



IT Surplus Solution Set

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Acronyms List

Acronym List - K12 Computers	
CTA	Contractor Teaming Agreements
DoD	Department of Defense
ERP	Enterprise Resource Planner
IT	Information Technology
ITAD	Information Technology Asset Disposition
K12	K12 Computers
LEO	Level of Effort
NAID AAA	National Association for Information Destruction
ROI	Return on Investment
TA	Teaming Agreements
VSP	Various Strategic Partners

Company Information

Corporate Experience, Capabilities, and Teaming Arrangements

K12 Computers (K12) enters into prudent Contractor Teaming Agreements (CTA) and Teaming Agreements (TA) as necessary for client projects. These strategic alliances allow K12 to expand our footprint and capabilities to maintain best practices for Electronic Waste (E-Waste) and Information Technology Asset Disposition (ITAD). We utilize CTA's and TA's with Various Strategic Partners (VSP) to successfully deliver a wide range of technical expertise and established resell channels for functional products. Through past engagements, K12 has developed a strong capability to provide services and support to confidentially manage contracts, provide strategic tools, develop processing and analysis support, and facilitate required engagement procedures.

For this engagement to provide full ITAD services, K12 has formed a strategic alliance Teaming Agreement with Environmental Reclaim and Blancco. In general, K12 Computers enters CTAs and TAs in order to provide a better, more valuable solution to clients by leveraging cross-company strengths and capabilities. This arrangement provides breadth and depth of field as well as the infrastructure, capacity, and past performance to meet and exceed requirements. While our focus is on maximizing the ROI on used computer equipment, our teaming agreements ensure non-functional components and e-waste are sent downstream according to industry practices. K12 alongside TA's manages product flow and provides end-to-end support, strategic planning, and quality control while collaborating in delivery and combining our expertise.



About K12 Computers -

www.k12computers.us

K12 Computers offers turn-key solutions to maximize return on investment for surplus IT equipment, reduce the level of effort on district staff, and responsibly process electronic waste. Our solution set is customized alongside district partners to meet various challenges in retaining value and efficiently processing surplus IT equipment. We utilize direct relationships with data erasure companies, IT resellers, and electronic recyclers to maximize overall school payout, create high-quality refurbished technology, and prevent harmful disposal of e-waste.



About Environmental Reclaim -

<https://environmentalreclaim.com/>

Environmental Reclaim is a fully integrated IT asset disposition provider and electronic recycler across the United States. They provide comprehensive services for processing troublesome, dangerous waste including copiers, televisions, batteries, monitors, and a variety of other electronic scrap. Services also include data destruction and reporting services for all failed and damaged drives. R2v3, ISO 9001, ISO 14001, and ISO 45001 certified.



About Blanco -

www.blancoo.com

Blanco provides certified erasure at scale for recyclable data storage assets, increasing the number of used drives and devices preserved for resale. With 20+ years of partnering with ITADs, Blanco provides IT recycling and remarketing organizations worldwide with labor-saving solutions. These accelerate end-of-life IT asset erasures, grading processes, device valuations, and time to market—minimizing costs and maximizing return.

Overview Of Our Capabilities To Serve Turn-Key Solution Set To Maximize ROI and Reduce LOE

Our goal at K12 is to protect government dollars while reducing the level of effort (LOE) on school staff. Many districts are not equipped with the man-power or availability to fully process and maximize the value of their surplus Informational Technology (IT). Unfortunately, this leaves several districts without the power to make justified decisions regarding their surplus IT equipment. K12's Solution Set was designed alongside school clients to create more transparency in the resale process that enables a better understanding of the market. Our methodology comprises seven core areas: Product Evaluation, Organization & Pickup, Serialized Inventory Report & Audit, Data Deletion & Security, Public Re-Sale & Bid Transparency, Packing & Shipping, and Revenue Share. We are compliant to these services, which constitute the foundation of our core philosophy. These steps allow our company to protect client data while maximizing the value of individual units on the market.



Initial Evaluation of Product

Our team will provide your district and staff with an estimated potential return ahead of any collection, transportation, or processing. While the information technology market is constantly changing, we can create a rough estimate using our sales knowledge, prior experience, competitor pricing, and current market averages. Details such as make, model, quantities, and general quality will allow our estimate to be even more precise.

