



ITAD Presentation

Look Familiar?

We Work,

So You Don't Have To!





K12 Computers

- Originated as an ITAD
- We specialized in repair and resale
- Purchased from recyclers and other IT Companies
- Low quality audits, missed asset tags/data deletion, skimming/bad practice
- Decided we could build a better solution for K12 Districts



Surplus Pro's & Con's

Recycler

Easy Pick-Up (All Inclusive)

Basic Reporting

Low Revenue Payout

RFP/Gov Deals

Heavy Labor Allocation

Internal Data Control

Market Value Payout



K12 Solution Set

An Extension of Your Team

Remarketing



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.

Recycling



ALL WIN INDUSTRIES INC

About All Win Industries -

<https://www.allwinindustries.net/>

All Win Industries 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.

Data Deletion



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.

Receiving Report



Receiving Report

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

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

Serialized Audit Report

Weighed By	
K12 Computers	
Address:	1203 Winston Rd. Lexington, NC 27295
Phone:	(336) 754-6111
Email:	support@K12computers.us

Customer	
Craven County Schools	
Address:	1515 Smith Road Smithville, VA
POC:	John Smith
Email:	JohnSmith@SMS.net


Details			
Order:	PO0915	Date Picked Up:	12-03-21
Shipment:	2834	Serials Report:	12-12-21
Additional Notes:			

Serial	Make	Model	Processor Type	HDD/SSD	Grade	Notes
LR0472PA	Lenovo	11e Chromebook	N2930	16 GB	B	
LR036V6Z	Lenovo	11e Chromebook	N2930	16 GB	B	
LR03HSWP	Lenovo	11e Chromebook	N2930	16 GB	C	Ch(S)
LR0499CP	Lenovo	11e Chromebook	N2930	16 GB	D	LCD
LR0499JL	Lenovo	11e Chromebook	N2930	16 GB	C-	MK
LR04HWU9	Lenovo	11e Chromebook	N2930	16 GB	B	
LR05CTMV	Lenovo	11e Chromebook	N2930	16 GB	B	
LR03HYUL	Lenovo	11e Chromebook	N2930	16 GB	B	
LR03MN0P	Lenovo	11e Chromebook	N2930	16 GB	B	

Data Erasure Report

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.

Bid Tabulation Report



K12 Computers Bid Tabulation

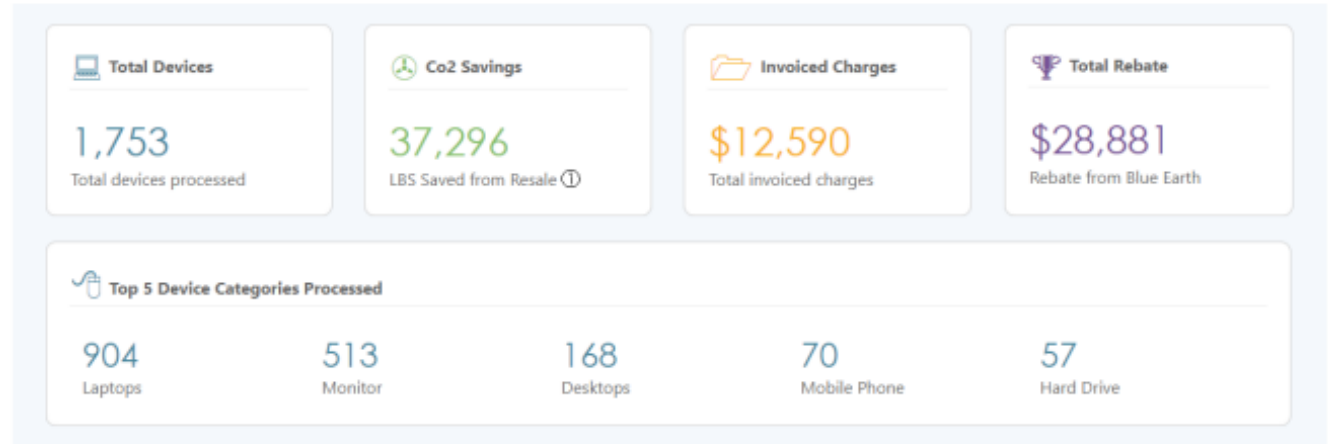
Details

Order #:	PO0931	Bid Opened:	03-01-23
Invoice #:	7955	Bid Closed	03-15-23

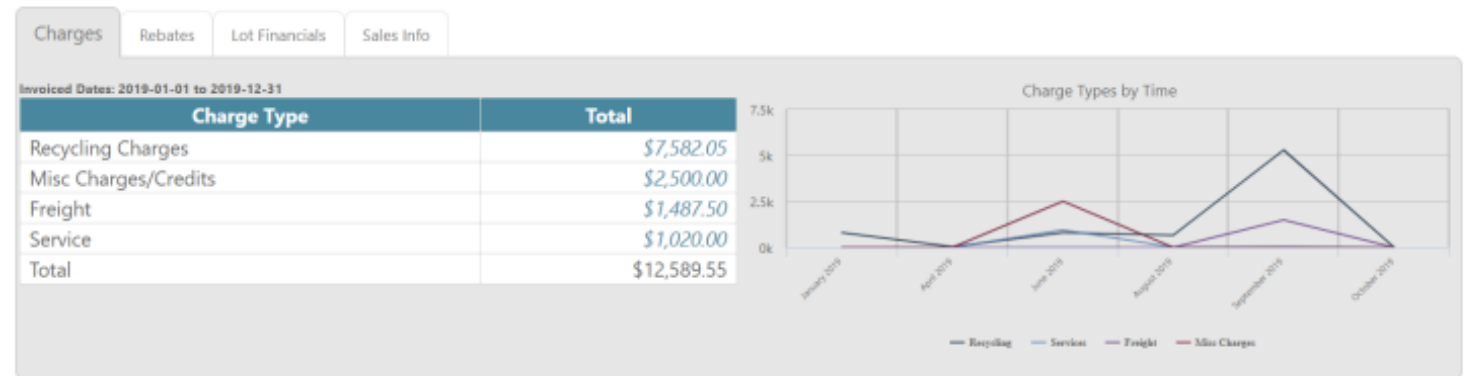
Signed	Bidder	Device Count	Device Grade	Total
Yes	Company Name #1	4222	As-Is	\$15,000.00
Yes	Company Name #2	4222	As-Is	\$17,500.00
Yes	Company Name #3	4222	As-Is	\$20,000.00
Yes	Company Name #4	4222	As-Is	\$22,500.00

Impact Report

All Accounts Customer Impact Portal | Home



All Accounts Customer Impact Portal | Finance



Pricing Return to Pre-Pandemic Levels

- “Cascade and other ITAD vendors are experiencing increased labor and asset processing costs alongside decreased revenue from used equipment sales and scrap metal,” a company [press release](#) states.
- Cascade’s own sales data for 2022 showed a decline in prices for used electronics. Over the course of 2022, the average prices for laptops and desktops were cut in half or more, the report showed.

Efficiency Matters



“It’s our customers themselves who, from a revenue-share standpoint, are getting less because we’re not getting as much value back, but they’re understanding of that.”

—Chris Ko, CEO and co-founder of electronics recycler ER2.



“It starts to become no longer viable to refurbish everything that could be reused and that’s the problem,” Ko said, adding that for ER2 the break even point is about \$80. Any device that can’t sell for more than that is one that the company would lose money on. Right now, that means laptops that have a sixth-generation or older Intel core processor don’t make the cut, he said.

Signs to Watch Out For

- Industry Leaders are moving to charge basis.
- Pickup and No Payout
- ITAD vendors overbidding, then asking for reduction/refund.
- "Overgrading" and/or "Overallocation" of units to scrap categories.



