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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
Viability 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	RFQs - Straightforward on Price
<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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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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 - \$45,990
- 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 OUTLINE - 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 Array	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 Array	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 reused, please provide approximate estimate of what CUSTOMER would pay in proceeds. And if item is donatable please indicate costs associated if any.		2-3 Years Quantity	Recycling Cost
Siemens - 20130200 - Desk Phone		4262	\$21,310.00
HP - Prodesk 600 (G1) SFF - Desktop		3196	\$41,548.00
Lenovo - Thinkpad T450 - Laptop		1638	\$11,268.00


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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" NLASB 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	\$5.00	unit
AMER	Macbook Pro 16"	11.00	unit	\$5.00	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 UTL transport, loading dock access, materials, Single Level lift tech. 1hr min.
Server	440	Nashville, TN	Yes	\$5650	\$385	\$105	\$6,985	36 Pallets Dedicated Transport, (2) Level 1 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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