SKI Nordic Forum

3stepIT Presentation

28. May 2024

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Agenda

- About 3stepIT

- Our IT Lifecycle Management model

- Our IT Recycling model

- Refurbished equipment

3stepIT

More than 25 years of experience with **Lifecycle Management**

4.000

More than 4.000 customers on frame agreements

2,4 mio.

over 2,4 mio. units under administration

803m €

Revenue of €803 millions in 2023
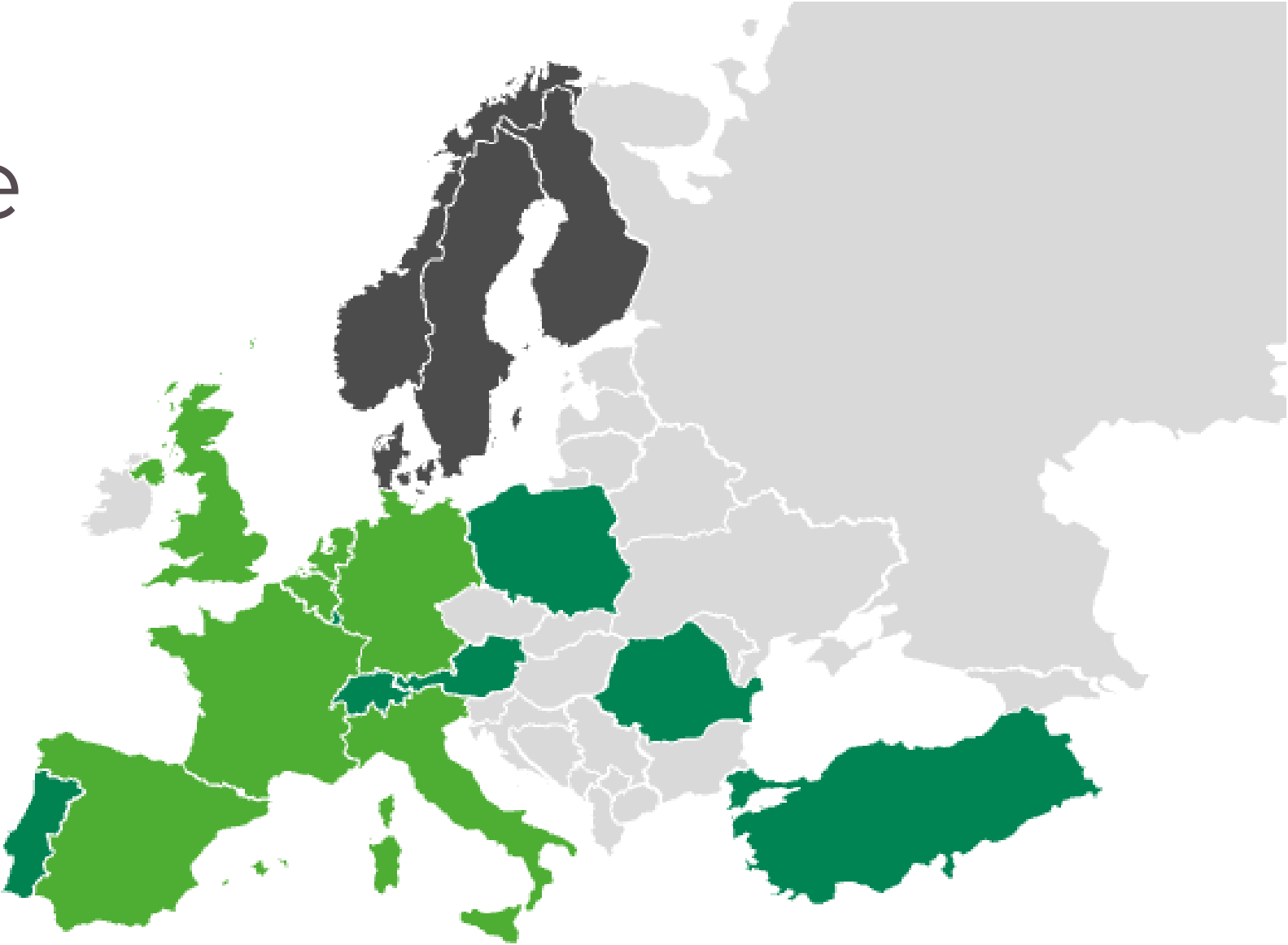
450

450 employees in the Nordics

+900 000

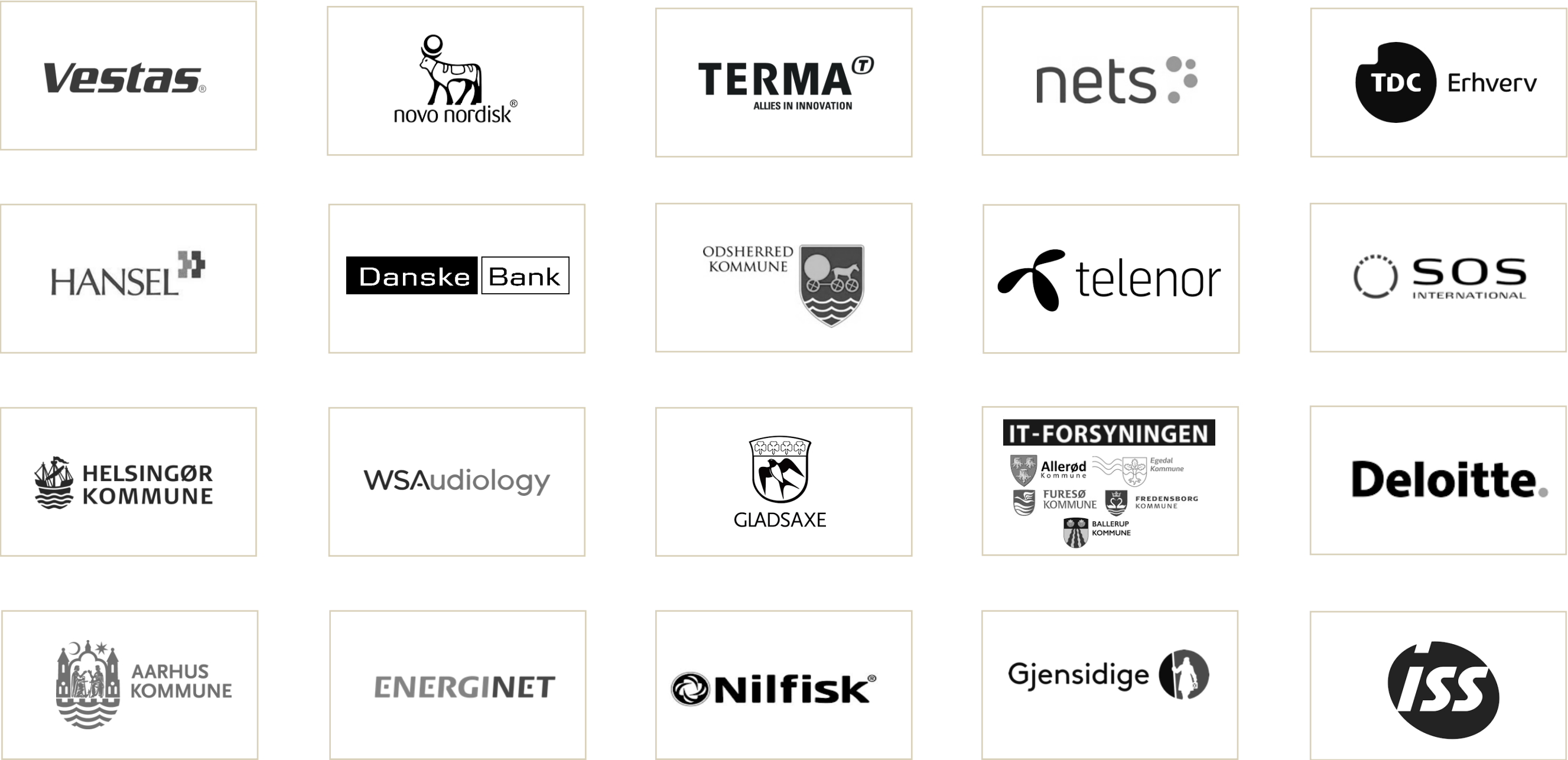More than 900 000 units processed in 2023

