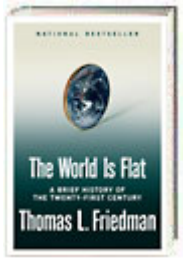


## Global Sustainability through Green Reverse Logistics

Leveraging Asset Recovery and Recycling for RoHS and WEEE Compliance:



As Thomas L. Friedman wrote in *The World is Flat*, we do business in a global neighborhood. Materials flow from diverse regions based on cost and availability. Government and Corporate Social Responsibility have changed the methods and materials of manufacturing. Reverse Logistics, Service Providers, Collectors, Recyclers, and downstream reuse of materials are rapidly evolving. Experience, technology, and collaboration are eliminating barriers and creating new revenue opportunities for manufacturers, 3PSPs, 3PLs, Asset Recovery, buyers and sellers of raw materials.

You are part of the solution. How do you participate, and how do you benefit from it?

### The GOAL

There are many players, multiple constituents, in the supply chain. Each constituent has a focus to optimize performance with efficiency, reduce cost, and secure profitability. Most often, the focus of business is concentrated on the immediate connected suppliers or vendors (input), the internal processes, and the immediate connected clients or customers (output). However, there are elements of data and information that are useful throughout the supply chain, and used in different ways to support the diverse requirements of the participants.

The goal is to create an open architecture that allows this data to flow through the supply chain with the parts, products, processes, and performance. This empowers each participant to forecast, audit, track, communicate, and optimize performance. Open architecture allows each participant to utilize existing internal systems and applications to accept and share applicable data. Applications developed from the instructions, input, and requirements of the constituents, enables greater participation for members who may require a system, solution, module, or application for full integration.

### The LEGO's approach

By designing applications with independent integrated modules to accommodate the requirements of each constituent, participants can pick and choose the modules, or complete application, that meets the individual needs. Modules and applications are designed and developed based on feedback from the participants, allowing each member to benefit from the collaboration of the community.



## Recycle Accelerator - The Solution

- 1) Collector Legend: The Individual Collector's Limited Edition
  - a. Streamlined data entry for individual administrator full access
  - b. Simplified user interface for part-time collectors, retired individuals, start-ups
  - c. Online updates keep pace with regional regulatory and compliance requirements
  - d. Enables product identification, inventory management, reporting, and finance
  - e. Output integrated for Recycle Accelerator data transfer, eliminates double data entry
  - f. Full Reporting functionality for government compliance, audit, and tracking
  - g. Coordinate pick-up or delivery of assigned product or materials with recycle network
- 2) Collector Entrepreneur: The Complete Collector's Edition
  - a. All of the features of Collector Legend: The Individual Collector's Limited Edition, PLUS
  - b. Supports multiple USERS, control access, passwords, read / write, and assign functions
  - c. Event scheduler updates public calendar and simplifies aggregate collection logs
  - d. Enhanced financial management with export to common accounting applications
  - e. Enhanced pick-up detail and functionality, bill of lading, labeling, etc
  - f. Warehouse Management System (WMS), pallet consolidation, reporting, etc
  - g. Custom Templates to load logo & company name on custom reports, email, etc
- 3) Recycle Accelerator – The customizable application for recyclers
  - a. All of the features of Collector Entrepreneur: The Complete Collector's Edition PLUS
  - b. Regulatory and Compliance updates for Recyclers
  - c. Asset Recovery Sales Functions with Export Controls and Features
  - d. Product to Material Conversion
    - i. Product Reports to Government and Manufacturers
    - ii. Inventory Management converted to material management for sales out
    - iii. Certificates of Destruction with ability to provide online access to clients
  - e. Integration to schedule pick-up & delivery with network collectors and clients
  - f. Auction Asset Recovery remanufactured products and / or recycled material globally
  - g. Enhanced WMS, Logistics Management, and Financial Management with export
- 4) Material Acquisition
  - a. Auction site for asset recovery, product, parts, and materials
  - b. Export control, compliance, and tracking
- 5) Manufacturers
  - a. Reporting on collected and recycled products (Corporate Social Responsibility)
  - b. Integrated Network to refer customers for proper disposition and handling
  - c. Certificates of Destruction
  - d. Improved consumer communications, instructions, compare to registration, call center
- 6) Government
  - a. Audit functions, reporting, tracking, compliance – electronic management (not paper)

