



Over \$2 Million in Supplemental Revenue Generated Through Audit and Consignment Programs

A national Tier 1 carrier of wireless voice, messaging, and data services, purchased wireless markets throughout the western United States, leaving them with excess capacity and redundant switch facilities at 20 additional locations. In order to efficiently decommission each location, a complete list of inventory for each site was required and the equipments' value was to be assessed for fair market value and determined to be re-deployed or sold.

The solution

American Communications conducted extensive site audit services during the planning stage and provided a comprehensive solution and project scope, including a detailed asset recovery process. During implementation, American Communications ensured a fast, accurate inventory of each site's equipment by utilizing bar code scanner technology integrated with a CLEI database. American Communications then applied their network integration knowledge to designate equipment for either redeployment or resale, offering suggestions to the provider on the most efficient use of the gear.

American Communications' equipment location audit and consignment programs provided:

- **\$2 million generated through the resale of stranded assets** – \$2 million in supplemental revenue was generated through American Communications' worldwide consignment program
- **Services at no charge** – American Communications' consignment services provided the carrier with cash to offset the audit services and equipment decommissioning costs and gave the carrier the ability to re-invest revenue back in to network expansions
- **Complete, accurate account of all inventory** – American Communications' network audit identified each equipment locations' exact inventory; provided the carrier with a comprehensive list of equipment details; and counseled the provider on critical decisions of what equipment would remain in the field and what equipment would be removed
- **Additional \$140,000 generated by excess equipment disposal** – American Communications' equipment disposal and recycling program generated \$140,000 while ensuring the process was in accordance with local, state, and federal guidelines
- **Reduced Operational Expenses for Idle Sites** – Through decommissioning non-utilized equipment locations, American Communications provided the carrier with the option to shut down the location and significantly lower their operational expenses

The results

Through the technical expertise of American Communications, the carrier received over \$2 million, an exact equipment inventory of each location, and decreased capital expenditures - all without requiring any out-of-pocket costs.

About American Communications

American Communications is a leading supplier of new, surplus and used telecommunications hardware, supporting carriers, service providers, enterprise clients, end users, and resellers around the world. We provide turnkey solutions for data, wireless, and wireline networks, including buying and selling equipment, tower and field services, equipment test and repair, site acquisition services, technology migration solutions, asset recovery, site and lease administration, and network rationalization solutions.

American Communications maintains an extensive equipment inventory and an established customer base nationwide and abroad. Founded in 2001, American Communications is headquartered in Santa Barbara, California with sales and technical operations in Dallas, Texas, a Latin American headquarters in Buenos Aires, Argentina, and an Asian Pacific headquarters in Taipei, Taiwan.

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