

Investment Recovery Program

PICS Resale: Outsourcing for Profit

PICS Telecom International is the leading provider of comprehensive Asset Management programs for the telecommunications industry. We have the largest network of Investment Recovery Partners and "end user" customers of any secondary market provider. Our clients include many of the most successful, profit driven and technologically advanced companies in the world.

We provide turnkey solutions including investment de-installation, recovery, site surveys, physical inventory reports, asset valuations, de-installations, handling & packaging, logistics & transportation support and "green" recycling services. Our investment recovery services

enable clients to turn excess equipment into working capital for new projects. We purchase inventory, offer "resale" programs where proceeds are shared credit and environmentally responsible recycling to generate the highest market value in the industry.

Working with PICS Telecom International ensures that our clients make the most of past investments. By outsourcing the responsibility for the disposition of excess equipment to PICS Telecom International, our clients will maximize the return on their investment. This allows our clients the time to focus on their core business.



Utilize our facilities, professional staff, expertise and marketing network to minimize your management time and maximize the return on your investment.



How the PICS Resale Program Works

Shipment

We arrange for shipment to one of our warehouses. Equipment can be consolidated at your warehouse or shipped directly from your sites.

Freight

Freight costs for transporting equipment to PICS Telecom International warehouses are deducted from your sales proceeds. Freight costs associated with shipping the equipment from our warehouse to the buyer's location are our responsibility.

Handling

We provide you with a complete inventory within 20 business days of arrival at our warehouse. All equipment is input into our computerized inventory system by your company name, manufacturer part number, HECL code and arrival date.

Reporting

We have a powerful MIS system that provides comprehensive information to our staff. This advanced system provides instant equipment availability, tracking information, historical pricing, customer files and a Telcordia database for verification of part numbers.

Sales Proceeds

When equipment is sold the proceeds are shared proportionately. As our Investment Recovery partner, you are guaranteed payment once the equipment has been sold since we bear all risk relative to any collection issues that may arise.

Inventory Aging and Scrapping

If an item cannot be sold due to market conditions or the original condition of the equipment, we will recycle the equipment and provide the necessary "Certificate of Destruction".

Marketing

PICS Telecom International's marketing strategy is to optimize Investment Recovery proceeds by selling direct to carriers, at optimal end user market prices. PICS' primary target markets are LEC's, CLEC's, wireless companies, ISP's, utilities and enterprise accounts.

Equipment Sales

PICS Telecom International has a broad based sales strategy designed to utilize multiple channels to maximize the return on investment. PICS sales representatives maintain an active database of over 20,000 customers around the world.

Title

Title to the assets remains with the partner until PICS Telecom International identifies a buyer and completes the sale.

Benefits Include

- Generate additional cash for future capital expenditures
- Eliminate unnecessary handling (transportation) and storage (warehouse) costs
- Avoid any recycling and hazmat issues associated with these assets
- Eliminate the cost and management time associated with establishing an effective internal program for selling these assets
- Stop vendors from "cherry picking" your inventory and start protecting the integrity of the systems
- Allow your employees to focus on the core competencies of your business as opposed to handling and selling surplus assets
- Maximize your ROI and minimize your costs