

Customer pain points:

- High CAPEX/OPEX in Asset Management
- Expensive and inefficient OEM
- Lack of oversight into assets
- High warehousing costs
- Support for legacy network
- Overstock / understock issues
- Lack of revenue from surplus assets
- Inefficient use of labor and resources
- Lack of standardization of practices

Customer requirements:

- Generate CAPEX/OPEX savings through reuse and resale of network assets
- Increase revenue from non-viable assets via recycling
- Maximize returns through resale
- Turnkey solution for equipment readiness
- Real-time insight into asset availability
- Detailed financial and environmental reporting

Shields Solution according to the pain points:



A full portfolio of Asset Management enables to create a customized solution for our customers:

- Deinstallation & Transportation
- Inventory Management, Warehousing and Logistics
- Redeployment
- Test, Repair & Spare Parts Management
- Global Remarketing and Resale of Telecoms Network Equipment
- Safe and Secure Recycling
- Full Financial and Environmental Reporting
- Software Portal for Stock Visibility

Unique selling points:

- A new revenue stream generation from surplus assets using proprietary Asset Management Programs including
 - Software, bespoke warehousing and technical staff
- Technical capabilities to find alternative solutions. We genuinely 'think outside the box' for you
 - NFF screening and warranty management, new assets purchase avoidance, repair avoidance
- We are the best fitting complementary multi-vendor partner with the necessary telecoms and environmental certifications
 - Multi-vendor test facilities
- The right functionality, systems, software and licenses in place, including dual use license
- Our engineering teams are trained and compliant with OEM specifications
- Our historical data combined with our market knowledge creates great solutions
- Our international reach enables us to deliver deep experiences, particularly 4G and 5G innovation
- Expert knowledge of legacy systems
- Global network of sales specialists with more than 100 years of combined experience in wireless and wireline equipment

References:

