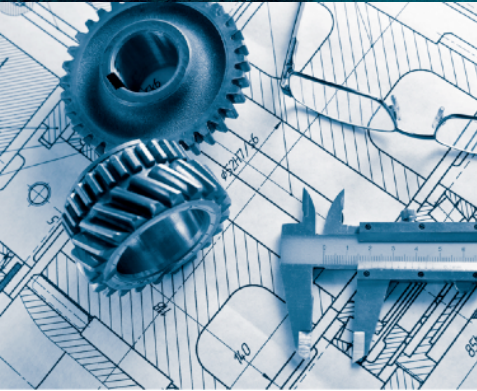




ROI Strategies for  
Surplus Industrial Parts & Equipment



**M**AINTENANCE  
**R**EPAIR  
**O**PERATIONS



# Asset Recovery

A Global Approach To Supply Chain Efficiency





# Don't let excess equipment slow your business down.

## Overview

The IMS Asset Recovery Program specializes in effective return on investment resale solutions to industrial manufacturers faced with storage limitations, liquidations, plant closing, downsizing, or excess and obsolete equipment needs.

Through aggressive marketing techniques, advanced analytics, and industry-leading applications, we provide clients the highest potential return on their investments.

**IMS goes beyond just listing your assets for sale by taking an active approach to selling your assets through advanced technology and our dedicated sales team.**

It is important to have a process for handling MRO surplus.

IMS works with your supply chain and MRO teams to clear space, generate ROI, and help your sustainability initiatives.

### Partnership With No Hidden Costs

You receive up to 50% of all sales each month. IMS does not deduct any hidden costs from payments and provides monthly sales statements.



## How It Works

Once your facilities send their excess materials to IMS, they are immediately cataloged and recorded to ensure a complete tracking of their location, contents and value.

IMS technicians will assess each item to identify its condition and resale value. Items are then entered into IMS' customized tracking system and given a unique tracking SKU.

Once identified, items will be photographed, measured and weighed. Each item will be stored in a climate controlled and fully secured warehouse until distributed to end users.

Throughout the assessment process, your company will be able to view all of the information using our real-time tracking dashboard from any Internet-enabled device.



# The Asset Recovery Process

Simple, Fast, Effective

## Step 1: Asset Review

### Reviewing Material for Eligibility

The first step is to review the material that is deemed surplus or obsolete.

Our team will evaluate the items to determine their resale viability.

## Step 2: Processing

### Sorting & Identification

IMS will sort and inventory all of the items received.

Each item is assigned a SKU, assessed for condition, photographed, and stored at our facilities.

## Step 3: Pricing

### Market Research

We utilize advanced analytics and real market data to assign list prices for items.

Items will be marketed on the IMS storefronts and through our channel partners.

## Step 4: Sales

### Realizing ROI

IMS pays you up to 50% of the revenue for each item sold.

The IMS team manages all aspects of the sale to the end users. Finalized sales statements are emailed out on the 15th of every month.

## A Flexible Process

The IMS Asset Recovery Process has been fine-tuned to be as simple, fast and effective as possible. Using the IMS Connect dashboard you can stay informed every step of the way. You can have as much or as little involvement as you want during the entire asset recovery process, and you can request any unsold asset be returned at any time.

Remote consignment options are also available for facilities across the world or for sensitive equipment.



“ The IMS Asset Recovery Program offers many supply chain benefits and a far higher return than auctions and other traditional methods. ”

### A Green Solution For Sustainability Initiatives

Many manufacturers are unaware of programs like ours and are forced to dispose of items of great value every year.

IMS helps manufacturers by reselling surplus assets which would otherwise be scrapped or sent to landfills.



### Real Time Access

Track your sales with the IMS Connect dashboard. Request returns and check consigned inventory prior to buying new.

Multiple logins can be created for all of your maintenance and purchasing teams around the globe.



### Aggressive Sales and Marketing

IMS uses a multitude of different sales channels to sell your excess assets as quickly and as efficiently as possible.

In addition to our own e-commerce solution, IMS works with third-party channel providers such as eBay, Amazon and others. As soon as your materials have been cataloged by our technicians, they are uploaded in real time to these and other websites around the world.

Our sales team works daily to connect your consigned materials with end users.

## ROI For Your MRO Surplus

Once an asset has been sold you will receive a notice from the IMS Connect web portal via an automated email.

Each month you will receive a detailed sales report in the mail and online which will list each asset sold, the selling price, the date sold and specific information about the asset.

Along with the report, you will also receive a check for your portion of the

selling price of any assets sold in the previous month.

Reports and payments are made on the 15th of each month.



### Get The Highest Return For Your Surplus Assets

Payments received from the IMS Asset Recovery Program are up to five times greater than those from auctions, and are substantially higher than returns from scrapping and recycling.

## Upgrade & Overhaul, On Time & Under Budget

When you overhaul or retrofit a machine, we can refurbish and resell the excess parts. IMS can also work with your service technicians and purchasing teams to supply competitively priced spares and components.



## You Retain Ownership

You retain ownership of your assets until the moment they are sold, even while they are housed at our facility.

At anytime during the process you can request to have an asset returned to you. You can always view your assets on the IMS Connect dashboard and request returns via the portal or over the phone.

**Multi-facility manufacturers can even allow one facility to request the return of an asset sent from another facility.**



### Scalable Infrastructure

IMS has designed the inventory assessment process to be scalable to your needs, even if those needs change.

IMS can quickly and efficiently handle both small and large volume shipments from your facilities.

## Get Started Today

Start turning your MRO surplus into BUDGET SURPLUS.

Most clients start receiving payments for their consigned assets within just one month.

## Communication

At IMS, we understand that communication is key to any successful partnership. We are committed to working with you every step of the way. With the IMS Connect portal you will have real-time access to detailed information about every shipment, asset and sale as they happen.

You can also opt-in for automated status emails every time one of your assets sells, and of course your assigned project manager will meet with you in-person or over the phone any time you have a question or concern.

With IMS, you have an active partner in managing and eliminating your excess and surplus assets. We work with you every step of the way to ensure that you receive the highest possible return on investment.





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