Slide 1

AI Unleashed:
Transforming ITAD into a Strategic Powerhouse

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Slide 2

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

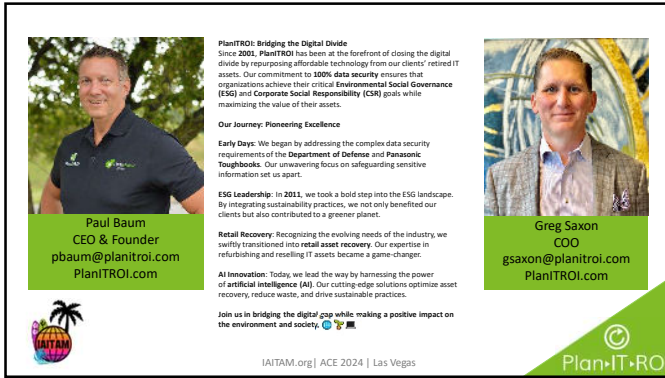IAITAM.org | ACE 2024 | Las Vegas

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Slide 3

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

In 2011PlanITROI 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

Plan-IT-ROI
A NEXTRA TECH Company

TechTuesday
501c3 Registered

digitaldreams PROJECT
501c3 Registered dba of TechTuesday

NEXTRATECH
be what's next in technology life cycle

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Slide 4

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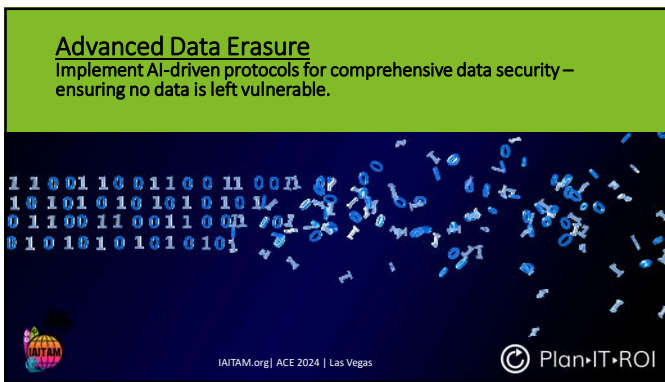
AI Innovation: Today, we lead the way by harnessing the power of **artificial intelligence (AI)**. Our cutting-edge solutions optimize asset recovery, reduce waste, and drive sustainable practices.

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

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Slide 5

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

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Slide 6

Maximizing Value <u>and</u> 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

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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.

Property of
YOUR COMPANY INC.
010001

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**

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Automated Asset Tracking

Leveraging AI algorithms and IoT devices to automatically track and manage assets, reducing human error and enhancing accuracy
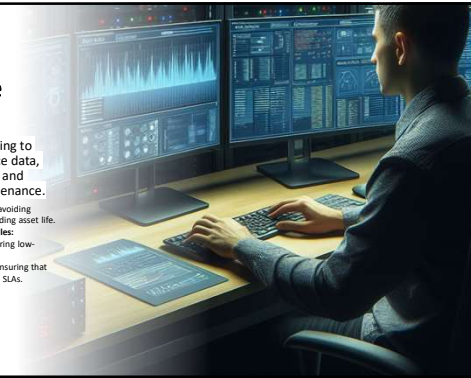
- **Tagging:** As new inventory arrives, each item is tagged with a smart label.
- **Monitoring:** Sensors read the tags and send real-time data to the AI system.
- **Data Analysis:** The AI algorithms process the data to track the location and status of each item.
- **Optimization:** The system identifies 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.

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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.

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Slide 11

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.

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Slide 12

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

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Increased Cost Efficiency: Operational Measures Driving Cost Savings

PlanITAi® ROE   PlanITAi® Tunnel   PlanITAi® Sort   PlanITAi® Pack
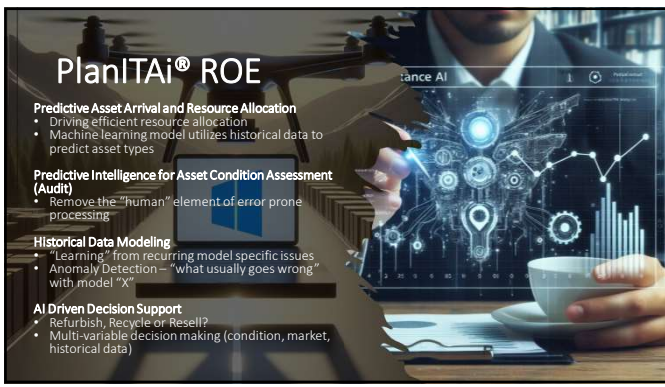
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PlanITAi® ROE

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)

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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

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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

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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

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

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

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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®

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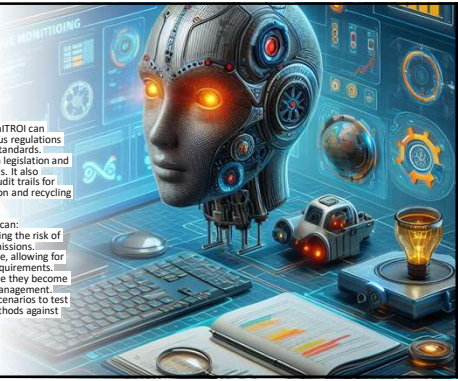
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Optimized Asset Valuation: Accurately assess and maximize asset recovery value with AI

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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

Direct Service Now Integration

Schedule a Pick-Up · View Live Progress · Real-Time Analytics

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

PlanITAi® drives dynamic pricing models through PlanITvision

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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.

Holistic optimization across all dimensions

Source: BCG analysis
Note: KVI = key value items

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AI-Powered Dynamic Pricing

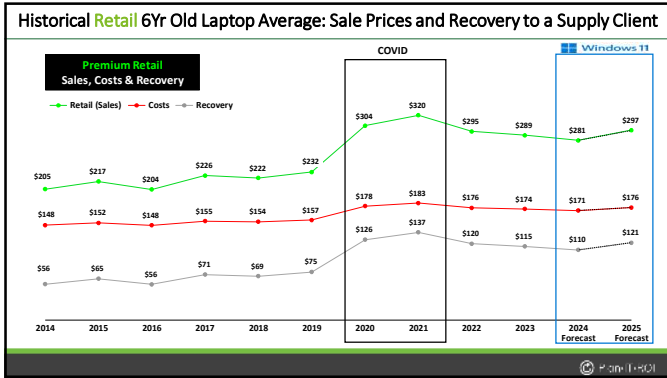PlanITAi® has advanced PlanITROI from a rule based pricing system to a dynamic pricing model:
• PlanITAi® analyzes real-time data on customer behavior, competitor pricing, inventory levels & market trends
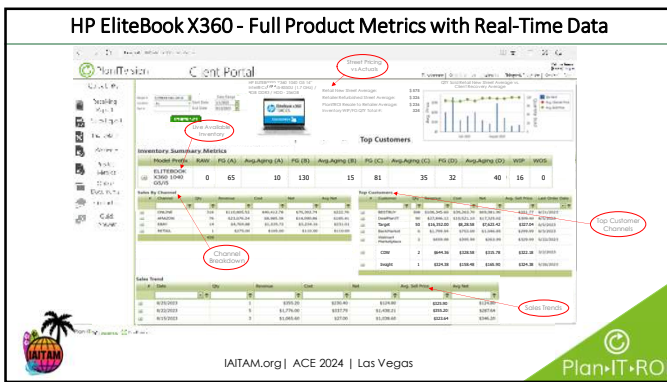• PlanITVision adjusts prices dynamically to optimize revenue and profit margins

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

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

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

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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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