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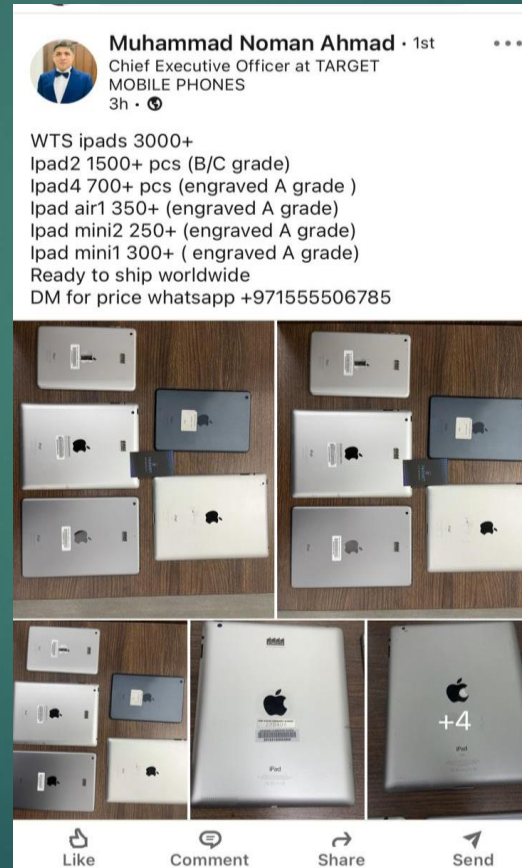
# SNAPSHOT



- ▶ Founded in 2011 in Atlanta, GA
- ▶ R2 Certified Electronic Recycler
- ▶ 35,000 square foot secure processing facility
- ▶ Reverse Logistics and Pickups
- ▶ Serialized Inventory Reporting
- ▶ Secure Data Destruction and Reports (DoD and NIST standards)
- ▶ Global Resale Channels – Wholesale and e-commerce
- ▶ Rev Share with clients on actual sales (no low buyback offers)
- ▶ Process 1 million unique assets per year

# Recent School RFP Example

- ▶ Fort Wayne Community Schools
- ▶ Sale of HP Laptops and iPads
- ▶ 3,700 laptops & 1,700 iPads
- ▶ Equipment sold “as is”
- ▶ Buyer must be R2 certified
- ▶ Payment due Jan 8, 2021
- ▶ LinkedIn posts of iPads from a non-R2 seller in the UAE less than 2 weeks later
- ▶ Asset tags still on machines



# Buy-Back Prices versus Rev Share

## ▶ **BUYBACK OFFER:**

- ▶ *Acer C740-C4PE Chromebook*
- ▶ Grade A – \$15.00
- ▶ Grade B – \$11.25
- ▶ Grade C – \$7.50
- ▶ Grade D – \$0

## ▶ **MARKET PRICING:**

- ▶ *Acer C740-C4PE Chromebook*
- ▶ Grade A – \$70.00
- ▶ Grade B – \$50.00
- ▶ Grade C – \$40.00
- ▶ Grade D – \$15.00

Buyback Pricing is approximately 20% of market value.

TIS Rev Shares 50-50 with our clients on market value.

# TIS is a Service Provider

The 3 pillars at the core of our business are:

**1. Secure Data Destruction (NIST or DoD standards)**

- ▶ Blancco
- ▶ White Canyon
- ▶ Extreme Protocol Solutions

**2. Responsible Recycling (zero landfill policy)**

- ▶ R2 Certified
- ▶ ISO 14001
- ▶ OHSAS 18001

**3. Value Recovery**

- ▶ 50-50 Revenue Share
- ▶ Global Wholesale Channels
- ▶ TIS has its own E-commerce sales team