

Asset Recovery, Not Recycling: A Smarter IT Exit Strategy

Client Overview

A long-time energy customer with six production servers is running core business workloads. Uptime isn't optional for this team — their infrastructure directly supports internal users and downstream services, making hardware reliability and lifecycle predictability non-negotiable.



LESS THAN HALF

Of the OEM's \$850K updated quote, delivered with preowned hardware



\$150K RECOVERED

From legacy servers remarketed via asset recovery



BUDGET RESTORED

Combined savings + asset recovery brought the project back within an approvable budget

Why PivIT?

PivIT sources hardware independent of OEM preference at a cost that's typically well below what OEMs charge. Add active asset recovery to the mix, and equipment you'd otherwise write off at end-of-life turns into recovered capital instead.

Client Objective

The client needed to refresh six critical servers. The original OEM list price was \$150,000 — but over five months, with no re-quote and no warning, that same configuration hit \$850,000. **A 467% increase** that stopped the project cold and left only bad options: absorb a six-figure overrun no one budgeted for, cut scope and carry the operational risk, or start sourcing from scratch and lose months of work.

Meanwhile, the client had decommissioned servers that were written off entirely — flagged as end-of-life and routed straight to recycling, with no attempt to recover residual value.

PivIT's Solution



Preowned servers at less than half the OEM price.

The OEM's updated list price came in at \$850K. PivIT sourced preowned equivalents that met the same performance and configuration specs, delivering the full stack for less than half that figure. The planned architecture stayed intact.



24x7x4 support with a single point of contact.

The preowned path didn't mean trading away operational reliability. PivIT covered the servers with 24x7 response SLAs and a single support touchpoint, matching the service expectations the client had built around an OEM-led strategy.



Hardware recovery.

Those old servers were hidden gold. A marketwide memory shortage had kept that hardware in demand, so PivIT assessed the gear and placed it into the secondary market instead. The client received \$150,000 back, a direct offset against the new infrastructure spend.