9/10

9/10 units refurbished and resold to new markets

● 3stepIT

● Joint-venture

● BNPP Leasing Solutions

3stepIT

Customer references

More than 4,000 customers in the Nordics

Vestas

novo nordisk®

TERMA
ALLIES IN INNOVATION

nets

TDC Erhverv

HANSEL

Danske Bank

ODSHERRED
KOMMUNE

telenor

SOS
INTERNATIONAL

HELSINGØR
KOMMUNE

WSAudiology

GLADSAXE

IT-FORSYNINGEN
Allerød Kommune
Egedal Kommune
FURESØ KOMMUNE
FREDENSBORG KOMMUNE
BALLERUP KOMMUNE

Deloitte.

AARHUS
KOMMUNE

ENERGINET

Nilfisk®

Gjensidige

ISS

3stepIT

2 solutions, same goal

Technology Lifecycle Management

Technology Lifecycle Management is a **Device-as-a-Service (DaaS)** solution that supports the IT lifecycle from acquiring, managing and refreshing of the devices.

A complete solution that **maximizes** the potential in your equipment and **minimizes** costs.
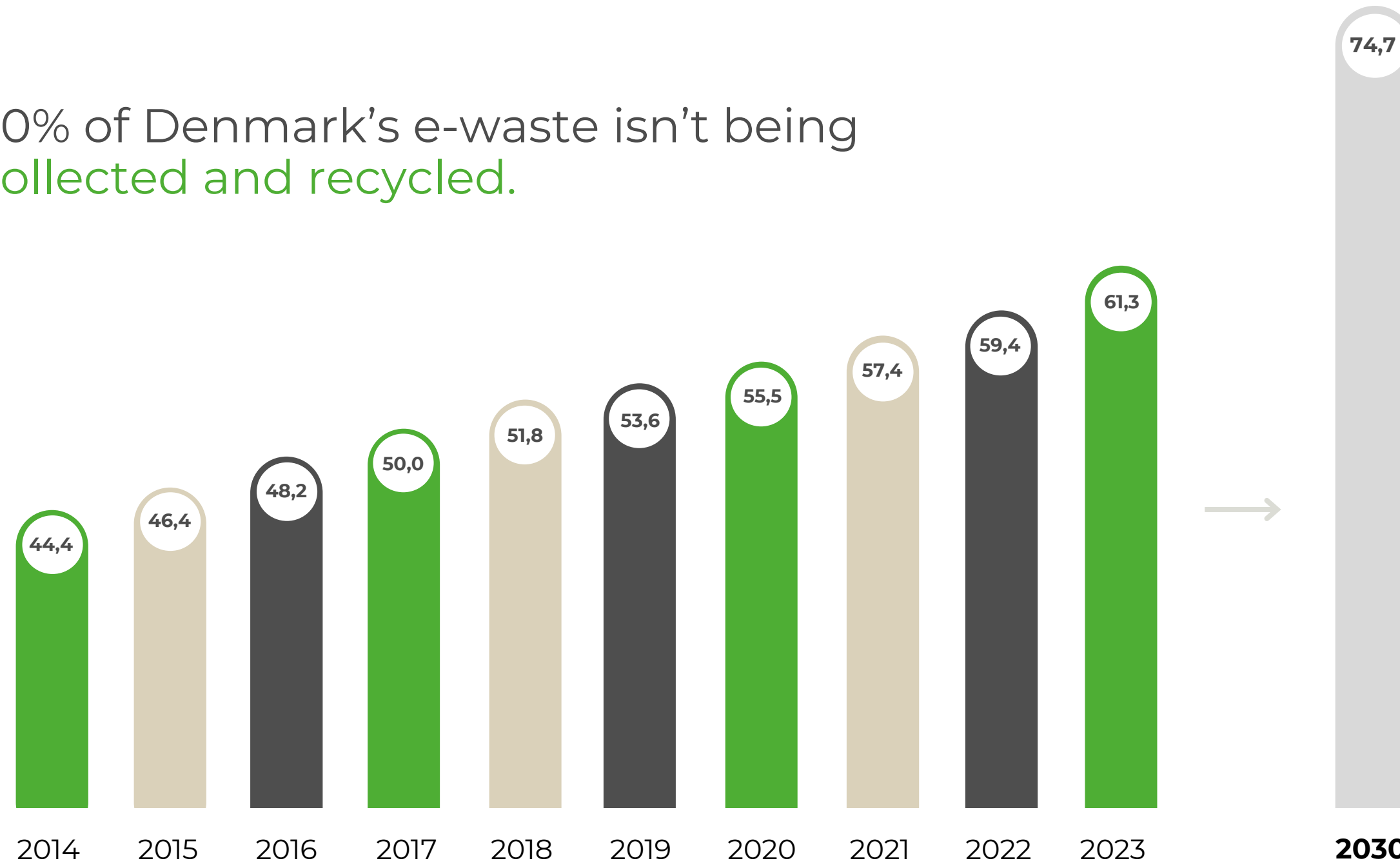
REstepIT

REstepIT is an **IT Asset Disposal (ITAD)** solution that helps companies dispose used or unwanted IT devices that are owned by the company.

A sustainable service which **increases data security**, frees up capital and minimizes **e-waste.**

3stepIT

Electronic waste is the **fastest growing** waste stream

50% of Denmark's e-waste isn't being collected and recycled.

