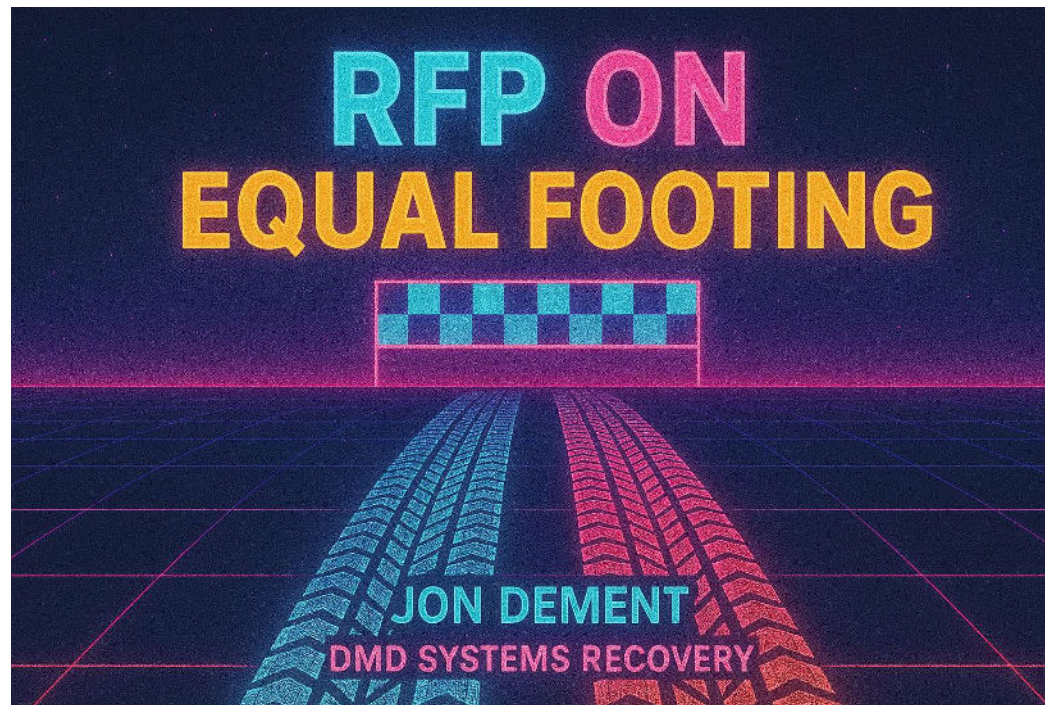


IAITAM ACE 2025

ITAM - Another Brick In The Wall





Agenda

1. Introductions
2. Definitions
3. The Goal
4. Comparison
5. Maturity Model
6. Attributes
7. Questions



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Jon DeMent

CRO of DMD Systems Recovery

20+ years of experience in ITAD

Board Member NAID iSigma
Certification Committee



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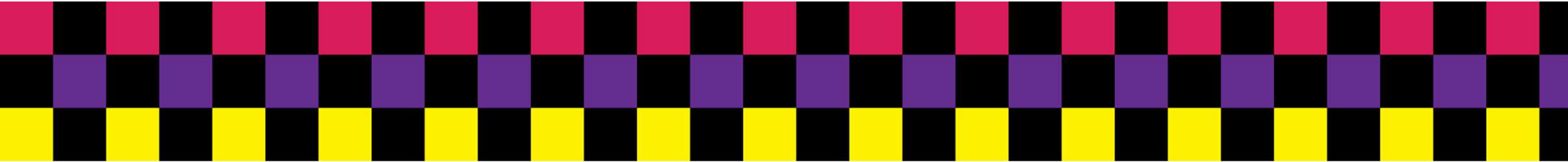
RFQs – Generating the greatest value

- How to Drive Transparency 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 submissions be reviewed to ensure an award based delivering the greatest value against your priorities



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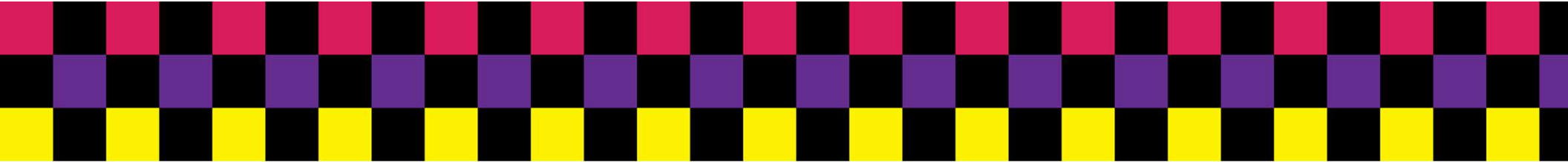
Beginning the process – Clearly define your needs, requirements and goals for improvement and what is your priority

We must have	Would like to have	We cannot have
Visibility to asset and project status	ESG alignment	A complex fee structure
Certification	Reporting Integration and Automation	Delays
Global Solution	Dedicated Account Support	Heavy internal lift
Proof of Compliance	Simplified Dashboards	Highest Cost Least Value
Cost and Value aligned model		



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

RFP - Requiring Complex Solutions

- Seeks creative, comprehensive proposals to solve complex or undefined needs
- Used for services or customized solutions requiring detailed approaches
- Decisions consider price, solution fit, vendor experience, & long-term value
- More complex, often involves in-depth reviews, presentations, and evaluations

RFQs - Straightforward on Price

- Primarily requests pricing for clearly defined goods or services
- Used when exact specs, quantities, and standards are known
- Decisions are mostly price-based, assuming minimum requirements are met
- Simple, straightforward, ideal for acquiring easily quantifiable goods or services



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RFP/RFQ – Key Questions

- ☒ Define your company structure and who will be dedicated to the account.
- ☒ 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 metrics do you provide to assist in impact reporting
- ☒ What is your methodology to assure team upholds commitments with time and are properly prepared?
- ☒ How will my reporting be accessed is integration available?



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RFP Exercise – I need a solution for transportation!



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Primary Need – Gets me to and from work



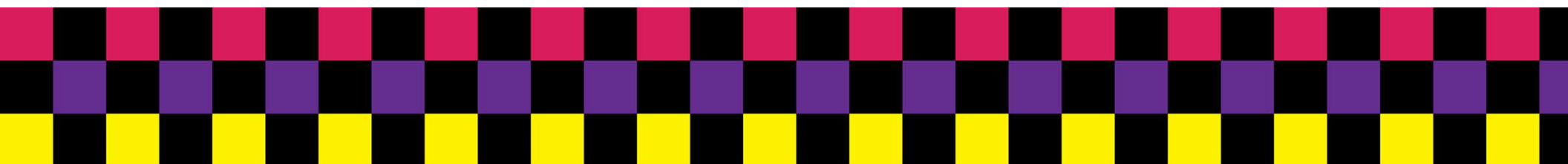
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Secondary Need – Compliance, Road Worthy



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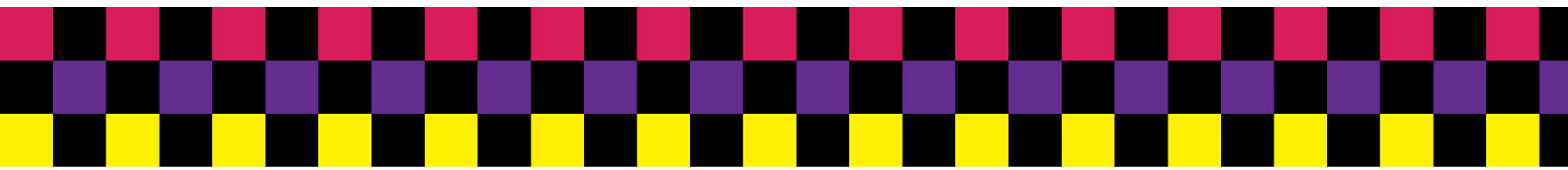