Organization, Collection, and Transportation

Our team provides a versatile series of solutions to help tailor our services for each district. Our process begins by speaking with warehouse and/or technology department staff to explore what solutions would best serve the district.. Specifics will be agreed on before work initiates to ensure our services are in line with your district's requirements. The safety of your equipment is one of our top priorities. Therefore, we have implemented the following logistics, transportation, and safety features to ensure accurate chain of custody.

Our dedicated and trained professionals are equipped to quickly and safely palletize, box, and count devices meant for collection and shipment to our off-site location for processing. The collection of devices can be tailored to meet your district's specific needs. We are able to offer multi-site pickup or centralized location collection, which can be scheduled at regular intervals or on-demand. Our locked transportation vehicles will deliver the equipment directly to our facility for unloading. Our technicians and staff are instructed to halt work and report any discrepancies to ensure proper management of your district's equipment.

Upon delivery, we will create a "Receiving and Triage Report" that contains the weights and categories of all devices received.



Receiving Report

Weighed By K12 Computers Address: 1302 Winston Rd Lexington, NC 27295 Phone: (336) 754-6111 Email: support@K12computers.us	Customer Smith County Schools Address: 1515 Smith Road Smithville, VA, POC: John Smith Email: JohnSmith@SMS.net
Details Order: PO0915 Shipment: 2834 Additional Notes: Date Picked Up: 12-03-21 Date Recieved: 12-03-21	

Description	Qty/Weight	Tare	Total Weight
AC Adapters	364 lbs	37 lbs	401 lbs
Networking Equipment/Servers	960 lbs	37 lbs	997 lbs
iMacs	3,758 lbs	74 lbs	3,832 lbs
Macbooks/laptops	341 lbs	37 lbs	378 lbs
ipads/Tablets	256.8 lbs	37 lbs	293.8 lbs
Monitors	143 lbs	37 lbs	180 lbs
Chromebooks	3,800 lbs	74 lbs	3,874 lbs
General E-Waste	315 lbs	37 lbs	352 lbs
Copiers/Printers/Projectors	380.6 lbs	37 lbs	417.6 lbs
Subtotals	10,318.4 lbs	407 lbs	10,725.4 lbs

Full Audit & Serialized Inventory Report

Once delivered, our trained technicians will begin a full audit process. Individualized testing will proceed according to our company standards. This process is meant to create a comprehensive serialized inventory report of all surplus equipment. We utilize these reports for three primary functions:

- 1) To track and direct product through our workflows
- 2) To provide district leadership with the condition of their surplus devices by individual line item
- 3) To obtain market value bids based on the exact condition of surplus

These serialized inventory reports also help school systems locate devices that may not have been deprovisioned in the admin console and/or still exist within the enterprise resource planner (ERP).

The audit and inventory list will provide a detailed register of make, model, specifications, condition, and functionality. Our process initially uses a visual test to regulate items fit for resale. Our trained computer technicians inspect each device in-depth, surveying the equipment for signs of damage, missing parts, cracked hinges, missing keys, screen white spots, screen scratches, screen cracks, damaged ports, and more. Each item will be function tested for audio, video, touch pad, and screen quality. This analysis will allow our team to assess the true value of each device, which will enable us to acquire the highest return on surplus without buyers assuming and/or taking risk on as-is products.

An example serialized inventory report is included below:

Serial	Make	Model	Processor Type	HDD/SSD	Grade	Notes
YD06FRPS	Lenovo	100E-81CY	Intel(R) Celeron(R) N3350	128 GB M.2	B	
LR068A3S	Lenovo	Yoga 11e (3rd Gen)	Intel(R) Celeron(R) N3150	128 GB M.2	C	Ch(S)(Rubber)
LR05XRGT	Lenovo	Yoga 11e (3rd Gen)	Intel(R) Celeron(R) N3150	128 GB M.2	D	LCD
65PYLQ1	Dell	Latitude e5420	Intel Core i3-2310M	250 GB PD	B	
P205T5HH	Lenovo	300e (2nd Gen)	Intel(R) Celeron(R) N4100	128 GB M.2	B	
LR7MAFZ	Lenovo	x130e	AMD E-300	250 GB HDD	B	
HL58KS1	Dell	Optiplex 790	Intel(R) Core(TM)i3-3120	250 GB PD	Pass	
J1SVGS1	Dell	Optiplex 790	Unknown	None	Fail	No Post
16154441153	Surface	Surface Pro 2	Intel Core i5-4300	128 GB M.2	B	Scratched corners
DN6FPZFMDFH	Apple	A1395	x	16 GB	B-	Long scratch screen
DN6FXC68DFH	Apple	A1395	x	16 GB	B	
CN0J6HFT7444	Dell	p2014Ht	x	x	x	Good
CN0J6HFT7444	Dell	p2014Ht	x	x	x	Broken LCD

