

## ASI Disposition Services

ASI manages the total technology lifecycle, from initiation through disposition. ASI disposition services seek to reduce overall end-of-life cost while helping businesses align to compliance regulations and environmental standards.

In the United States, anywhere from 14 to 30 million PCs are thrown out every year. Research Firm Gartner estimates 925 million PCs will be replaced worldwide between 2006 and 2010. Add in the many servers, printers, cell phones and other electronic devices thrown out each year, and the amount of e-waste could have a critical environmental impact. The need for proper DEP/EPA approved recycling and disposal is a must. However, when a company tries to conduct its own equipment retirement program, costs often are very prohibitive. IT professionals often find themselves wasting valuable time trying to properly discard obsolete computer hardware.

Technology disposal presents unique challenges and potential costs that enterprises seldom consider. A significant number of retired assets go unnoticed and accumulate in storage closets and warehouses. Although temporary elimination is often the most expeditious alternative, it is also the least effective and most costly in terms of total cost of ownership (TCO).

Gartner believes that there are three major factors to consider when evaluating the costs associated with technology retirement.

The three factors to consider are:

1. Assets costs
2. Administrative costs
3. Legal and economic risks

For customers that lease technology, ASI reduces the risk of incurring hidden, unplanned and unbudgeted costs associated with end-of-lease liability. Companies that own their IT assets can realize additional revenue from the sale of retired technology. Utilizing our "DriveScrub" program, ASI guarantees customers' data security, ensuring the permanent removal of all applications and data from each retired system.



ASI is compliant with HIPAA, GLBA and SOX. We customize asset recovery programs to meet the unique needs of each customer by delivering comprehensive audits reports detailing all costs and realized savings.

### Our end-to-end services include:

- On-Site Project Consultation
- Reverse Logistics - coordinating the return of clients' equipment
- Detailed equipment audits
- Equipment Disbursement Options
- Dedicated 7 x 24 web reporting using our proprietary asset software.
- HIPAA – GLBA - Sarbanes Oxley Compliant
- "DRIVESCRUB"<sup>TM</sup> (Meets Department of Defense Standards code 5220.22-M)

### Our customized Programs include:

- **Corporate Donations** – ASI custom fits donations based on the requirements of a corporation's and their designated charity.
- **Employee Purchase Program** - a simple, transparent solution that returns the highest value back to our clients.
- **Web equipment sales** - ASI can manage the sale of equipment via our consumer web site.
- **Lease Return Management** – ASI assesses the condition of equipment and the leasing terms. Our clients have the option of warehousing equipment until its return to the leasing company or utilizing ASI's auction website for resale.

- **Warehousing and re-deployment services** - ASI helps clients re-deploy equipment into the corporate mainstream. Post-audit, we provide the OS load, application load and specific driver requirements followed by a quality check and return of equipment.
- **Certified State approved Recycling** – equipment that cannot be resold is sent to our in-house State authorized recycling depot. We provide a 100% no landfill guarantee. A certificate of indemnification is provided on all equipment recycled.

## ASI Disposition Management Lifecycle

### Project Analysis

A first step in all ASI engagements, we listen to customer needs and review available solutions to help meet those needs. Together we create an action plan designed to achieve your goals. Once this has been determined, a blueprint is created and a final plan is executed.

### Reverse Logistics – Inventory – Pack/Palletize/Ship

During the second phase, we coordinate the removal and return of assets back to our technology center. We coordinate the entire removal process from the customer location(s), utilizing our freight partner program. Assets are packed according to specific requirements. Upon receipt a “Transfer of Asset” document is signed by the customer and our carrier.

### Receiving/Inventory

When assets arrive at ASI, our receiving department manager takes a digital photo of the contents while still on the truck and performs a complete pallet count and the asset transfer document must match what was removed from client’s site. Assets are then sorted by category and a piece count is taken. This allows for a quick reconciliation to assure that all assets are accounted for and to note if any damages are incurred during freight.

### Audit

This process was pioneered by ASI over 24 years ago and continues to be evaluated based upon our customers’ needs. It provides up to the minute reporting of all assets and is customized to fit the specific needs of the customer and the information that is necessary for the corporation to retire assets. During this process all data is removed from any device that

has a hard drive including enterprise wide printers, following the Department of Defense standards.

### Disposition Options

After the customer reviews and completes the audit, assets go into our inventory as “GTS” (good-to-sell) category. All assets are then cleaned and corporate logos and tags are removed as part of our quality control program. This designation is given to all equipment that is released by customers for resale. We have international buyers that require seven containers per week leaving our technology facility. All assets sold by ASI are once again inspected, cleaned, and tested prior to leaving our facility. Each asset comes with our conditional warranty. By offering a warranty, we are able to receive a higher resale value for our customers. Also, with our location so close to the shipping ports, our international buyers save on freight costs, which also equates to higher resale value for the client.

### Services Included:

- ASI Equipment Sale Site
- Corporate Donations
- Re-Deployment
- Lease Returns Management
- Employee Purchase Program

### Project Settlement/Review

To close the disposition lifecycle, terms are reconciled and a project report is issued.

### Certified State Approved Equipment Recycling

If audited assets do not meet the specifications for resale, they are sent to our authorized recycling depot. At this point all assets are once again scanned into our database for tracking and final de-manufacturing. All internal components that have a resale value are removed, tested and sold; the remaining shells are recycled for reuse. We provide a 100% no landfill guarantee. A certificate of indemnification is provided on all recycled assets. If hard drives cannot be scrubbed due to a malfunction or physical damage, they are removed from the system, scanned, degaussed then shredded.

### Technology Processed:

PDA's, Laptops, Desktops, Printers, Monitors, Mainframes, Storage Racks, Hubs, Routers, Phone Systems, Servers, Mid-Range Systems, etc.