

IAITAM ACE

KICKIN' ASSETS
SINCE 2002

**Why the future of ITAD software
offers real-time reporting**

Tim Farrow, Chief Operating Officer

Apto Solutions



**NASHVILLE, TN
MAY 9TH - 11TH**

ITAD Trends

Increased chain-of-custody and data security focus

Rapid growth of remote workers with mobile and IoT devices

Growing sustainability requirements to mitigate “Value Chain” GHG emissions

Increased need for better software tools



Benefits

Transparency	Workflow	Integration	Environmental
Planning/Decision Making	Improved Execution	Chain-of-Custody	Conserve Resources
Trust Building	Streamlining	Reduction of Errors	Contribute to ESG Goals
Peace of Mind	Happy Stakeholders	Risk Reduction	Brand Goodwill



Transparency

Transparency

Asset Details

Job Status

Inventory Value

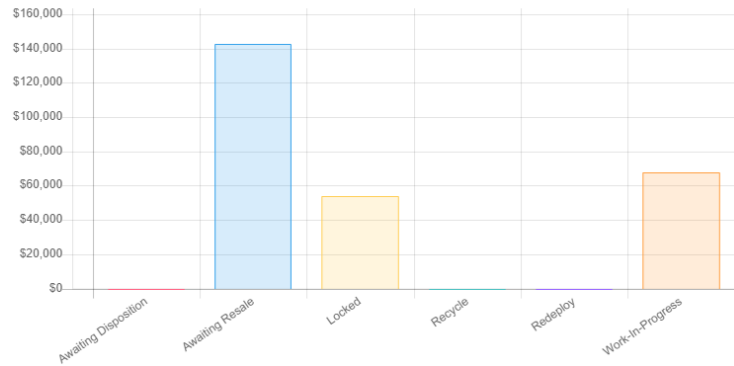
Sales History

SLA Performance



Transparency – Value and Status

☒ Toggle to View Unit Count or **Estimated Inventory Value by Status.**



Inventory Snapshot



Total Assets in Inventory

569



Estimated Value of Inventory

\$264,250

	Awaiting Disposition	Locked	Work-In-Progress	Awaiting Resale	Recycle	Redeploy	Total
All in One	\$0	\$6,672	\$8,107	\$17,454	\$0	\$0	\$32,233
Desktop	\$0	\$288	\$8,071	\$57,658	\$0	\$0	\$66,017
Hard Drive	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Laptop	\$0	\$35,145	\$40,115	\$45,935	\$0	\$0	\$121,195
Mobile Device	\$0	\$1,904	\$73	\$5,916	\$0	\$0	\$7,893
Monitor	\$0	\$0	\$551	\$4,856	\$0	\$0	\$5,407
Other	\$0	\$0	\$0	\$784	\$0	\$0	\$784
Projector	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tablet	\$0	\$9,663	\$10,878	\$10,178	\$0	\$0	\$30,719



Transparency - SLA

Processing SLA

Completed SLA ▼

Assets Input	SLA Days	Avg Days	VAR	Total
All Categories	10	9	-1	45,000
AC Adapter	10	4	-6	4
All in One	10	16	6	711
Battery	10	2	-8	21
Bulk	10	3	-7	39
Chromebook	10	13	3	72
Copier/Fax/Printer	10	3	-7	1,025
CPU	10	58	48	5
Desktop	10	9	-1	9,845
Docking Station	10	6	-4	326
Hard Drive	10	10	0	7,667
Inbound Bulk	10	2	-8	1,076
Laptop	10	10	0	12,556

Current Inventory Aging ?

Assets Input	SLA Days	Avg Days	VAR	Total
All Categories	60	40	-20	2,123
Server	60	17	-43	2
Docking Station	60	74	14	11
All in One	60	68	8	92
Laptop	60	6	-54	1,056
Networking	60	2	-58	5
Television	60	9	-51	1
Desktop	60	18	-42	480
Tablet	60	28	-32	12
Hard Drive	60	9	-51	201
Other	60	9	-51	57



Workflow

Workflow

Communications

Scheduling

Approvals

Certificates



Workflow – Certificates

Certificates of Recycling

Category: Manufacturer: Part #: Serial #: Job ID: Client Job ID:

Start Date: End Date:

[Submit](#) [Export Bulk Certificate](#)

