

Device buyback quote prepared for:

Lebanon School District

Transmittal Letter

Tech to School
1530 Montague Expressway
San Jose, California 95131

18 March 2021

Shawn Canady
Chief Information Officer
Lebanon School District
1000 South 8th St
Lebanon, PA 17042

Mr. Canady,

Tech to School is pleased to submit for your consideration the enclosed proposal in response to your Request for Proposal for the Purchase of Apple Devices. We have reviewed and all RFB requirements and are confident in our ability to perform the work described herein.

We thank you for the opportunity to submit this response and will be happy to address any questions or concerns which may arise as you evaluate our proposal.

Sincerely,

Jason Melero
Director of Purchasing
Tech to School

Company Profile

Tech to School was founded in Silicon Valley in 2003. We are a full-service asset disposition corporation with headquarters and refurbishment facility in San Jose, California.

Our primary client relationships are in the K-12 education marketplace. We've processed hundreds of thousands of devices for districts and schools of all sizes throughout all 50 states. For over 15 years, we have a perfect record of completing buybacks and meeting financial obligations to our customers, partners, and vendors.

We pride ourselves on service transparency and the ability to custom-fit the asset disposition process to the unique needs of our customers. It's our goal to provide fair and accurate analysis of value and condition of equipment purchased. We strive to have satisfied, referenceable clients.

Our facility is located at:
1530 Montague Expressway
San Jose, California 95131

Our Federal Tax Identification number is 77-0620374.

The following persons will serve as the contacts to the District, with authorization to make representations on behalf of and to bind firm:

Jason Melero
Director of Purchasing
j.melero@techtoschool.com

Tim McNiff
Logistics Coordinator
t.mcniff@techtoschool.com

Tech to School is in good standing with the State of California and will have all necessary licenses, permits, certifications, approvals and authorizations necessary in order to perform all obligations in connection with this proposal.

Ease of Transition

At Your Site

Tech to School is a full-service asset disposition company. We will provide a “white glove” engagement which includes all packaging materials, personnel for on-site packing, palletizing, conveyance to the carrier, and freight shipment at no cost to the District.

At Our Facility

Upon arrival at our facility, Tech to School will provide a receiving report to allow for confirmation that all devices were received. All equipment received by our facility undergoes a complete erasure of storage devices. Following a comprehensive audit, Tech to School will provide an audit report.

Typical Timeline

Delivery of packing materials, packing, and freight removal can be completed within 14 days of equipment availability. Completion of audit will be within 60 days of arrival.

Data Sanitization

Tech to School uses iShredder, a secure data erasure application. iShredder surpasses international standards used by state and military organizations in secure file deletion with a wide selection of tried-and-trusted state-of-the-art deletion algorithms.

For both MacOS and iOS devices, we have the ability to utilize any of the the following secure deletion algorithms based on the district's preference: DoD 5220.22-ME, US Air Force (AFSSI-5020), US Army AR380-19, DoD 5220.22-M ECE, BSI/VS-ITR TL-03423, BSI-2011-VS, CSEC ITSG-06, NATO Standard, Gutmann, HMG InfoSec No.5, DoD 5220.22 SSD.

Environmental Responsibility

No electronic equipment procured by Tech To School will be disposed of in any landfill. Any equipment deemed unfit or unsafe for resale will be properly disposed of through a process compliant with EPA standards. All recycled equipment will be mechanically disassembled into its base components (plastics, metals, wire, PCB, paper, etc.), hard drives shredded, and guaranteed an environmentally safe and secure disposition.

References

Pascack Valley Regional High School District

28 West Grand Avenue
Montvale, NJ 07645

Paul Zeller
Director of Technology and Communication
pzeller@pascack.org
(201) 358-7004 x22055

Cape Henlopen School District

270 Kings Hwy.
Lewes, DE 19958

Randy Reynolds
Information Technology Supervisor
randy.reynolds@cape.k12.de.us
(302) 644-7920

Cedarburg School District

W68N611 Evergreen Blvd
Cedarburg, WI 53012

Eric Mesa
IT Systems Manager
emesa@cedarburg.k12.wi.us
(262) 376-6125

Client

Lebanon School District
1000 South 8th St
Lebanon, PA 17042

Shawn Canady
scanady@lebanon.k12.pa.us
717.270.6870

Tech to School

1530 Montague Expressway
San Jose, California 95131

Contact

Jason Melero
j.melero@techtoschool.com
512-773-3944

Buyback Quote

Quote Number: MTS97935
Quote Date: 03/18/2021
Valid Until: 04/17/2021
Shipped By: 05/01/2021

Qty.	Model	Description	Condition Grade				
			A	B	C	D	
14	MJVM2LL/A	MacBook Air (11-inch, Early 2015)	\$275	\$234	\$206	\$138	
74	MD711LL/B	MacBook Air (11-inch, Early 2014)	\$230	\$196	\$173	\$115	
11	MD711LL/A	MacBook Air (11-inch, Mid 2013)	\$210	\$179	\$158	\$105	
50	MD223LL/A	MacBook Air (11-inch, Mid 2012)	\$180	\$153	\$135	\$90	
3	MC207LL/A	MacBook (13-inch, Late 2009)	\$40	\$34	\$30	\$20	
18	MD786LL/A	iPad Air (Wi-Fi) 32GB	\$80	\$68	\$60	\$40	
46	MD785LL/A	iPad Air (Wi-Fi) 16GB	\$70	\$60	\$53	\$35	
27	MD510LL/A	iPad (4th generation) (Wi-Fi) 16GB	\$30	\$26	\$23	\$15	
69	MC706LL/A	iPad (3rd generation) (Wi-Fi) 32GB	\$15	\$13	\$11	\$8	
1	MC770LL/A	iPad 2 (Wi-Fi) 32GB	\$30	\$26	\$23	\$15	
202	MC769LL/A	iPad 2 (Wi-Fi) 16GB	\$15	\$13	\$11	\$8	
13	MGNR2LL/A	iPad mini 3 (Wi-Fi) 16GB	\$150	\$128	\$113	\$75	
151	ME276LL/A	iPad mini 2 (Wi-Fi) 16GB	\$90	\$77	\$68	\$45	
182	MD528LL/A	iPad mini (Wi-Fi) 16GB	\$25	\$21	\$19	\$13	
24	MB292LL/A	iPad (Wi-Fi) (Recycle Only)	\$0	\$0	\$0	\$0	
36	MC086LL/A	iPod touch (2nd generation)	\$0	\$0	\$0	\$0	STC
26	XE501C13	Samsung Series 3 Chromebook 16GB/2GB	\$0	\$0	\$0	\$0	STC
0	MGL12LL/A	iPad Air 2 (Wi-Fi) 16GB	\$100	\$85	\$75	\$50	
34	MD528LL/A	iPad mini (Wi-Fi) 16GB	\$25	\$21	\$19	\$13	
14	MD785LL/A	iPad Air (Wi-Fi) 16GB	\$70	\$60	\$53	\$35	

High Offer: **\$63,785**
Minimum Guarantee: \$47,990

High Offer based on all units being Grade A with included accessories. Final payment of or in excess of Minimum Guarantee based on audited results.

Seller Initials: STC

Grading Criteria

Grade Portables

- A Functionally like new. Display has no scratches or white spots. No scratches on case.
- B Minor scratches on case. Minor dents. Cracked hinge stress points. Minor scratches on display.
- C Major scratches, dents, or cracks, on case or around ports. White spots or moderate scratches on display.
- D Missing keys, defective ports, heavily scratched or cracked display, failed display clutch, or not fully functional.

Grade Tablets

- A Functionally like new. Display has no scratches or white spots. No scratches on back case.
- B Minor scratches on display. Minor dents. Minor scratches on back case.
- C Major scratches, dents, or cracks, on case or case corners. White spots or moderate scratches on display.
- D Not fully functional. (e.g. Defective buttons or ports, cracked or improperly seated digitizer.)

Grade All-in-One

- A Functionally like new. Display has no scratches or white spots. No scratches on back case.
- B Minor scratches on back case. Minor scratches on display.
- C Major scratches or case dents. No functionality issues. Moderate scratches to glass, no cracks.
- D Not fully functional. (e.g. Damaged or missing stand, cracked display, damaged or defective ports.)

