Business Model Case Study Description

**Company:** R D Trading Limited, trading as RDC

**Location:** Essex, UK

**Type:** Independent

**In reman:** Since 1991

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**Product**

IT equipment

**Core Sourcing**

The laptops are retrieved from mainly business customers.

**Business Model**

RDC was formed in 1991, sourcing second hand computer equipment for sale at auctions just as used computers first became available in numbers. A new IT asset management services business model developed for used and unwanted IT equipment. The driver for this business model is to mitigate customers’ risks associated with value recovery from sales of used IT equipment with secure deletion of data and responsible recycling of unusable and obsolete items. RDC sanitises confidential data held in computers and tests to verify that equipment is safe and fit for reuse. After servicing, the IT equipment may be sold worldwide, recycled or redeployed for customers to reuse, avoiding costs of buying new equipment. Customers are mostly business computers users from a wide range of sectors including finance, retail, computer manufacturers and resellers, universities and the public sector – among others.

Services are provided at customer sites or at RDC’s site in Braintree, Essex – at 350,000 sq ft possibly the largest facility of its kind in the world. Processes start with asset tracking of each IT equipment device, data is sanitized using Security Services’ approved software and hardware tools; electrical safety testing verifies it is safe to use; components function is tested; licensed software added. Scuffed but working equipment is sold at lower prices compared to items in an ‘as new’ condition. For data media destruction, hard drives are shredded to fragments of less than 20mm. To many customers, RDC’s quality assured reused products possess better quality and reliability (with warranties issued) than cloned new products.

With global business growing, RDC has formed an international partners’ network that provides uniform best practice IT reuse and recycling services worldwide. In 2014, IT asset disposition services were provided by RDC and approved partners in more than 120 countries around the world.

International concerns exist about illegal exports of waste computers and the damage to human health and the natural environment from poor recycling practices and hazardous materials used in computer components. As a result, RDC uses independent certification to international standards to reassure customers that RDC manages in environmentally responsible ways that protect the reputation of RDC and customers as socially responsible and legally compliant enterprises. RDC is certified to ISO 9001 (Quality), ISO 14001 (Environment) and ISO 27001 (Information Security).

**Economic Benefits**

Money from reuse benefits former users – and reuse is seen as environmentally preferable to recycling. Customers avoid leaks of confidential data and personal injury liability claims arising from faulty used electrical equipment. Affordable access to computer technology and the Internet is provided to those unable to buy new.

**Environmental Benefits**

By reusing IT equipment, several hundred tonnes of carbon emission is saved compared to production of new items. RDC ‘s success was recognised by the UK Queen’s Award for Enterprise for Sustainable Development. Further to this, RDC recently won a Gold Zero Waste Award from letrecycle.com.

**Social Benefits – Jobs, Upscaling, etc.**

From the formation of RDC, this company has grown from 1 to 380+ staff members. RDC has worked with a number of charities and social enterprises in the UK, using computer refurbishment as training skills for people with special needs.

**Advanced Materials Recovery**

RDC reports 100% recycling and recovery by weight, with a mass balance of materials diverted from landfill or incineration.