Why equal2new® ?

Simply the world's best brand of certified pre-owned IT hardware from the industry's most established company.

What sets CXtec and equal2new apart from the competition?

	CXtec Advantages	Competition
Cost Savings $	Offering 40-90% off list, CXtec's equal2new equipment saves you budget money while providing the quality you rely on.	Their gear may be cheap, but you get what you pay for. Do they provide any quality assurance?
Technology @ Your Pace®	Customized solutions to your unique needs – allowing you to upgrade your infrastructure at a pace you determine, not the manufacturer. Reduce the need for forklift upgrades.	Don't take a chance with the health of your infrastructure on a vendor that doesn't understand the full impact of what your technology can do for you.
Reduces Cost of Infrastructure $	Stretches networking budgets and allows you to spend money on other necessary items that give you a competitive edge in your industry.	Cheap, poor-quality gear doesn't reduce cost – it adds cost when it fails.
Extensive Inventory	Our 70,000-square-foot Technology Certification and Distribution Center provides access to millions of dollars in inventory pre-packaged and ready to ship – usually the same day it's ordered.	You'll have to wait a little longer until they back the pickup truck into Joe's garage.
Deep Array of Offerings	We offer a wide variety of technologies, including networking, server and storage hardware, voice equipment, and data center cabling.	Their narrow focus limits your options.
Multi-Vendor Offerings & Expertise	We provide a vast array of trusted manufacturers, including Cisco, Dell EMC, Avaya, HPE, Nortel, 3Com, Mitel, ShoreTel and more, so you can choose the right vendor for your specific needs.	You're lucky to get one or two manufacturer options to choose from.
Multiple Manufacturer Certifications	Our manufacturer-trained experts have hundreds of certifications from a number of the industry's leading OEMs.	No training means no expertise to answer your questions.
Industry-Leading Lifetime Warranty	All equal2new hardware is backed by a lifetime warranty with advance replacement as long as you own it – as a standard business practice. There simply isn't a stronger warranty in the industry. You can rest assured you're covered should any problem occur. There's no downtime with equal2new.	You're lucky if you get a 30-day warranty.
Unrivaled Certification Process	Rigorous diagnostic inspection and testing of hundreds of specs ensures you get the highest quality product, flawless performance and a 99.51% out-of-the-box reliability rating.	Their "process" consists of plugging it in and crossing their fingers.
Electrostatic Discharge (ESD)-Protected, Dust-Free Environment	This guards equipment from harmful ESD to provide you with the greatest long-term reliability. Minimizes the risk of product defects due to dust accumulating on motherboards and other sensitive components.	No protection means your equipment could fail at any point.

VALUE (rows 1–7) · **RELIABILITY** (rows 8–10)

		CXtec Advantages	Competition
R E L I A B I L I T Y	**ISO 9001:2008-Certified**	Provides assurance that our quality management system is certified to the highest standards via an approved and documented process.	ISO simply does not certify any system that isn't documented, repeatable, and trustworthy
	Safe Packaging	Our packaging protects sensitive network hardware, while a plastic strip stabilizes all phones.	Maybe they throw some peanuts or newspaper in the box to protect your sensitive gear.
	Multi-Generational Tech Support	Manufacturer-trained technicians with hundreds of certifications can maintain and support networks from legacy to leading-edge equipment. We help build scalable, secure, standards-based infrastructures leveraging best-of-breed technology at the best value.	Tech support consists of, "Have you tried turning it off and back on again?"
	Experienced Product Managers	Specialized product experts support our solutions with a combined 240+ years of experience with all the leading OEMs.	How can they offer you the most competitive prices when they don't have experts in the industry?
	Counterfeit Abatement Process	Many items on the market are easily counterfeited, including WICs, VWICs, SFPs and GBICs. Because of this, our certification process includes numerous checkpoints and safeguards to ensure every device we sell is authentic OEM product.	Their untrained eyes might be passing fake gear your way.
S T A B I L I T Y	**More than 40 Years in the Business**	As North America's largest secondary market hardware provider, we have a depth of expertise about industry solutions to address every customer's needs. And we're the first company to establish a brand of pre-owned hardware.	The fly-by-night vendor has no idea how to provide you value, quality, or assurance.
	Ranked as a Top 500 Solution Provider	Making CRN's annual Solution Provider 500 listing of the top solution providers in North America every year since 2001 means we consistently bring top-notch service to our customers year after year.	If they're not ranked among the best, how can you count on them to be there for you when you need them?
	Member of UNEDA & AscdiNatd	We adhere to a mission to ensure that the secondary equipment market is an affordable, safe and reliable alternative to purchasing new equipment.	They're not part of the team that's making this industry great – so what can they offer you?
	Barcode Tracking	This gives the product a "personal identity" to allow for trackability through the certification process and beyond. It guarantees accountability, ensuring high-quality production standards.	Hey, maybe they put a little red X on your gear so they can identify it later. That's sorta helpful, right…?
	IT Asset Disposition Services	We're the reputable, all-in-one partner you can trust for all asset recovery needs. We offer fair market value for all equipment and we provide data sanitization services.	Not sure that pickup truck is going to be able to help you much on this one.

$ = Savings | = Speed | = Service