2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2030
44,4	46,4	48,2	50,0	51,8	53,6	55,5	57,4	59,4	61,3	74,7

Kilde: statista

3stepIT

Our lifecycle management model

2 Manage

We help with:

- Online asset management system
- Real time updated asset register incl. financial device details
- Automation of the replacement process
- Ensure adherence to IT lifecycle strategy

3 steps
one solution

1 Acquire

We help with:

- Rental or Full financing of your IT
- Frame agreements
- Sale and lease back
- Invoice service
- Implementation of IT lifecycle management
- Residual value is included in the financing

3 Refresh

We help with:

- Proactive lifecycle management
- Return in mixgrade (A, B, C)
- 3stepIT holds the risk of depreciation
- Sustainable recycling of materials
- Pick up and data erasure included
- Track and trace of EOL orders

3stepIT

We take care of all **technology assets**

Core 1

- **Smartphones & tablets**
- **Laptops**
- **Monitors**
- **Desktops**

Core 2

- AV equipment
- Printers
- Copiers
- Server & Network equipment
- Software & licenses
- Services e.g. Consultancy and installation
- Projects
- Point of sale terminals

Core 3

- Technology for health care
- Production equipment
- Warehouse equipment
- Security equipment
- Furniture

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Participating in the **green transition** is more important than ever

Customers demand accountability

Customers want companies to take responsibility for their environmental footprint
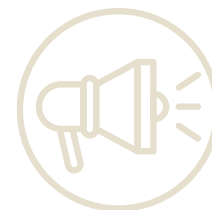
Investors are looking for green companies

Growth in sustainable investment has doubled in the last seven years

Greater legislative focus

Over the last three years, e-waste legislation and policies have seen significant developments globally

Brand reputation

92% of business leaders say that reducing their CO_2 emissions is important to their business

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Market **requirements & expectations**

Does your company source **100% renewable energy**?

Please explain how your company address **sustainability in your product life cycle** (incl. e.g. repair, reuse and recycling)

Does your company participate in the **EcoVadis scheme**? If yes, please indicate your latest score.

3stepIT

EcoVadis Gold Rating

We have a Gold rating from EcoVadis and are **among the top 5%** of over 100,000 rated companies.

Best ESG/Sustainability Initiative

Leasing Life Awards 2023

Circulytics 'Grade A'

Ellen MacArthur Foundations Circulytics Assessment gave us a 'Grade A' - the highest possible grading.

100% renewable energy

Our refurbishing centers in the Nordics all run on 100% green energy.

ISO 9001, 14001 & 27001

Our refurbishingprocess is certified with ISO 9001 (Quality), 14001 (Environment) and 27001 (security).

Grade A Circulytics (Ellen MacArthur Foundation, 2023) - **Gold CSR award** (EcoVadis Sustainability Racing, 2023) - **Best Circular Economy Model** (Leasing Life, 2022) - **Sustainability, International Innovator** (Leasing Life, 2021) - **Silver CSR award** (EcoVadis Sustainability Racing, 2028, 2020, 2022) - **Sustainability of the Year** (Leasing Life, 2020) - **Sustainable Manufacturing & Services** (Rushlight Awards, 2020) - **Efficient Solution** (The Solar Impulse Foundation, 2020) - **Grade A Circulytics** (Ellen MacArthur Foundation, 2020) - **Highly Commended** (The Circulars, 2019) - **Circular Economy Multinational Award** (The World Economic Forum, 2029) - **Best Sustainable IT Finance** (Capital Finance International, 2019) - **Gold in Circular Economy category** (Global Good, 2019)

5 state of the art
remarketing centers

+900 000
More than
900 000 units
processed in 2023

ISO
ISO 9001, 14001 & 27001-
certified processes

NIST
Data erasure after NIST
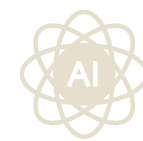Special Publication
800-88-standard

98%
We only sell to e-waste
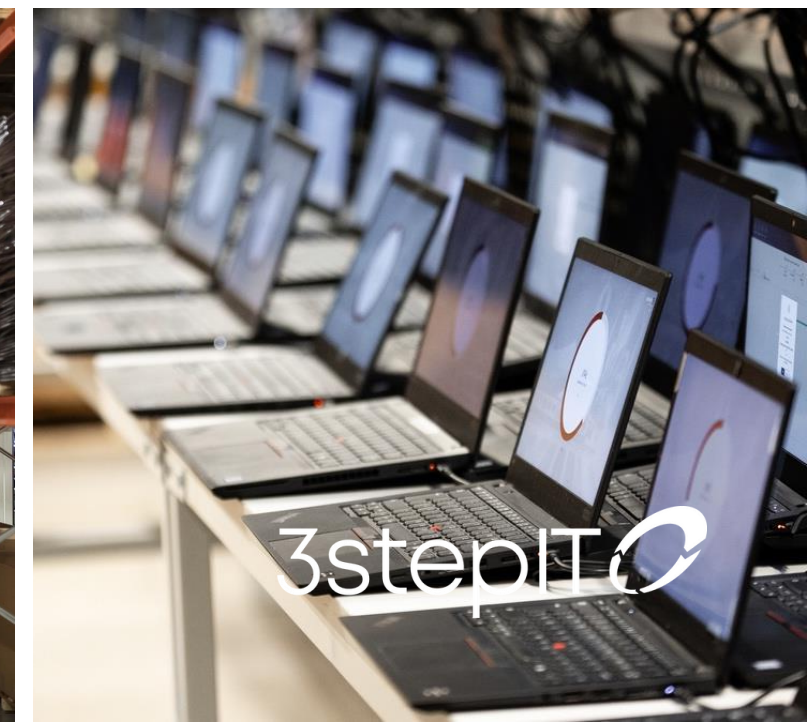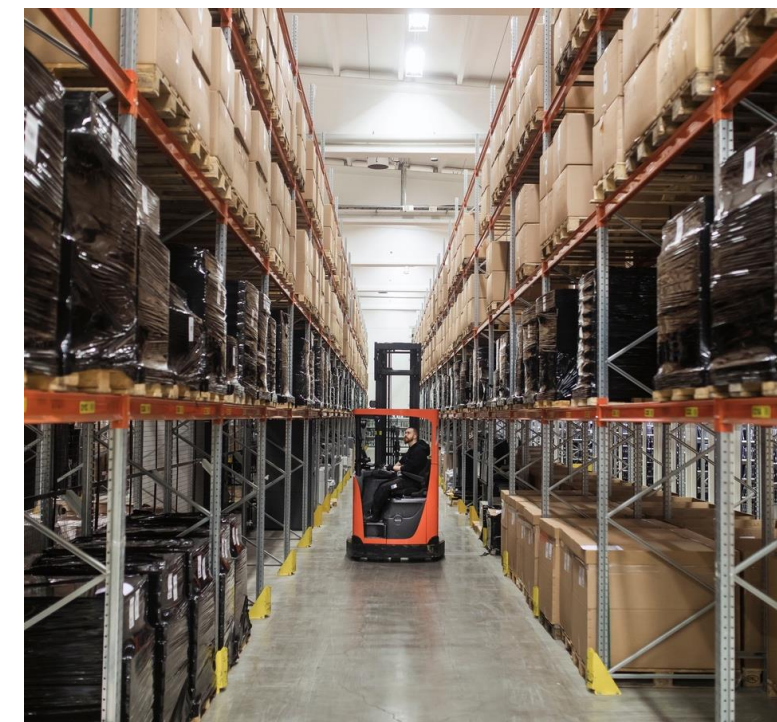regulated countries.
98% sold within Europe.

