



2020 CASE STUDY

ASSET RECOVERY CENTER STANDUP



www.greencastleconsulting.com

THE SITUATION



Fortune 100 telecommunications company **saves** approximately **\$3,000,000 in just three months.**

A national leader in telecommunications and a member of the Fortune 100 and an ambitious company with a national footprint, possesses the unique opportunity to stand out from its competitors through its use of reverse logistics. The problem was that this company needed an enterprise-level program to provide visibility over assets that had either reached their end-of life or that could be reused somewhere else in their national footprint and thus avoid potentially millions of dollars in additional fixed asset purchases.

99

Having Greencastle Consulting and their PMO onboard, provided the professional experience and expertise we needed for a successful project. In our experience with other solutions, Greencastle Consulting is the premier local consulting firm. I don't think I will ever be switching.

- Fortune 100 telecommunications company

THE SOLUTION



The Asset Recovery Center (ARC) was an enterprise-wide change management effort that included a scope of roughly 1900 individually operated Plant and Head End (PHE) locations throughout the United States to change the way they disposition equipment that is no longer needed at its original installation location.

Instead, they would need to adopt the use of a single distribution center and its forward triage locations, reusing equipment where able, recycling equipment utilizing national recycling contracts, or consign and resell the equipment to third parties to recover costs where available



The project required several key elements to ensure its success: planning, vendor management, software integrations, inventory management and control, employee adoption, and overall implementation.

At each level, the Greencastle team was there to lead implementation and drive toward overall success.

RESULTS & BENEFITS

\$20M

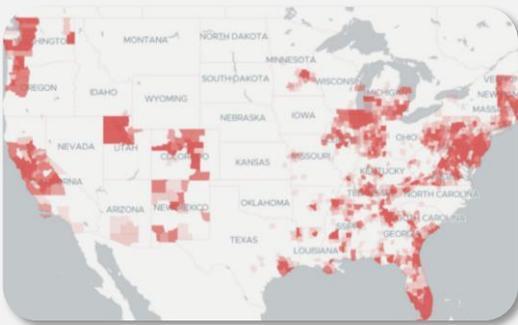
per year in cost savings
across 1900 locations

140

identified pallets of Plant
and Head End

500K

in used, fully-depreciated,
fixed assets sold



Coverage and Availability Map, National Reach.
Image via broadbandnow.com

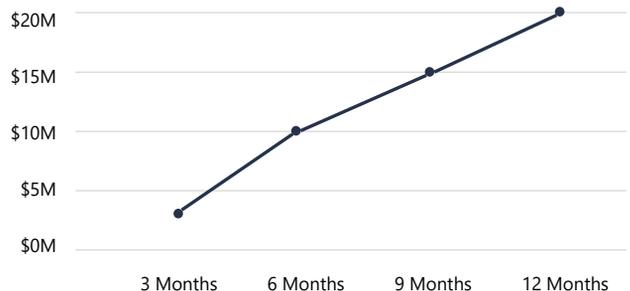
NATIONAL REACH IS A GO !

Within the first week of operations, Greencastle helped client to identify more than **140 pallets of PHE at eight of the 1900 locations** throughout the US. This effort created a successful and self-sustaining model that is not only pioneering and innovative, but **offers a continuous, significant, and positive impact on the service delivery** to the client and their customers.

MAJOR SAVINGS!

Greencastle was able to launch four out of fifteen regions before handing the completed product over to our client. The outcome of the project is a cost savings of more than \$20M per year. Greencastle helped our client avoid a potential loss of \$3M in fixed-asset purchases.

Savings shown over a 12 Month period



COMPANY PROFILE

Greencastle Consulting is 100% Veteran-Owned and operated implementation consulting firm that is unique in its approach to mission-critical projects. We combine the best practices of change management, process improvement and project management with Greencastle's 6 rights of implementation into one methodology.

Using our implementation management methodology as the foundational approach to each project has enabled our clients to successfully meet the challenges of an ever-changing business landscape.



Military Precision: Founded on a strong military background, Greencastle has been providing customized, metric-driven results to Fortune 500 companies for over 20 years.



Data Driven: We have completed well over 350 projects since 1997; most are large scale and complex—keeping people and the process top of mind. We consider every project a data project.



We love challenges. We turn our client's mission-critical strategic initiatives into outcome focused projects. The fun projects are the ones that have never been attempted.



EXECUTIVE SUMMARY

\$20M

per year in cost savings
across 1900 locations

140

identified pallets of Plant
and Head End

500K

in used, fully-depreciated,
fixed assets sold

THE SITUATION

Fortune 100 Telecommunications Company needed an enterprise-level program to provide visibility over assets that had either reached their end-of-life or that could be reused somewhere else in the Comcast footprint and thus avoid potentially millions of dollars in additional fixed asset lost

THE SOLUTION

The Asset Recovery Center (ARC) was an enterprise-wide change management effort that included a scope of roughly 1900 individually operated Plant and Head End (PHE) locations throughout the United States to change the way they disposition equipment that is no longer needed at its original installation location. Instead, they would need to adopt the use of a single distribution center and its forward triage locations, reusing equipment where able, recycling equipment utilizing national recycling contracts, or consign and resell the equipment to third parties to recover costs where available.

The project required several key elements to ensure its success: planning, vendor management, software integrations, inventory management and control, employee adoption, and overall implementation. At each level, the Greencastle team was there to lead implementation and drive toward overall success

RESULTS & BENEFITS

Within the first week of operations, Greencastle helped client to identify more than 140 pallets of PHE at eight of the 1900 locations throughout the US. This effort created a successful and self-sustaining model that is not only pioneering and innovative, but offers a continuous, significant, and positive impact on the service delivery to the client and its customers.