

About our business

Cistor is a leading digital technology solutions provider and has been helping businesses maximise their technology investments since 2009. The team are experts in designing, implementing and supporting technology solutions for businesses; from SMEs to huge international projects.

Cistor's unique position in the market, (as Cisco's largest European Circular Economy partner), means that they independently review technology solutions. They offer service solutions that extend the life of your current assets and include remanufactured solutions alongside new. This blended solution keeps IT equipment in use for longer, which benefits clients' operational costs and our planet. Alongside this, the team decommission outgoing technology aligned to circular economy principles.

Why should the public sector work with us?

- > Cistor champion remanufactured IT. We are really proud of the fact we have sold enough remanufactured IT to fill the Albert Hall!
- > We work directly with the OEM (Original Equipment Manufacturers) who provide full licences and approval for the remanufactured products
- > Our clients save at least 20% by buying remanufactured *and* we are keeping precious resources in the ground
- > We are proud to have supplied remanufactured equipment to one of the most important financial institutions in the City of London and onto the UK's latest aircraft carrier.
- > We have pledged to be carbon neutral by 2022, we are aligning to the science based climate target and we're anchoring our businesses sustainability ambitions to the UN Sustainable Development Goals.

Why we are involved with Go4Growth? —>

We have worked with some public sector organisations in the past, most notably NHS hospitals, a local council and a couple of universities. With many local councils declaring a Climate and Ecological Emergency we need to change the narrative on waste. IT waste hasn't really been on the radar for many, yet IT waste should be reframed as IT resource- there's a huge amount of plastic and rare earth minerals in IT equipment that is just too good to waste. Our remanufactured IT solution provides costs savings and planetary savings. Our challenge is reaching out to those in public procurement so by using the Go4Growth tools we're hopeful that we can spread our message that remanufactured is safe, legitimate and cheaper.

"Using the Go4Growth tool has really helped us focus on public procurement as an opportunity. We'd had a tendency to think it was too complicated and too resource intensive to invest in. By breaking the tasks into manageable chunks, we have been able to set deadlines. The advice on networking, meet the buyer forums and the links to pipeline updates were also really valuable."

Actions from our Go4Growth action plan include:

- 1 Identify the appropriate accreditations**
- 2 Signing up to pipeline updates**
- 3 Setting up appointments to meet the buyer**
- 4 Thinking about how we capture our social value**
- 5 Developing highly visual case studies that showcase our business.**
- 6 The link to the glossary of terms was also really useful**