KYC & CDD
Thorough Know Your
Customer (KYC) and
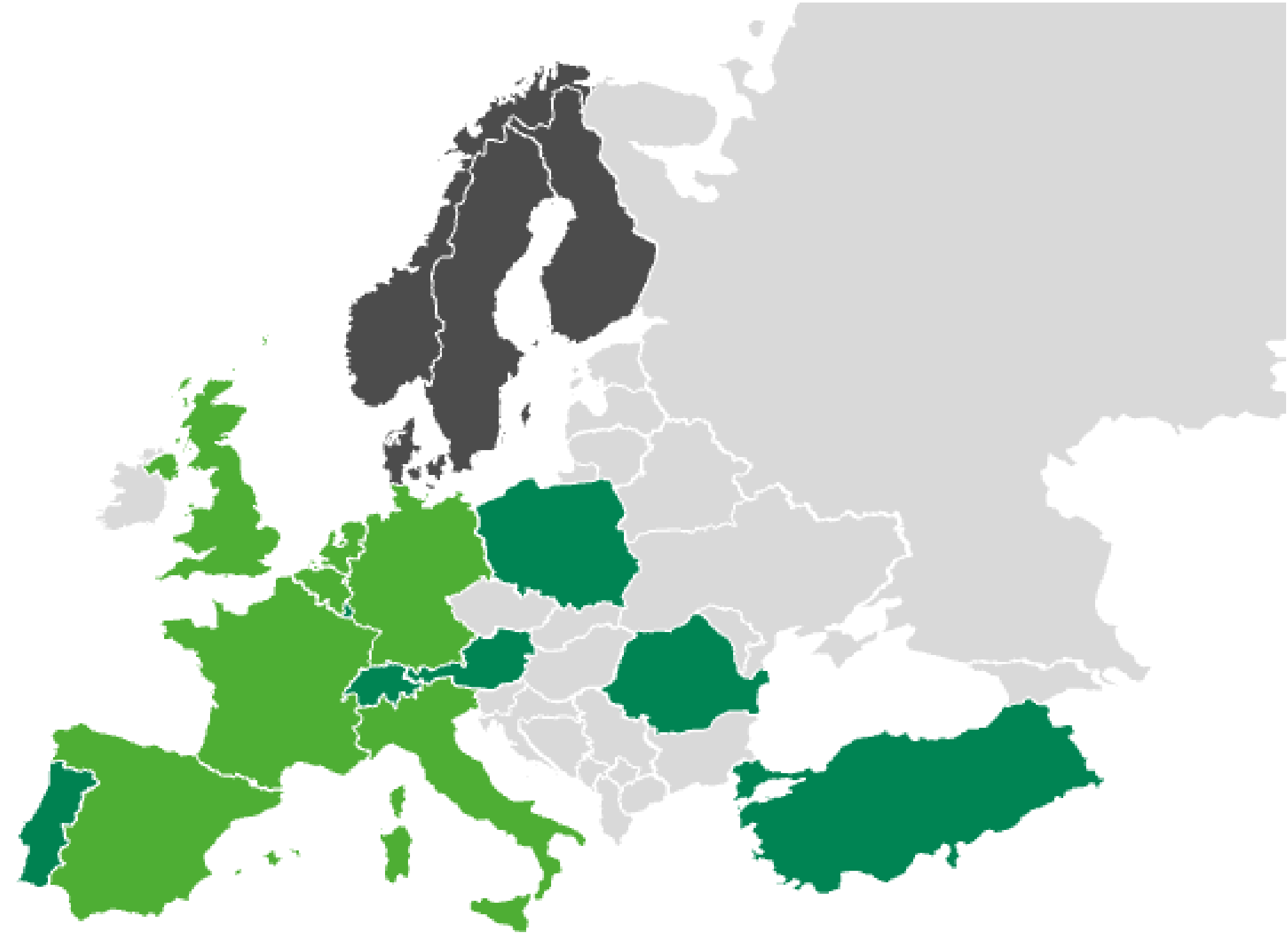Customer Due
Diligence (CDD)
process

AI
First in the market
to test AI-grading
of devices

3stepIT

Where you'll find us

- Finland

- Sweden

- Norway

- UK

- France

Nordic remarketing centre in
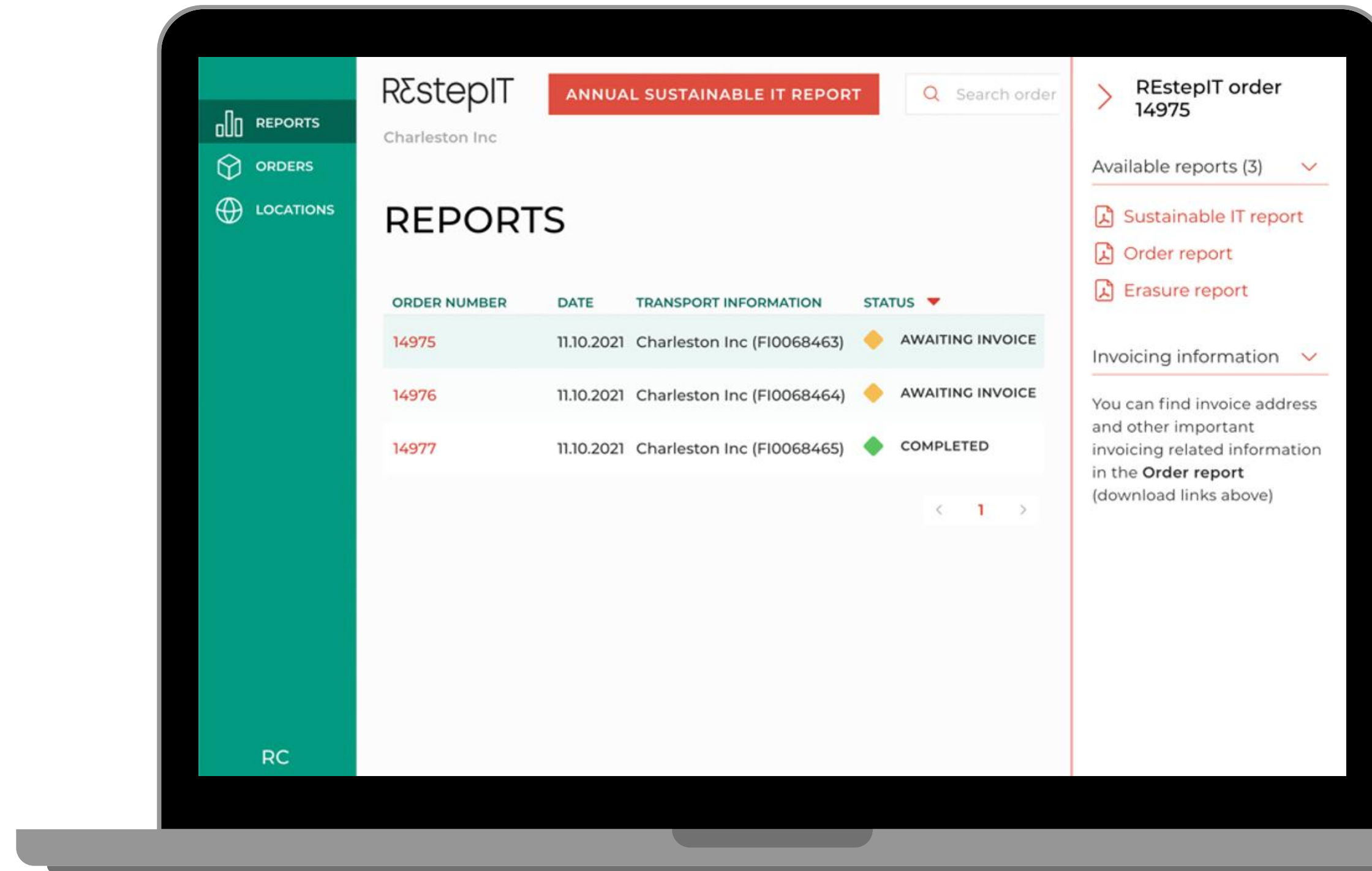**Finland, Norway & Sweden**

