



KPN

HPE Financial Services supports The Netherlands' largest Telecom in creating investment capacity and Circular Economy initiatives

Region

EMEA

Industry

Telecommunications

Approach

Maintain legacy installed base, while supporting sustainability goals.

Business matters

- Gen9 servers

HPE Financial Services:

- Certified Pre-Owned
- Asset Upcycling Services



The Information and Communications Technology (ICT) industry is one of the most competitive there is. KPN develops and maintains fixed and mobile networks for telephony, data, television, and internet connectivity for over a century, and have become the market leader in The Netherlands.

KPN's revenues are in excess of €5 billion; however, they pride themselves on customer satisfaction. One of the ways that they deliver on their promise of exceptional customer service is by operating a powerful, yet efficient IT network. At the same time, KPN is deeply focused on minimizing the impact on the planet's natural resources. They are committed to the principles of a Circular Economy, which means they aim to use fewer

“We agreed to encourage innovation of circular design.”

materials, enhance product lifespans, and take measures to reduce its waste production to zero. KPN aims to be close to 100% circular in 2025.

For KPN to realize this ambition, the telecom and HPEFS collaborated on a “Circular Manifesto.” “We agreed to pursue projects and encourage innovation of circular design within four focus areas: reduction in raw materials; extending product lifespan; seeking reuse over recycle; and enhanced energy efficiency,” said Jeroen Cox, Senior Manager Energy & Environment for KPN.

By working with HPE, KPN is able to leverage their expertise in IT asset disposal and certified pre-owned technology. Such a transformation will help lead KPN into the next generation of technology while at the same improving cash flow. HPE is committed to helping KPN explore the value and expected impact on the environment of their joint projects. One such project involved leveraging HPEFS' Technology Renewal Center (TRC) in Erskine, Scotland.

One of the missions of HPEFS is to extend the life of technology, and repurpose products back into the economy. The facility in Scotland and one in North America are the largest, IT manufacturer-owned, tech renewal networks in the world.

“At KPN, we appreciate our partnership with HPE as we are both companies that aim for excellence in sustainability. We have an inspiring dialogue in which both parties innovate via new ways to reach further IT efficiency. At the same time we also collaborate to ensure responsible end of life treatment of equipment and materials.”

- Jeroen Cox, Senior Manager Energy & Environment, KPN

At the renewal center, HPEFS recovers value from decommissioned technology through our Asset Upcycling and Certified Pre-owned programs. KPN leveraged these programs as it was moving to a hybrid cloud environment and wanted to do so in a way that was consistent with the company's sustainability goals.

As part of their legacy operations, they looked to certified pre-owned in order to augment their already installed operation of HPE Gen9 servers. The pre-owned technicians custom-configured the technology and gave new life to the equipment—not to mention increased KPN's ROI.

In addition, as a way of extending the life of the equipment that was no longer useful to KPN, they wanted to make sure their assets would be reused. Through HPEFS' Asset Upcycling Service, KPN was able to retire their assets in a sustainable manner and extract value to invest in additional sustainability initiatives.

Through this partnership with HPE, KPN is able to focus on being the top ICT provider in The Netherlands as well as a leader in sustainability.

“By using HPE IT Asset Upcycling, we are able to have end-to-end transparency, from when it leaves our care to when it gets redeployed into the circular economy.”

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