

COMPUTER RE-NEWS

The Quarterly Newsletter of
CASCADE
ASSET MANAGEMENT, LLC



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Vernon Hill and Delshae Vance of Cascade's RDT helping a customer with remote inventory capture and loading of printers for recovery.

CASCADE'S NEW RAPID DEPLOYMENT TEAM PROVIDES A SECURE NATIONAL REVERSE LOGISTICS SOLUTION

In response to growing needs for multi-location enterprises to securely manage their IT assets from the time they are removed from a network until they are ultimately disposed, Cascade can deploy its own technicians to guide equipment from remote locations across the US to one of our processing facilities. The **Rapid Deployment Team (RDT)** is a group of Cascade employees able to quickly respond to customer needs and provide a wide range of asset removal, tracking, packaging and logistics services.

By working directly with Cascade staff, you are guaranteed to enjoy the service of professionals who understand how to manage IT asset removal and who meet Cascade's high security

standards. This compares to moving companies or truck drivers who may not be familiar with the equipment or be accountable to a security policy.

The RDT has been deployed to locations like **Philadelphia, Boston, and Montgomery, Alabama** to support the high security disposition requirements of insurance, health care and financial institutions.

"There were few options to truly provide a secure chain of custody of IT assets through the reverse logistics network," notes Jim Dunham, Cascade's National Logistics Coordinator. "The RDT program meets that need and offers superior on-site service from Cascade's employees, not contracted third parties." ■

Since Cascade opened in April, 1999, we've

- * Collected over 25.2 million pounds of old electronics
- * Refurbished and resold or donated over 771,327 monitors, computers and printers
- * Demanufactured and recycled over 327,236 cathode ray tubes
- * Kept more than 1.3 million pounds of lead out of landfills
- * Donated more than \$195,000 worth of equipment to local charities and causes in developing countries
- * Paid more than \$3.2 million in rebates to customers



CASCADE MARKETPLACE

A new service for selling surplus IT assets to your employees

After several months of beta testing, Cascade is now releasing the **Cascade Marketplace** to offer quality, refurbished, personal computer equipment to our customers' employees, at a great price.

We select the best laptops, desktops and peripherals from all our clients' surplus assets and prepare them for resale only to employees of our customers at prices 25 – 40% less than what they sell for retail. You just direct your employees to our private sale site using a provided login and password and we take care of the rest.

Here are a few of the benefits of directing your employees to the private Cascade Marketplace:

Saves Time: No need for your IT staff to test, clean, or configure your surplus systems for sale or distribution to employees – we do it all.

The Best Way to Keep Your IT Staff from Providing After Sales Support: Since we combine equipment from more than 500 clients' sites to make up the sales inventory, employees have no way of knowing if they are purchasing your old equipment. Despite the best effort of most company hosted employee sales, if buyers believe the equipment came from you originally, they'll continue to seek out your IT staff for ongoing support. Now your IT staff can focus on its own job

rather than answer questions from other employees.

Data Security: None of your company data will be released to buyers. GUARANTEED.

Value Recovery: Rather than waiting to accumulate enough equipment for an employee sale and watching the value of the items plummet, get them to Cascade right away. We maximize an asset's value by selling it quickly through the Cascade Marketplace, or our other resale channels.

More Options for your Employees on an Ongoing Basis: The Cascade Marketplace is always open and refreshed with new equipment each month. We are also a Microsoft Authorized Distributor and can offer installed operating systems and certain applications with each system. Provide an additional benefit to employees by converting your rebate into coupons for employees to use at the Marketplace.

All the Benefits without the Headaches: You probably know the challenges of running an employee sale. Our experience in this area allowed us to develop the best system to provide affordable, quality computer equipment to employees on a fair basis and in a fashion that does not burden the employer.

Our solution is the Cascade Marketplace, and we invite you to give it a try. Contact your account representative at the number below to sign up or for more information. ■



ON DATA SECURITY

Tips on how to protect your information on IT equipment

KEEP TRACK OF DISPOSED SOFTWARE

New initiatives by major companies to crack down on illegally repurposed and copied software can lead to steep penalties.



The buzz at the Gartner IT Asset Management Conference in Orlando in September was the increase in investigations by IBM, Microsoft, Oracle and others into companies who illegally repurpose or copy software. Software end-users are gearing up for likely license audits.

One of the major causes of improper reissuing of licenses is the failure to effectively eliminate the possibility of reuse of a license on a disposed asset. When companies fail to wipe out software applications on retired IT assets, they may be contributing to the pirating of software, according to industry leaders.