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3stepIT IT recycling model
How we handle your used devices

Online **portal**

Simple, convenient way to create transport orders

- Add your own pickup location for each shipment, plus name contacts

- Select your preferred date and logistic service

- Follow the shipment status and ensure your devices arrive at our centres safely

Asset management system
Asset IQ™

Asset IQ™ has an **easy user interface**, creates **transparency** and is adapted to your specific needs and roles.

- Who uses the equipment?
- What equipment do we have?
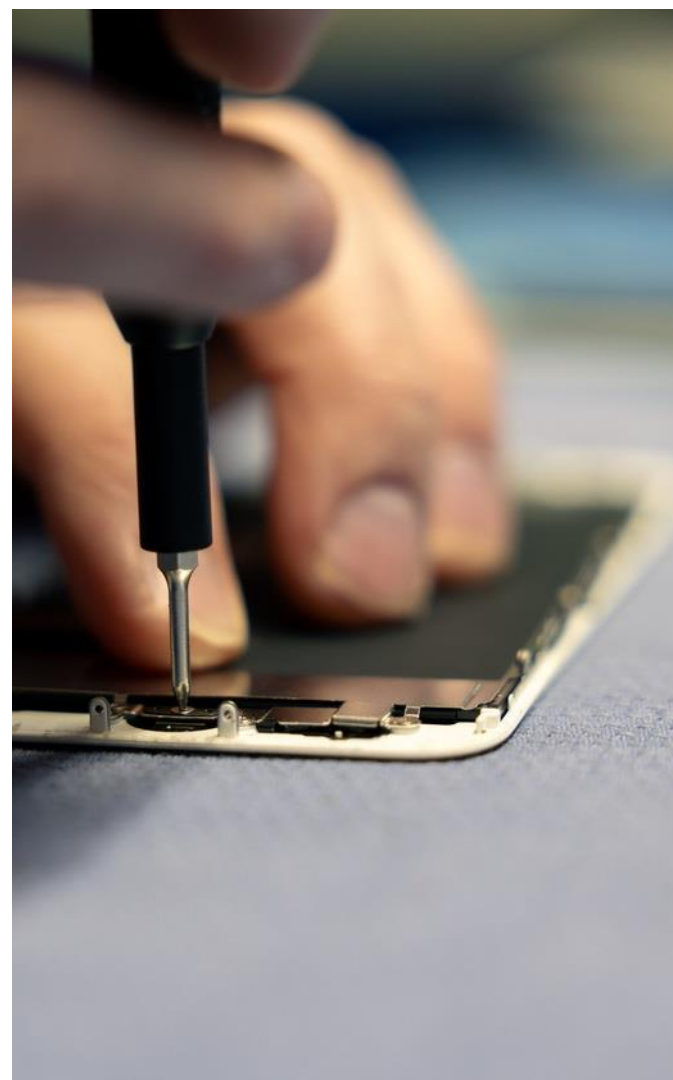- When should the equipment be replaced?
- How much does the equipment cost?

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Inventory
management

Each device is tagged (barcode ID) for identification and reporting purposes

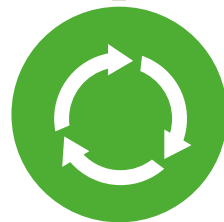All devices are tracked as they go through the refurbishing process
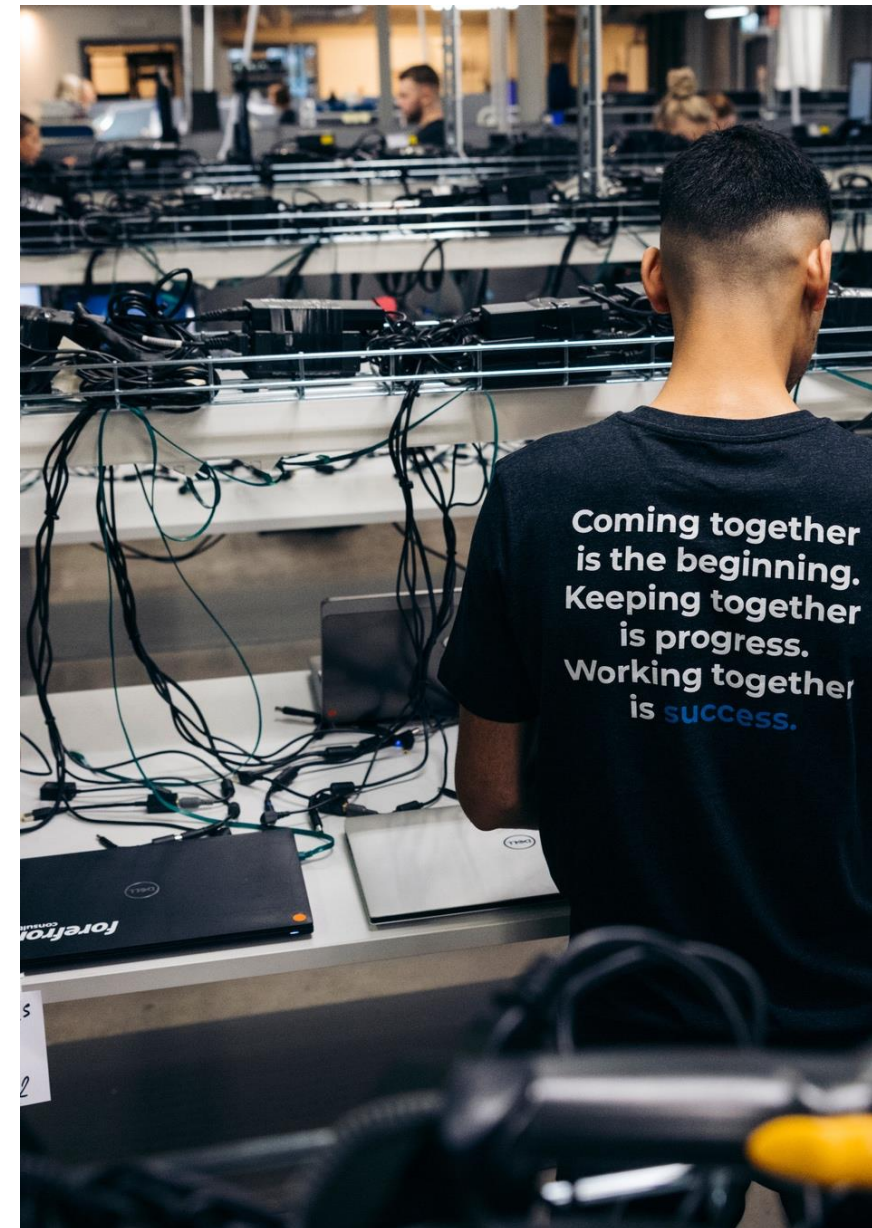
3stepIT

