

Maximize the Value Recovery of At-Risk Inventory

From single units to bulk lots, whether open-box, damaged returns or obsolete product, ModusLink has an alternative sales channel to meet your specific needs.



CLIENT BENEFITS

- Improved lifecycle profitability
- Controlled distribution
- Scalable solutions
- Environmental responsibility
- Brand protection

Billions of dollars of excess inventory is accumulated every year by manufacturers, distributors and retailers. To minimize revenue loss, traditional liquidation or landfill practices are being replaced by more lucrative and sustainable alternatives. ModusLink's Alternative Channels provide a platform to sell your at-risk inventory, enabling you to recover margin. We provide clients with access to business-to-business (B2B) and business-to-consumer (B2C) recovery channels, while leveraging market intelligence to drive decisions on channel mix, repair actions, lot sizes and warranty policies to maximize profits.

KEY SOLUTION FEATURES

- Private marketplaces
- Authenticated secondary channels
- Flexible purchasing models
- Access to a network of qualified buyers
- Levels 1-4 repair performed by certified technicians

MULTICHANNEL RECOVERY OPTIONS

Online Secondary Sales Channel

ModusLink procures at-risk inventory and sells it directly to customers via optimized highly trafficked websites supported by Web marketing programs and price comparison engines. Our operations and sophisticated technology tools are designed to efficiently identify price points and route, and handle inventory based on asset recovery value and reconditioning costs. This automated process allows us to qualify complex inventory lists quickly and accurately so complete transactions, including payments, can be finalized within 48 hours.

Online B2B Auctions

ModusLink Auction is an online disposition channel to sell repaired, refurbished and excess product in a controlled B2B environment. We sell only to prequalified buyers in secondary markets. ModusLink Auction is flexible, giving you the option to sell restored products under your own brand, or through ModusLink's unique white-label program using an alternative brand to prevent competition with the primary brand and channel partners.



ModusLink can sell your products through its e-tail site, www.techforless.com, or through trusted third-party websites such as Amazon or Google.