

## CASE STUDY

### FORTUNE 500 CONSOLIDATION

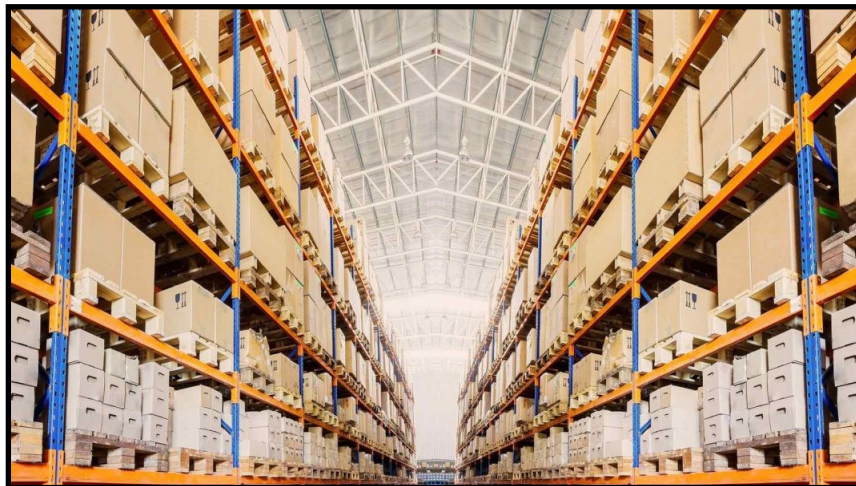
Case Study: Fortune 500 Consolidation

**Situation:** A Fortune 500 company decided to consolidate facilities.

**Background:** A Fortune 500 company made a strategic decision to reduce costs, by consolidating multiple facilities. What was not considered in the consolidation analysis was that a significant portion of the existing space was used to warehouse and support technology needs.

**Assessment:** Brass Valley was asked to develop a proposal to provide a fulfillment program utilizing its warehouse facilities and technology fulfillment capabilities. The companies' existing facilities were geographically dispersed with redundant manpower staffing each location.

**Results:** Brass Valley accepted the challenge and developed a proposal to consolidate the facilities and created an individual center of excellence for their fulfillment needs. Consolidating to one center of excellence eliminated the redundancy in space and manpower. Also, because Brass Valley is an IT asset disposal provider, the company was able to realize a savings in shipment and processing of their end-of-life equipment. The result of the program was a higher level of security, higher customer satisfaction, and a reduction of 17.3% of the cost.



**Quote:**

"Brass Valley was able to change what could have been a serious problem into a huge success,"  
Director of Program Management.