Upon completion of a full audit, our team will be able to accurately determine which devices are meant for remarketing and which devices for recycling. Our downstream recyclers are capable of responsibly recycling all electronic equipment using the following techniques: dismantling, shredding, smelting, and incinerating. Accurate chain of custody and reporting is made available at the district's request.

Data Destruction


Data deletion and security is a top priority for our team. Our team applies data destruction protocols approved by the US National Institute of Standards and Technology. We are committed to erasing, eradicating, wiping, cleaning, or otherwise destroying all data held on your school's equipment, where applicable. Devices that fail data deletion attempts or require removal will be physically destroyed and appropriately recycled.

A certificate will be automatically generated for each device sent through our data deletion process to verify all data has been overwritten or erased. Individual certificates certified by serial number allow for accurate and traceable data deletion security. These reports will be made available to your district upon request.

Example deletion certificate below:

2017-01-24T13:20:31+0200, BLANCCO FILE ERASER 8.0

Data Erasure Report



Erasure Results
Operation - Erasing 3 file(s)
Status: **Successful**
Start/End Time: **2017-01-24T13:20:31+0200 / 2017-01-24T13:20:31+0200**
Duration: **00:00:00**
Method: **HMG Infosec Standard 5, Lower Standard**
Target(s):
C:\Users\john.doe\Desktop\file1.txt Size: 13 KB **Successful**
C:\Users\john.doe\Desktop\file2.txt Size: 8113 KB **Successful**
C:\Users\john.doe\Desktop\file3.txt Size: 16 MB **Successful**

Software Information
OS Name: **Windows**
OS Version: **6.1.7601**
Computer Name: **WIN-PC**
User Name: **BLANCCO\john.doe**

Report Details
Report UUID: **5d42d23e-f4d3-4dec-a2e2-0b9530732f79**
Report Date: **2017-01-24 13:20:31 (+0200)**
Software Version: **Blancco File Eraser 8.0**
Digital Signature: **49D6BADE6F982C181721FDBC8ACBA35188B92748**

I hereby state that the data erasure process has been carried out in accordance with the given instructions.

DATA ERASURE OPERATOR


SUPERVISOR

Example of an erasure report.

Public Resale

Information technology markets are constantly shifting and developing as new products enter the market. Our experienced market analysis team diligently works to maximize the value of each of your district's devices. We constantly follow market trends and share the value of individual devices as well as the best time to turnover equipment.

In order to generate the most value out of your districts equipment, K12's inventory list will be made publicly available on multiple public electronic reseller platforms such as BrokerBin and Tradeloop, the schools listserv (if requested), as well as K12's listserv to drive bids from well-established channels. Our team will promote your devices and share competitive bids with your team to ensure a transparent remarket process. After the final sale, we coordinate to determine the best approach for invoicing and distribution of the value generated. We have included an example transparent bid document below:

		BID EXAMPLE #1	BID EXAMPLE #2	BID EXAMPLE #3	BID EXAMPLE #4	BID EXAMPLE #5	BID EXAMPLE #6
QTY	DESCRIPTION						
1	IMAC DESKTOP COMPUTER, A1418	\$100.00	\$34.00	\$150.00	\$150.00	\$-	\$75.00
1	APPLE DESKTOP SERVER	\$50.00	\$8.00	\$75.00	\$35.00	\$-	\$25.00
2	IMAC PRO, A1278	\$300.00	\$36.00	\$675.00	\$495.00	\$-	\$90.00
8	ACER CHROMEBOOK	\$48.00	\$160.00	\$200.00	\$144.00	\$-	\$208.00
2	APPLE IPOD TOUCH, A1367	\$4.00	\$-	\$50.00	\$6.00	\$-	\$20.00
129	APPLE IPAD (A1395, A1474)	\$774.00	\$2,644.50	\$5,805.00	\$4,128.00	\$-	\$2,580.00
23	DELL OPTIPLEX (780,745,760,755,7010)	\$138.00	\$184.00	\$195.50	\$759.00	\$-	\$690.00
114	DELL LATITUDE (E6421,E6440,ES400,E5540,7370,2120)	\$684.00	\$2,052.00	\$3,192.00	\$5,700.00	\$684.00	\$3,534.00
52	DELL LCD MONITORS	\$104.00	\$156.00	\$208.00	\$104.00	\$-	\$104.00
36	DELL CPU	\$144.00	\$288.00	\$180.00	\$72.00	\$-	\$1,116.00
2	DELL POWERSHIELD (NX300,NX301,1950,2900)	\$10.00	\$20.00	\$30.00	\$-	\$-	\$2.00
24	DELL POWEREDGE SERVER (T610,1900,1950)	\$120.00	\$240.00	\$432.00	\$240.00	\$-	\$24.00
2	EPSON POWERLITE PROJECTOR	\$2.00	\$10.00	\$10.00	\$-	\$-	\$2.00
2	ELO TOUCHSCREEN MONITOR	\$2.00	\$4.00	\$10.00	\$4.00	\$-	\$4.00
7	HP MINI NETBOOK, MODEL 1104	\$35.00	\$140.00	\$126.00	\$140.00	\$-	\$217.00
1	HP DESIGNJET, MODEL Z3200PS	\$1.00	\$-	\$-	\$-	\$-	\$1.00
1	HP Officejet 6210, AIO PRINTER	\$1.00	\$-	\$-	\$-	\$-	\$1.00
9	HP LASERJET PRINTER (4250N,4350N,4515N,F4180,2035)	\$9.00	\$-	\$-	\$45.00	\$-	\$9.00
292	HP 3125 LAPTOP COMPUTER	\$2,920.00	\$5,840.00	\$2,556.00	\$6,424.00	\$1,468.00	\$9,052.00
1507	HP 215 NOTEBOOK	\$22,605.00	\$30,140.00	\$36,168.00	\$67,815.00	\$9,042.00	\$46,717.00
10	CANON SCANNER	\$-	\$-	\$-	\$-	\$-	\$10.00
1	CUBE 3D PRINTER	\$-	\$-	\$-	\$-	\$-	\$1.00
281	LENOVO, THINKPAD, X131	\$1,967.00	\$5,620.00	\$7,306.00	\$7,025.00	\$843.00	\$8,711.00
40	DELL DOCKING STATION	\$-	\$-	\$-	\$-	\$-	\$40.00
4	LENOVO, THINKCENTRE (M700, M73)	\$24.00	\$32.00	\$28.00	\$88.00	\$-	\$100.00
1	NEATDESK SCANNER	\$-	\$-	\$-	\$-	\$-	\$1.00
1	STAR DOCKING	\$-	\$-	\$-	\$-	\$-	\$1.00
1	SMART SYMPODIUM, ID370	\$-	\$-	\$-	\$-	\$-	\$1.00
1476	SAMSUNG CHROMEBOOK	\$7,749.00	\$29,520.00	\$35,424.00	\$44,280.00	\$4,428.00	\$38,376.00
2	JUNIPER NETWORKS, SRX3600	\$-	\$-	\$10.00	\$-	\$-	\$2.00
7	CINTIQ INTERACTIVE PEN DISPLAY	\$-	\$-	\$-	\$-	\$-	\$7.00
2	IP 14000 NETWORK LOAD BALANCES DEVICE	\$-	\$80.00	\$-	\$-	\$-	\$2.00
GRAND TOTAL:		\$37,791.00	\$77,208.50	\$92,830.50	\$137,654.00	\$16,465.00	\$111,723.00

Revenue Share

Our solution set is designed to handle the process of surplus IT from end-to-end while sharing a majority of the revenue generated from final sales with the district. In this capacity, we aim to not only maximize the return on the initial investment of government funds into the product, but also reduce the time and effort school staff have to spend on the process.

Past Performance

Summary of Solution Set and Results of Recent Districts

K12 Solution Set is utilized by districts across the country. Below are four use cases that display an increase in ROI. Contact information for each reference can be shared upon request.

K12 Solution Set - GCS

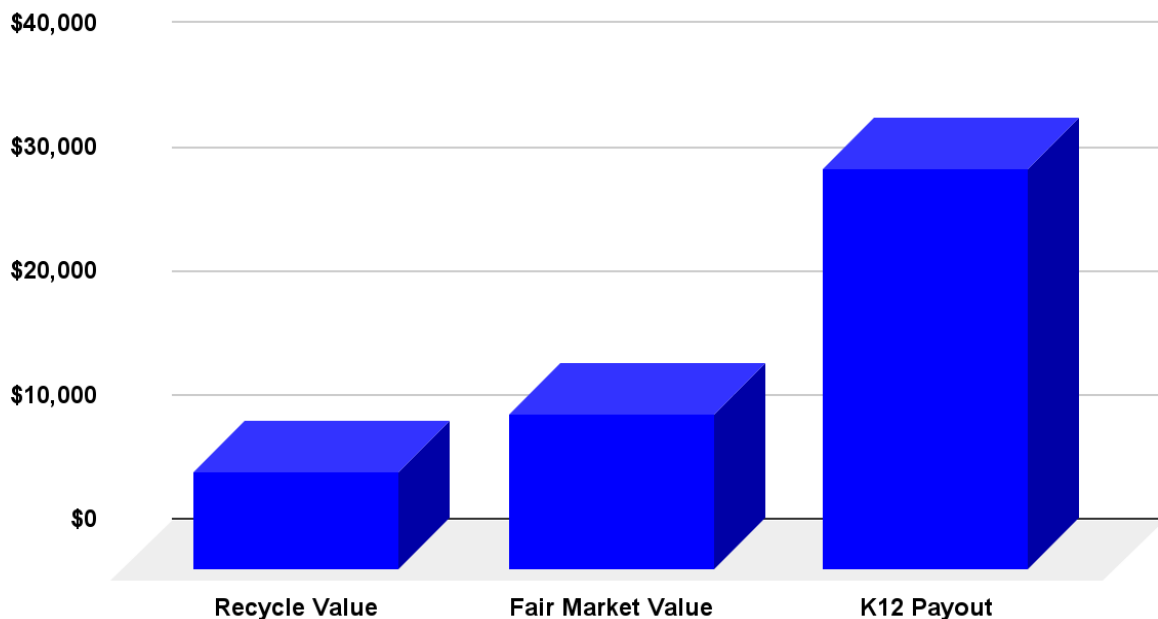
District Information:

Location: North Carolina
Enrollment: 72,682 Students

Services Provided:

Trailer Storage Full Solution Set
Off-Site Processing E-Waste Disposal

Value of Most Recent Pickup



K12 Solution Set - TPS

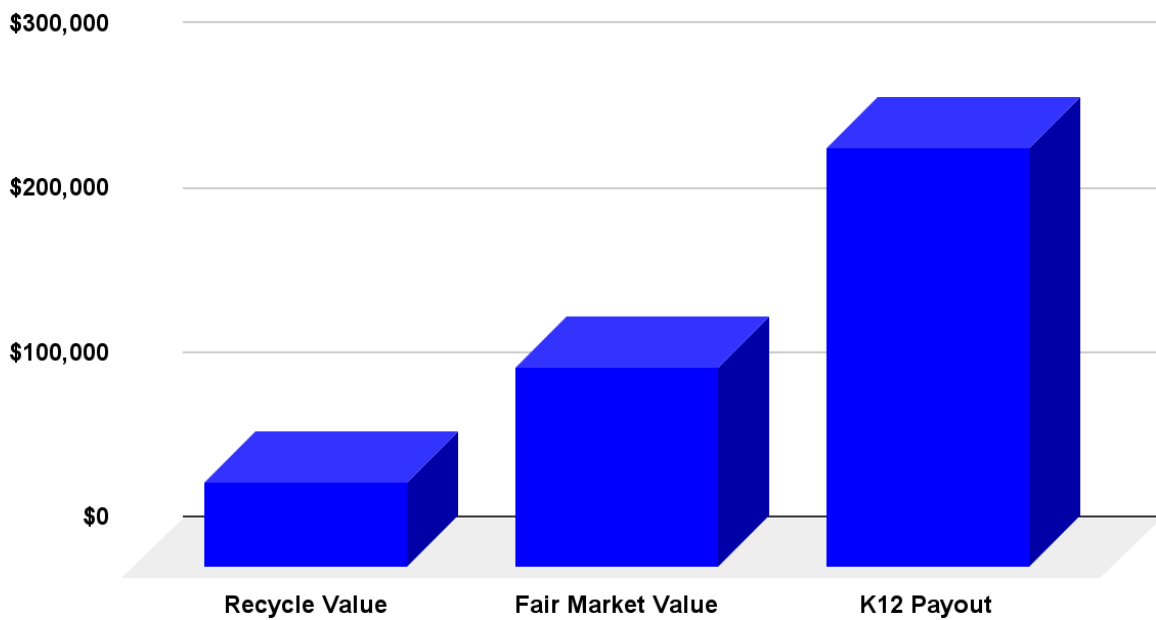
District Information:

Location: Oklahoma
Enrollment: 35,675 Students

Services Provided:

On-Site Processing Full Solution Set
ITAD Only

Value of Most Recent Pickup



K12 Solution Set - LCS

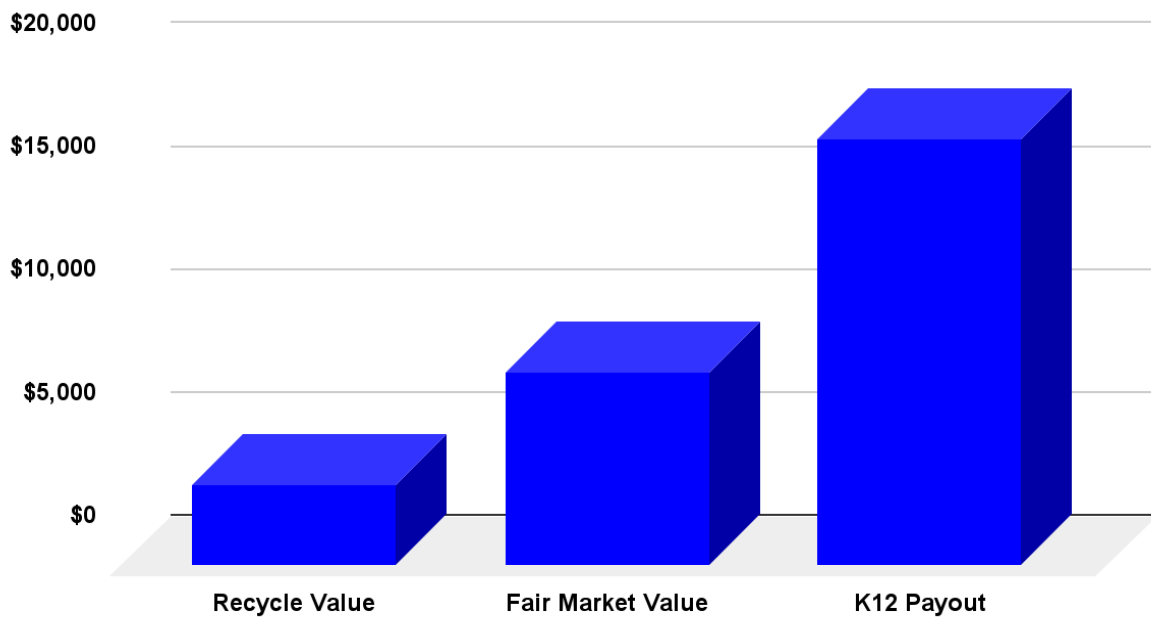
District Information:

Location: Georgia
Enrollment: 10,848 Students

Services Provided:

Off-Site Processing Full Solution Set
E-Waste Disposal

Value of Most Recent Pickup



K12 Solution Set - JCS

District Information:

Location: South Carolina

Enrollment: 2,656 Students

Services Provided:

On-Site Processing Full Solution Set

Multi-Site Pickup ITAD Only

Value of Most Recent Pickup