K12 Case Study #1

K12 Solution Set - GCS

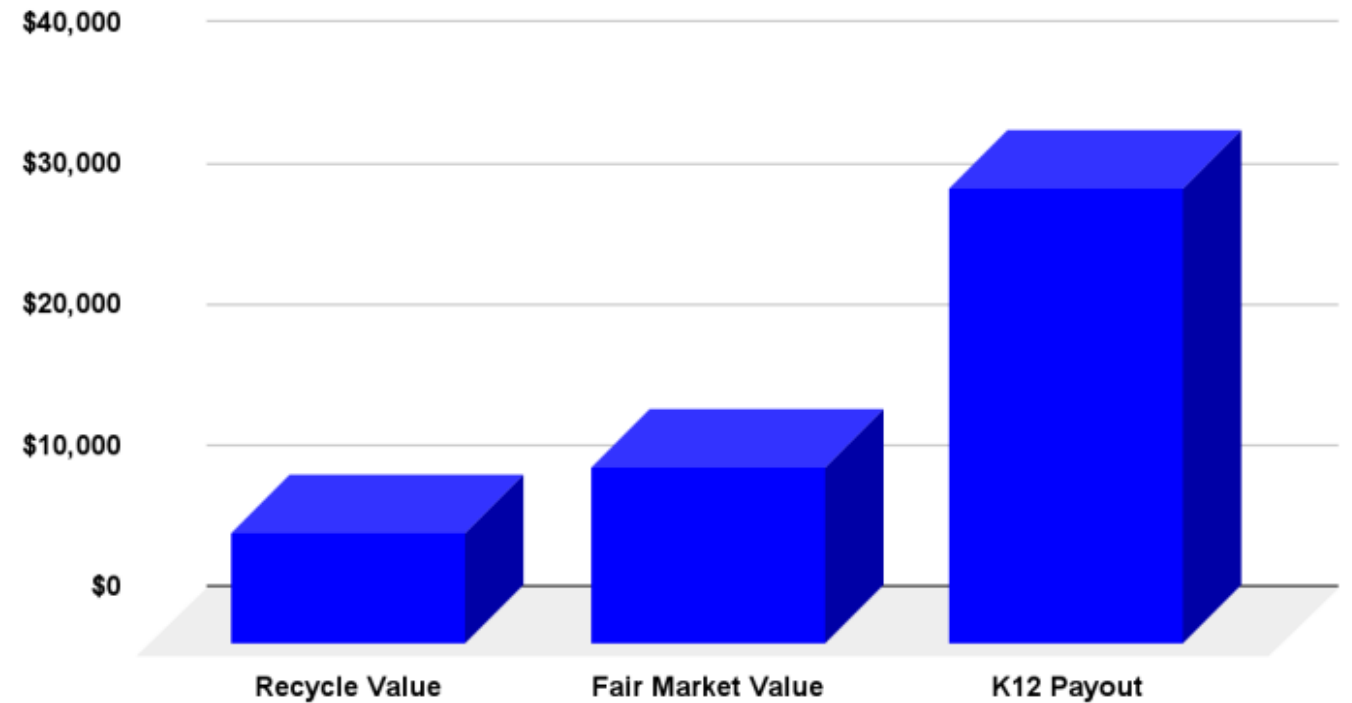
District Information:

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 Case Study #2

K12 Solution Set - TPS

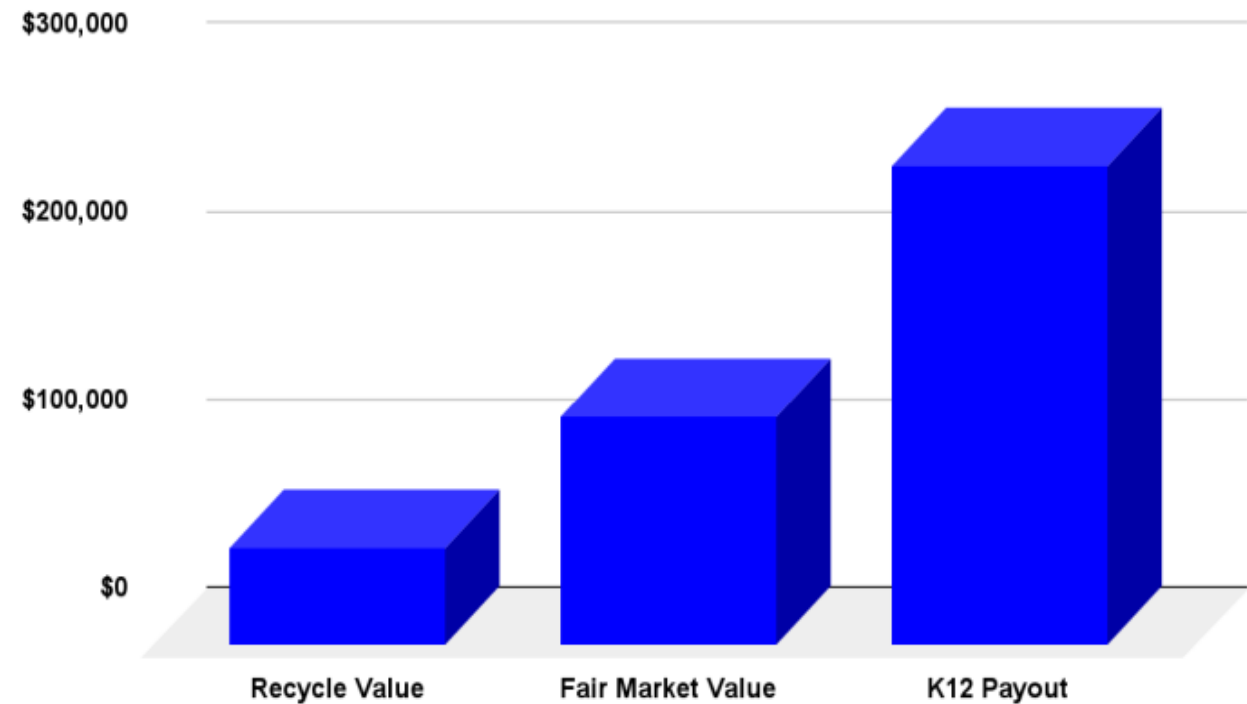
District Information:

Location: Oklahoma
Enrollment: 35,675 Students

Services Provided:

On-Site Processing Full Solution Set
ITAD Only

Value of Most Recent Pickup



K12 Case Study #3

K12 Solution Set - LCS

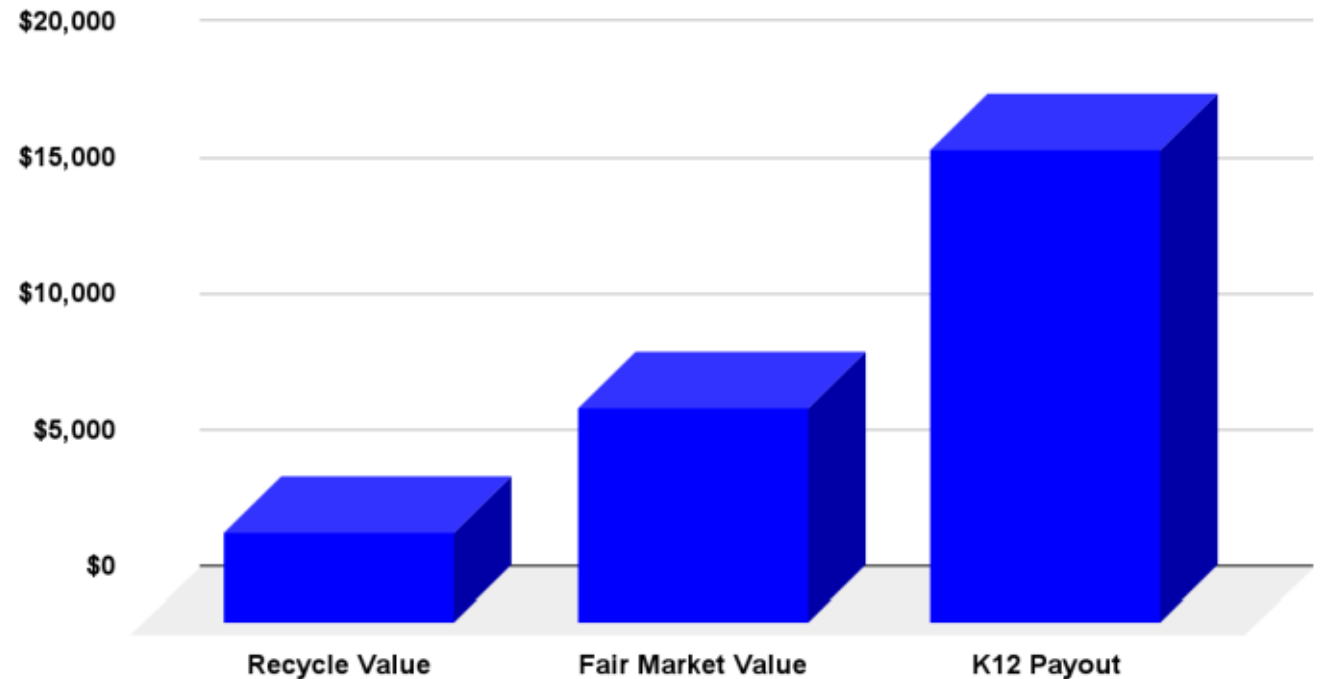
District Information:

Location: Georgia
Enrollment: 10,848 Students

Services Provided:

Off-Site Processing Full Solution Set
E-Waste Disposal

Value of Most Recent Pickup



More Choice within your IT Environment



Third-Party Pen Tests



Dark Web Reporting



Device Repair



Device Acquisition



Cybersecurity Software



Jack Carty

Business Development Manager
336-979-1770
Jack@k12Computers.us

Coty Burke

Purchasing Manager
336-979-1666
Coty@k12Computers.us