

AI Unleashed:

Transforming ITAD into a Strategic Powerhouse



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PlanITROI

AI Unleashed: Transforming ITAD into a Strategic Powerhouse

In this session, we'll Step into the future of IT Asset Disposition where AI isn't just a buzzword – it's a game-changer. This session will showcase how AI redefines ITAD with:

- 1. Advanced Data Erasure:** Implement AI-driven protocols for comprehensive data security – ensuring no data is left vulnerable.
- 2. Predictive Asset Management:** Leverage AI for predictive analytics – enhancing maintenance and extending asset life.
- 3. Increased Cost Efficiency:** Use AI to streamline processes, reduce costs, and optimize resource allocation.
- 4. Ensured Compliance:** Automate compliance monitoring with AI – outpacing regulatory changes with minimal effort.
- 5. Optimized Asset Valuation:** Accurately assess and maximize asset recovery value with AI



Our Story:

After serving in the war effort w/Panasonic Toughbook's from 2001 to 2011

In 2011 PlanITROI became a Social Enterprise.

Definition of a Social Enterprise:
“Make Money to do Good”

In 2024 PlanITROI became a wholly owned subsidiary of NEXTRA TECH
The ITAD industries first collective of independent ITAD companies





Paul Baum
CEO & Founder
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PlanITROI: Bridging the Digital Divide

Since **2001**, PlanITROI has been at the forefront of closing the digital divide by repurposing affordable technology from our clients' retired IT assets. Our commitment to **100% data security** ensures that organizations achieve their critical **Environmental Social Governance (ESG)** and **Corporate Social Responsibility (CSR)** goals while maximizing the value of their assets.

Our Journey: Pioneering Excellence

Early Days: We began by addressing the complex data security requirements of the **Department of Defense** and **Panasonic Toughbooks**. Our unwavering focus on safeguarding sensitive information set us apart.

ESG Leadership: In **2011**, we took a bold step into the ESG landscape. By integrating sustainability practices, we not only benefited our clients but also contributed to a greener planet.

Retail Recovery: Recognizing the evolving needs of the industry, we swiftly transitioned into **retail asset recovery**. Our expertise in refurbishing and reselling IT assets became a game-changer.

AI Innovation: Today, we lead the way by harnessing the power of **artificial intelligence (AI)**. Our cutting-edge solutions optimize asset recovery, reduce waste, and drive sustainable practices.

Join us in bridging the digital gap while making a positive impact on the environment and society. 🌍 🛠️ 💻



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Advanced Data Erasure

Implement AI-driven protocols for comprehensive data security – ensuring no data is left vulnerable.



Maximizing Value and Security... it's never or!

Shredding and data wiping every sector will never be the most valuable option, so how can we use AI to deliver unprecedented data security and the highest return?

- Pinpoint Accuracy
- Automation
- Adaptability
- Will focus on destruction of sensitive data

Predictive Asset Management:

Leverage AI for predictive analytics – enhancing maintenance and extending asset life.



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Predictive Asset Management:
Leverage AI for predictive analytics –
enhancing maintenance and extending asset life.



servicenow



"Dumb" Asset Tags



"Smart" Asset, no tag needed

With an increasing influx of IT assets, maintaining an accurate inventory, predicting asset degradation, and ensuring optimal utilization have become indispensable.

AI facilitates:

- **Automated Asset Tracking**
- **Predictive Maintenance**
- **Valuation and Redeployment**



Automated Asset Tracking

Leveraging AI algorithms and IoT devices to automatically track and manage assets, reducing human error and enhancing accuracy

- **Tagging:** As new inventory arrives, each item is tagged with a smart label.
- **Monitoring:** Sensors read the tags and send real-time data to the AI system.
- **Data Analysis:** The AI algorithms process the data to track the location and status of each item.
- **Optimization:** The system identifies the most efficient storage positions based on retrieval patterns.
- **Alerts:** The AI system sends alerts if items are placed in the wrong location or if stock levels are low.



Predictive Maintenance

Employing machine learning to analyze asset performance data, predict potential failures, and recommend timely maintenance.

- **Reduced Operational Costs:** By avoiding unplanned downtime and extending asset life.
- **Optimized Maintenance Schedules:** Maintenance can be planned during low-impact periods.
- **Improved Service Availability:** Ensuring that IT services are reliable and meet SLAs.



Valuation and Redeployment

Utilizing AI to analyze the condition and residual value of assets and advising on redeployment, resale, or recycling

Data Collection and Integration:

- Gather data from various sources:
- Integrate these data sources into a centralized platform.

Condition Assessment:

- Utilize machine learning models to evaluate asset health based on sensor data and historical performance.
- Factors considered:

Valuation:

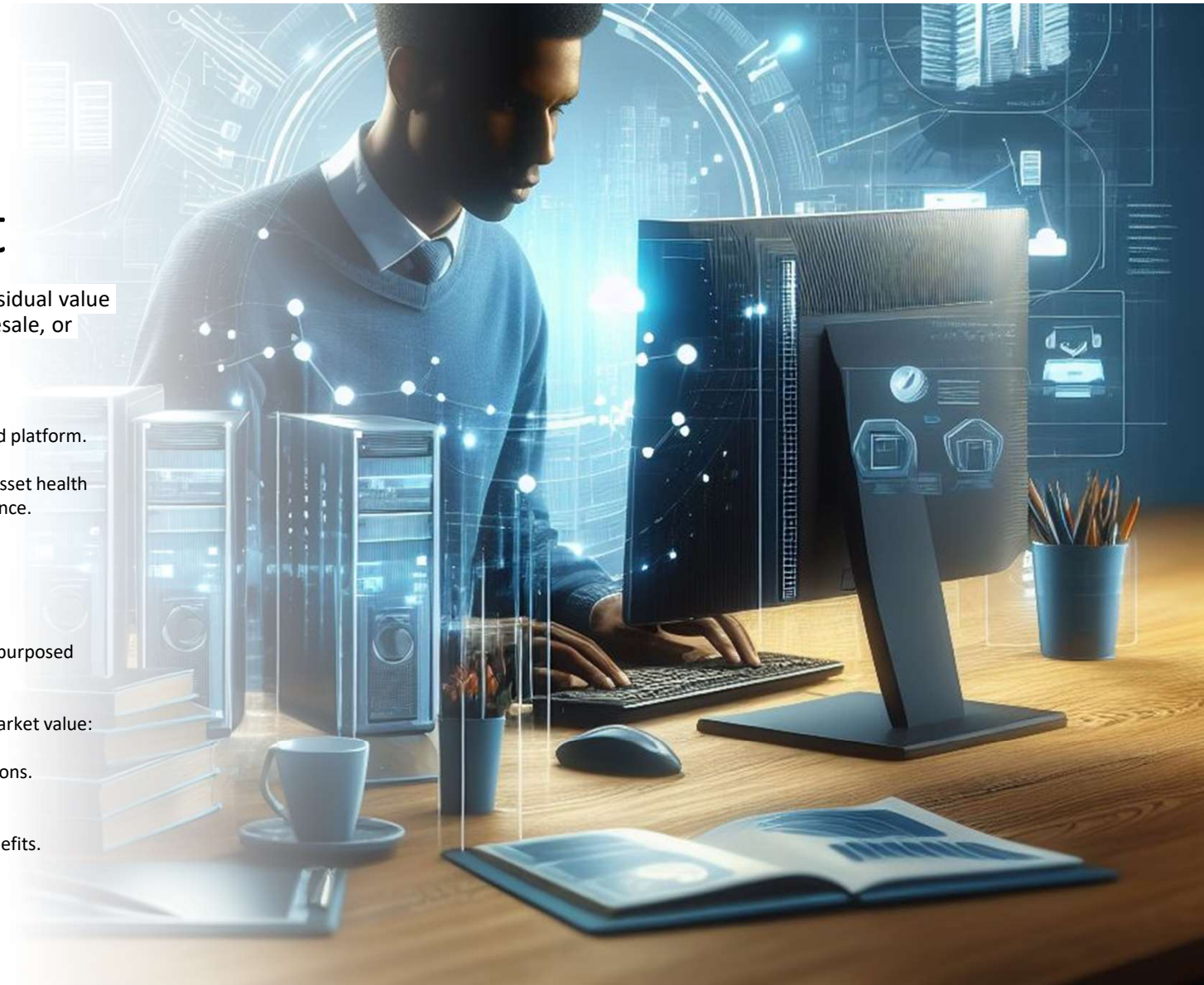
- Estimate the residual value of each asset:
- Classify assets into categories:

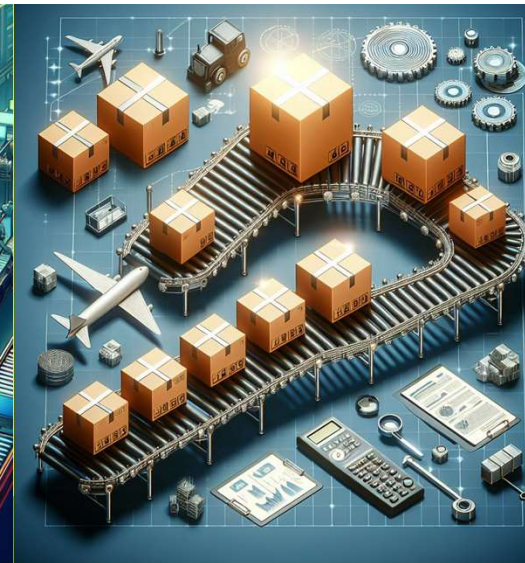
Recommendations:

- **Redeployment:** Identify assets that can be repurposed within the organization:
- **Resale:** List assets with market value:
- **Recycling:** Assets beyond repair or with no market value:

Decision Support:

- **Asset Health Overview:** Visualize asset conditions.
- **Financial Impact:** Display potential gains from redeployment or resale.
- **Environmental Impact:** Highlight recycling benefits.





Increased Cost Efficiency:
Use AI to streamline processes, reduce costs, and optimize resource allocation.

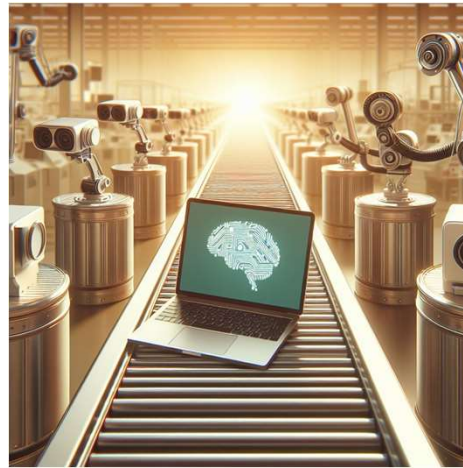


Increased Cost Efficiency: Operational Measures Driving Cost Savings

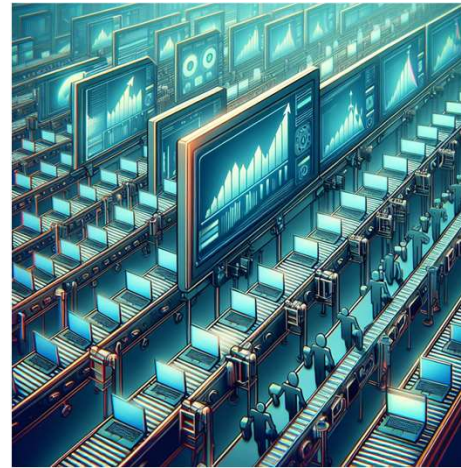
PlanITai® ROE



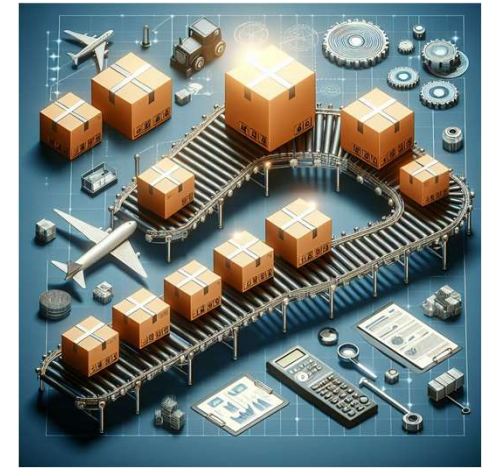
PlanITai® Tunnel



PlanITai® Sort



PlanITai® Pack



PlanITai[®] ROE

Predictive Asset Arrival and Resource Allocation

- Driving efficient resource allocation
- Machine learning model utilizes historical data to predict asset types

Predictive Intelligence for Asset Condition Assessment (Audit)

- Remove the “human” element of error prone processing

Historical Data Modeling

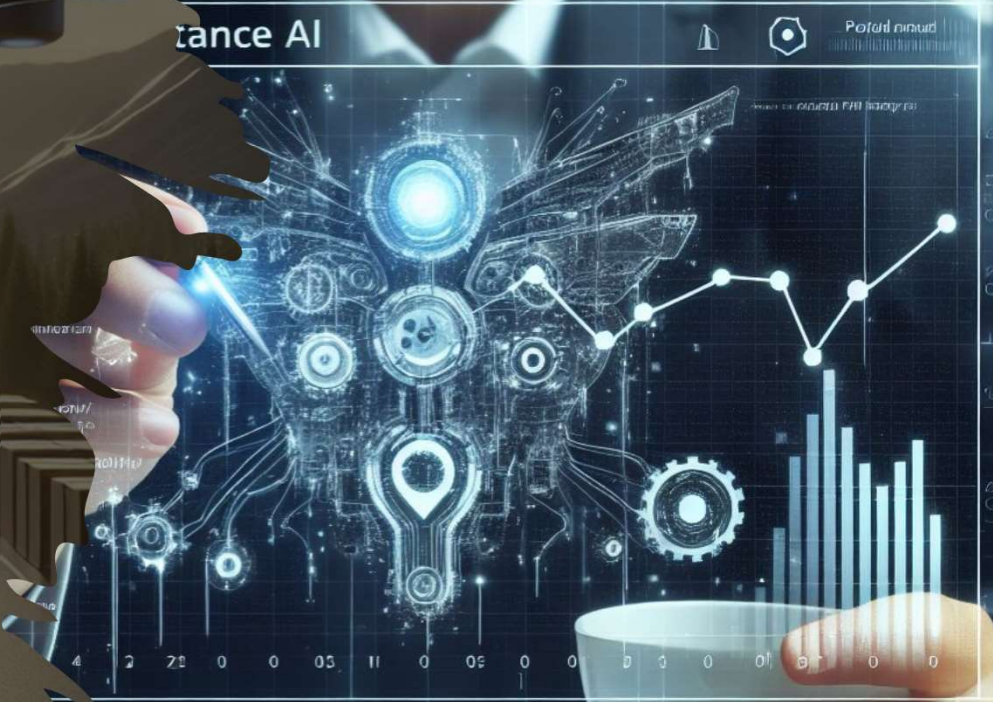
- “Learning” from recurring model specific issues
- Anomaly Detection – “what usually goes wrong” with model “X”

AI Driven Decision Support

- Refurbish, Recycle or Resell?
- Multi-variable decision making (condition, market, historical data)

Intelligence AI

Potential Annual



PlanITai[®] Tunnel

Smart Receiving Process with Imaging and Generative AI


- Efficiently evaluating incoming assets while maintaining accuracy
- AI Analyzes real time images for cosmetic issues, detect missing components, assess overall condition

Serial Number Resolution in Real Time

- Tracking asset information across various positions and orientations
- Computer vision can recognize serial numbers regardless of position


Active Ordering Process

- Cosmetic issues are parts matched in real time
- Refurbishment and repair needs are flagged

 **Smart Receiving**
Imaging utilized on grate units to ensure accuracy



Serial number processing and data collection for real-time analysis

 **Serial Nuxintion**

...ing to aim real time
...ynthesis of position

Active Ordering process

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...et: a concrete co-ople.

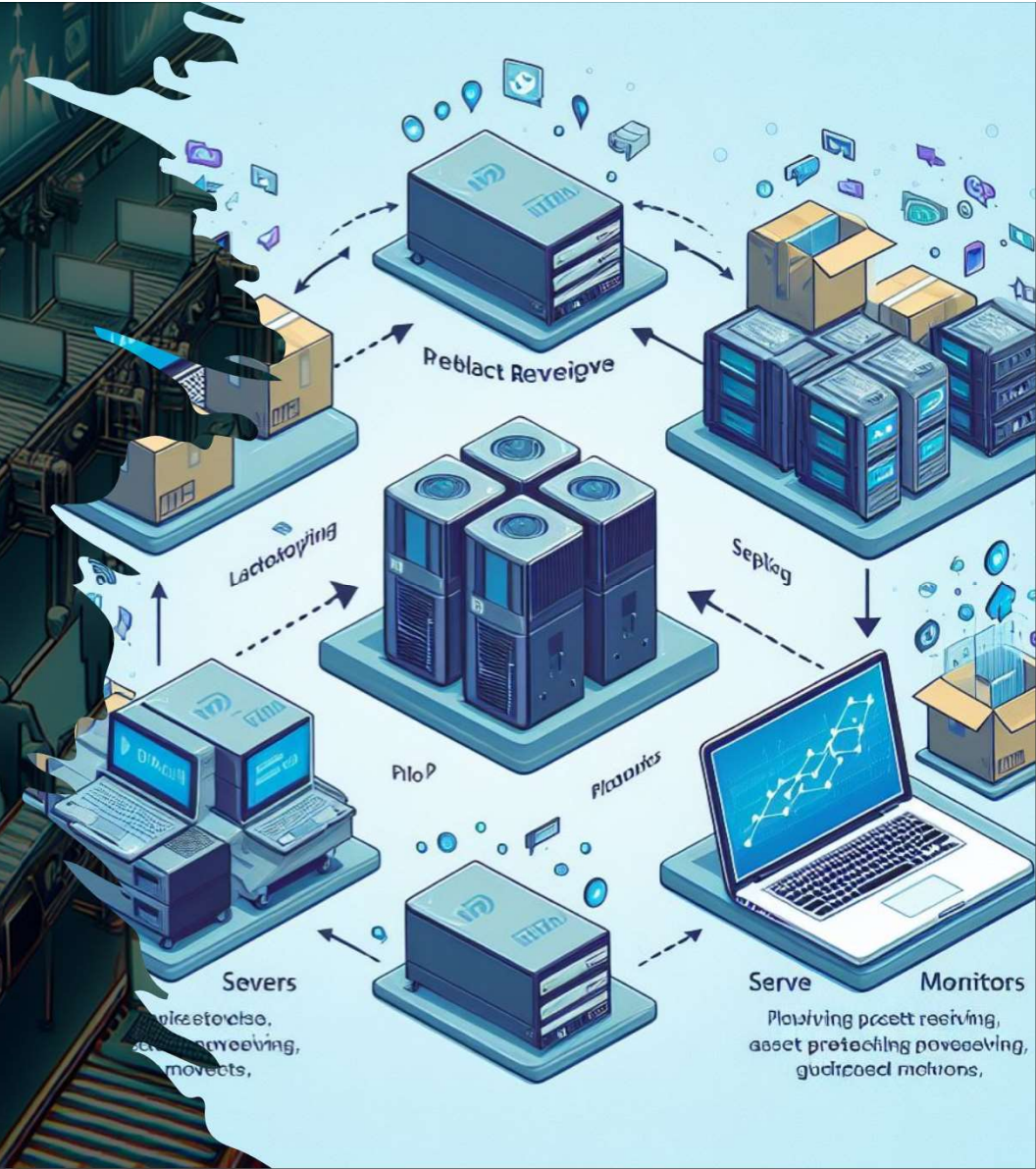
PlanITai® Sort

Beyond Cosmetic Sorting – Recognizing Hidden Issues

- Image recognition to assess cosmetic aspects
- Internal Damage Prediction and Corrosion identification

Simultaneous Part Polling for In-Stock and Lead Times

- Efficiently source replacement parts
- Active ordering process



PlanITai[®] Pack

On-Demand Packing Model in Real Time

- Dynamic Box Sizing
- Creating Boxes for Immediate Needs

Lower Inventory Levels

- Just-in-Time Packing

Decreased Material Consumption

- Material Optimization



Come Visit the PlanITROI Center of Excellence in Youngsville, NC!



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Increased Cost Efficiency... PlanITai® is the future of ITAD

PlanITai® ROE



Machine learning used to predict what is coming in and what resources are required to process the material

- Predictive intelligence of units – knowing what “usually” goes wrong and getting smarter with each receipt

PlanITai® Tunnel



Smart receiving process utilizes imaging and generative AI to evaluate units

- Serial number resolution in real time regardless of position
- Active ordering process to find cosmetic issues and match parts

PlanITai® Sort



Going beyond model and cosmetic sorting

- Leveraging the predictive receiving process to guide the analysis
- Cosmetic issues are recognized and parts are simultaneously polled for in-stock and lead times

PlanITai® Pack



Packing on-demand model – in real time

- Creating boxes for what you need now – not what you might need
- Decreasing material consumptions

Key Outcomes:

- 34% Decrease in receiving errors¹
- 67% Decrease in receiving labor²
- 20% decrease on time to consumer³
- 50% Decrease in packaging costs⁴

1 Receiving errors reduced to <3.4 DPM
2 Decreased from 6 teammates to 2
3 Estimate based on decreasing the ROE -> FG by 3 days
4 Based on corrugate consumption and overpackaging



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Ensured Compliance:

Automate compliance monitoring with AI –
outpacing regulatory changes with minimal effort.





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Generative AI Compliance Monitoring using PlanITai®



 **Save time with Internal processes**
PlanITai® accelerates workflows by relying on generative AI as an efficient research tool.

 **Increase productivity**
With PlanITai® we can conquer the most complex compliance questions faster than ever.

 **Improve communication**
We can answer the toughest ITAD compliance questions in real time with PlanITai® by providing timely and accurate insights – enhancing the way we deliver information and decision making

 **Stay vigilant of risks**
We have the ability to detect critical risks and resolve questions using our powerful PlanITai® research tools – all created within seconds

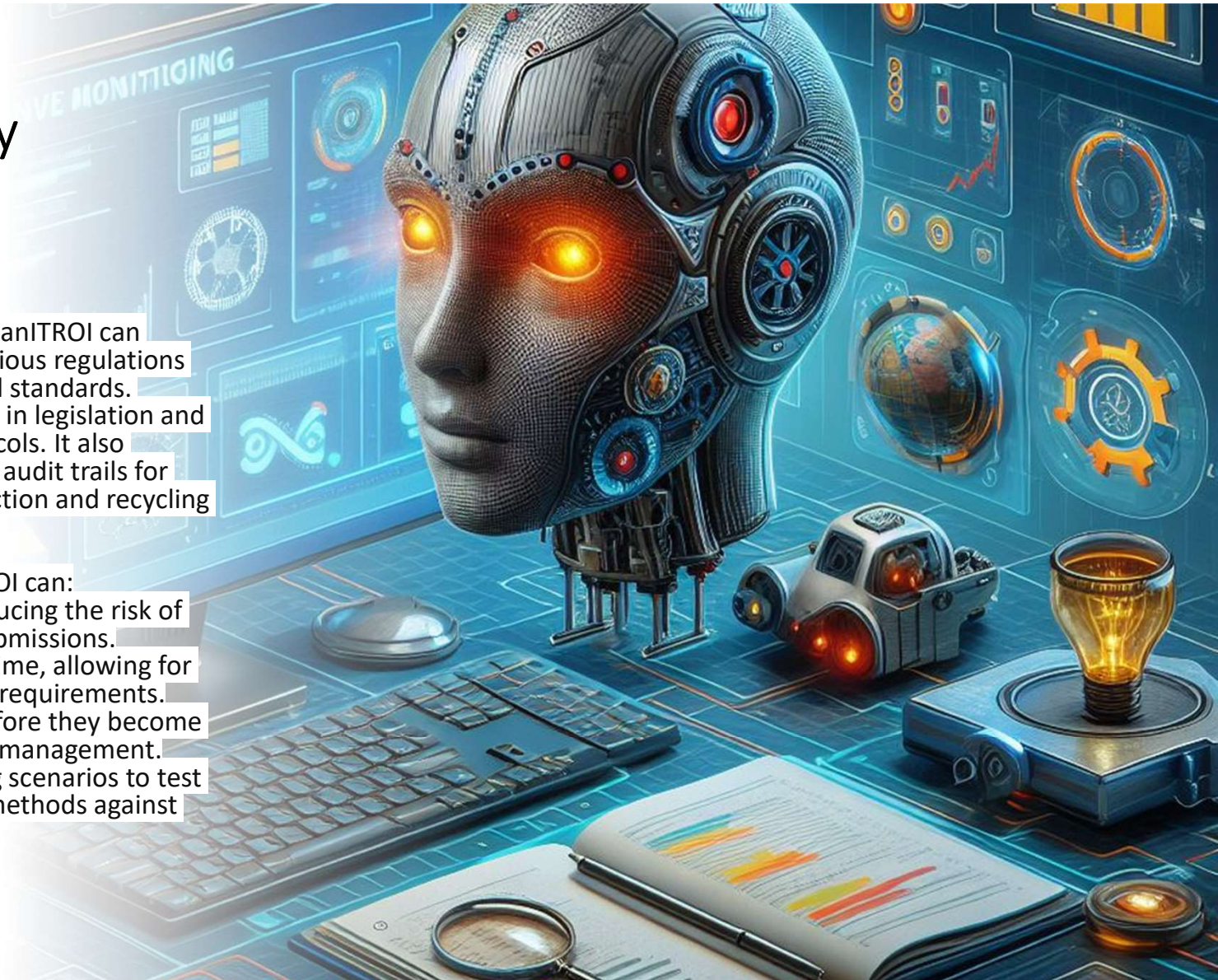


Enhancing Regulatory Compliance & Data Security in ITAD

With the implementation of PlanITai®, PlanITROI can monitor and ensure compliance with various regulations such as GDPR, HIPAA, and environmental standards. PlanITai® continuously scans for changes in legislation and automatically updates compliance protocols. It also generates and maintains comprehensive audit trails for each asset, ensuring that all data destruction and recycling processes meet the required standards.

