

MICROSOFT TAPS PRE-OWNED OPPORTUNITIES IN LAND OF OZ

Ground-breaking agreement expands offering for booming Kansas-based remanufacturer.



Microsoft®

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Overland Park, KS– **Stallard Technologies, Inc.**, an enterprise IT equipment refurbishing company based in Overland Park, KS, was recently selected by **Microsoft** to enter into a leading-edge MAR (Microsoft Authorized Refurbisher) agreement. Stallard is the first server-specific hardware remanufacturer to be chosen for the MAR program. They will now offer genuine Microsoft software as a feature on their pre-owned IT equipment inventory, which includes **Dell** servers, workstations and storage solutions.

Microsoft sought out Stallard based on the company’s track record of success in providing top-quality, reliable pre-owned equipment for small-to-Fortune 1000 companies across North America. Their extensive client list includes **Xerox, Weyerhaeuser, SureWest, Unisys, NASA, DirectTV, Exxon Mobil, Pizza Hut** and **Yale University** among others. “We are excited about our partnership with Stallard Technologies, one of the country’s premier IT hardware providers. They’ve demonstrated a commitment to their customers, selling high-quality pre-owned IT servers and storage solutions, and providing tremendous economic value to the business community,” states Microsoft’s Michael Warren, OEM Account Manager.

Launched in 2003, Stallard Technologies has experienced phenomenal growth, sustaining progress with a 10% upswing in sales over 2009 despite the challenging economy. More and more CIOs, CTOs, and IT managers are looking at the viable option of purchasing pre-owned IT equipment for the cost benefits. “We typically save clients from 40% to 60% vs. new equipment while delivering comparable quality, reliability and warranties,” states Stallard Technologies’ COO, Jeff Palmer. Microsoft’s Robert Bostwick also acknowledges this trend, “Doing more with less has become the battle cry of businesses. As a Microsoft Authorized Refurbisher, Stallard Technologies offers genuine Microsoft Window Server licenses on pre-owned IT equipment. Reusing top-quality IT equipment has become the ‘buzz’, and by doing so, companies are becoming better stewards of their ecological resources. We recognize that Stallard Technologies is a front runner in this movement.”

Stallard Technologies, Inc. is on the fast track to be a global leader in the pre-owned IT market by pioneering methods that bring extraordinary value and customer care. Stallard purchases and sells new and pre-owned servers, workstations and storage solutions. www.stikc.com