

ATX Networks designs, manufactures, markets and delivers a broad range of products to the global cable television industry, and PVNs (Private Video Networks). Sectors served include hospitality, healthcare, education, government, enterprise, broadcast, private cable, telcos, stadiums/arenas, etc.

Excess or redundant electronic component inventory can pose a residual headache for manufacturing companies around the globe – explains Derek Panchyshyn of ATX Networks,

“Component Brokers the world over will seek to purchase the valuable stock, but none will offer to deal with the entire stock portfolio in a responsible way”. He continues, “At ATX Networks we develop leading edge video networking and processing products, our customers benefit from continuous innovation, and we ensure that the environment is not sacrificed in this pursuit.”



So, faced with excess inventory, ATX Networks chose the responsible Wisetek Solution to maximize the return while ensuring those with no commercial value were responsibly recycled.



Wisetek Solutions specialize in providing comprehensive returns management services to the major electronic Original Equipment Manufacturers (OEM's), IT product Users and Data Centres across the globe. Wisetek provides environmentally conscious organizations with a certified Responsible Recycling (R2) service for managing the disposal of their retired electronic assets. The Wisetek Sustainable EARTH Program is an assurance that all processing is fully transparent, secure, auditable and is compliant with the highest global environmental regulatory recycling standards.

ATX Networks wanted this material treated to the highest possible environmental standards, prioritizing “re-use as the best and highest disposition policy” . Having exhausted all possibilities for re-use within ATX Networks, “..we needed to ensure that we had a certifiable, responsible outlet that would recover the environmental resource contained within this inventory.”, says Derek. The world is accepting the reality that “sustainable development is one where the needs of the present are met without compromising the needs of future generations, so we wanted an illustrative example of how a challenge like redundant components can be transformed to support such goals”.

Let's walk with ATX Networks through the pleasant journey of dealing with excess inventory.

The Process

Wisetek tailor their solutions to suit the challenge of inventory type and geographical location, service agreements define the business rules to be followed to ensure customers can control the inventory destination. Having confirmed the business rules, the Wisetek Team removed the inventory to their secure facility in Franklin MA. To complete the chain of custody, a full inventory was completed immediately upon receipt, prior to the triage or dis-mantling processes commencing.

Sean Sheehan, Wisetek Chief Executive Officer states; *“Our priority is to seek re-use opportunities for all inventory, it’s better for the environment and better for value recovery. In this case we worked with ATX Networks to ensure all potential re-use avenues were explored and all inventory is fully tracked on Wisetek’s ERP system.”*

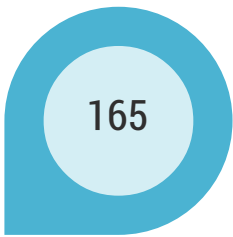
For the remaining majority of the material now commences the responsible R2 recycling process. Jim Sheehan, Wisetek Chief Sustainability Officer states; *“The recovery of raw materials is vital to the sustainability of the planet. For example, the energy used in mining copper is 6 times greater than that used in recycling (ICER, 2000) and recycling one ton of copper avoids mining 200 tons of ore. It is incumbent on us to ensure the optimum recovery of all raw materials.”*

Throughout the process any material deemed not to have any potential re-use, is separated into one of 55 various commodities, all tracked on the ERP system as constituents of this ATX Networks batch.

So, what does Wisetek make of this challenge?



Net Weight
Received



Line Items



Individual
Components

Recovery of...

3733 lbs Steel

3599 lbs Aluminium

3519 lbs Wood & Corrugate

1155 lbs Copper

7326 lbs Plastic

17 lbs Lead

1 lb Other

Balance to total is made up of PCBA refined for delivery of CU & Precious Metal

Zero lbs to Landfill

Long Term Benefits

When a leading global private equity investment firm partnered with ATX Networks, the management of their retired IT equipment became an important factor in the due diligence process.

"The company investors and lenders both asked about asset disposal and recycling practices as part of their due diligence process when our company went through a change of ownership last year. Being able to talk about Wisetek, its 'zero landfill' policy and industry certifications made it easy and I was proud to be able to answer the questions thoroughly. Institutions that put money into our company care about this issue, as we all should."



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