Grade Desktops

- A Functionally like new. No scratches on case.
- B Minor scratches on case.
- C Major scratches or case dents.
- D Not fully functional. (e.g. Damaged or defective ports.)

Grade All Models

- F Inoperable. Does not carry any value, but can be recycled at no additional cost.

Deductions

Deductions assessed for missing, damaged/unsafe, defective, or non-genuine accessories:

	Apple Devices	Non-Apple Devices
Portables	Power Adapter - \$24	Power Adapter - \$10
Tablets	USB Cable - \$2.50, Power Adapter - \$2.50	USB Cable - \$2.50, Power Adapter - \$2.50
All-in-One	Keyboard - \$25, Mouse - \$15, Power Cable - \$5	Keyboard - \$10, Mouse - \$5, Power Cable - \$5
Desktops	Power Cable - \$5	Power Cable - \$5
All Models	Engraving - \$2	Engraving - \$2

Seller Initials: _____

Terms and Conditions**Equipment Condition**

The buyback quote amount is determined by equipment condition (Grade A-D,) equipment quantity and configuration matching quoted models, included accessories (power adapters, keyboards, etc.) and timeframe of shipment. The quote amount may be modified if any of the above do not match the quote. Deductions will be made for permanent asset tags or markings, firmware passwords, and management services not deactivated. All devices must be removed from iCloud, Apple School Manager, and/or Chromebook management prior to shipping. Locked devices are graded F regardless of condition and have no value. Tech to School does not have the ability to deactivate management accounts and reserves the right to request unlock facilitation from the seller post-sale.

Packing and Shipping

Tech to School will provide an on-site engagement with personnel to prepare items for shipment, provide all shipping materials, and facilitate freight shipment.

Data Destruction

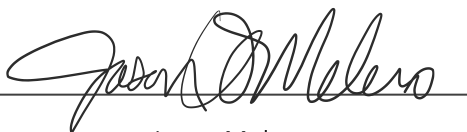
All data is removed from equipment received by Tech to School. Proof of data destruction available upon request.

Proceeds

Proceeds will be the greater of final audited results or the Minimum Guarantee less deductions. Payment via check will be sent within 60 days of equipment receipt by Tech to School.

Title and Finality

The sale is final, and title to equipment transfers to Tech to School upon equipment pickup. Tech to School may immediately resell equipment following pickup. If parties later disagree on equipment grade pricing adjustments after audit, such disagreements shall be resolved through arbitration to be conducted before JAMS. In no event will equipment be returned following pickup.

Purchaser

Jason Melero

03/18/2021

Signature**Printed Name****Date****Authorized Seller**

Shawn T. Canady

04/20/21

By signing this document, the buyback offer is approved and both parties agree to the above terms and conditions. After signing, please fax entire document to 877-719-6480 or email to j.melero@techtoschool.com.

Unlock More Value by Trading-In Your Devices

Tech to School is your end to end partner when it comes time to dispose of your devices. We help schools unlock the most value out of their devices by having a thorough and transparent process. Your devices are audited, wiped and either put back into the hands of students or recycled responsibly.

How the Trade-In Process Works



Accurate Quotes

Providing an accurate and easy to understand quote is the first step in the Trade-In process.

Our quotes are designed around the needs of your school or district. We offer fixed bids, graded audits, pay on pickup, etc.



White Glove Pickup

We take care of the logistics of packing, pickup, and shipping of devices.

All shipments to our facility are insured.

Upon arrival, data on the devices is destroyed and you're provided with a detailed audit report.



Transparency Throughout

We've found the greatest way to build trust with our customers is to be transparent with our process.

Expect fast and accurate payment. Our goal is to make sure you're happy with the result of your trade-in.

- Decrease total cost of ownership
- Increase return on initial investment

- Highest prices paid for devices
- Devices stay in K-12 to further student learning

“The process of selling our Apple equipment was simple and straightforward. Having a single vendor to work with for the process saved us time and made us more money.”

– Chet Bembenek
Technology Manager
Columbus School District

About Tech to School

Tech to School is a trusted partner in delivering the highest quality certified refurbished devices to schools. For over 16 years, Tech to School has provided fast, reliable and responsive service to K-12 schools nationwide.

Request a Quote Today!