

UniGreenScheme

— The Asset Resale Service For Universities

User Guide

UniGreenScheme collects, stores and sells your unwanted and surplus equipment and returns a share of the profits back to your department, school or college.



Contents

• Introduction - The Challenge of Redundant & Excess Equipment	3
• How It Works	4
• Key Benefits	5
• Sharing Revenue	6
• How Revenue is Paid	7
• Map - What happens to my item once it's collected?	8
• FAQ	9
• What Equipment do we Collect?	10
• Customer Reviews	13
• Contact Information	14

The Challenge of Redundant & Excess Equipment

Surplus equipment can soon pile up in a lab or storage room, taking up valuable space, accruing costs for storage, annual maintenance and servicing and generally just cluttering up the place gathering dust rather than data!

The question is what do you do with it? Does it remain in the lab or storage indefinitely or is it destined to be tossed in the skip?

Before UniGreenScheme



- Limited/no free space or the space is not well utilised
- Accruing costs for servicing & maintenance
- Arranging sale/reuse is time consuming and challenging

The UniGreenScheme Solution!

We collect, store and sell on your behalf, giving you back valuable space, a report to help you achieve your sustainability goals and a share of the profits from the sale of your excess equipment and giving it chance of a second life.

After UniGreenScheme



- Space is available
- Funds for new equipment
- Equipment is reused preventing waste
- Savings in staff time and costs and effort

How It Works



CONTACT

Contact our friendly team to discuss the equipment you have and we can advise what would be suitable for collection.

We arrange a convenient date and time for our experienced team to collect the items from your site for free.



COLLECT



STORE

We take your items to our secure sites in Caerphilly and Dumfries where we store and prepare them for sale.

We advertise your items on our website, reaching our established customer base. We handle the sale and dispatch of the item to its new home.



SELL



SHARE

We share the profits from the sale with you, minus our costs, using one of our 4 profit share models.

We give you a report of the metrics from the reuse of your items, helping you achieve your sustainability goals.



REPORT

Key Benefits

Using the risk free UniGreenScheme collection service has substantial benefits

Generating Revenue

We can share a percentage of the profits from the sale of your item, minus our costs, giving you back money to spend on new equipment for your lab.

Saving Costs

Selling equipment takes time and effort, we provide a full service to sell your item. From collection, listing the item and advertising to our established customer base, the initial customer enquiry, any questions about the item through to invoicing and payment and dispatch.

Saving you costs in staff time, money and disposal.

Eco and Sustainability

We provide a report detailing the environmental benefits of using our service helping you to achieve your sustainability goals.

Space

Precious space is recouped instantly once a collection has taken place. Making way for new equipment or simply a much more user friendly workspace.

Reuse

Equipment is reused, finding a second life preventing it from going into landfill.



Sharing Revenue

We share the revenue with you using one of our four profit sharing models



Eco Rebate

We collect, store and sell your lab equipment and you receive a report of the environmental benefits of the reuse of your items.

Great for:

- Smaller, lower value items
- Helping to achieve your sustainability goals
- Regaining space quickly



Profit Share

We collect, store and sell your lab equipment and return a share of the proceeds once sold.

Great for:

- Difficult to value items
- Convenience
- Indicative sales values only (Reserve price not available)
- We collect your item and store it until it sells
- Low and mid-priced items



Fixed Price

We buy your item outright for an agreed price.

Great for:

- Immediate cash generation
- Quick recouping of space
- Only suitable for items that are easy to value
- Great re-use rates



Brokering

We list, promote and market your item and charge you a commission once the item sells.

Great for:

- Higher value items
- Retaining asset until it sells

How is the profit share rebate calculated?

Once the item sells you will receive an equal share of the proceeds after deducting direct costs such as collection, processing, storage, transaction and postage costs. This means the item sale needs to cover costs before any rebate is paid.

Example sale of a microscope

Sale proceeds	£200
Collection costs	-£10
Processing costs	-£10
Repairs	£0
Transaction costs	-£24
Net rebate	$£156 \times 50\% = £78$



* Note, where applicable, costs are shared amongst collections of multiple items.

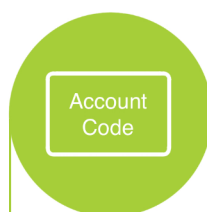
How will I get paid?

Once your item(s) have sold we will calculate the rebate and advise of the amount owed to your school or department.

We will require an account code to ensure the rebate is paid to the correct account.



