

# Vendigital/BP: Asset Disposal programme

**Asset:** GE LM6000 PA Gas Turbine

**Price Achieved:** \$760k

**Project Timescales:** 6 weeks

**Other Benefits:** Established a scalable disposal process

“By working with Vendigital on the disposal of this power unit we have been able to develop a robust process for asset disposal which maximises our return.”



Nick Everitt  
Programme Manager  
Materials Management  
BP Exploration - NSPU

Vendigital were asked by BP’s asset disposal team to demonstrate a repeatable process for achieving market price for items of obsolete stock by selling this used GE power generation unit.

During this project the engine was visited and photographed, the necessary documentation for the sale was prepared, a comprehensive, global review of potential and likely buyers was undertaken, 57 companies in 13 countries were contacted and invited to bid. Market price was established and maximised through an online auction within 6 weeks. The four step process is shown below.

Key capabilities in achieving this result were:

- Rapid creation of tailored comprehensive documentation outlining the opportunity to interested parties
- The use of a multilingual sourcing team to rapidly head-hunt, research and validate potential buyers
- Specifically developed internet systems which ensured that the process was organised, robust and auditable
- Rigorous methodologies that enabled the best results to be obtained in tight timescale

A summary of the process used is given here:

