

# BuyBack as a Service (BBaaS<sup>®</sup>)

Leveraging used enterprise hardware to maximize ROI



## How can we help?

Do you have excess spares stock, or overstock to liquidate?

Are you planning a migration to the Cloud, a hardware refresh or a new infrastructure deployment?

If so, are you facing budgetary restrictions for these projects?

Do these projects require multi-site and/or global asset removal?

Do you require certified data erasure?

If you answered yes to any of these questions, Ynvoke, a leader in the global IT industry, can help you with a one-of-a-kind offering: BuyBack as a Service (BBaaS).

Ynvoke purchases back servers, storage, and networking hardware from all major OEM brands: Cisco, Dell/EMC, HPE, NetApp, Sun/Oracle & IBM.

## How does it work?

### What Ynvoke needs from you:

- 1) Part Numbers
- 2) Quantity
- 3) Models & Specifications (if applicable and available: serial numbers, internal components, precise model number)
- 4) Pick-up location(s)
- 5) Available date(s) for collection

*If professional services are required, please advise prior to agreement. These services include, but are not limited to: data erasure, decommissioning, consolidation and packaging.*

### Ynvoke makes an offer, and then:

- 1) You accept our offer and confirm which services are required (if applicable)
- 2) You receive a PO from Ynvoke B.V.
- 3) You confirm W&D
- 4) We pick up the equipment
- 5) We audit everything in our warehouse (Nijmegen, the Netherlands)
- 6) We proceed with payment (usually net 30)



Do you know Ynvoke also offers maintenance and professional services? Email Patrick Greenfield at [p.greenfield@ynvolve.com](mailto:p.greenfield@ynvolve.com) or call him at +31 (0) 6 11 12 25 08 for additional information.

## FAQ

### How is the buyback value determined?

For reference, it is estimated that the value of 3-year-old enterprise hardware has a market value worth roughly 10% of its original purchase price. Ynvolve confirms the current market appraisal by verifying supply and demand using our internal database, which combines sales history, current inventory, sales projections, and market demand.

Because we do not need to discuss with potential clients before making an offer on the hardware, the process is fast and is easily scalable for any company, regardless of its size.

### How will you benefit from this program?

Key benefits include:

- 1) Increased capital
- 2) Certified data erasure
- 3) Single Point Of Contact (simplified and centralized lifecycle management process via a dedicated resource)
- 4) Adherence to Ynvolve's Green IT Lifecycle Policy.

### What are the key differentiators of our program?

Ynvolve's BBaaS offering will help you retain a higher value on excess assets than that of typical buyback channels, ensuring the most competitive solution to you.

It also combines the benefits of circular economy, corporate responsibility, and maximization of your ROI.

**Please reach out to Patrick Greenfield with any current requirements or questions.**



#### Patrick Greenfield

Global Strategic Buyer

Phone: +31 (0) 243 488 265

Mobile: +31 (0) 6 11 12 25 08

Email: [p.greenfield@ynvolve.com](mailto:p.greenfield@ynvolve.com)

Website: [www.ynvolve.com](http://www.ynvolve.com)

### Ynvolve and the Infinite Group

The Infinite Group (IG) was founded to answer the need for a globally operating group of IT specialists who can provide their clients with complete solutions throughout the Technology Life Cycle of their IT infrastructure. Ynvolve's clients benefit from the synergy developed among the IG members and from its numerous partnerships with leading manufacturers such as Dell, Cisco and HP. The Infinite Group owns a call center that provides 24/7 technical and maintenance support to clients around the world.