## Features:

	Recycle Accelerator	Legend Limited Collector's Edition	Collector Entrepreneur
Account Management	X	X	X
Account Assignment	X		X
Account File Center	X	X	X
Event Management	X		X
Event Center	X		X
Event Label	X		X
Inbound / Outbound Sales Order	X	X	X
Inbound / Outbound Purchase Order	X	X	X
Spot Buy Purchase Order	X		
Spot Buy Sales Order	X		
Edit Order	X	X	X
Void Order	X	X	X
Scheduling Dispatch	X		X
Bill of Lading Order #	X		X
Shipment status update	X		
Freight Cost	X		
Export Booking	X		
Inbound Receiving	X	X	X
Outbound Packing List	X	X	X
Upload / View Photos	X		X
Product Management	X	X	X
Inventory Adjustment	X	X	X
Warehouse Management System	X		X
Pallet ID	X		X
Edit Order / Order Journal / Order History / Material	X	X	X
Document Verification	X	X	X
Print Order / BOL / Packing List / Certificate / Financials	X	X	X
Accounts Receivable Management	X	X	X
Accounts Payable Managements	X	X	X
Data Export to Accounting Software	X		X
Order Reports, Accounting Reports, Dispatch Reports	X	X	X
Inventory, Analysis, Claims, and Admin Reports	X	X	X
Recycle Reporting to Government	X		
SB50 Collection Logs, adjustment, and shipping	X		
User Management, User Groups, Assignment	X		X
Email & Report Custom Templates w/ Company Logo	X		X

### Original Conceptual Design of Collector's Welcome for Recycler Order

CE Accelerator > Recycle Accelerator > Collector> Recycler Order

Welcome John

Logout

--Switch--

?

Recycle Accelerator Logo

RECYCLER ORDER

Search

Advanced Search

Home

Customers

Scheduled Events

Recycle

Collection

Reports

Admin

Sub Menu 1

Item 1  
Item 2  
Item 3

Sub Menu 2

Item 1  
Item 2  
Item 3

Recycler Details

End User

Education

Non Profit

Government

Business

Manufacturing

Collection Event

Another Collector

Recycler ID

City

Category

Brand

Comments

Recycler Company Name

ZIP

UPC Code

No Of Units

Weight

ADD

S#			

PRINT

CLOSE

## Original Conceptual Design for Collector's Schedule Event Master

CE Accelerator → Recycle Accelerator → Collector → Order

## Schedule Events

Location Details			
Event ID	<input type="text"/>	Event Location Name	<input type="text"/>
Address 1	<input type="text"/>	Address 2	<input type="text"/>
City	<input type="text"/>	Country	<input type="text"/>
Government Approved	Yes <input type="radio"/> No <input type="radio"/>	Region / County / Territory	<input type="text"/>
State	<input type="text"/>	ZIP	<input type="text"/>
Date	<input type="text"/>		
Upload Documents	<input type="text"/> <input type="button" value="Browse"/>		

Sponsor Details			
Co Sponsor Customer 1	<input type="text"/>	Event Contact First Name	<input type="text"/>
Co Sponsor Customer 2	<input type="text"/>	Event Contact Last Name	<input type="text"/>
Phone	<input type="text"/>	Email	<input type="text"/>
URL	<input type="text"/>		

## Collector Order from a Collection Event

CE Accelerator → Recycle Accelerator → Collector → Order

### COLLECTOR ORDER from Collection Events (By Product)

<b>Order</b>			
Event Type	<input type="text"/>	Event Date	<input type="text"/>
Event Location	<input type="text"/>	DATE	<input type="text"/>
		Order ID	<input type="text"/>

<b>Customer</b>			
First Name	<input type="text"/>	Last Name	<input type="text"/>
Street 1	<input type="text"/>		Contact Phone
Street 2	<input type="text"/>		Driving License
City	State	ZIP	Mobile No
			Status
			E-Mail
			Exp.Date

<b>Customer Requirement</b>			
Weight Scale	<input type="text"/>	Grade Level Loading Dock	<input type="text"/>
Office Hours	<input type="text"/>	Hi Loading Dock	<input type="text"/>
		Forklift Required	Yes <input type="radio"/> No <input type="radio"/>
		Security Clearance Required	Yes <input type="radio"/> No <input type="radio"/>

<b>Order Requirement</b>			
Truck Lift Gate Needed	Yes <input type="radio"/> No <input type="radio"/>	Shrink Wrap Needed	Yes <input type="radio"/> No <input type="radio"/>
Pallet Jack Needed	Yes <input type="radio"/> No <input type="radio"/>	Payment Amount Required	Yes <input type="radio"/> No <input type="radio"/>
Hand Truck Needed	Yes <input type="radio"/> No <input type="radio"/>	Gaylord Boxes Needed	Yes <input type="radio"/> No <input type="radio"/>
		Dolly Needed	Yes <input type="radio"/> No <input type="radio"/>
		Pallets Needed	Yes <input type="radio"/> No <input type="radio"/>
		Manpower needed	<input type="text"/>
		TV over 27" or 50lbs?	Yes <input type="radio"/> No <input type="radio"/>
		On which Floor / Level?	<input type="text"/>

