

Pricing and Value Recovery FAQ

Avail Recovery offers our clients the opportunity to recover value from their decommissioned IT equipment. The process of evaluating pre-owned IT equipment of all categories is complex and based on many different factors. This often brings up many questions so we've put together the following FAQ list to help bring clarity and transparency to the process.

How is the asset buyout value determined?

The value paid back to the client is a majority percentage of what we expect to sell the product for minus our labor efforts for testing and re-marketing the equipment. We are constantly striving to maximize this amount to ensure our pricing is competitive and our clients are achieving their financial goals for asset disposition. The age, condition, configuration, and product category all factor into the valuation process for each unit.

Will the rates for the same items change on each shipment?

We can lock in a predetermined rate by model number for up to 90 days. In this scenario we just ask for projected quantities. After 90 days the price will be re-evaluated and you'll receive notification of the updated rate that will hold for the next 90 day period.

Can we get a quote for the equipment value before deciding to use your service?

Yes, provided that we receive a detailed equipment list we can quote the fair market value prior to picking up the equipment. The details we require are each device's make, model, serial number and variable specifications (CPU, memory, hard drives, modules, etc.).

Or if you do not have the internal resources to put together a detailed list, we can pick up the equipment, inventory it, and report back with the asset values. This option saves both parties time and the financial outcome is the same.

Is it the same thing as consignment?

In a consignment scenario the asset recovery partner waits to pay for the equipment until after it is sold. This model creates challenges for the customer and ITAD company alike because it can take several months to properly re-market every device from each shipment. So instead of waiting for the equipment to sell, we pay for it up front based on what we believe it will sell for and are able to settle each shipment quickly.

Is it possible we'll end up owing money if the buyout value does not exceed whatever fees are involved?

Yes if the logistics and service fees are greater than the buyout value then we will have to invoice for the difference. But we do offer a rolling balance program where you can apply funds from one project to another in order to avoid directly paying the invoices at the time of settlement.

This is our current fee schedule for services delivered within the United States:

Service	Description	Pricing
Certified Data Destruction (Off-Site)	NIST 800-88 Erasure, Degaussing and/or Shredding	\$5.00 per hard drive or solid state disk
On-Site Hard Drive Shredding	Witnessed hard drive shredding at origin location. Minimum trip fee may apply	\$5.00 to \$10.00 per drive
White Glove Logistics	Full service removal, pack and ship of hardware from your location	\$0.65 - \$0.95 per lb
Logistics (Freight Only)	Shipping costs for product that is already packed prior to pickup	\$0.20 - \$0.40 per lb
Receiving of equipment shipped by client	Client uses own carrier to deliver equipment to Avail facility	Free of charge
Detailed asset reporting and project tracking via client portal	Free access to portal upon request	Free of charge
Large Copier Disposal Fee	R2 certified recycling	\$40.00/unit
CRT Monitor Disposal Fee		\$30.00/unit
Television Disposal Fee		\$30.00/unit
Desktop Printer Disposal Fee		\$5.00/unit
Disposal of other product categories		Free of charge

Other Lifecycle Services Available Upon Request:

• On-site data erasure	• Data center rack removal or equipment de-installation
• Lockbox for media shipment	• Office / data center closure services
• Dedicated transportation	• IT hardware maintenance support (post-warranty coverage)
• Tape media destruction	• On-site asset scanning during equipment pickup
• Equipment redeployment	• International project management
• Remote worker device return/disposal coordination	• General logistics/warehousing services

Certifications

We are your certified partner for secure recovery, resale and recycling of decommissioned IT hardware.



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