



RFQs – Why the price doesn't tell you the cost.

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Agenda

- 01 Introductions
- 02 Definitions
- 03 Comparison
- 04 Maturity Model
- 05 Attributes
- 06 Immediate ITAD Steps
- 07 Questions



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RFQs – Why the price doesn't tell you the cost.

- How to Drive Integrity in RFQ process?
- Many Enterprises utilize procurement-generated pricing models suited to services with significant differences from ITAD creating:
 - Cost Confusion
 - Misleading Values
- How should pricing be requested for an ITAD solution to ensure full disclosure and transparency in both service pricing and recovery values?



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Tiki Hut For Sale

Experience the ultimate beachfront escape: a cozy tiki hut on pristine sands, offering serene ocean vistas and the soothing ambiance of waves. Start and end your days with nature's spectacle right at your doorstep.



Structure

Built with authentic bamboo and palm leaves, embodying the essence of island living for relaxed comfort and simple elegance.



Living Space

Cozy interior space, perfect for singles or couples looking for a serene beachside retreat. Features an open-plan living area, sleeping quarters, and a compact kitchenette.



Amenities

Comes equipped with basic amenities for a comfortable stay and a spacious beachfront deck and includes a private section of the beach, ensuring utmost privacy and exclusivity.



Location

Located for serene tranquility, the property boasts a sweeping 180-degree ocean panorama, providing breathtaking views from dawn to dusk.



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The Devil is in the Details - something may seem simple, but the details are complicated.

Requirements	Hut 1	Hut 2	Hut 3
Sq Ft.	~1000	~1000	1589
BD/BA	1/0	1/0	2/2
HVAC – Central Air	N	N	Y
Private Beach Access	Y	Y	Y
Energy Efficiency / Solar Power	N	N	Y
Private Dock	N	N	Y
Gated Community	N	N	Y
Walk in Closet	N	N	Y
Built in the last 10 years	N	N	Y



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\$387K 2BD 2BA 1598 Sq Ft.

This remarkable 5-year-old home spans 1,600 sq ft of meticulously designed living space. Boasting 2 bedrooms, 2 bathrooms, skylights, central air conditioning, solar power, and a comprehensive homeowner's warranty.



Bed/Baths

Two generously sized bedrooms, including a master suite with ocean views, en-suite bathroom, and walk-in closet, and a guest bed and bath.



Skylights

Architecturally placed energy efficient skylights flood the home with natural sunlight, enhancing the ambiance.



Solar Power

A state-of-the-art solar power system significantly reduces energy bills.



Energy Efficient

Designed for optimal energy use with the appliances and lights.



Central A/C

High-efficiency central air conditioning.



Location

Offers direct beach access, private boat dock, and is conveniently located within a vibrant community, close to shopping, dining, and entertainment options.



Homeowner Warranty

Enjoy peace of mind with a comprehensive Homeowner's warranty covering appliances, electrical, and plumbing.



Outdoor Oasis

Includes a patio for alfresco dining and secure garage with ample parking.



Privacy & Security

Property includes gated entry, professional landscaping, and a modern security system ensuring privacy and peace of mind.



Boat Dock

The private dock accommodates boats up to 50 ft long, with easy access to open water.



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RFP vs PFQs – Both crucial tools for Procurement but serving different purposes.

RFP

Requiring Complex Solutions

- Solution AND Price-Focused
- Used when buyers are looking for the best solution approach – common for complex projects
- Decision based on a variety of factors: price, proposed solution, experience, methodology, & scalability
- More complex, often requiring thorough reviews, presentations, or demos, and detailed evaluations of proposals.

RFQ

Straightforward on Price

- Primarily Price-Focused
- Used when buyers know EXACTLY what they need – common in purchasing standardized products/services.
- Decision largely based on price, assuming vendor meets minimum requirements.
- Simpler and more straightforward – focusing on goods/services easily quantifiable.



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RFP/RFQ – Key Questions

- ☑ What are driving factors for cost of electronic recycling and extend each contributes to proposed cost?
- ☑ How do you determine FMV of our assets?
- ☑ Does your company directly handle recycling of assets with no resale value, or do you depend on your partners to handle recycling services?
- ☑ What type of data destruction evidence is provided?
- ☑ What type of industry certifications do you hold?
- ☑ What is your reusable yield?
- ☑ What is your methodology to assure team upholds commitments with time and are properly prepared?
- ☑ Define your company structure and who will be dedicated to the account.



