and the vendor(s). The PM ensures that the work is completed on time and within project guidelines as set forth in the RFQ. The PM will facilitate all change management requirements, release of funds, as well as project status reporting. This weekly report of all past, present and future activities guards against schedule drift and scope creep and ensures all parties are in alignment on project expectations. The PM duties include site management to coordinate all activities of various subcontractors and de-installation crews. The PM will enforce compliance to project specifications and drawings, ensure strict adherence of all applicable safety and plant standards and has final sign-off responsibilities for de-installation close-out.