Companies should fear audits by software companies. It is estimated that the industry lost \$34 billion last year from pirated software. Regularly, Cascade receives news alerts from Microsoft listing their successful lawsuits against companies holding or distributing illegal licenses.

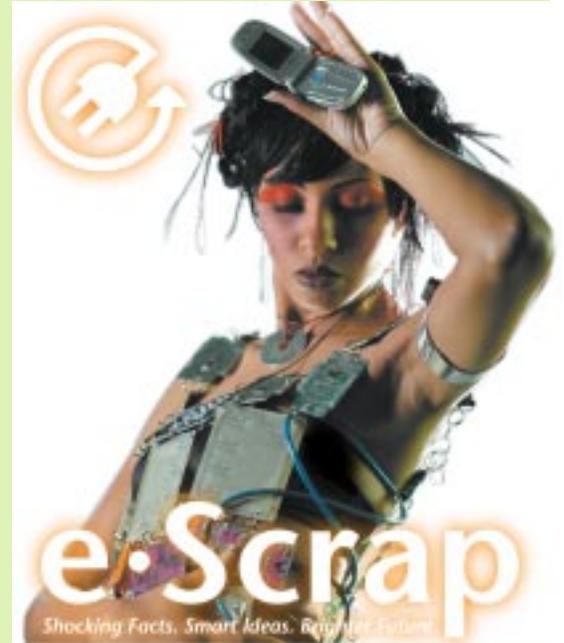
Just as you should develop and follow a strategy to protect personally identifiable and corporate information on disposed assets, be sure to account for all software as it is retired. ■



Kevin Myrant, Cascade's Information Technology and Security Manager, was named the National Association for Information Destruction Member of the Year for his work on standards for the destruction of electronic media.

INDIANA E-SCRAP RESOURCES

The Indiana Recycling Coalition offers a wealth of information related to how to responsibly get rid of "last year's model" of IT equipment.



Cascade recently lended its support to the IRC e-Scrap education and outreach campaign. For toolkits on best practices and information on regulations, visit their web site at:

www.indianarecycling.org/e-scrap_action_program.html

LEGISLATIVE UPDATES



NEW CRT RULE ON THE HORIZON

Cathode Ray Tubes, or CRTs, are the glass video displays commonly found in televisions and monitors. The high levels of lead contained in CRT glass often require special handling and disposal procedures as a regulated hazardous waste under the Resource Conservation and Recovery Act (RCRA). In 2002, the EPA proposed a rule to facilitate and streamline the management of CRTs and promote recycling. The rule goes into effect January 29, 2007.

While the rule will have little effect on most customers already using Cascade's asset retirement services, it does eliminate much of the confusion regarding the classification and proper management of CRTs and promotes recycling over land fill or incineration disposal. It also clearly defines requirements for collectors such as Cascade and downstream processors.

Not everyone is affected by the rule. Households are still exempted under previous regulations from federal hazardous waste requirements. Non-residential generators of hazardous waste, including CRTs, who produce or accumulate less than 220 lbs (100 kg) are considered Conditionally Exempt Small Quantity Generators (CESQGs) and are not subject to most RCRA requirements. This remains unchanged. Similarly, the previous policy stating that any user who sends CRTs to a collector, such as Cascade, or a reseller for potential reuse is not a RCRA generator appears again in the new rule.

Prior to the new rule, the point at which CRTs meet the definition of solid waste was not entirely clear. Some shipments of monitors and televisions that arrive at our docks are already labeled as a waste, while others are labeled consumer electronics or similar. Cascade's position prior to the rule was to assume generator status because we have the capability to test the devices and determine whether or not the units can be reused in the same form.

Now used, unused, and broken CRTs and processed CRT glass are plainly exempted from classification as a solid waste under RCRA as long as the material is bound for recycling and certain conditions are met.

The EPA provides the incentive of exemption from hazardous waste requirements to those who send their CRTs to reuse operations, smelters for recovery of lead, and glass processors as long as they are labeled and stored properly, not speculatively accumulated, and treated as a commodity with value rather than a waste. If CRTs and their products are sent directly to landfill or incineration, full hazardous waste regulations apply.

The new CRT rule makes the process of recycling your monitors and with Cascade even easier. Our focus on "cascading technology to its next best use" includes testing for reuse potential and glass-to-glass recycling. As always, you can count on Cascade for the most environmentally responsible solution for your asset retirement needs. ■