



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 Contusion Misteading 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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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	Υ	Υ	Υ	
Energy Efficiency / Solar Power	N	N	Υ	
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	



Finding your ITAM Oasis

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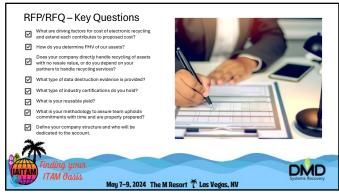
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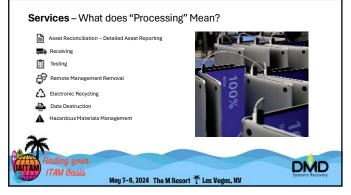


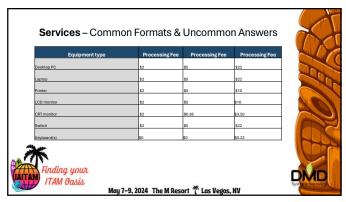
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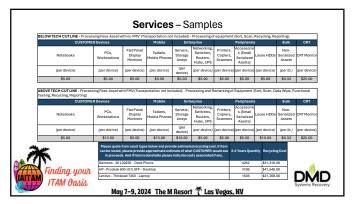
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	RFP vs PFQs – Both cout serving different p	rucial tools for Procuremer
	RFP	RFO
	Requiring Complex Solution	
	Solution AND Price-Focused	Primarity Price-Focused
	Used when buyers are looking for t best solution approach – common complex projects	
	Decision based on a variety of factor price, proposed solution, experience methodology, & scalability	
*	More complex, often requiring thore reviews, presentations, or demos, a detailed evaluations of proposals.	
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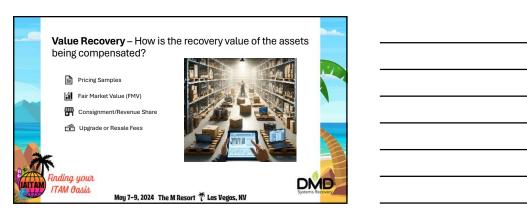










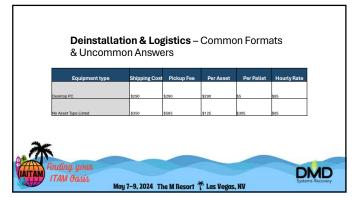


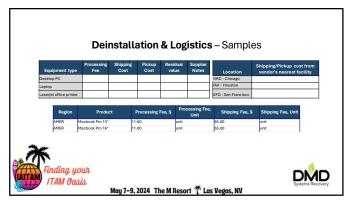
Equipment type	Payment	Resale Value	Residual Value
Desktop PC	\$290	\$290	\$290
aptop	\$350	\$585	\$125
Smartphone	\$205	\$355	\$205
fablet	\$35	\$35	\$35
Switch	\$0.48	\$0.48	\$0.48

	Equipm	ent type		Residual v	alue Su	pplier Notes
Desktop PC						
Laptop						
can be resold	l, please provide	approximate estin	nate of what C	cycling cost. If item CUSTOMER would associated if any.	2-3 Years Quantity	Resale Value
Siemens - 20 L	30250 - Desk Ph	ione			4262	s -
HP - Prodesk 6	00 (G1) SFF - De	sktop			3196	\$70,312.00
Asset Type	Total Quantity	Resalable	Scrap	Scrap Weight (lbs.)	Total Quantity Weight (lbs.)	Total Value o
Laptop	25	7	18	36.00	50.0	
	1	0	1	6.55	6.6	_

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 includer 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) Condition128GB 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







Equipment typ	e Qty	Location	Needs De-Install	Shipping Cost	Materials	Onsite Services (per hr)	Total	Supplier Notes
Desktop PC	55	Henderso n, 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 3' hrs each. Travel and Materials inclusive, Lift Gate Needed







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