By leveraging Generative AI, the PlanITROI can:

- **Automate regulatory reporting**, reducing the risk of human error and ensuring timely submissions.
- **Track changes in legislation** in real-time, allowing for swift adaptation to new compliance requirements.
- **Flag potential compliance issues** before they become problematic, enabling proactive risk management.
- **Enhance data security** by generating scenarios to test the robustness of data destruction methods against emerging threats.





Optimized Asset Valuation: Accurately assess and maximize asset recovery value with AI



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PlanITvision Portal

Insight Into Your Assets

- PlanITvision provides 24/7 access to data, customization, integration with asset softwares and reporting on sustainability and the global impact of clients' devices
- By tracking drop-shipments in real-time via PlanITvision, Clients can see the exact communities where their affordable devices are making an impact

	Key Dashboard Metrics Inventory, Pricing, Sales, Finance, Trends		Excel & PDF Reporting Inventory, Sales, Channels, Payments, Trends
	Decision Making Process Logic, Allocation, Pallet Transfers		Controls Pick-ups, Jobs, Loads, Shipments, Repairs, Customers
	Search Inventory, Customers, Allocation, Sales History, Costs		Get Answers Quickly



Schedule a Pick-Up



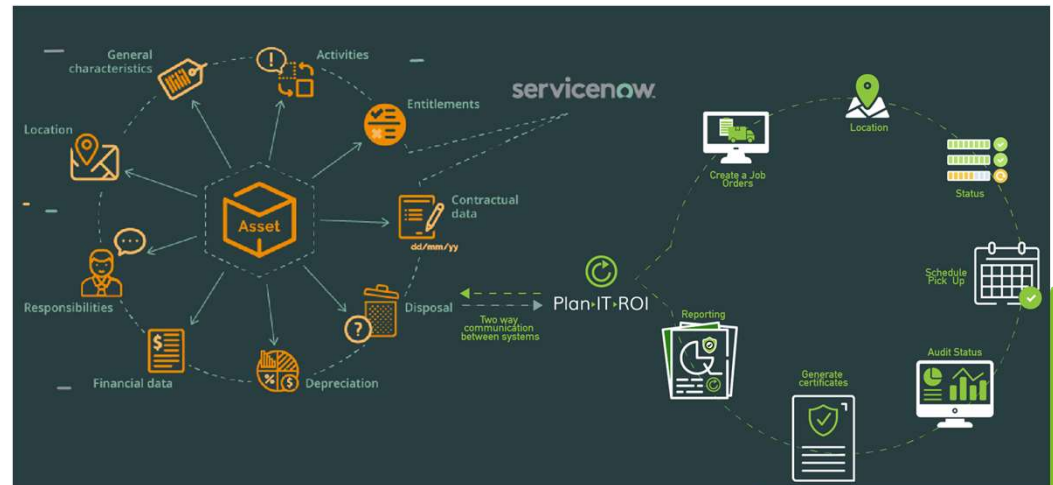
View Live Progress



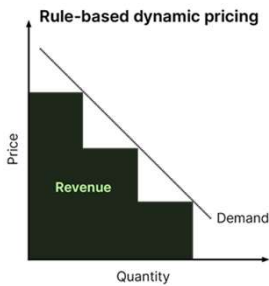
Real-Time Analytics



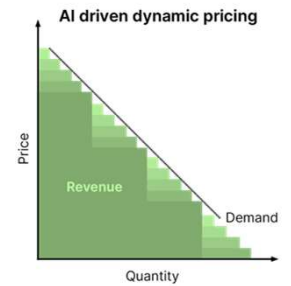
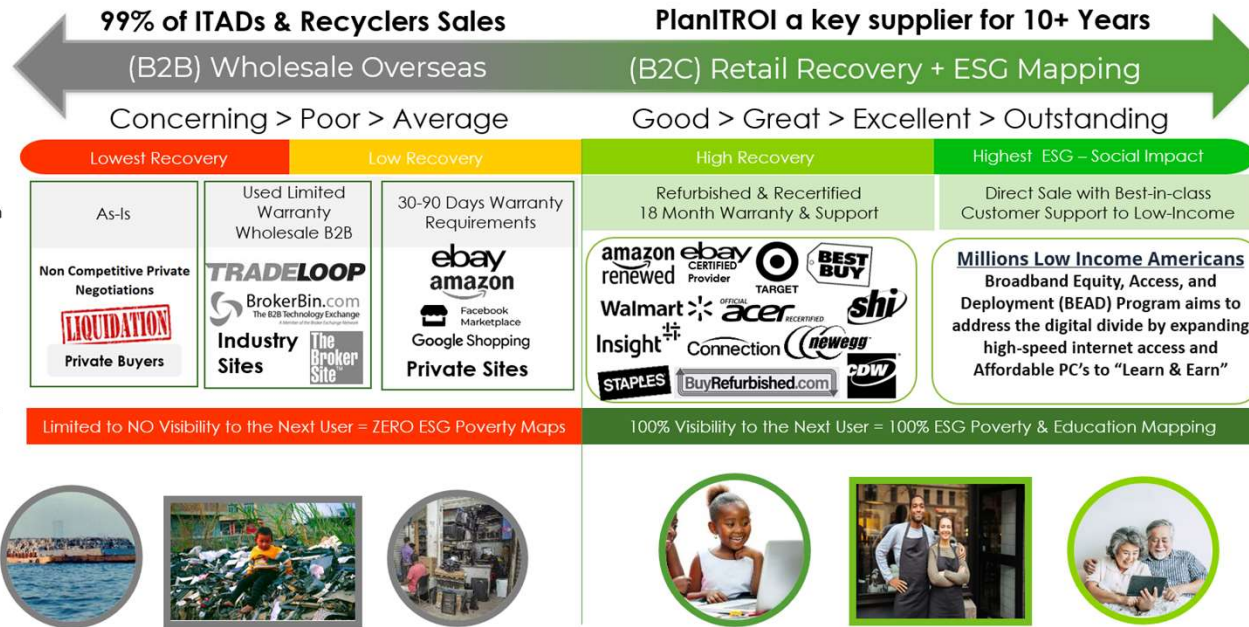
Direct Service Now Integration



What is your ITAD Company doing? How are your assets being handled?