Third Need - Certified – Pass the 3rd party test



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DMD
Systems Recovery

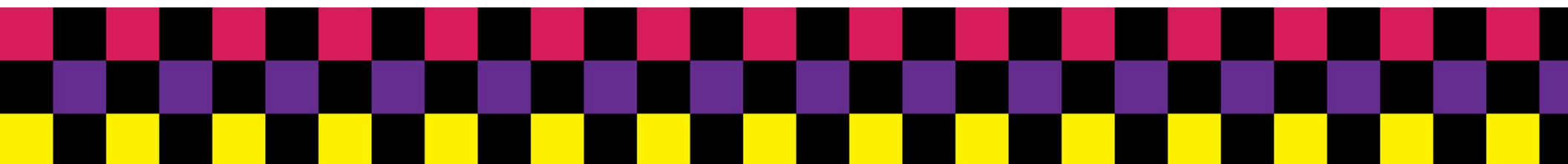


Desire – ESG Aligned



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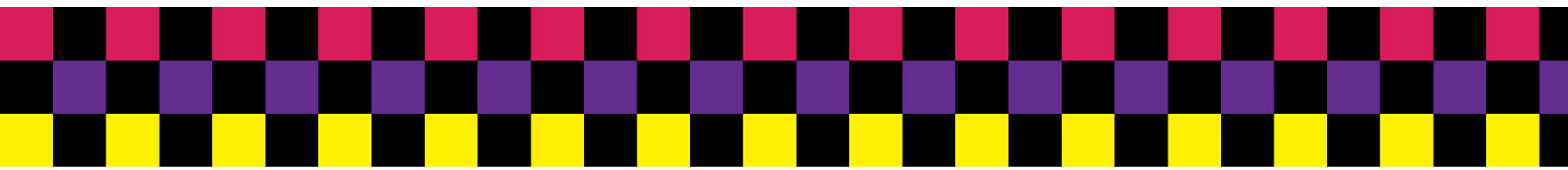




Desire – Economics – Service Cost



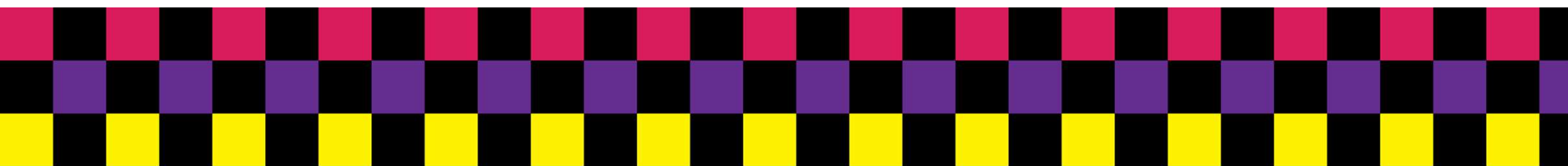
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Desire – User Experience & Price Point



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Decision – Most economical, certified, cost-effective & emissions oriented vehicle with the value I need & experience I want.

- Digital updates
- Location status
- Talking gauges with real-time updates



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RFQ – As Options Narrow



1963 Volkswagen Beetle

- Spend - \$45990
- Service – 20 MPG
- Onboard – Get the keys
- User Experience – Good

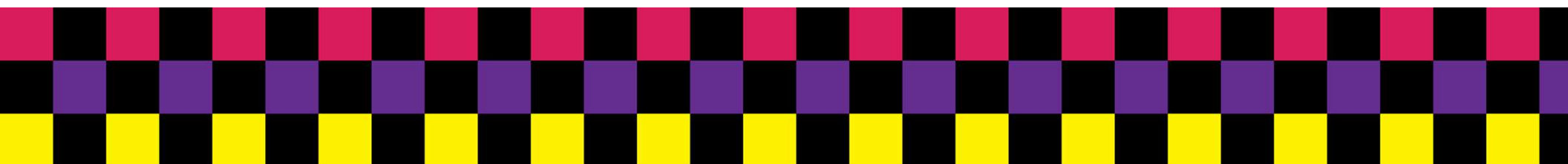


1982 Pontiac Firebird Trans Am

- Spend - \$60,550
- Service – 15 MPG
- Onboard – Dev Resources, Tool Training
- User Experience – Best in Class



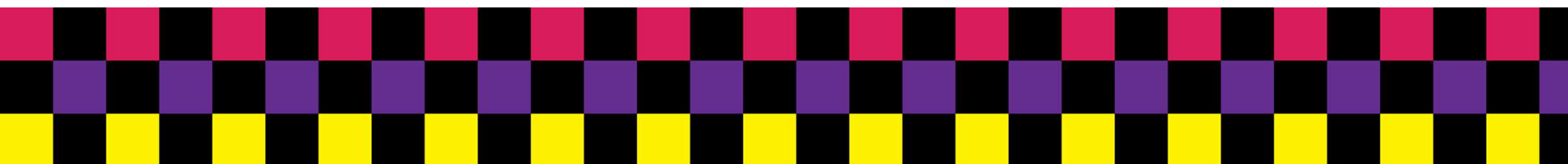
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Priorities Matter – Cost is all I care about



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KEEP IT Simple

- ✓ Qualifying questionnaire
- ✓ Driving Simplicity in pricing
- ✓ Aligning Needs to Capability
- ✓ Current and Former References
- ✓ Reporting Samples
- ✓ Demos
- ✓ Pricing by asset and by region
- ✓ Deliverables stated










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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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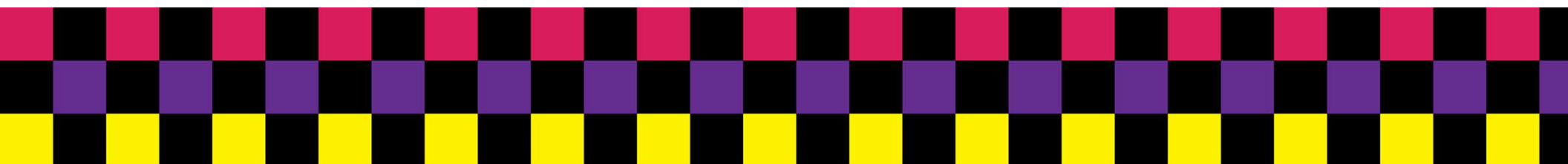
Services – Common Formats & Uncommon Answers

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 Recommendations

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 – 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 – 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 – 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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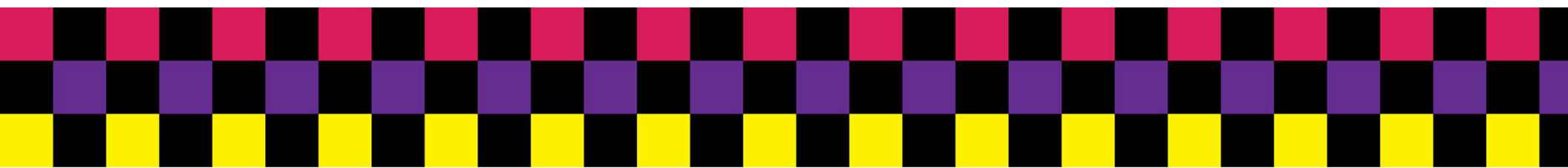
Deinstallation & Logistics – Common Formats & Uncommon Answers

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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KEEP IT Simple

- ✓ Qualifying questionnaire
- ✓ Driving Simplicity in pricing

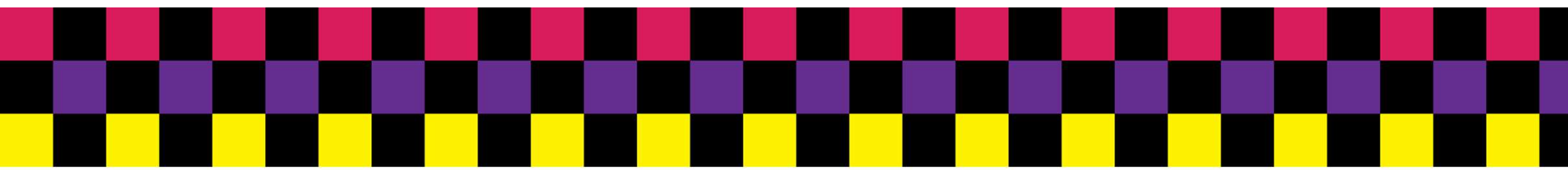
Asset Classes

What do I have the largest volume of in my environment?



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Questions?



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