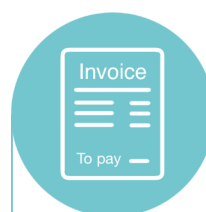
Once sold we calculate the rebate owed



We will request your account code



We raise a purchase order

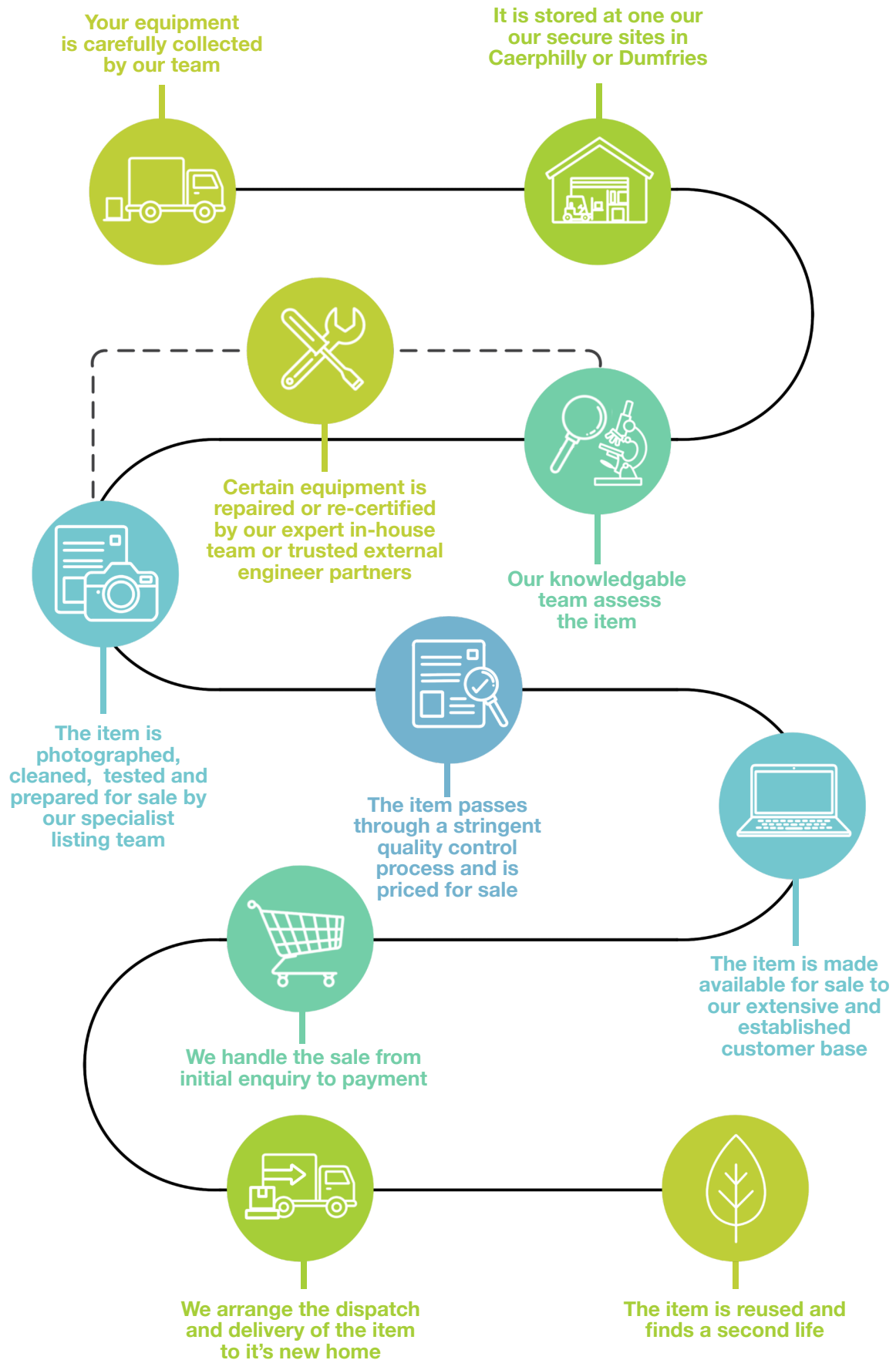


You send us an invoice



We pay your rebate!

What happens to my item once it is collected?



FAQ

What items are suitable for UniGreenScheme?

UniGreenScheme are able to take a wide variety of items for resale. On the following pages we provide details on the types of items we take and general rules for identifying if your items are suitable for resale.

We can assist staff in identifying suitable items for re-sale, asset valuations and other general enquiries.

How can I get help or access the service?

All it takes is an email or a telephone call for one of our staff to help you.

Do I need to check with my manager before booking a collection?

You are welcome to enquire with us about equipment at any point, but only a nominated Approver in your department can approve the collection and sale of equipment through UniGreenScheme.

Do I have to dismantle or decontaminate equipment prior to collection?

We require that you decontaminate (if appropriate) before passing the equipment onto us and for a decontamination certificate to be completed prior to the items being collected.