- Specific rules based on specific pricing
- If/Then “simplistic” systems
- Lack of Adaptability
- Outdated rules



- Leverages machine learning and data analytics to optimize prices dynamically
- Adapts to changing conditions
- Adaptable and Agile

PlanITAi® drives dynamic pricing models through PlanITvision

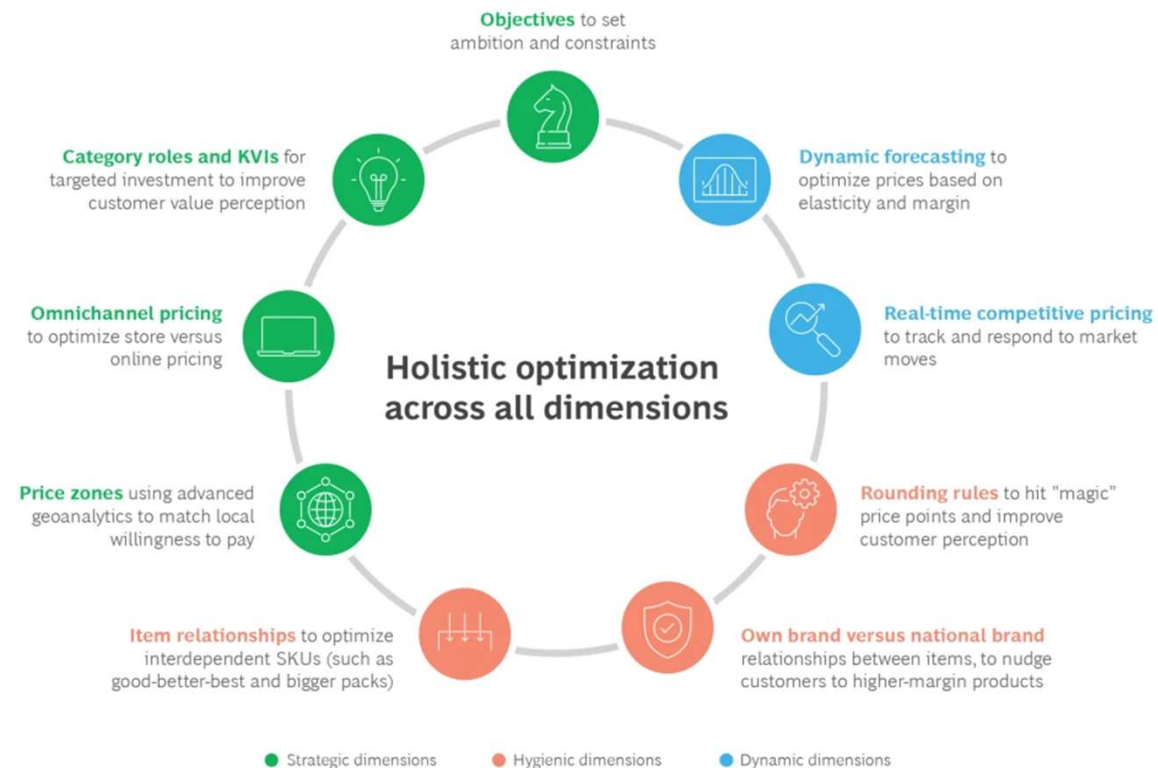


AI-Powered Engines Embrace the Full Complexity of Retail Pricing

The dimensions of an [AI-powered approach](#) to pricing fall into three categories:

- Strategic
- Hygienic, and
- Dynamic

AI-powered solutions can iterate through billions of potential scenarios to find the optimal price for each store and item, considering all of these dimensions at once.



Source: BCG analysis
Note: KVI = key value items

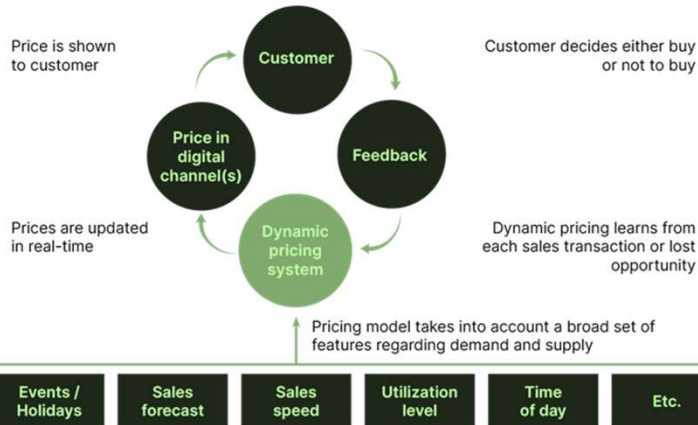
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Plan IT ROI

AI-Powered Dynamic Pricing

Online reinforcement learning based dynamic pricing



PlanITAI® has advanced PlanITROI from a rule based pricing system to a dynamic pricing model:

- PlanITAI® analyzes real-time data on customer behavior, competitor pricing, inventory levels & market trends
- PlanITVision adjusts prices dynamically to optimize revenue and profit margins

Other Benefits:

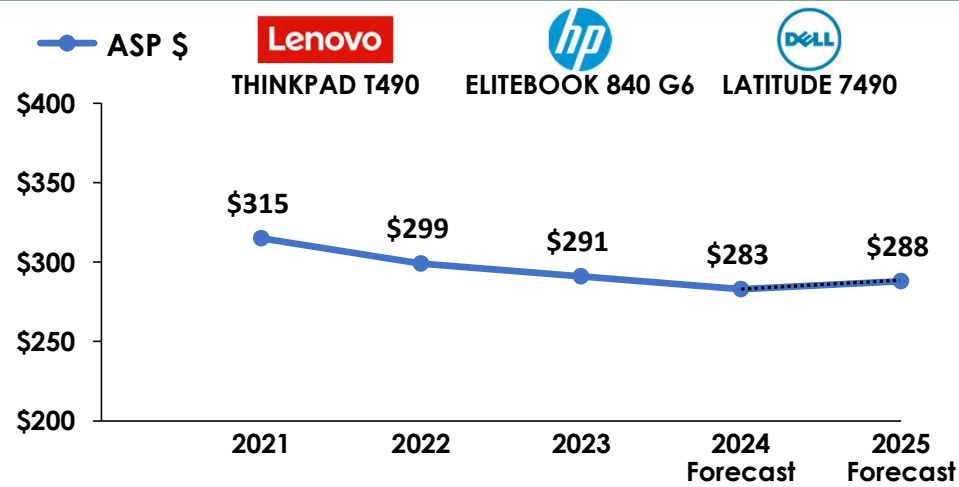
- PlanITAI® can create personalized price offerings and discounts to “likely” customers
- PlanITAI® can even sense when a consumer is willing to pay more



Source: BCG analysis
Note: ppts = percentage points

IAITAM.

