



The Computerworld Honors Program

Honoring those who use Information Technology to benefit society

Final Copy of Case Study

Status:

Laureate

Year:

2013

Organization Name:

Liquidity Services

Organization URL:

www.liquidityservicesinc.com

Project Name:

Enhancing Sustainability for Leading Organizations

Please select the category in which you are submitting your entry:

Sustainability

Please provide an overview of the nominated project. Describe the problem it was intended to solve, the technology or approach used, how it was innovative and any technical or other challenges that had to be overcome for successful implementation and adoption. (In 300 words or less.)

Liquidity Services has worked with top organizations since 2000 to enhance and further their sustainability missions by deterring surplus assets and inventory from landfills and instead reselling them via online marketplaces, where their life is extended and items can serve a useful purpose for a new owner. One of the companies longest and most successful contracts has been with the U.S. Defense Logistics Agency (DoD) where we have resold more than 2 billion pounds of scrap material through our online www.GovLiquidation.com marketplace. Thanks to our work, more than 5.6 million items for the DLA alone have been deterred from landfills and are contributing to small businesses and other companies around the world.

When was this project implemented or last updated? (Please specify month and year.) Has it incorporated new technologies and/or other innovations since its initial deployment? (In 300 words or less.)

Liquidity Services was founded in 1999 to fill the gap of how medium and large-sized organizations were managing surplus assets and inventory. Liquidity Services' mission is to provide business and government clients and buying customers with the world's most transparent, innovative, and effective online marketplaces and integrated services for surplus assets. We enable global Fortune 1000 corporations, middle market companies, and government agencies to maximize the value of their underutilized, obsolete, and surplus industrial machinery, equipment, materials, vehicles, and inventory. Leveraging our comprehensive investment recovery services, industry leading online marketplaces, global market data and forward thinking asset management solutions, we lead the surplus assets industry.

Is implementation of the project complete? If no, please describe the project's phases and which phase the project is now in. (In 300 words or less.)

We continue to expand our client relationships and enhance the value we are providing clients to achieve their sustainability mission and enhance recovery value of assets through innovative means.

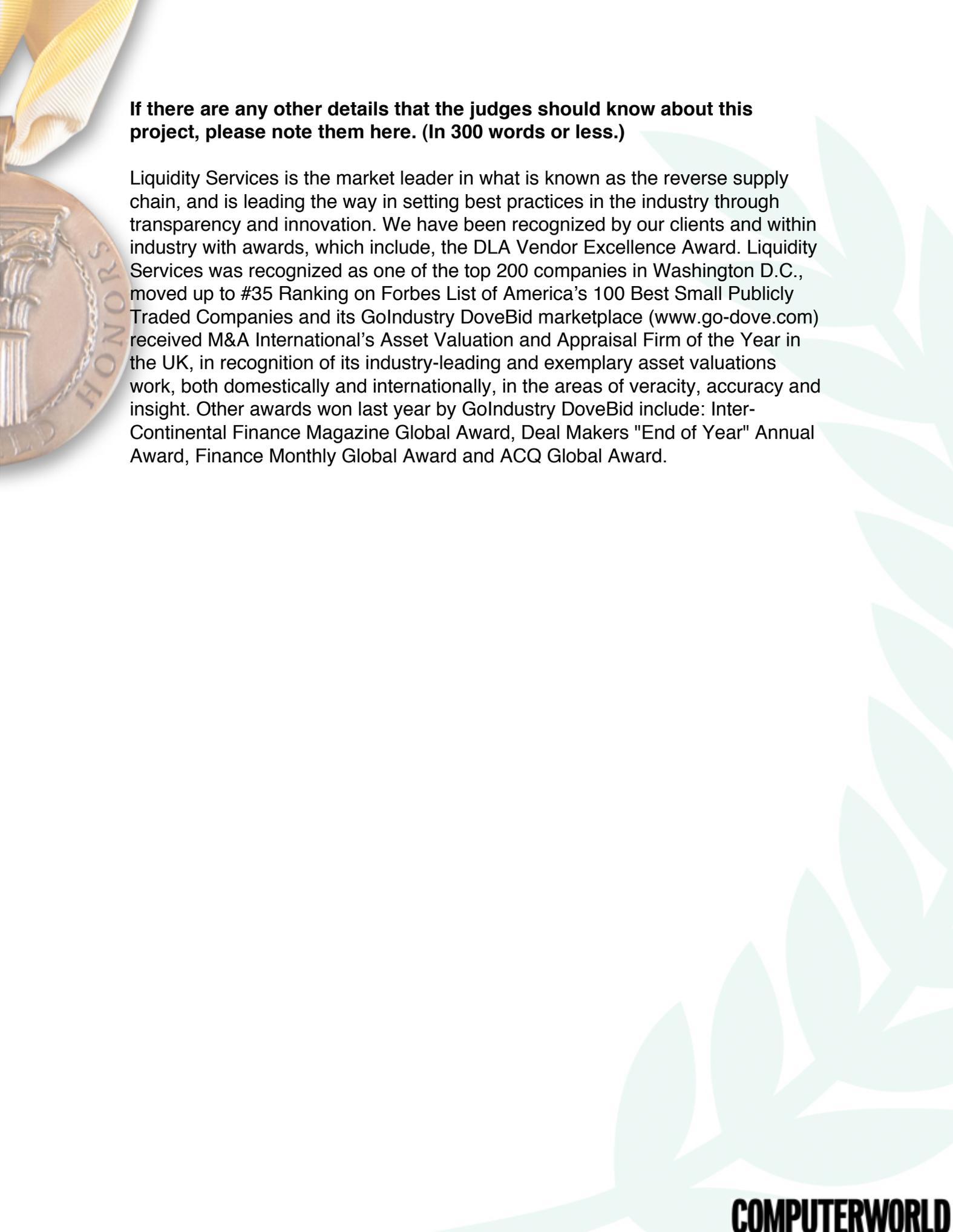
Please provide at least one example of how the technology project has benefited a specific individual or organization. Feel free to include personal quotes from individuals who have directly benefited from the work. (In 300 words or less.)

