

Media information

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For effective refurbishment of IT equipment

Joint venture of Interzero and GlobeCom allows companies high revenues for their used servers

- Interzero Tech Cycle GmbH gives decommissioned business servers and networks a second life, saving valuable resources and greenhouse gases.
- The SmartSelling concept allows the selling companies an attractive increase in revenue with maximum transparency at the same time. Customers save around 70 percent of the cost compared to new parts.
- Interzero is further expanding its position in the refurbishment business.

Berlin/Cologne/Aalborg. Starting on May 1, 2023, the joint venture Interzero Tech Cycle GmbH (ITC) will offer companies the opportunity to resell their decommissioned server and network technology in a professionally refurbished form and to earn more with a SmartSelling concept than with conventional sales models. On the day before the International Day of Zero Waste in the previous week, Interzero and GlobeCom signed a long-term cooperation agreement.

Partnership of experienced IT refurbishers

GlobeCom is a Denmark-based company specialising in server and network refurbishment and has been active in global trade since 2003. Interzero is a leading provider of circular solutions in Europe, and has realigned its the growing refurbishment business in the past year. In addition to the purchase of discarded company hardware and its refurbishment, including secure data deletion, the service portfolio also includes B2B and, recently, B2C remarketing. Thus, the platform www.gebrauchte-technik.de has been on the market since the end of 2022, offering professionally refurbished devices to end consumers at a low price.

With the partnership, Interzero is now expanding its portfolio, because in addition to used notebooks, mobile phones, and tablets, remarketing of enterprise servers and networks offers enormous potential for resource conservation.

"On average, enterprise servers are replaced every three to six years - through our professional dismantling and refurbishment, we can give the individual device components a second life. This saves valuable resources and protects our environment," explains Benedikt Konrad, Managing Director of Interzero Tech Cycle GmbH.

Worthwhile for companies selling and purchasing hardware

It is also worthwhile for the companies: with the lucrative SmartSelling concept, customers share in the sales proceeds. Since the sale of individual parts is usually more profitable than selling the entire used device, high additional revenues are possible for the selling company. Mads Claudi, Managing Director of GlobeCom, is confident: "This offer provides significant added value for companies worldwide: not only in terms of transparency and revenue, but also in terms of security and data protection."

When using refurbished parts, buyers save an average of around 70 percent compared to the new price and can more easily achieve their sustainability goals through the associated conservation of resources.

ITC offers an efficient process design, from purchasing, to separating the individual components, to professional reprocessing and especially the secure deletion of all existing data. The device components are then returned to the market via its worldwide sales network: circular economy par excellence.

With the new partnership, Interzero is now active in eleven European countries.

About GlobeCom:

GlobeCom is a Danish refurbisher involved in buying and selling IT hardware. The company, based in Aalborg, specialises in the refurbishment of servers and the separation of individual parts of IT equipment. This technique enables GlobeCom to reduce waste, optimise the refurbishment process and, in particular, sell individual server components on the world market. GlobeCom has more than 6,000 customers worldwide, including IT resellers, system integrators, 3rd Party Maintenance Companies and end customers. With its market knowledge and competent process optimisation, GlobeCom offers tailor-made solutions for its partners. In 2022, GlobeCom with CEO Mads Claudi was named "Best IT Company" in Denmark as part of Computerworld.com's Top 100.

About Interzero:

Interzero is one of the leading service providers in the field of closing product, material and logistics loops as well as innovation leader in plastics recycling with the largest sorting capacity in Europe. Under the guiding principle of "zero waste solutions", the company supports over 50,000 customers throughout Europe on the responsible handling of recyclable materials, thus helping them to improve their own sustainability balance and conserve primary resources. With about 2,000 employees, the company achieves a turnover of over one billion euros (2021). According to Fraunhofer UMSICHT, Interzero's recycling activities will save one million tonnes of greenhouse gases compared to primary production and more than 12.5 million tonnes of primary raw materials in 2021 alone. Further information can be found at www.interzero.com.

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