PlanITROI BestBuy Exclusive * Key Supplier for 10+ Years * Refurbished Recertified



Manufacturer	Lenovo	hp	DELL
Model	THINKPAD T490	ELITEBOOK 840 G6	LATITUDE 7490
Release Year	2019	2017	2018
ASP \$ (2021 – 2025 F)	\$269	\$297	\$253
Specifications	Intel® Core™ i5 / 16GB DDR3 / HDD - 256 GB	Intel® Core™ i5 / 16GB DDR3 / HDD - 256 GB	Intel® Core™ i5 / 16GB DDR3 / HDD - 256 GB

HP Elitebook 840 G6 Laptop, Intel I5-8365U 1.6GHZ, 16GB RAM, 256GB SSD HD W10P-64 - Refurbished - Silver
 Model: 840G6.i5.16.256 SKU: 6567255

\$296.99 4 payments starting at **\$74.25** with **ZIP**
 Learn more >
 3 free months of Apple TV+ & 5 more
Hot offer You're going to need Word, Excel, and PowerPoint
 Protect your computer
 ★★★★★ (9366)

LINK

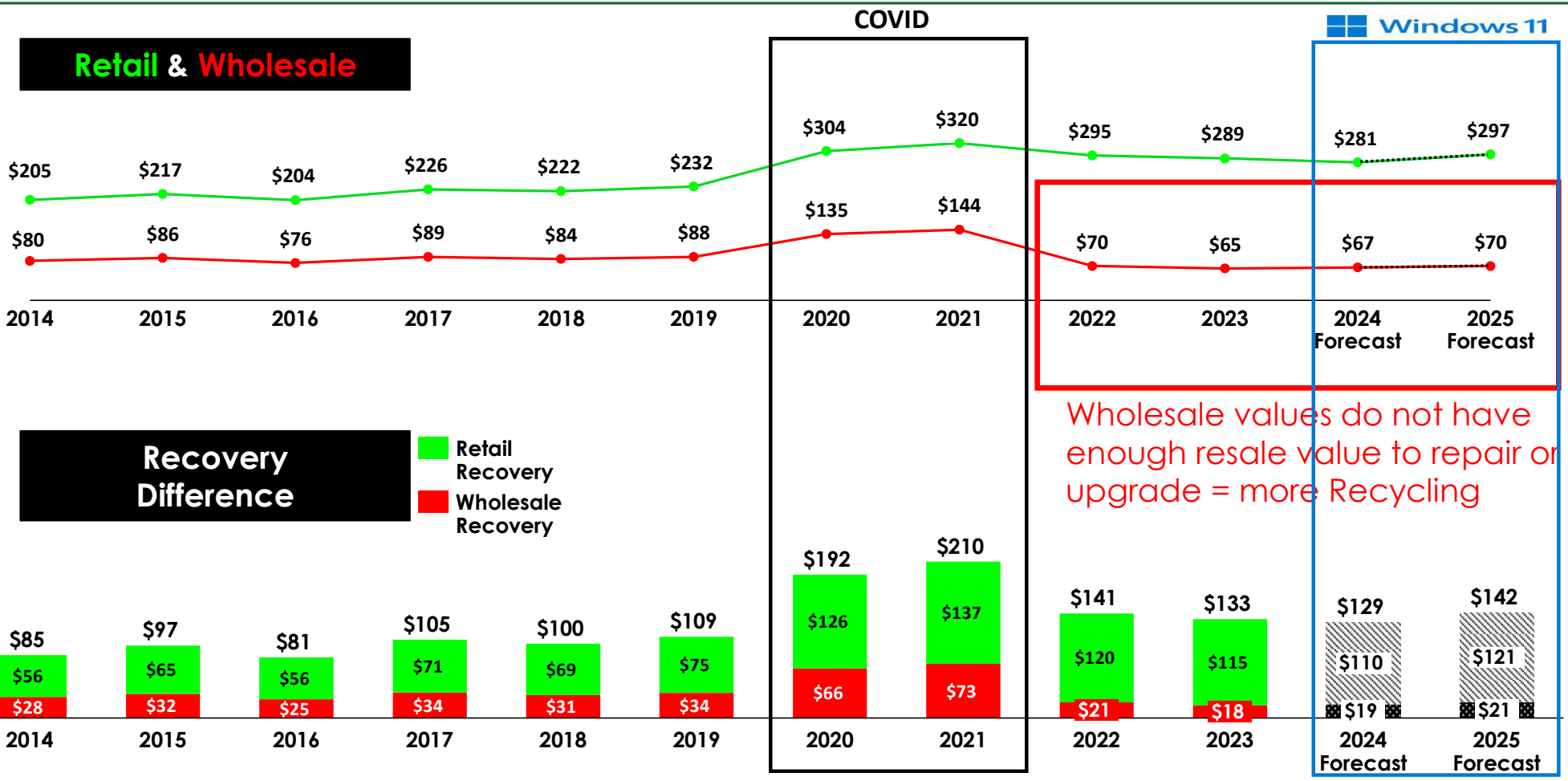
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Dell Latitude 7490 Intel I5-8350U 1.7GHZ, 16GB RAM, 256GB SSD HD, Webcam, W10P-64 - Refurbished - Black
 Model: 7490.i5.16.256 SKU: 6567250