In her heyday, the USS Long Beach, commissioned in 1961 as the first nuclear-powered surface warship, was a one-of-a-kind cruiser that served in Vietnam and the Gulf War. But as with most other great vessels, the cruiser eventually reached the end of her cruising days and was slated for recycling as prescribed for nuclear-powered ships. The United States Defense Logistics Agency (DLA) has a great deal of materials and assets that move through its numerous locations around the world on a daily basis; as assets reach the end of their useful life, it's critical that they go through a sustainable disposition process. In the case of the USS Long Beach, the DLA had a unique challenge given the size and scope of the asset and turned to Liquidity Services, the industry leader in surplus asset management that manages the receipt, storage, marketing, and disposition of all useable surplus personal property and virtually all scrap property generated by DoD installations throughout the United States. In support of one of the largest green and zero-waste initiatives in U.S. government history, Liquidity

services helped to auction off the USS Long Beach vessel July 10th through July 12th for its scrap metal components through Government Liquidation, including more than 7.35 million lbs. of steel, aluminum, and copper wiring. According to U.S. Defense Logistics Agency spokesperson Kevin MacNevin, there is a great need for the services that Liquidity Services has provided to the Federal agency. "There are also items that may be obsolete for one unit but still of interest to another federal agency. Then there is downsizing which generates a lot of excess material. So there is more generated today in terms of useable property."

Would this project be considered an innovation, a best practice or other notable advancement that could be adopted by or tailored for other organizations and uses? If yes, please describe that here. (In 300 words or less.)

Yes, most organizations are underutilizing their assets and have opportunities to not only increase their overall Corporate Social Responsibility through Sustainability, but to enhance operational efficiency of the way they manage surplus assets, which contributes to improved efficiency. There have been numerous examples of this that include the following: – The State of Georgia began using GovDeals (a Liquidity Services' marketplace for local and state government agencies) in November 2004 for surplus property disposition. This team is responsible for managing surplus for the Department of Transportation, Higher Education, and all State agencies. Through this successful partnership more than 4,100 items have been sold, generating \$5 million in revenue and 100,000 bids to date for the State of Georgia. – A large retailer was sending store inventory annually to landfills due to restrictive return-to-vendor (RTV) policies and desired to build sustainability into its reverse supply chain process. Existing RTV policies and long-standing paradigms can have unintended consequences pertaining to asset disposition. As a result, inventory that was private label, made-to-order, and in many cases already at a low price point, had limited perceived value in the market as such vendors requested product be sent to landfills as part of the RTV agreement. Liquidity Services proposed a multi-channel sales approach to resell the inventory in question via a range of secondary markets. This customized solution included direct-to-consumers, business-to-business (B2B), business to consumer (B2C), and export methods of disposition. With a Liquidity Services solution, inventory was deterred from landfills, saving on landfill waste disposal fees and the new strategic approach enabled the retailer to achieve its sustainability mission by re-engineering long-standing practices while achieving margin improvements for all parties involved. Any organization can benefit from sustainable disposition of surplus assets.

A gold medal with a ribbon is visible in the top left corner. The medal features a classical architectural design and the word "HONORS" is partially visible. A large, light green laurel wreath graphic is positioned on the right side of the page, extending from the top to the bottom.

If there are any other details that the judges should know about this project, please note them here. (In 300 words or less.)

Liquidity Services is the market leader in what is known as the reverse supply chain, and is leading the way in setting best practices in the industry through transparency and innovation. We have been recognized by our clients and within industry with awards, which include, the DLA Vendor Excellence Award. Liquidity Services was recognized as one of the top 200 companies in Washington D.C., moved up to #35 Ranking on Forbes List of America's 100 Best Small Publicly Traded Companies and its GoIndustry DoveBid marketplace (www.go-dove.com) received M&A International's Asset Valuation and Appraisal Firm of the Year in the UK, in recognition of its industry-leading and exemplary asset valuations work, both domestically and internationally, in the areas of veracity, accuracy and insight. Other awards won last year by GoIndustry DoveBid include: Inter-Continental Finance Magazine Global Award, Deal Makers "End of Year" Annual Award, Finance Monthly Global Award and ACQ Global Award.