As for dismantling, we can assist with item removal, for example, wall fixtures. However, we are unable to assist with, for example, disconnection of utilities and this would need to be arranged prior to the collection

Do I need to do anything on collection day?

Once approved, we arrange a mutually convenient time for collection. We then carefully remove and transport the items to one of our bespoke storage and processing facilities.

On the day of collection, we require a University representative to allow us to gain access and to complete our collection paperwork.

When will we be paid for the items and how much will we get?

Unfortunately, we can't say how long it will take to sell an item or exactly how much it will sell for as this depends on many factors (item age, condition, model number, market demand, etc.). However, we have lots of experience selling university assets and can often provide indicative details.

What equipment do we collect?

We usually collect

Analytical Instruments	Chromatography Systems - HPLC, FPLC, Ion, GC Spectrometers - UV/VIS, FTIR, Mass Spec, AA
Biological Safety Cabinets	Class 3, glovebox
Biotech	Imagers, PCR
Centrifuges	Floor-standing, bench top, micro
Clinical Lab	Cell counters
General Laboratory	Balances, stirrers, heating mantles, water baths, ice makers, homogenisers
Histology	Cryostats, microtomes
Imaging	CT, MRI, Ultrasound, X-Ray
Materials Testing	Rheometer, hardness tester, tensile and fatigue
Microscopes	Inverted, fluorescence, electron, compound, stereo
Pharmaceutical	Capsule fillers, tablet presses
Process	Mixers, mills, pumps
Test & Measurement	Air flow, temperature, electronics
Vacuum Equipment	Pumps, chambers, gauges

Case by case

Faulty Equipment	May be suitable for resale We have an in-house team and trusted outside engineers who may be able to fix faulty equipment
Refrigeration	Laboratory fridges or freezers - in good working order
Biological Safety Cabinets	Class 1 or 2
Lab Furniture	Trespa tables COSHH cabinets, lab storage furniture
Large Scale Heating	Kilns, autoclaves

We rarely collect

Chemicals	Reagents, samples etc.
Lab Glassware & Supplies	Beakers, flasks, test tubes
Consumables	Tubes, pipette tips, etc

It can be difficult to determine if an item is suitable for resale. Some equipment expected to generate a great return may be worth very little, whereas other items perceived to be worthless such as faulty equipment or bench-top items can often have a great resale value.

Our experienced team can help to identify suitable items for resale and we will do our best to ensure you get the return you want or expect.

If you can provide some information about the item(s) you have available e.g make/model, working and cosmetic condition etc, plus photographs our team can assess and advise if it would be suitable for collection.

Some items will not give a return on a financial basis but these items are worth using our service for as they prevent waste and the environmental returns benefit us all.

Non-Scientific Equipment

We can also sell a wide range of non-scientific equipment for you, including:

We usually collect

Engineering & Workshop

Lathes, saws, pillar drills, sanders, milling machines etc

Case by case

Audio Visual Equipment

Cameras, camcorders, lens, media payers/ recorders, speakers, lighting equipment, soundboards etc.

Catering

Dishwashers, coffee machines, catering trailers/ units

Furniture

High value or designer furniture may be suitable in some cases

Gym

Commercial gym equipment

IT equipment (non-data containing appliances)

Computer monitors, projectors, speakers, servers,

Plant

Forklifts, lifting equipment,

Miscellaneous Items

Storeroom clear outs, all manner of surplus assets

We rarely collect

Modern Office Furniture

Rarely suitable for resale

Customer Feedback

‘UniGreenScheme benefits our Colleges, Schools and Professional Service Departments turning waste into cash through sale and reuse and very much supports the University’s Carbon Management Plan by reducing waste and avoiding CO2 emissions. It’s a simple and sustainable win for all.’

Peter Larkin,
Policy and Environmental Services Manager,
University of Birmingham

“UniGreenScheme were really helpful when our facility had equipment that were no longer in use. Working with them was very straight forward and easy, as they organised the uplift and the transport and everything else. I am very happy with their service, and I am delighted that our equipment can be used further rather than ending up on a landfill.”

Mads Gabrielsen MSc PhD Cert Pstat,
Technical Lead,
University of Glasgow

“The benefits of UniGreenScheme are generating capital from surplus equipment without the need for staff getting involved with trying to sell or dispose of potentially useful equipment.”

Graham Moody,
Facilities Manager,
Loughborough University

Overall Impact of UniGreenScheme to August 2024



Items
Sold



Savings for
the Sector



Rebates
Paid



Waste
Prevented



Of CO₂eq
Saved through
Re-Use

To arrange your risk free collection please get in touch.
We look forward to hearing from you!



Scan to book your collection

Contact

Head Office

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UniGreenScheme

The Asset Resale Service For Universities

