



equal2new[®]

Technology that's guaranteed to perform (and then some)



As an IT professional, you're no stranger to trying to do more, with less. Whether it's keeping up-to-speed with the latest and greatest technologies, extending product life cycles or moving to newer applications, you're constantly faced with tight budgetary constraints and limited resources. These challenges have made finding an all-in-one provider that can help you make the most out of your technology dollars more important than ever. ;-)

At CXtec, we understand your IT concerns like no one else. That's why we're proud to bring you equal2new® — the certified pre-owned legacy equipment that comes with an unrivaled warranty and a 99.51% out-of-the-box reliability rating. In fact, every piece of equal2new equipment undergoes a rigorous 10-step certification process before earning our seal of approval. No matter what industry or specialty market you call home, our exclusive equal2new gear can help simplify the buying process and reduce the cost of your networking, voice and storage infrastructure.

Our equal2new equipment is at the heart of our trademark Technology @ Your Pace® philosophy. When we consult with customers to provide the right solution for their unique needs, we often find that maintaining some or all of their current infrastructure until an upgrade makes better sense is the ideal strategy. That's where equal2new is perfect!



Experience the equal2new difference

RIGOROUS 10-STEP CERTIFICATION PROCESS

- > **Step 1: Physical Inspection.** The process begins with a complete inspection of every single piece of hardware that arrives at our state-of-the-art testing facility. This ESD protected, dust-free environment ensures that all equipment is free from potentially damaging static discharge. No matter how reputable the manufacturer is, if it's not working properly, it's not worthy of our equal2new seal. Period.
- > **Step 2: Barcode Assignments.** After completing the physical inspection, all equal2new gear is assigned a unique barcode for pre- and post-certification tracking purposes. This advanced inventory system helps us learn everything there is to know about your particular piece of equal2new equipment and allows us to better serve you should you need help from our experts or guidance with troubleshooting.

- > **Step 3: Internal Inspection.** Once the hardware is given a barcode, it's moved to our Testing Center for an internal inspection. Here, we ensure the unit meets manufacturers' DRAMM and FLASH specs. All components are also checked to make sure nothing is loose.
- > **Step 4: Diagnostic and Live Network Testing.** After passing an internal inspection, our knowledgeable technicians put each piece of equal2new hardware through extensive diagnostic tests — ensuring all equipment functions at original manufacturers' specs. It's at this step that the product is truly put through the paces; it's installed at our testing facility to undergo live network testing.
- > **Step 5: Reset Configurations.** During this stage, we ensure a company's private information stays private. How? Simple. We reset all previous configurations and restore hardware to original factory defaults. You can have peace of mind knowing the equipment you receive will never contain the previous owner's confidential information or passwords.

Asset Recovery

- > We'll buy your surplus equipment for cash, credit or trade-in and determine whether it's destined for our equal2new seal.

Inventory

- > Extensive inventory of equal2new products ready and available for same-day shipping.

ISO 9001 Certification

- > CXtec is ISO certified because we are committed to providing our customers with value-added technology products and services while continually improving our people and processes.

Experience

- > Three decades of hands-on business experience in the remarketing industry.
- > Manufacturer-certified engineers and experienced Product Managers with multi-generational technical support.

Multi-vendor Product Options

- > Choose the right solution for your needs with a wide range of products from many top manufacturers, including Cisco®, Nortel™, 3Com®, HP®, Avaya®, Mitel and some you forgot even existed.



- > **Step 6: Reconditioning.** Missing parts on equal2new products? Not a chance. All lost screws, power supplies and rack mounting hardware are replaced during this step of the process. Plus, we'll clean and detail each piece of equipment to make sure it looks, well, equal2new. If necessary, we'll even repaint any unsightly scratches or blemishes in our OSHA-certified paint booth.

- > **Step 7: Final Quality Verification.** After being cleaned, reset and tested, it's time to be re-tested. This guarantees products are working properly and on track with manufacturers' specifications. Obsessive? Yes. But that's what it takes to be equal2new.

- > **Step 8: Ship Group Items.** We realize that your equal2new networking equipment requires more than perfect packaging to be considered "network ready." That's why we ship all equal2new gear with everything else you could possibly need: the right cords, cables and even dust caps to ensure your equipment is ready to go, right out of the box.

- > **Step 9: Foam-in-Place Packing.** To make sure your certified equal2new hardware arrives at your doorstep in the same pristine condition it left our distribution center, it's carefully shipped and secured using our Foam-in-Place packaging technology.

- > **Step 10: Certification of equal2new.** Before being equal2new certified, each piece of equipment is inspected by an expert evaluator who reviews all stages of the certification process. Once the unique barcode is updated as needed, and after passing more tests (more than the original manufacturer ever put it through!), the hardware finally earns equal2new certification. The equal2new seal is your guarantee of reliable performance.





At CXtec, we're committed to maximizing value for our customers through needs-based customized solutions. Our wide range of products and services, combined with a variety of flexible financing options can help customers achieve their business objectives without blowing their budgets. No matter which solution fits their individualized needs, they all come standard with the exceptional customer service and technical support for which we're famous.



network



voice



cables



data center



storage



asset recovery



equal2new



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