

RESALE SERVICES

MAKE THE SMART CALL

THE TRUSTED DIGITAL PARTNER FOR
REFURBISH AND REPAIR SERVICES



BLACK BOX®



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MAKE THE SMART CALL

When you need to make the most of your budget, make the smart call to Black Box Resale Services. You'll save anywhere from 30–60% in refurbished telephone systems and equipment compared to purchasing new equipment. You'll find the right solution for your telecom network and one that gives you the maximum ROI. Plus you'll get guaranteed, certified performance. That's why our customers consider us to be *the* trusted digital partner.

Companies of all sizes derive value from our products and services. We can help you by substantially reducing hardware expenses, managing decommissioned equipment, streamlining product inventory, and supporting end-of-life systems.

Small companies on shoestring budgets can benefit with economical phone systems ready to use right out of the box.

Large, nationwide enterprises can save money with cost-effective, more efficient ways to warehouse and manage decommissioned equipment.

Any organization with an aging, out-of-support telephony system can extend its life and ensure communications continuity with certified repairs.

Interested in supplementing your older equipment with new phones? We can help with that too.

\$20,000,000

The amount a nationwide company saved with our refurbished equipment over purchasing new

60%

Save up to 60% on refurbished phones, cards, modules, and switches:

- 15,000 products available for next-to-new and refurbished phone systems
- 80,000 sq. ft. facility houses repair, staging/test labs, in-house painting, and warehousing

2 years

Get a full two-year warranty compared to a 90-day or one-year warranty when purchasing new:

- 120,000: units managed and inventoried
- 90,000: phones deployed every year

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LOOKS NEW,
WORKS LIKE NEW,
COSTS A LOT
LESS THAN NEW

The only differences you'll see between our refurbished equipment and new equipment are the cost savings and the warranties. Our remanufactured equipment looks and performs like new.

Our certified technicians fix all major brands and models. We provide technical repairs, right down to the board—something most repair houses don't offer.

In terms of cosmetics, your finished products will look brand new. We're the only repair house with an in-house paint center. With 50+ paint colors, we match manufacturer colors perfectly and can meet any custom requests. We even silk-screen logos so no one will know the difference.

As one of the largest repair houses in the country, you'll get the best warranties in the industry too. Our standard warranty is two years for most equipment compared to 90 days and up to one year for new equipment.

CERTIFIED TECHNICIANS

- Line techs hold AA degrees in electrical engineering
- System techs carry certifications from all major manufacturers
- Engineers carry all leading industry certifications including CCNA

Choose reconditioned equipment from the following manufacturers: Cisco, NEC, Avaya, Nortel, Siemens, Unify, SpectraLink, Aspect, Executone, Polycom, and more.

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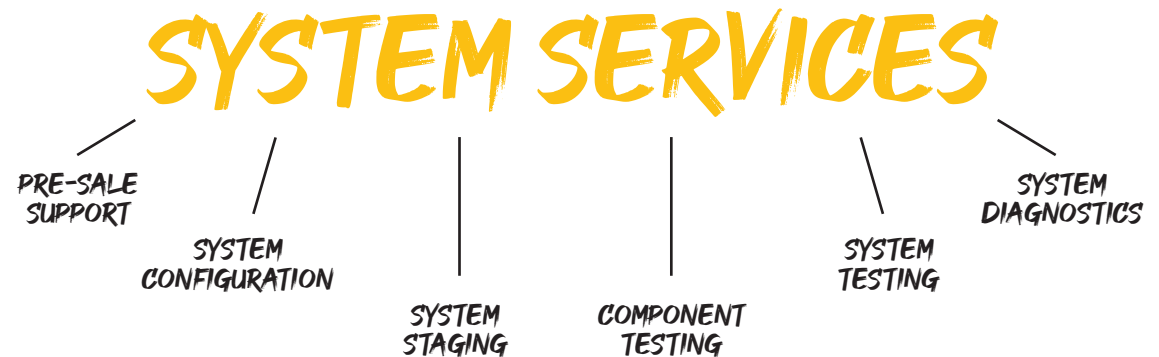


REFURBISHED REDEFINED

We've redefined what it means to offer refurbished equipment and services. We maintain advanced repair, staging, and testing labs in our state-of-the-art 80,000 square-foot facility. That's where all of our refurbished/repared phones, switches, components, and systems are fully staged and tested to make sure they perform like new and in a real-world environment.

Plug-and-Play Systems

On a budget? We can help with complete, hassle-free systems consisting of refurbished, tested, and certified equipment. Tell us what you need and we'll configure a complete phone system that's ready for deployment right out of the box.



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MANAGING INVENTORY IS INCREASINGLY CRITICAL

A vital component of decommissioning equipment is managing it. Knowing what you have, where it is, and how much it's worth can redefine your workflows and your bottom line. We can help by consolidating, warehousing, maintaining, and managing your equipment in our 80,000 square-foot, fully temperature controlled facility.

Optimize accuracy in your supply chain management with our serialized barcoding and WIP control. Barcoding enables us to use one platform for internal and external product tracking. and it can mean significant savings for you. In fact, we've saved one national client \$20M by managing their inventory and refurbishing equipment as needed.

99.99490% Audit accuracy of warehoused equipment

120,000 Units managed for one customer alone

\$20M Saved in inventory management and refurbished equipment

4,000+ Average number of unique part numbers

740,000 Average number of inventoried units

1,500 Average number of incoming units per day

18,000 Average number of units shipped per month

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THE CHALLENGE OF E-WASTE

Every year, millions of phones, switches, and other electronic devices are sent to landfills. The challenge is how to properly dispose of electronics with minimal environmental impact.


As a licensed Hazardous Waste Producer, we can help dispose of your electronic equipment responsibly. Black Box maintains partnerships with certified green disposal specialists who will properly dismantle and dispose of old equipment, metal, scrap materials, plastics, and more.

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Black Box is the trusted digital partner for companies who want the best value in telecom and networking equipment. Whether you want to save money on equipment, extend the life of aging phone systems, find a better way to manage and warehouse inventory, or dispose of e-waste, we deliver.

For more information, please contact us at:
877.468.4237, or visit us at bboxservices.com/resale

OUR RESULTS
IMPROVE
BOTTOM LINES