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Services – What does “Processing” Mean?

-  Asset Reconciliation – Detailed Asset Reporting
-  Receiving
-  Testing
-  Remote Management Removal
-  Electronic Recycling
-  Data Destruction
-  Hazardous Materials Management



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Services – Common Formats & Uncommon Answers

Equipment type	Processing Fee	Processing Fee	Processing Fee
Desktop PC	\$2	\$5	\$22
Laptop	\$2	\$5	\$22
Printer	\$2	\$5	\$10
LCD monitor	\$2	\$5	\$10
CRT monitor	\$2	\$0.85	\$3.50
Switch	\$2	\$5	\$22
Keyboard(s)	\$0	\$0	\$0.23



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Services – Samples

BELOW TECH CUT LINE - Processing Fees-Asset with no FMV (Transportation not included) - Processing of equipment (Sort, Scan, Recycling, Reporting)

CUSTOMER Devices			Mobile	Enterprise		Peripherals			Bulk	CRT
Notebooks	PCs, Workstations	Flat Panel Display Monitors	Tablets, Mobile Phones	Servers, Storage Arrays	Networking, Switches, Routers, Hubs, UPS	Printers, Copiers, Scanners	Accessories (Small Serialized Assets)	Loose HDDs	Non-Serialized Assets	CRT Monitor
(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per lb.)	(per device)
\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$0.32	\$25.00

ABOVE TECH CUT LINE - Processing Fees-Asset with FMV (Transportation not included) - Processing and Remarketing of Equipment (Sort, Scan, Data Wipe, Functional Testing, Recycling, Reporting)

CUSTOMER Devices			Mobile	Enterprise		Peripherals			Bulk	CRT
Notebooks	PCs, Workstations	Flat Panel Display Monitors	Tablets, Mobile Phones	Servers, Storage Arrays	Networking, Switches, Routers, Hubs, UPS	Printers, Copiers, Scanners	Accessories (Small Serialized Assets)	Loose HDDs	Non-Serialized Assets	CRT Monitor
(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per device)	(per lb.)	(per device)
\$5.00	\$13.00	\$5.00	\$13.00	\$10.00	\$5.00	\$5.00	\$5.00	\$10.00	\$0.32	\$25.00

Please quote from asset types below and provide estimated recycling cost. If item can be resold, please provide approximate estimate of what CUSTOMER would see in proceeds. And if item is donatable please indicate costs associated if any.	2-3 Years Quantity	Recycling Cost
Siemens - 20 L30250 - Desk Phone	4262	\$21,310.00
HP - Prodesk 600 (G1) SFF - Desktop	3196	\$41,548.00
Lenovo - Thinkpad T450 - Laptop	1636	\$21,268.00



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Services - Format Recommendation





Equipment type	Receiving	Asset Reporting	Data Destruction	Resale Fees	Recycling Fee	Total	Supplier Notes
Desktop PC (Resale)	\$0	\$6	\$8	\$0	\$0	\$14	Data Bearing (potential fees for lock removal & RAM replacement) See SoW
Desktop PC (Recycle)	\$0	\$6	\$2	\$0	\$0	\$8	Physical Data Destruction
Printer	\$0	\$6	\$0	\$0	\$0	\$6	\$2 fee if Data Bearing (Do you require asset detail - \$6 if not)
Switch (Resale)	\$0	\$6	\$8	\$0	\$0	\$14	NIST Purge Compliance
Switch (Recycle)	\$0	\$6	\$0	\$0	\$0	\$6	Physical Teardown/Recycle
CRT Monitor	\$0	\$6	\$0	\$0	\$3.50 per lbs.	~\$35	Per lbs fee for hazardous material (Do you require asset detail - \$6 if not)
Hard Drive	\$0	\$1.50	\$2/\$8	\$0	\$0	\$3.50 - \$9.50	Digital or Physical Destruction based on remarketing



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Value Recovery – How is the recovery value of the assets being compensated?

