

# Excess Asset Management & Disposal

With the current market turmoil and financial constraints that many companies face, now is certainly not the time to have significant cash tied up in redundant assets or obsolete stock. Such assets can be difficult to identify and may already be written off but cumulatively can make a huge impact when sold. Acting now could prove fundamental to the bottom line of your business and your bank balance.

## Why do it now?

- > Cash Flow: release cash tied up in assets or improve the efficiency of your procurement by selling back excess goods or material
- > Warehousing: reduce the stock area required to either free up space for further expansion or to reduce the size of your premises and save costs
- > Process Improvement: Understanding how the assets are accumulated to streamline the disposal mechanisms, keeping your business lean
- > Re-Investment: through the cash flow optimisation you will create additional funds to put back into the business
- > Strengthen: the balance sheet by writing back genuine value

## How we do it?

- > Identify, assess and evaluate the assets across your company
- > Compile and categorise the asset portfolio into market-facing categories and lots
- > Establish category-based disposal strategies avoiding markets that might compromise distribution channels
- > Ensure you then access the entire available market of interested purchasers to maximise the price
- > Tender quick-wins to bring in early revenue and fund the more strategic approaches
- > Automate and consolidate lower value assets whilst establishing strategic deals with limited liquidity assets

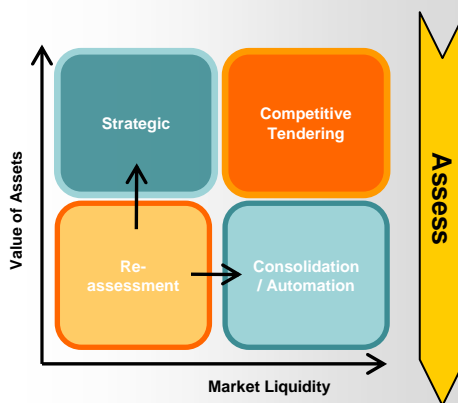
## Why use Vendigital?

- > We have been delivering market price for products for over 8 years using our global reach and bespoke tools
- > We have a robust methodology for identifying, categorising and disposing assets following the above process within tight timescales
- > We can rapidly create tailored, comprehensive RFQ packs outlining the opportunity to interested parties
- > Global headhunting and linguistic capabilities to source and validate interested buyers around the World
- > We understand the importance of managing the assets into the correct markets, avoiding channel conflicts
- > We have and can develop bespoke databases of known and potentially interested buyers for repeat events
- > The online Marketing Portal to communicate and negotiate, including Online Auction capability, ensures a robust and auditable process
- > **Vendigital will find you genuinely interested buyers and maximise the price for your assets.**

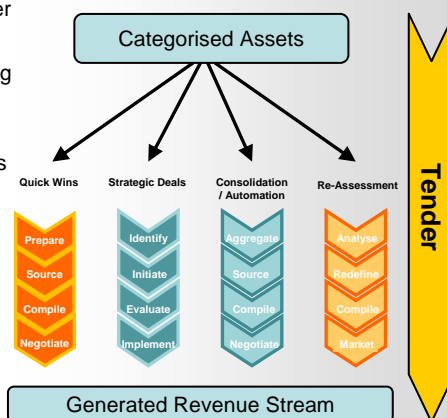
We can manage the full range of products from **capital equipment** to discontinued **retail product lines** and **excess** or **scrap production**.



Identify



Assess



Tender