



# Belmont Trading Company Case Study

Telecom Network Equipment—Europe

2016



# Case Study: Maximizing Value and Minimizing Environmental Impact of Russian eMaterial

## Client

- Western Europe-based global telecom company with customers in more than 180 countries
- Strong corporate focus on sustainability and finding highest-value “second life” for eMaterial



## Client Situation

- Routinely installs and de-installs equipment for clients in 180 countries
- Had high-value telecom inventory in Russia
- Exporting equipment for resale has many costs and legal complexities
- No resale market for the equipment in Russia; only option was to scrap it, with obvious negative environmental impact

## Integrated Solution

- Based on local expertise, determined an export route to move the equipment from Russia to an intermediary country, then to Sweden for resale in the EU
- Belmont handled all the logistics for the operation, leveraging its own office in Moscow and processing facility in Sweden

## Business Value Delivered

- Bolstered client’s sustainability credentials
- Belmont provided single point of contact for entire operation
- Financially, the client received a more-than-20% premium to what the material was worth locally, and the equipment will likely remain in service for several more years before it is finally recycled according to stricter Western European standards

# Case Study: Maximizing Value and Minimizing Environmental Impact of Russian eMaterial (continued)

## Capabilities Demonstrated