-  Pricing Samples
-  Fair Market Value (FMV)
-  Consignment/Revenue Share
-  Upgrade or Resale Fees



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Value Recovery – Common Formats & Uncommon Answers

Equipment type	Payment	Resale Value	Residual Value
Desktop PC	\$290	\$290	\$290
Laptop	\$350	\$585	\$125
Smartphone	\$205	\$355	\$205
Tablet	\$35	\$35	\$35
Switch	\$0.48	\$0.48	\$0.48



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Value Recovery – Samples

Equipment type	Residual value	Supplier Notes
Desktop PC		
Laptop		

Please quote from asset types below and provide estimated recycling cost. If item can be resold, please provide approximate estimate of what CUSTOMER would see in proceeds. And if item is donatable please indicate costs associated if any.	2-3 Years Quantity	Resale Value
Siemens - 20 L30250 - Desk Phone	4262	\$ -
HP - Prodesk 600 (G1) SFF - Desktop	3196	\$70,312.00

Asset Type	Total Quantity	Resalable	Scrap	Scrap Weight (lbs.)	Total Quantity Weight (lbs.)	Total Value of resalable items
Laptop	25	7	18	36.00	50.0	
Desktop	1	0	1	6.55	6.6	

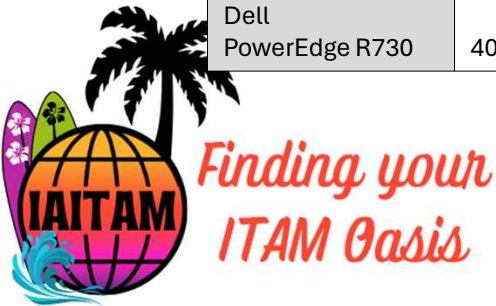


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Value Recovery - Format Recommendation


Equipment type	Estimated Qty	Resale Values	Resale Fees	FMV or Rev Share % *Indicate which	Customer Payment	Supplier Notes
Dell OptiPlex 5080 Micro - Intel Core i5-	1000	\$125.00	\$8-\$12	80% FMV	\$65	Assumed B1 (*See included grading schedule) 10500T CPU 16GB RAM 256GB SSD (Fees could apply for remote management or RAM replacement – See SoW Pricing)
A2172 Apple iPhone 12	2500	\$245.00	\$8-\$12	80% FMV	\$137	Assumed B1 (*See included grading schedule) Condition 128GB Unlocked (Fees could apply for remote management– See SoW Pricing)
Dell PowerEdge R730	4000	\$800.00	\$0.00	60% Rev Share	\$480	Assumed B1 (*See included grading schedule) Condition Dual Intel Xeon E5-2699 v4 CPU 16 x 32GB DDR4 RAM, 16 x 1TB 2.5” NLSAS HDD



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Deinstallation & Logistics – Essential services for moving customer assets to secure processing facility.

-  De-Installation
-  Freight
-  Staging
-  Packaging
-  Onsite Services



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Deinstallation & Logistics – Common Formats & Uncommon Answers

Equipment type	Shipping Cost	Pickup Fee	Per Asset	Per Pallet	Hourly Rate
Desktop PC	\$290	\$290	\$290	\$5	\$85
No Asset Type Listed	\$350	\$585	\$125	\$305	\$85



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Deinstallation & Logistics – Samples

Equipment type	Processing Fee	Shipping Cost	Pickup Cost	Residual value	Supplier Notes	Location	Shipping/Pickup cost from vendor's nearest facility
Desktop PC						ORD - Chicago	
Laptop						IAH - Houston	
Laserjet office printer						SFO - San Francisco	

Region	Product	Processing Fee, \$	Processing Fee, Unit	Shipping Fee, \$	Shipping Fee, Unit
AMER	Macbook Pro 13"	11.00	unit	55.00	unit
AMER	Macbook Pro 16"	11.00	unit	55.00	unit



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Deinstallation & Logistics – Format Recommendation

Equipment type	Qty	Location	Needs De-Install	Shipping Cost	Materials	Onsite Services (per hr)	Total	Supplier Notes
Desktop PC	55	Henderson, NV	No	\$305	\$0	\$85	\$390	Single Pallet LTLT transport, loading dock access, materials, Single Level II tech 1hr min.
Server	440	Nashville, TN	Yes	\$5650	\$385	\$105	\$6,985	36 Pallets Dedicated Transport, (2) Level I techs estimated at 31 hrs each. Travel and Materials inclusive, Lift Gate Needed



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What Else?

- ☑ Pilot Programs
- ☑ Optional Services
- ☑ Sample Statement of Work with inclusive terms & deliverables
- ☑ Reference Interviews
- ☑ ESG and Certification Alignment
- ☑ Environmental Metrics
- ☑ Reporting Review



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Questions?



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