A Case Study

Electrolux Partners with SK tes to Revolutionize Global IT Asset Disposition and Sustainability Practices

SK tes

Electrolux sought a supplier with top-notch security measures and a strong focus on sustainability to be their global ITAD partner. With its origins in Sweden and a deep commitment to sustainability, Electrolux views asset repurposing and responsible recycling as crucial in a world with limited resources. They have taken proactive steps by establishing ambitious global targets for reducing greenhouse gas emissions. Electrolux aims to achieve a zero waste to landfill initiative by 2025, ensuring that over 99% of waste generated across all their manufacturing sites worldwide is recycled or repurposed.

In their quest to manage end-of-life equipment responsibly and seek environmentally friendly solutions for asset disposition, Electrolux wanted reliable partner and trusted advisor to help them navigate these challenges effectively.

A Global Sustainability Leader

Electrolux is a leading global appliance company that has shaped living for the better for more than 100 years. Based in Stockholm, Sweden, with a workforce of approximately 51,000 selling around 60 million household products in around 120 markets every year. Electrolux is a true sustainability leader, one of the first 100 companies in the world to establish science-based goals for reducing greenhouse gas (GHG) emissions.

In a bid to streamline their IT Asset Disposition (ITAD) program and contribute to their sustainability goals, Electrolux transitioned from utilizing two local providers to engaging a single global vendor. Electrolux recognized the potential advantage of consolidating ITAD vendors. By streamlining to a single global service provider, they could achieve benefits such as improved value recovery, better efficiency, quality control and enhanced sustainability benefits.

Setting Clear Objectives

Electrolux wanted to identify a solution that would contribute to their corporate objectives of achieving climate neutrality by 2030, implementing high-level security measures, establishing efficient global operations, and maintaining Electrolux's esteemed reputation. They prioritized selecting a vendor with a strong global presence capable of meeting Electrolux's requirements for managing used IT equipment through resale, refurbishment, or recycling, while also focusing on security and environmental considerations.

A Case Study
Electrolux Partners with SK tes to Revolutionize Global IT Asset Disposition and Sustainability Practices
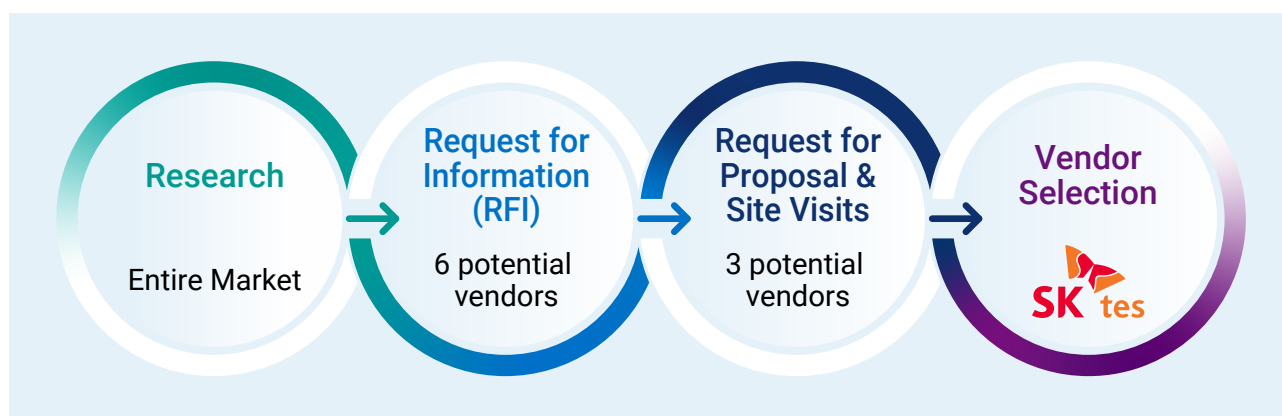
SK tes

Selecting the Right Partner

The decision-making process undertaken by Electrolux was carefully considered and thorough. It started with referencing Gartner©'s Market Guide for IT Asset Disposition[▽], which provided valuable insights and benchmarks about the industry as well as advice on considerations when selecting a global ITAD partner. Electrolux reviewed and analysed their existing ITAD programs to ensure a complete understanding of the ITAD business, their organizational needs, and potential risks and opportunities.

Electrolux embarked on an evaluation process by issuing a Request for Information (RFI) which was sent to six potential vendors that had been identified during the initial research phase. Following the RFI, three vendors who met Electrolux's criteria were invited to participate in a comprehensive Request for Proposal (RFP) process.

The RFP process was a critical stage in Electrolux's vendor selection. By inviting vendors who met specific criteria the RFP allowed for a more in-depth evaluation of the vendor's capabilities and involved on-site visits to their facilities. These visits provided insights into the vendors' capabilities and their company culture and working environment. Electrolux knew that the on-site visits would play a crucial role in the decision-making process, providing valuable insights that could not be fully captured through written proposals or virtual meetings.

Meeting the people who would be involved in the partnership allowed for an understanding of the team dynamics and observing the operation process firsthand gave Electrolux a real feel for how well the vendors aligned with their standards and values. This hand-on approach enabled Electrolux to confidently make an informed decision based on direct observation and interaction with the potential vendors.

Research — Entire Market → **Request for Information (RFI)** — 6 potential vendors → **Request for Proposal & Site Visits** — 3 potential vendors → **Vendor Selection** — SK tes

One of the pivotal reasons Electrolux chose SK tes is the unique ability to provide comprehensive sustainability reporting through their Carbon Loop calculator. This tool offers detailed insights into the environmental impact of IT asset disposition, including metrics on carbon footprint reduction and resource conservation. This report stands out in the industry as the only one that is externally validated and verified and this capability aligns with Electrolux's sustainability goals.

Choosing the best partner for Electrolux

Electrolux selected SK tes as their global partner, consolidating their enterprise and corporate technology lifecycle management on a global scale. Electrolux aimed to streamline their operations and enhance efficiency with their new ITAD program delivered by SK tes.

Sustainability is a central focus for Electrolux, and SK tes' core competencies in this area will play a crucial role in helping Electrolux transition to a more circular approach. SK tes showcased its efficiency in managing collections to minimize emissions and costs through a well-defined process. By leveraging established systems, Electrolux will be able to refresh and repurpose IT equipment efficiently and consistently on a global scale, and report on how those efforts contribute to their sustainability and environmental responsibility objectives.

SK tes' ability to meet global requirements and their commitment to continuous improvement in operations, services, and societal contributions were key factors in their selection as Electrolux's global supplier. Electrolux was particularly impressed by SK tes' expertise in value recovery, robust security protocols, adherence to standards, and efforts to reduce their carbon footprint.

Key Requirements for Global ITAD Vendor

Security

Data destruction to NIST 800-88, High physical security standards, Robust chain of custody, Trackability via Client Portal

Sustainability

Corporate commitment to sustainability, Published Sustainability Reporting, Audited ESG Standards, Emissions reductions goals in place, Detailed sustainability reporting for ITAD process.

Compliance

R2v3, ISO 9001, ISO 14001, ISO 27001, ISO 45001

> " SK tes provided the highest sales revenue returns, lowest logistics costs and lowest proportion of 3rd party vendors," said David Schriver, "along with their evident commitment to sustainability this made them the perfect partner for Electrolux. "

A Case Study
Talk to SK tes today about your Global IT Asset Disposition and Data Destruction needs.

SK tes

Establishing Processes and Managing Backlogs

In the first few months of the new contract Electrolux faced a challenge with a surplus of equipment that needed to be cleared out promptly due to an impending relocation and renovation project. SK tes swiftly intervened to assist in the urgent removal of over 3,700 pieces of unwanted IT equipment.

3,700 pieces

Creating a Successful Global ITAD Program

The partnership between Electrolux and SK tes represents a significant step forward in standardising global IT asset disposition and sustainability practices. Electrolux's commitment to sustainability aligns perfectly with SK tes' expertise in environmentally friendly solutions for asset disposal.

> " We are delighted to have disposed of IT equipment with SK tes with positive financial results, while adhering to our strict security requirements," said David Schrivner, "we have also contributed to reduction of the carbon footprint associated with our technology use as well as being confident that we are not contributing to landfilling ewaste. "

By selecting SK tes as its global partner, Electrolux has found a reliable and trusted advisor who shares their vision of responsible recycling and repurposing of assets in a world with limited resources. By working together, Electrolux and SK tes are setting a precedent for how global companies can prioritize sustainability and responsible asset disposition in their operations.

Talk to SK tes today about your Global IT Asset Disposition and Data Destruction needs.

Contact Us