



Supply Chain Services Asset Recovery

DEX's asset recovery solution increases product speed-to-market, enabling clients to liquidate new, used, obsolete or defective inventory, and channel-returned merchandise into newfound revenue streams. Clients realize additional profits from products that may have been considered inactive or of no monetary value.

DEX employs a service model of multiple selling channels to create revenue opportunities and decrease the time to product re-sale so that revenue can be realized earlier in the re-sale cycle. If economical repair of the product will provide additional revenue, DEX uses its more than two decades of expertise to repair the product prior to entering it into the selling channels.

Here's what sets DEX apart from the competition:

- Cash flow advantage through increased recovery rates versus selling "as is" or scrapping
- Increased revenue using DEX's dedicated sales force selling to Third Party Maintenance Organizations, OEMs, ODMs, and both domestically and globally
- Multi-channel revenue stream resources that maximize the asset value
- Value-added distribution solution for excess channel returns, obsolete inventory, customer returns, and field returns

Asset Recovery Stability

DEX has a vast network of established business relationships within the retail, wholesale, and repair marketplace both in the United States and overseas. DEX's staff of professional liquidators works with more than 2,000 global businesses to quickly move products worldwide.

Channel Optimization

DEX's asset recovery solution is based on multiple channels

leveraged to optimize recovery rates. After evaluating client priorities and market dynamics, DEX's internal program managers build a customized "Opportunities Assessment" form using DEX's standard quantity, time, restrictions, and demand methodology. DEX's clients then benefit from a seamless, end-to-end process that captures all of their exact specifications.

Strategic Account Management

DEX's highly experienced team of dedicated account managers focus on each client's strategic requirements, creating a highly customized solution and delivering a maximum return on products sold.

DEX's team of internal buyers work closely with DEX's account managers to ensure that the best price is found for each part. From the start of the project until the concluding details, each client's account is carefully administered. Additionally, DEX's internal asset recovery services team has extensive remarketing experience in multiple domestic and international marketplaces, which enables them to successfully yield high revenues in all product categories.

Maximizing Recovery Rates

DEX's internal liquidation team uses criteria and market conditions to route inventory to the most appropriate channels such as online (e-commerce) and traditional (direct contact) methodologies. Multiple channels are used to maximize recovery rates, including Internet auctions, business-to-business exchanges, bulk/liquidation, and category salvage. If product repair or teardown will provide additional revenue, DEX processes the product prior to entering it into the selling channels.

With strong business relationships with numerous disposal companies worldwide, DEX provides clients with solutions for scrapped materials and e-waste needs. DEX abides by international, federal, and state waste regulations and obtains appropriate disposal certificates. DEX is RoHS and WEEE compliant.

Triage and Testing

DEX's triage and testing process enables quick, effective routings for inbound receipts, generating maximum recovery rates for inventory sold in alternative markets and channels. The process minimizes resulting scrap rates and waste.

Products that test "Good" are cleaned and prepared for sale. These "Good" products can enter the reseller marketplace as refurbished product, providing clients with an additional revenue stream. Products that test "Bad" can be sent to repair and recertification, providing clients with a cash flow advantage and value proposition through increased recovery rates versus selling "as is."

Data Integration and Information Management

OrderVision®, DEX's 24/7 web-enabled tracking and order entry

system, provides clients with complete visibility of their products, allowing them to make business decisions based on real-time information. They can also enter, track, update their orders or ascertain product and program status from any location worldwide simply by logging into the system.

DEX Systems provides a scaleable portfolio of industry-leading supply chain solutions that help clients achieve superior business results, including the DEX Warehouse and DEX Recovery applications. These applications automate and optimize inventory management operations for faster transaction processing, increased order accuracy, and superior inventory control. All software applications include deployment, maintenance, and support as one integrated package. DEX Systems' solutions are interactive front-end extensions to the Oracle e-Business suite with seamless integration—providing cost efficient solutions for all business needs.

Experience Translates to Results

DEX can inventory parts and components for liquidation in the marketplace. With strategically placed operations and extensive experience, DEX can quickly turn clients' products around, getting them back to market with higher yields, shorter lead and transit times, and reduced freight costs.

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