Certified
data erasure

We use the most **effective and efficient** methods to securely and permanently remove sensitive data from your devices

Customers can **track erasure status** of every device

If erasure is not possible, the device is **mechanically shredded** and leftover materials are recycled

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Quality evaluation

The devices are inspected, cleaned and graded.

GRADE A
Fully functional device.
No physical defects. No missing parts.

GRADE B
Fully functional device with minor defects on the cover or screen.
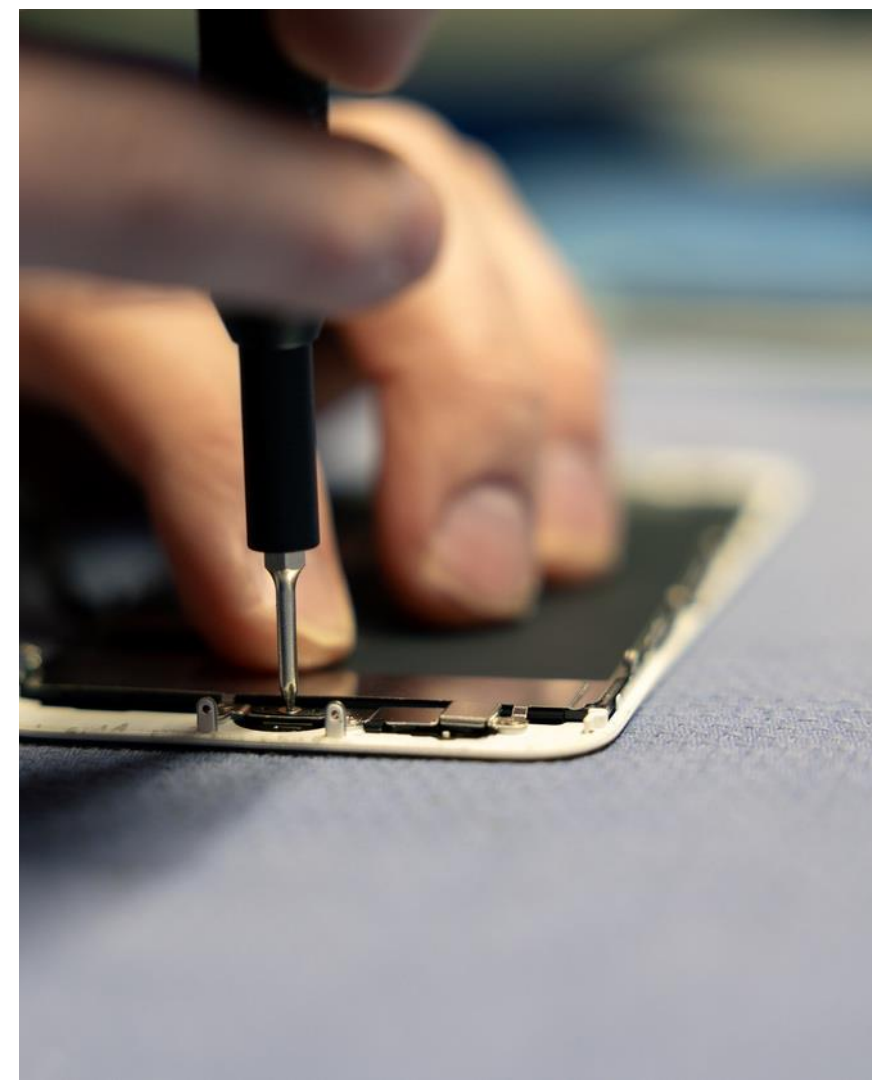
GRADE C
Device has larger defects on the cover or screen and / or has limited functionality.

GRADE D
Device with major defects.

GRADE E
Device is recycled in an environmentally friendly manner.

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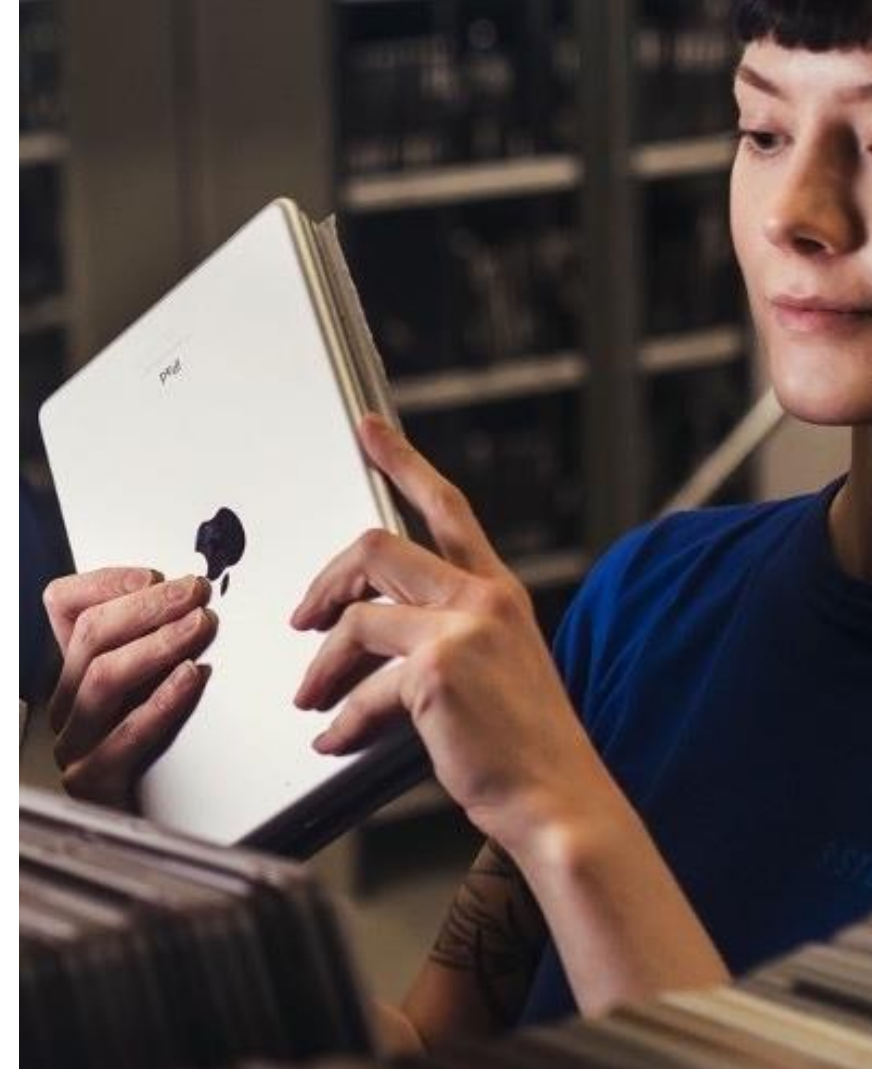
Comprehensive
reporting

