



Reverse Logistics

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PRESS RELEASE: DTC International Ltd gains funding from Northants Enterprise Partnership (NEP)

Funding secured from the NEP INV-ENT program has enabled DTC International to set up and promote a Data Cleansing and Test Lab at their Northants facility. This means services that were previously subcontracted to businesses outside of Northants are now carried out in house by DTC International. This has secured the future of employees at DTC and has led to the creation of three new jobs.

INV-ENT funding has enabled DTC to secure a 12 month reverse logistics contract in the Indian Ocean. The data cleansing services DTC now offer were an important differential between DTC and their competitors, this in turn made a real difference in the customers decision making process when awarding the contract. Securing this high profile contract has enabled DTC to engage with similar businesses around the world. Using this successful bid as a reference and case study is really making a difference to the bid team's success.

DTC International won an additional telecom recovery contract in October 2012, this contract means DTC will be recovering hundreds of tonnes of telecommunications and network equipment from a Tier 1 telecom operator in Europe. This successful bid process has further enhanced DTC's international reputation as a leading global supplier of telecom reverse logistics and recovery solutions.

DTC International's business has grown by more than 50% since receiving the INV-ENT funding, James Norden (Chief Operating Officer) at DTC International confirmed that the whole INV-ENT process had dramatically affected the way the company does business. It has allowed the company to bid for larger contracts and has given them a real advantage over their competitors. James stated that the INV-ENT process had been a breath of fresh air and that he would recommend to all Northamptonshire based businesses to engage with the NEP team and to look at the INV-ENT funding program.



DTC International Ltd. www.dtc-telecom.co.uk



Northamptonshire was recently voted the most enterprising place in Britain to do business by the Department for Business, Innovations and Skills. NEP and its various business support schemes is one of the key reasons why businesses are thriving in the county.



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James Norden, DTC's Chief Operating Officer pictured (centre, white shirt) with other business leaders from Northamptonshire.

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