Certificate of Recycling

Total Assets : 36

Job ID	Client Job ID	Certificate Date	Apto ID	Serial Number	Part #	Make	Download
339614	097-0108524-000	03-07-2023	CAD-715004-001	D8JSP4TD	J44123	HGST - Hitachi Global Storage Technologies	Download
339243	097-0108495-000	02-21-2023	CAD-714230-000	CN96IJY0GF	PAGEWIDE PRO MFP 477DW	HP - Hewlett-Packard	Download
339198	097-0094515-014	02-23-2023	CAD-714190-000	C02ZH0JHJWF1	A2116	Apple	Download
339198	097-0094515-014	02-23-2023	CAD-714195-000	FVFXQTWQJ1WK	A1466	Apple	Download
339172	097-0063097-001	02-15-2023	CAD-714181-000	C02ZQ4UDMD6Q	A2141	Apple	Download
339168	097-0091655-008	02-15-2023	CAD-714177-000	FVFZP23VL414	A2159	Apple	Download
339110	097-0086675-001	02-15-2023	CAD-714121-001	HWG7TK0D	J44123	HGST - Hitachi Global Storage Technologies	Download
339110	097-0086675-001	02-15-2023	CAD-714122-001	HWG0R3WB	J44123	HGST - Hitachi Global Storage Technologies	Download



Workflow – Locked Devices

☒ Apto ID
 ☐ Client Key
 ☒ Facility
 ☐ Pallet ID

☒ Asset Status
 ☒ Condition
 ☐ Invoice Number
 ☒ Part Number

☒ Average Sale Price (ASP) ?
☐ Created Date
 ☐ Invoice Date
 ☐ Quantity (QTY)

☒ Category
 ☐ Damages
 ☒ Job ID
 ☒ Serial Number

☐ Client Asset ID
 ☒ Days In System (DIS)
 ☒ Manufacturer
 ☐ Sold Price

☒ Client Job ID
 ☐ Description
 ☒ Notes
 ☐ Tracking Number

☐ Weight

Submit

Clear Filters

Export to Excel

Asset Portfolio for CAD

Total Assets : 81

Apto ID	Asset Status	ASP	Category	Client Job ID	Condition	DIS	Facility	Job ID	Manufacturer	Notes	Part Number	Serial Number
CAD-711207-000	Locked	\$119.29	Laptop	097-0094515-003	C	213	CA	334500	Apple	NO BOX; SOME DENTING/SCRATCHING. FIRMWARE LOCKED(BIOS) UNABLE TO BOOT TO RECOVERY	A1466	GCCYJ7B8J1WK
CAD-711209-000	Locked	\$163.77	All in One	097-0094515-003	C	213	CA	334500	Apple	NO BOX; SCRATCHING AND DENTING ON STAND. REMOTE MANAGEMENT: GO SITE	A1418	C02Y94D1H7JY
CAD-711623-000	Locked	\$565.18	Laptop	097-0113530-000	B	190	CA	335247	Apple	IN BOX WITH CHARGER ACTIVATION LOCK: s*****@w*****.com	A2251	C02CNDL4ML7H
CAD-711875-000	Locked	\$326.22	Laptop	097-0097465-000	C	178	CA	335631	Apple	WORN "A" KEY. REMOTE MANAGEMENT: KENSHOO INC	A2159	C02ZJ8YAL40Y
CAD-711944-000	Locked	\$93.91	Tablet	097-0101844-000	C	174	CA	335756	Apple	Activation Lock: a*****@icloud.com	A1954	GG7YN38GJF88
CAD-711945-000	Locked	\$93.91	Tablet	097-0101844-000	C	174	CA	335756	Apple	Locked: a*****@icloud.com	A1954	GG7YN38DJF88
CAD-711946-000	Locked	\$93.91	Tablet	097-0101844-000	B	174	CA	335756	Apple	Activation Lock: a*****@icloud.com	A1954	GG7YMCLVJF88
CAD-711947-000	Locked	\$93.91	Tablet	097-0101844-000	C	174	CA	335756	Apple	activation lock: a*****@icloud.com	A1954	GG7YMAMGJF88
CAD-711948-000	Locked	\$93.91	Tablet	097-0101844-000	C	174	CA	335756	Apple	Act lock: a*****@icloud.com	A1954	GG7YL7H1JF88



Integration

Integration

Asset Tracking

Chain-of-Custody

Remote Locks

Improved Reconciliation



Integration

servicenow®

Jira

 Microsoft

 SAP

API



ITAD



Integration – Data Wipe Records

Certificates of Data Destruction

Category:
-- All --

Start Date:
03/01/2023

Manufacturer:
-- All --

End Date:
03/31/2023

Submit

Export Bulk Certificate

Part #:

Serial #:

Job ID:

Client job ID:

Apto Solutions

View Certificate

Close

SANITIZATION LOG FOR APTO ID: DAR-808679-000

Make: DELL

Serial #: 6SW2RV2

Tech: RGonzalez

Verified on: 03-30-2023

Description: PROC: 1 x Intel(R) Core(TM) i5-8365U CPU @ 1.60GHz, MEM: 2x 8GB @2133MhzMhz , STORAGE: 1 x 256 GB, VID: 1 x Intel Corporation WhiskeyLake-U GT2 [UHD Graphics 620], , Model Name: Latitude 7400 2-in-1, Wifi, Webcam, Bluetooth,

Wipe Process: Blancco 5 Version: 7.6.0
Document ID: 5058bc1d-443c-4714-94b1-26f7c0c555a4
Device S/N: 6SW2RV2
Drive S/N: BTHH901306Z9256B
Wipe Method: NIST 800-88 Purge - NVMe
Wipe Status: Successful
Reallocated Sectors: 0

Total Assets : 1,526

Job ID	Category	Client Job ID	APTO ID	Make	Model	Serial	Verified On	Logs	Download
338500	Laptop	5921	DAR-808679-000	Dell	LATITUDE 7400 2-IN-1	6SW2RV2	03-30-2023		
338500	Laptop	5921	DAR-808682-000	Dell	LATITUDE 7400 2-IN-1	GTD6ZW2	03-30-2023		
338500	Laptop	5921	DAR-809018-000	Dell	XPS 13 L322X	8YMMVW1	03-30-2023		
340258	Laptop	6679	DAR-809164-000	Dell	PRECISION 5540	HY39433	03-30-2023		
340258	Laptop	6679	DAR-809164-000	Dell	PRECISION 5540	HY39433	03-30-2023		



Environmental

Environmental Reporting

Environmental, Social & Governance

Sustainability

Circularity

Impact Calculators

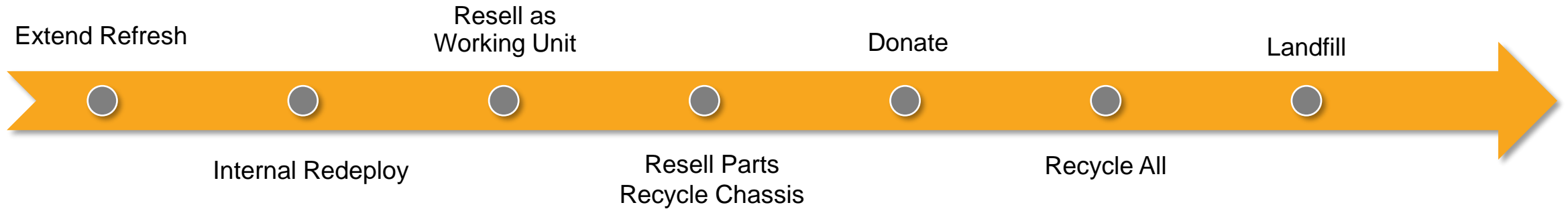


ESG

Environmental	Social	Governance
Preservation of natural world Climate change Carbon emission reduction Water pollution and water scarcity Air pollution Greenhouse gas emissions Deforestation	Consideration of humans Data hygiene and security Customer success Gender and diversity inclusion Community relations Mental health	Defined process for running a business Board of directors and its makeup Executive compensation guidelines Political contributions and lobbying Venture partner compensation Hiring and onboarding best practices