Financial information and inventory status on unit level:

- Technical data
- Device status
- Quality/grading on each unit
- Log
- EOL status

Data erasure report:

- Status of data erased and destroyed devices
- Date of data deletion
- Technical data

Environmental report:

- CO2e avoidance
- E-waste avoidance

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As part of our reporting, you get access to a **Environmental report**

Here you can see the distribution between submitted units based on product groups.

- Avoided CO2 emissions
- Avoided amount of e-waste

You can use the report:

- To communicate green initiatives
- To include in press, PR and blogs

3stepIT contact: XXXX XXXX

This report summarises your used IT equipment's refurbishment and recycling rates, as well as the e-waste and CO₂ emissions you've avoided thanks to 3stepIT's sustainable services.

E-waste avoided

Product group	Grade A	Grade B	Grade C	Grade D	Grade E	Total	% Refurbished devices (Grade A-D)	Refurbished weight* (Grade A-D)	Recycled weight* (Grade E)
Copier	0	0	0	0	0	0	00 %	00 kg	00 kg
Data projector	0	0	0	0	0	0	00 %	00 kg	00 kg
Desktop	44	1	0	0	1	46	98 %	342 kg	8 kg
Laptop	62	279	239	15	7	602	99 %	916 kg	11 kg
Monitor	10	21	158	6	39	234	83 %	1151 kg	230 kg
Network product	2	0	0	0	14	16	13 %	2 kg	15 kg
Phone	1	9	21	6	60	97	38 %	5 kg	8 kg
Point of sales	0	0	0	0	0	0	00 %	00 kg	00 kg
Printer	0	0	0	0	0	0	00 %	00 kg	00 kg
Scanner	0	0	0	0	0	0	00 %	00 kg	00 kg
Server	0	2	8	1	11	22	50 %	432 kg	432 kg
Tablet	89	346	73	411	118	1037	89 %	432 kg	55 kg
Total							**88 %**	**3120 kg**	**581 kg**

CO₂ equivalent emissions avoided

Product group	Refurbished devices (Grade A-D)	CO2 kg/device**	Total CO2 kg
Desktop	45	235 kg	10 575 kg
Laptop	595	194 kg	115 430 kg
Monitor	195	312 kg	60 840 kg

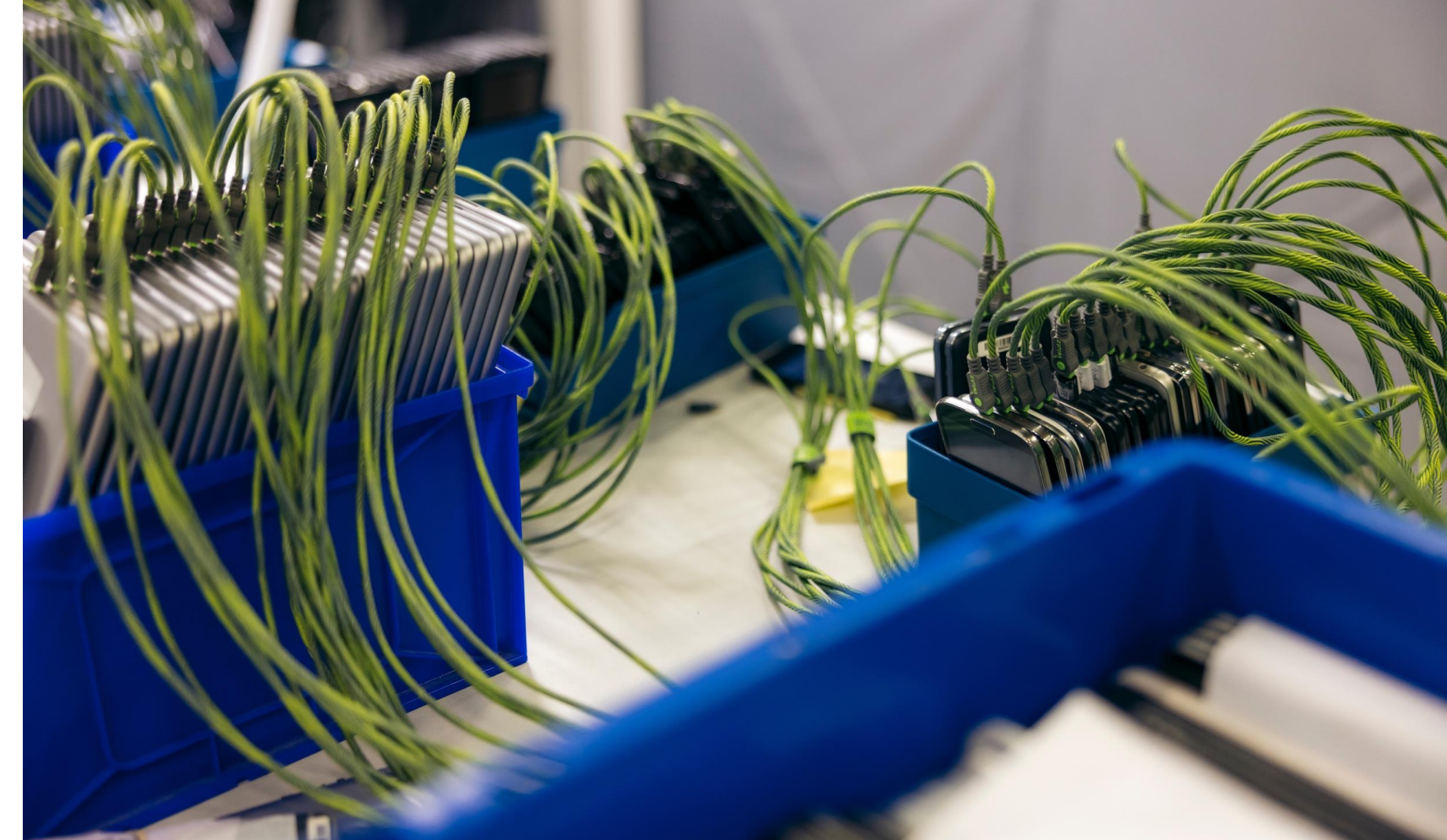3stepIT

Responsible **sales**

We only sell to countries with **trustworthy programmes** for recycling and e-waste disposal.

