

Refurbished & Exchange Program

Consumer Electronics & Appliances

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Builds a refurbished and exchange program — valuing and taking exchange/old devices, refurbishing and reselling (or channeling), and using exchange to close new sales — so you drive upgrades, add a margin line, and compete with online exchange offers. Use it for exchange/refurbished. For e-waste compliance use the E-Waste & EPR Compliance tool.

Purpose of this tool & output

Turn exchange and old stock into margin

How the output is used

Use it to turn exchange and old stock into margin — a refurbished and exchange program that recovers value from traded-in units.

Important cautions

Exchange offers drive upgrades and compete with online; value fairly, refurbish and resell what you can, and dispose of the rest through authorised e-waste channels (E-Waste Rules). See the E-Waste & EPR Compliance tool.

Companion documents

- Product Range & Category Plan
- Product Selection Advisory
- Model Mix & New-Launch Management
- Accessories & Attach-Sales Plan
- Mobile & Accessories Category Playbook
- Premium / High-Value Category Strategy

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.