The Secondary IT Market

Enabling Reuse

NERC 2016

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Who is Tradeloop

• Wholesale Trading Network for the Secondary IT Market
• Over 50,000 Dealers buy and sell on Tradeloop worldwide
• Typically transactions are lot sizes, gaylords, pallets, containers, etc.
• Some destined for recycling/processing, some for reuse.
• Helping non-profits through a partnership with the Refurbishers Community
Secondary Market / Reuse Stats

- 3.5 Billion “Gadgets”, about 50 million tons were EOLed in 2015 (EPA)
- 45% of IT assets disposed by businesses w/ > 1000 employees are reused (Gartner)
- 50M (MSFT) PC’s refurbished / year & 600K to schools
- For every 1000 tons of EOL IT creates 15 recycling jobs and 100 repair jobs (iFixit). 141,000 US Jobs in IT Repair (IBIS)
- 70,000 Brokers Dealers Worldwide (Tradeloop)
When to Shred & When to Wipe
1000 HDDS (1,300 lbs): 500GB / SATA / 3.5" / 7200RPM

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Customer Fees</th>
<th>Processing Costs</th>
<th>Sale Price</th>
<th>Overall Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grade A Wiped $30/HDD Tradeloop</td>
<td>$0</td>
<td>-$500 to -$2,000 Wipe</td>
<td>+$30,000</td>
<td>$28,000 to $29,500</td>
</tr>
<tr>
<td>Grade B Tested $20/HDD Tradeloop</td>
<td>$0</td>
<td>-$500 Test</td>
<td>+$20,000</td>
<td>$19,500</td>
</tr>
<tr>
<td>Grade C Untested $15/HDD Tradeloop</td>
<td>$0</td>
<td>$0</td>
<td>+$15,000</td>
<td>$15,000</td>
</tr>
<tr>
<td>Dead drives ~$2.50 / lb Market Rate</td>
<td>$0</td>
<td>-$500 Degauss/Destruct</td>
<td>+$2,500</td>
<td>$2,000</td>
</tr>
<tr>
<td>Dead drives, no boards $.15-$3.00 / lb Market Rate</td>
<td>$0</td>
<td>$0</td>
<td>+$250</td>
<td>+$1,050</td>
</tr>
<tr>
<td>Green boards only $7-$10/lb Market Rate</td>
<td>$0</td>
<td>-$800 Disassemble</td>
<td>+$250</td>
<td>+$1,600</td>
</tr>
<tr>
<td>Dead drives, shredded $.15-$3.00 / lb Market Rate</td>
<td>+$5,000</td>
<td>-$1,000 Shred</td>
<td>+$250</td>
<td>+$4,250</td>
</tr>
</tbody>
</table>

TRADELOOP™
WHO ARE YOU?
Personas in the IT Aftermarket

END USER

- CONSUMER CALLIE
  - Has cell phones to sell
  - Tons more, hidden in drawers

- ASSETS ANNIE
  - Corporate asset disposal
  - Retail supplies / liquidation

- BUYBACK BARBARA
  - Consumer buyback
  - Bulk liquidation

- RECYCLE RON
  - Focus is on recycling / environmental

- ITAD ISAAC
  - Focus is on data security and compliance

- PROCESSOR PAT
  - Disassembly / teardown
  - Materials recovery
  - Onstream compliance

- EXPORTER ELIJAH
  - Import and/or export
  - Customs & export compliance

- CHARITY CHUCK
  - 501(c)(3) or equivalent

- BRICK & MORTAR BARRY
  - Has a physical storefront

- SMELTER SMITH LANDFILL LARRY
  - Sells via website, eBay, etc.
  - Warranty / post sales support

- ONLINE OLLIE
  - Sells via website, eBay, etc.
  - Warranty / post sales support

- CHARITY CHUCK
  - 501(c)(3) or equivalent

- END USER
  - DONATIONS ACCEPTED

- DISADVANTAGED DONNA
  - Donations accepted

- END USER
  - Maintains me Mary
  - Needs IT repair & maintenance

- BROKER BOB
  - Connects buyers and seller
  - Does not take possession of equipment

- SERVICE SAM
  - Depot service
  - Field service
  - Asset tracking

- PARTS PETE
  - Parts harvesting
  - Quality control
  - Distribution & inventory management

- REPAIR RALPH
  - Refurbish & test
  - 51 licensing & data security
  - Warehouse & distribution

- FULL CYCLE FRANK
  - In-house hardware lifecycle management

- E-SCRAP

- SINGLE UNITS

- PARTS

- BULK
The End

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