98% of devices are **resold in Europe**, reducing energy consumption and CO2 emissions required for export.

All our buyers go through **Know your Customer (KYC)** and **Customer Due Diligence (CDD)** verification process

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Premium pre-used devices

Resale of refurbished devices

→ **Increasing demand** from all type of customers for refurbished devices

→ Our **+900 000 pre-owned and refurbished devices** are sold to customers across Europe

→ 50% are sold in Poland, Sweden, Finland and Romania

→ We sell to all types of customers including larger and smaller companies, **public sector (10%)** and others

→ Majority of the devices that are sold to **public customers** are typically laptops, tablets and smartphones

→ We offer devices for cash purchase or **Device-as-a-Service including insurance**

→ **Employee Purchase Program**

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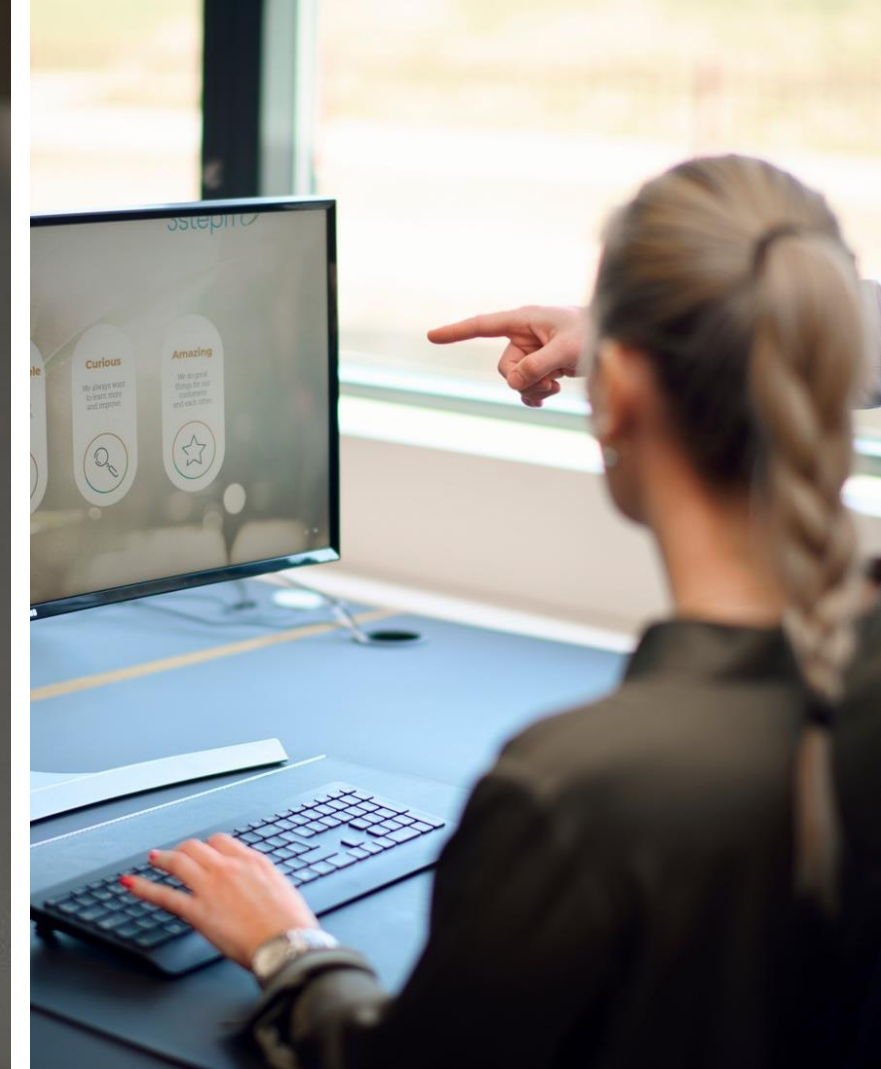
Question

What kind of **requirements** should we use in procurements to enable **longest possible lifetime** for our ICT and its **recyclability**?

Look for products with:

Durability and Quality Standards.
Avoid products that are prone to failure and **user damages**, like 2-1 laptops that often has pressure marks etc.

Modularity and Upgradability: Require **modular designs** that allow for easy component replacement and upgrades. This includes easily **replaceable** batteries, storage, and memory.

Manufacturer Support and Warranty: Include requirements for extended manufacturer **support and warranties**.
Prefer vendors that offer at least 3 years of support and make sure that the hardware can **support OS updates.**
(Win10 support ends 2025)

Question

What should we require from ICT managers to
maintain re-selling value of our ICT?

Educate users on the **correct handling** of ICT equipment. Use sleeves, screen protectors and other **protective gear** where possible.

Regular Maintenance: Implement a schedule **for regular maintenance** and servicing of all ICT equipment to ensure optimal **performance** and longevity.

Asset Management: Maintain detailed records of all ICT assets, including purchase dates, warranty details, and maintenance logs. **Use asset management software** for better tracking.

Question

How to overcome **typical myths** and **prejudices** towards used ICT ?

Education and Awareness: Conduct workshops and seminars to educate users about the **benefits** and reliability of **refurbished ICT equipment**. Highlight success stories and case studies.

Cost-Benefit Analysis: Demonstrate the cost savings and value for money that refurbished ICT can provide **without compromising on performance.**

Environmental Impact: Emphasize the **environmental benefits** of using refurbished equipment, such as reduced e-waste and **lower carbon footprint**.

Performance Evidence: Provide **comparative performance** data showing that used ICT equipment can meet or exceed the required operational standards.

Question

How to **communicate with users** and **ICT managers** of the topic

Clear Policies and Procedures: Develop and **communicate clear policies** and procedures regarding the use, maintenance, and disposal of ICT equipment. Ensure that these policies are easily accessible.

Collaborative Approach: Foster a **culture of shared responsibility** for the longevity and recyclability of ICT assets.

Recognition and Rewards: Recognize and reward teams or individuals who contribute significantly to extending the life and **enhancing the recyclability** of ICT equipment.

Better for your business
Better for the planet

3stepIT