

Real-world solutions to key connectivity problems

Want to be a more efficient, competitive and sustainable reseller?

How device identification and validation are key to the future of the circular device economy.

How Alomobile and NSYS are collaborating to provide confidence in the second hand device market.

The device reselling industry faces numerous challenges, including ensuring the quality and legitimacy of used devices.

Alomobile, a device reseller based in Colombia faced significant challenges in ensuring the quality and reliability of the devices they sold. To address these issues, they implemented GSMA Device Check through the NSYS Reva solution. This case study explores how these tools helped Alomobile overcome their challenges and improve their business operations.

NSYS Group provide sustainable and secure solutions for companies operating with used phones. Prior to

using software testing, Alomobile faced challenges with inconsistent results, human errors and a high return rate. By using NSYS's solution, automatic diagnostics reduce human errors by 96% and creates maximum efficiency test results, allowing Alomobile to perform a more efficient mobile device evaluation.

"We felt it was important to use an identification tool...we needed to make sure that the equipment was clean and safe for our end customer." Alomobile

How are NSYS Group and Alomobile using Device Check?

Alomobile, a Colombian based device reseller use GSMA Device Check through NSYS systems to validate the IMEI status of the equipment they purchase.

For NSYS Group, GSMA Device Check powers their tool which helps evaluate a device's status quickly. It enables device businesses to detect whether the phone was stolen, reported lost or has outstanding balance against ownership claim.

Alomobile: *"GSMA Device Check is the tool that allows us to validate the status of the IMEI's of the equipment we purchase. At the time of purchase GSMA Device Check helps us to have the peace of mind that the equipment we sell has no negative reports, offering quality products and guaranteeing the customer a lifetime warranty of their IMEI."*

NSYS Group: *"Our Diagnostics make the process accurate and predictable. Our customers get consistent testing results and secure data erasure in accordance with interventional standards such as ADISA and NIST. GSMA Device check, integrated into NSYS Diagnostics, helps mitigate fraudulent devices, so our customers have only high-quality phones in stock."*



How GSMA Device Check benefits Alomobile and NSYS group:

Effective device reselling

Using GSMA Device Check and NSYS Reva gives Alomobile and their customers confidence that the equipment sold has been tested in safe and reliable

software. This reduces the return rate on sales and allows them to print a label of the device history and its features.

Contribution to a sustainable economy: extending device lifecycle

Device reselling is an excellent strategy for a circular economy, as it prevents equipment from being discarded. Instead, it can be purchased by new customers or used for parts if another piece of equipment needs a replacement.

Alomobile: *"With the resale of equipment, we extend its life. Equipment resale is an excellent strategy and a good initiative for a circular economy, as no equipment is discarded. Instead, it can be either purchased by a new customer or used for its parts if another piece of equipment of the same type needs a replacement."*

When changes or replacement parts are needed, they are provided by G-SOLUTIONS, a company in Colombia that handles the recovery and recycling of waste according to the principles of the circular economy.



Regional benefits of device reselling

The main benefits of device reselling regionally include:



High Quality Devices:
Enabling customers to acquire used equipment in good condition despite rising inflation



Strategic Pricing:
Allowing Alomobile to be more competitive in the market by purchasing equipment for resale at cheaper prices



Improved Customer Trust:
Testing certificates and extended warranties increased customer confidence



Reduced Return Rates:
Reliable testing and validation processes led to fewer returns

Addressing device theft in Colombia

Alomobile highlights the ongoing challenges around handset theft and handing stolen devices in Colombia. By using GSMA Device Check, they ensure that the devices they purchase from individuals or organisations are not reported as lost or stolen, thus ensuring that they are supporting best practice within the secondhand device market. This verification process is also applied in their technical service area when repairing mobile devices.

NSYS Group *"GSMA Device Check accurately detects device status, including whether a device has been reported as stolen. This tool is crucial for businesses in countries like Colombia as it prevents your business from filling your inventory with stolen devices."*

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