Sustainability

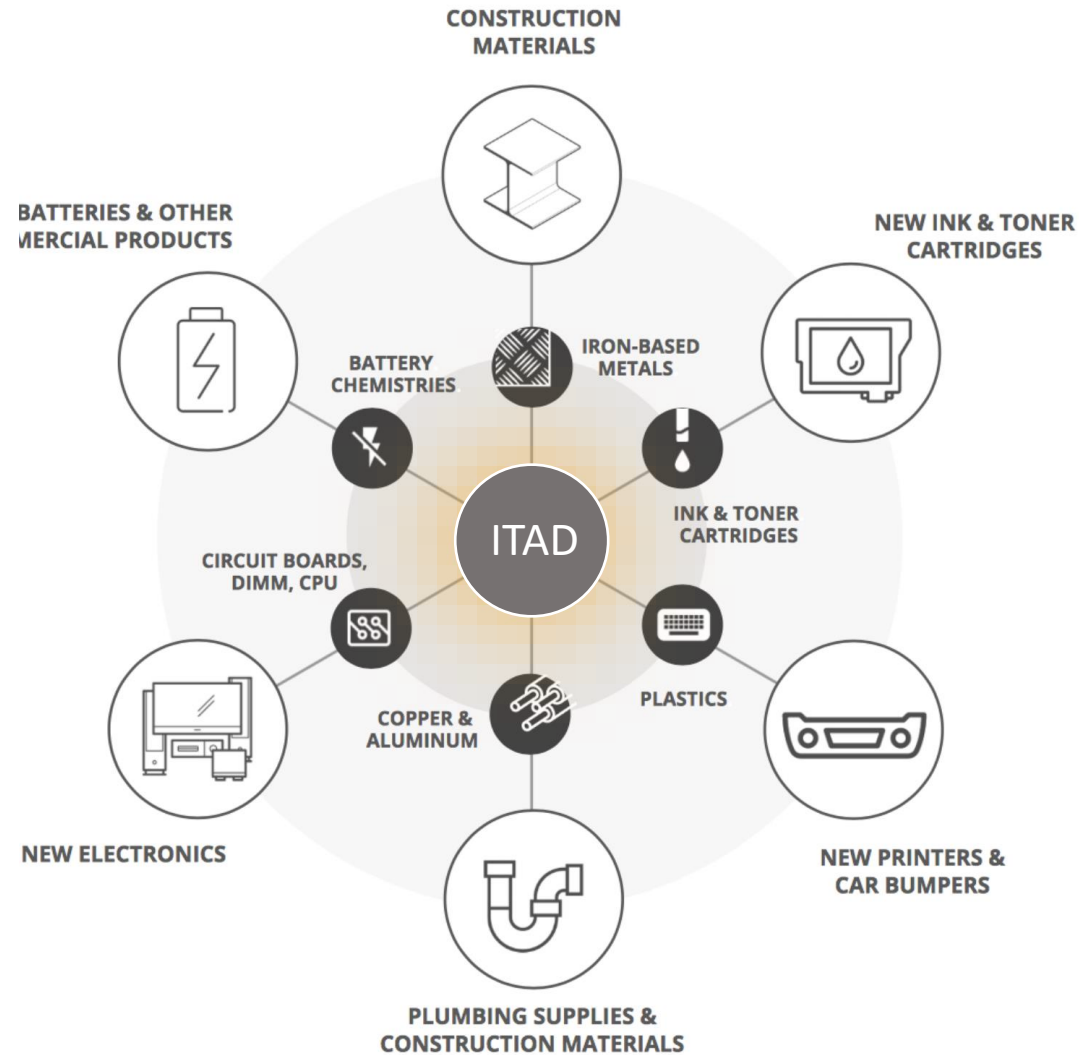


“Recent research has shown that increasing the expected useful life span of electronic devices by 50% to 100% can mitigate up to half their total GHG emissions”

Gartner Market Guide for ITAD 2023



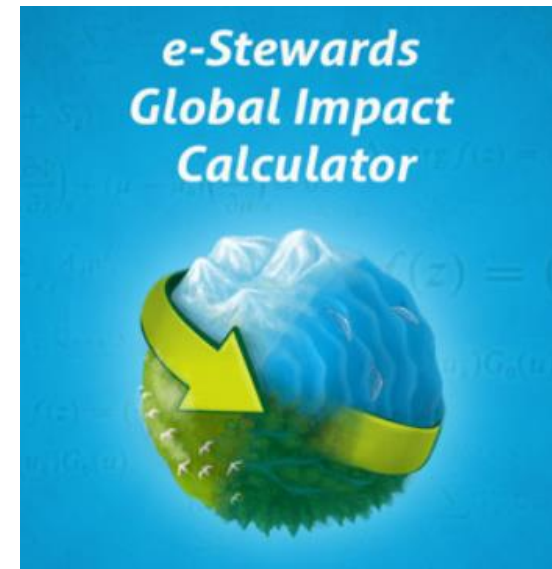
Circularity



Environmental Impact



WARM 15



Environmental Impact

Environmental Impact Calculator

Start Date :

From

End Date :

To

Apply Date Range

Current Range: 01/01/2022 To 12/31/2022

Units Recycled

Category:

-- All --

GHG Reduction	1,478,518.94 lbs
CO2 from exporting	83,358.58
1 st -2 nd Production	1,395,160.35

Units Recycled

44,967

Est. Weight

273,103 lbs

Toxicity Diverted	956.45 lbs
Lead	462.74
Mercury	0.13
Cadmium	0.03
Arsenic	493.55

Materials Recycled

122,257.43 lbs

Copper	6,159.61
Gold	43.79
Platinum	0.42
Palladium	3.04
Steel	83,561.49
Aluminum	32,489.08

Total Reused and Recycled



Total Toxic Metals Reduced
1,437 lbs



Total GHG Emissions Reduced
2,272,612 lbs



Total Metals Recovered
207,448 lbs



Thank You!

Tim Farrow

Chief Operating Officer

tfarrow@aptosolutions.com

www.aptosolutions.com



IAITAM.org | ACE 2023 | Nashville TN

