

How BPI helped global technology leader repurpose modular building assets after project completion

1 year ago



A globally renowned technology leader has once again demonstrated its commitment to innovation and sustainability through its involvement in designing, engineering and constructing onshore converter stations in the East Riding of Yorkshire.

This project, alongside their long history of pioneering HVDC technology, showcased their expertise and highlighted their ongoing mission to create a sustainable energy future for all.

As the construction phase concluded, the site was decommissioned and the company faced a common challenge: managing surplus stock and unwanted modular assets. Storing these assets was not an ideal solution, as it would consume valuable space and tie up resources. Instead, the business saw an opportunity to sell these assets, generate cash flow and contribute to the circular economy by giving them a second life.

To achieve this, they partnered with an asset disposal specialist to manage the entire sale. The assets included three modular buildings, two site turnstiles, excess stock and other construction equipment. By utilising BPI's advanced online auction platform, BPI Auctions, they successfully repurposed the assets, supporting their commitment to sustainability while maximising returns.

The asset disposal solution

The business turned to BPI for its expertise in asset disposal solutions and its proven track record of delivering quick and effective sales. After a Google search, the company selected BPI as their partner due

to their industry-leading services and ability to ensure a smooth, hassle-free process.

BPI managed the entire asset disposal process from start to finish. This included valuing and cataloguing the assets, marketing them to a global network of buyers and overseeing the sale. By using BPI's 24/7 online auction platform, the assets were marketed effectively, ensuring they reached the right buyers to maximise their value.

The business needed a fast turnaround – critical in the fast-paced construction industry. BPI's streamlined approach allowed the company to focus on their core operations, while the BPI teams ensured a seamless disposal process with minimal disruption.

Within just two days, BPI provided a comprehensive valuation and catalogued 50 lots for sale. These assets included:

- 56 Bay Modular Building
- 51 Bay Modular Building
- 28 Bay Modular Building, including a 3 Bay Link
- Site Entrance/Turnstiles
- Galvanised Heras Fencing

The auction results

The auction was live for just two weeks, yet it generated an impressive total of over £107,000.

All 50 lots were successfully sold, attracting significant interest from buyers in the construction and modular building sectors. The strong demand for modular building assets, combined with BPI's global network of buyers, resulted in a highly competitive auction that maximised the value of each asset.

Collections were completed within eight days of the sale, ensuring a swift and efficient site clearance. The smooth process was a testament to BPI's ability to deliver quick turnarounds, allowing the business to wrap up the project with minimal disruption.

The outstanding results were achieved through a combination of BPI's industry expertise, global buyer network and cutting-edge online auction platform. Competitive bidding across all lots underscored the effectiveness of BPI's marketing and sales strategy, while their end-to-end service ensured a stress-free experience for the client.

Nathan, Associate Director at BPI said: "This business approached us looking to dispose of used modular buildings and equipment. After cataloguing the assets in just two days, we immediately recognised their strong market appeal. We had high expectations for this auction, and we're thrilled to have delivered a successful outcome with all lots sold."