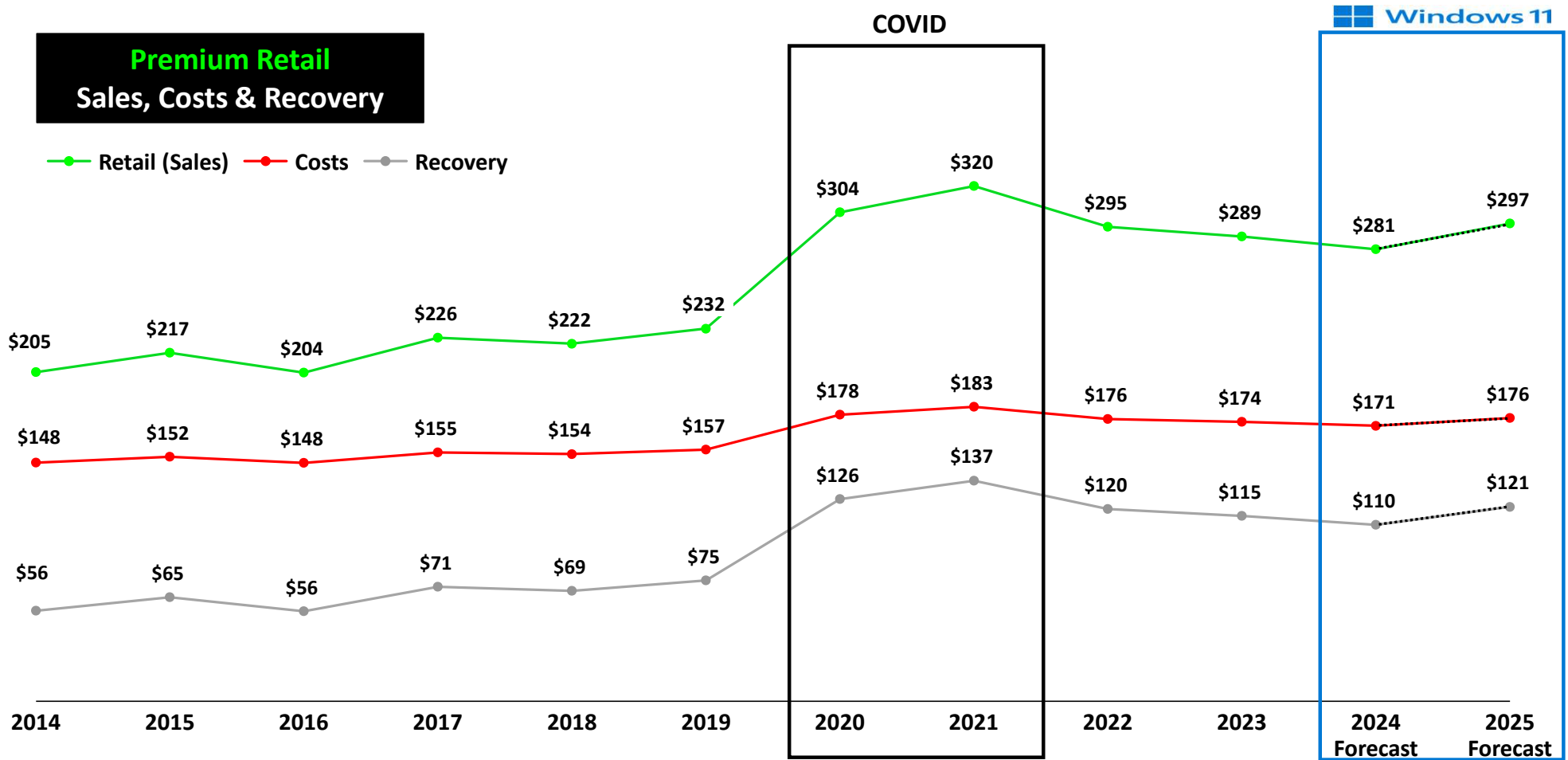
\$291.49 4 payments starting at **\$72.87** with **ZIP**
 Learn more >
 3 free months of Apple TV+ & 5 more
Hot offer You're going to need Word, Excel, and PowerPoint

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Historical Retail & Wholesale 6Yr Old Laptop Average: Sale Prices and Recovery to a Supply Client



Historical Retail 6Yr Old Laptop Average: Sale Prices and Recovery to a Supply Client



HP EliteBook X360 - Full Product Metrics with Real-Time Data

localhost:300/Dashboard/ProductMetrics

PlanITvision Client Portal

Model #: ELITEBOOK X360 1040 G5
Location: ALL
Part #:
Date Range: Start Date: 1/1/2023 End Date: 9/12/2023

REFRESH DATA

HP ELITEBOOK X360 1040 G5 14" Intel® Core™ i5-8350U (1.7 GHz) / 8GB DDR3 / HDD - 256GB

Street Pricing vs Actuals

Retail New Street Average: \$ 575
Retailer Refurbished Street Average: \$ 326
PlanITROI Resale to Retailer Average: \$ 236
Inventory WIP/FG QTY Total #: 324

Dashboard | Schedule Job | Inventory | Shipped/Recycled | Search | Setup

QTY Sold Retail New Street Average vs. Client Recovery Average

Qty Sold
Avg. Channel Price
Avg. Sold Price

Live Available Inventory

Inventory Summary Metrics

Model Prefix	RAW	FG (A)	Avg.Aging (A)	FG (B)	Avg.Aging (B)	FG (C)	Avg.Aging (C)	FG (D)	Avg.Aging (D)	WIP	WOS
ELITEBOOK X360 1040 G5/15	0	65	10	130	15	81	35	32	40	16	0

Sales By Channel

#	Channel	Qty	Revenue	Cost	Net	Avg Net
316	ONLINE	\$110,805.52	\$40,412.78	\$70,392.74	\$222.76	
76	AMAZON	\$23,076.24	\$8,985.38	\$14,090.86	\$185.41	
14	EBAY	\$4,769.88	\$1,535.72	\$3,234.16	\$231.01	
1	RETAIL	\$275.00	\$165.00	\$110.00	\$110.00	
439						

Top Customers

#	Customer	Qty	Revenue	Cost	Net	Avg. Sell Price	Last Order Date
308	BESTBUY	\$108,345.60	\$39,263.70	\$69,081.90	\$351.77	8/21/2023	
90	DealPlanIT	\$27,846.12	\$10,521.10	\$17,325.02	\$309.40	8/5/2023	
50	Target	\$16,352.00	\$8,282.58	\$7,623.42	\$327.04	6/5/2023	
6	BackMarket	\$1,799.94	\$753.09	\$1,046.85	\$299.99	8/3/2023	
2	Walmart Marketplace	\$659.98	\$395.99	\$263.99	\$329.99	5/22/2023	
2	CDW	\$644.36	\$328.58	\$315.78	\$322.18	3/2/2023	
1	Insight	\$324.38	\$158.48	\$165.90	\$324.38	5/26/2023	

Sales Trend

#	Date	Qty	Revenue	Cost	Net	Avg. Sell Price	Avg Net
1	8/25/2023	\$355.20	\$230.40	\$124.80	\$325.90	\$124.80	
5	8/22/2023	\$1,776.00	\$337.79	\$1,438.21	\$355.20	\$287.64	
3	8/15/2023	\$1,065.60	\$27.00	\$1,038.60	\$323.64	\$346.20	

Channel Breakdown

Top Customer Channels

Sales Trends



PlanITROI powered by PlanITvision

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Conclusion: AI Unleashed: Transforming ITAD into a Strategic Powerhouse

Takeaways from this session of stepping into the future of IT Asset Disposition where AI isn't just a buzzword – it's a game-changer.

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Thank you

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