

## CASE STUDY

# \$3 Million in Cost Savings from Facility Closures

### CHALLENGE

An industrial products manufacturer needed to close three plants in Ohio and Tennessee.

It had just three weeks to find new homes for the assets in these facilities.

Before redeploying these items internally, the company had several hurdles to overcome.

How to quickly identify assets with redeployment potential?



How to manage the complex redeployment process across multiple sites?



What to do with assets that can't be redeployed?



## Liquidity Services helped our client optimize redeployment through a proven process



1

We cataloged the assets and uploaded them to our AssetZone® asset management software for ease of redeployment or sale



2

We quickly trained appropriate employees to facilitate redeployment through AssetZone



3

We maximized redeployment opportunities by marketing available assets to over 1,000 AssetZone users within the organization



4

Assets that weren't redeployed were sold through online auctions

### RESULTS

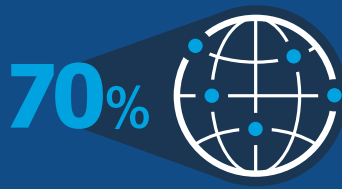
**Generated  
\$3 million**

in cost savings



**Redeployed  
162 lots**

of items equaling 70%  
of total asset value to 26  
sites across North America



**Sold remaining assets  
for \$650,000**



*The effective, repeatable redeployment process we developed for the client will allow it to maximize cost savings for future events.*