

Asset Recovery Services

Partner Sales Card



ELEVATOR PITCH

Enhance profitability as you recover value from every brand of client system and server, while protecting both your customer's business data and the planet. Asset Recovery Services is your single resource for retiring assets.

Carry-out real-time asset appraisals with client systems, then place the Asset Recovery Services order.

Our flexible, self service portal helps you choose the best way to interact with your customer and:

- Appraise asset value in real time
- Schedule logistics
- View and share reports
- Electronically transfer resell value

Plus, you earn standard services rebates and tier attainment for each order.

TARGET CUSTOMER

US commercial customers (excluding FED)

AT A GLANCE

End-to-end logistics

We'll handle every detail from pickup to final reporting and customers have total control and transparency via the customer portal



Resale and Recycle

Find out what aging equipment is worth. If there's no value, we'll responsibly recycle in compliance with local regulatory guidelines



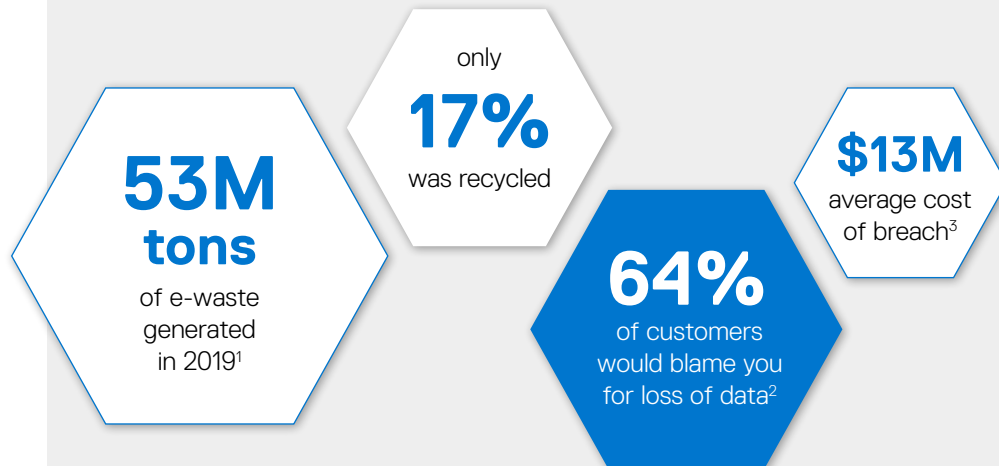
Data security

Sanitize* devices in strict alignment with the NIST SP 800-88r1 standard at our facility or onsite for added security



On-demand reports

Detailed, customizable reports at their fingertips: data sanitization, confirmation of disposal, recycling details, and more



REASONS TO USE ASSET RECOVERY SERVICES

- **Recover value** from aging and out-of-use equipment as a trade in strategy for any new hardware purchase. Resell value can support new hardware purchases or enhance your profitability.
- **Appraise client system assets before you order** and get real-time assessments via our online customer portal.
- **Protect your customers sensitive data** with data sanitization to ensure it doesn't fall into the wrong hands.
- **Responsibly recycle e-waste** and address environmental compliance policies for you and your customer's organization.

When to resell **Asset Recovery Services**

RESELL



Partner holds standard arrangements with all existing accounts

NEXT STEPS

Sell Asset Recovery Services and order using latest SKUs

CONTACT DELIVERY



Partners or customers with any **non-standard arrangement**

- No up-front fees
- Apply to open invoice
- Bill in arrears
- Parcel service packaging
- Outside of the US
- FED customer
- Negative balance for previous pick-ups

NEXT STEPS

Contact Delivery at RM_Requests@dell.com who will manage the migration and/or custom engagements.

OPPORTUNITIES

LISTEN FOR CUSTOMERS WHO ...

- Are in a **refresh cycle** and don't have a solution for their existing systems
- Hesitate to return equipment because of **security concerns**
- Prioritize **environmental compliance policies**
- Are **looking for extra funds** to support new hardware purchases
- Quickly **shifted to a remote workforce** or an as-a-service solution and must now deal with excess equipment

Grow your business with **Asset Recovery Services**

01



Your single resource for secure asset recovery services.

With more than 25 years in secure asset recovery services, let us be your single resource for IT resell, recycle, lease return and data sanitization services

02



Earn rebates, tier attainment

Get standard services rebates, contribute to tier attainment

03



Flexible customer management

Manage your customer your way with access to our online portal 24/7, multiple permission levels, real-time reports and secure value transfer

04



Real-time appraisals

Estimate value of client systems in just a few clicks before ordering, and choose to keep or distribute value

Questions?

Please contact your Channel Services Account Executive or Partner Account Manager. Visit the Asset Recovery Services Knowledge Center for more resources

ASSET RECOVERY SERVICES SKUS

TIED SKUs	Internal Description	External Description	Module
835-5035	ARS-RESALE AND RECYCLING	Asset Recovery Services Resale And Recycling	233
835-5036	ARS-DATA SANITIZATION ONSITE	Asset Recovery Services Data Sanitization Onsite	233
835-5034	ARS-LEASE RETURN TRANSPORTATION	Asset Recovery Services Lease Return Transportation	233
NON-TIED SKUs	Internal Description	External Description	Module
835-5039	ARS-RESALE AND RECYCLING-NT	Asset Recovery Services Resale And Recycling	233
835-5040	ARS-DATA SANITIZATION ONSITE-NT	Asset Recovery Services Data Sanitization Onsite	233
835-5038	ARS-LEASE RETURN TRANSPORTATION-NT	Asset Recovery Services Lease Return Transportation	233

Note: The number of services credits needed equals the number of hardware for each service.

ASSET APPRAISAL PROCESS



TECHDIRECT

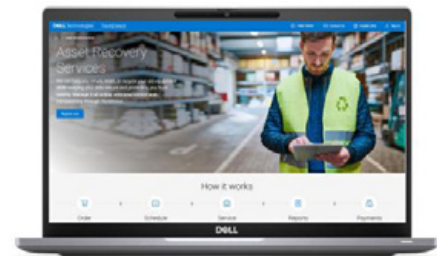
Your gateway to simplified, modern asset recovery with more transparency and control at every step

[Getting started with Asset Recovery Services in TechDirect](#)

[TechDirect and Asset Recovery Services User's guide](#)

[TechDirect Sales Training](#)

Set up each customer with the access permission that matches your deal strategy.



Permission Levels	Description
No Access	You manage all the services on behalf of your customer. Your customer cannot view or manage the orders that they placed through you in their TechDirect account.
Basic Access	Your customer can schedule services and view reports. The settlement reports do not include any financial information.
Partial Access	Your customer can schedule services and view reports. The settlement reports include financial information.
Full Access	Your customer can schedule services, view all reports including financial information, and manage payments.

¹ <http://ewastemonitor.info/>

² Forbes, 50 Stats Showing Why Companies Need To Prioritize Consumer Privacy, June 2020

³ Accenture, Ninth Annual Cost of Cybercrime Study, March 2019.

⁴ For more information, please see the Dell Media Sanitization Statement. Dell makes no recommendations regarding the customer's security needs or representations regarding the effectiveness of one method of data removal over another. It is the customer's responsibility to protect any confidential or sensitive information contained on its hard drives recovered by Dell.

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