



Belmont Trading Company Case Study

Telecom Network Equipment—Europe

2016



Case Study: Global, Diversified Telecom Equipment OEM

Client

- Leading Europe-based telecom equipment OEM
- Operations in 120+ countries
- Diverse portfolio of telecom network products



Client Situation

- Required diverse set of services, from remarketing to recycling
- Operated in 120+ countries with 47 vendors—goal to minimize vendor count
- Required customized services based on product type, country, and optimal value recovery strategy

Integrated Solution

- Five providers (including Belmont) partnered to provide solution
- Services span remarketing, recycling, logistics management, and CO2 offsetting for all the client's products across all 120+ global locations

Business Value Delivered

- Reduced vendors from 47 to 5, greatly reducing vendor management efforts
- Belmont produced resale values higher than those attained by previous partners
- Bolstered sustainability credentials via Belmont's CO2 offsetting service

Case Study: Global, Diversified Telecom Equipment OEM (continued)

Capabilities Demonstrated