<b>Pick up</b>			
Assigned Date	<input type="text"/>	Picked	<input type="text"/>
Internal Assigned to	<input type="text"/>	Packed	<input type="text"/>
		Pending Weigh In	<input type="text"/>
		Shipped	<input type="text"/>
		On dock to Ship	<input type="text"/>
		On dock Receipt	<input type="text"/>
<input checked="" type="checkbox"/> STATE REIMBURSEMENT			

<b>Product Details</b>										
Category	<input type="text"/>	Model	<input type="text"/>							
Brand	<input type="text"/>	Serial	<input type="text"/>							
Comments	<input type="text"/>									
Upload Image	<input type="text"/> <input type="button" value="Browse"/>									
<input type="button" value="Commit"/>										
<b>Product List</b>										
S#	zz	Model	UPC Code	Brand	Serial	No. of Units	Weight	Comments		Action
<b>Material List</b>										
S#	Material	Material Description	Weight	Action						
Upload Image <input type="text"/> <input type="button" value="Browse"/>										

<b>Special Customer Requirements</b>			
Remove Asset Tags	Yes <input type="radio"/> No <input type="radio"/>	Wipe HDD	Yes <input type="radio"/> No <input type="radio"/>
Remove Serial Numbers	Yes <input type="radio"/> No <input type="radio"/>	Asset Recovery OK	Yes <input type="radio"/> No <input type="radio"/>
Comments	<input type="text"/>		

PRINT

Save



## Collector Order from Manufacturer Pick Up

CE Accelerator → Recycle Accelerator → Collector → Order

### COLLECTOR ORDER from Manufacturer (By Product)

<b>Order</b>	
Collector Method <input type="text"/>	Delivery Method <input type="text"/>
Order Status <input type="text"/>	Order Type <input type="text"/>
Estimated Pick Up date <input type="text"/>	DATE <input type="text"/>
Actual Pick Up Date <input type="text"/>	Order ID <input type="text"/>

<b>Customer</b>	
Account # <input type="text"/>	Manufacturer Name <input type="text"/>
City <input type="text"/>	ZIP <input type="text"/>

<b>Customer Requirement</b>	
Weight Scale <input type="text"/>	Grade Level Loading Dock <input type="text"/>
Office Hours <input type="text"/>	Hi Loading Dock <input type="text"/>
Forklift Required	Yes <input type="radio"/> No <input type="radio"/>
Security Clearance Required	Yes <input type="radio"/> No <input type="radio"/>

<b>Order Requirement</b>	
Truck Lift Gate Needed	Yes <input type="radio"/> No <input type="radio"/>
Shrink Wrap Needed	Yes <input type="radio"/> No <input type="radio"/>
Dolly Needed	Yes <input type="radio"/> No <input type="radio"/>
Palletized	Yes <input type="radio"/> No <input type="radio"/>
Pallet Jack Needed	Yes <input type="radio"/> No <input type="radio"/>
Payment Amount Required	Yes <input type="radio"/> No <input type="radio"/>
Pallets Needed	Yes <input type="radio"/> No <input type="radio"/>
Manpower needed	<input type="text"/>
Hand Truck Needed	Yes <input type="radio"/> No <input type="radio"/>
Gaylord Boxes Needed	Yes <input type="radio"/> No <input type="radio"/>
TV over 27" or 50lbs?	Yes <input type="radio"/> No <input type="radio"/>
On which Floor / Level?	<input type="text"/>

<b>Pick up</b>	
Assigned Date <input type="text"/>	Picked <input type="text"/>
Internal Assigned to <input type="text"/>	Packed <input type="text"/>
Pending Weigh In <input type="text"/>	On dock to Ship <input type="text"/>
Shipped <input type="text"/>	On dock Receipt <input type="text"/>
<input checked="" type="checkbox"/> STATE REIMBURSEMENT	

<b>Product Details</b>																					
Category <input type="text"/>	Model <input type="text"/>																				
Brand <input type="text"/>	Serial <input type="text"/>																				
UPC Code <input type="text"/>	No Of Units <input type="text"/>																				
Weight <input type="text"/>	<input type="text"/>																				
Comments <input type="text"/>																					
Upload Image <input type="text"/>	<input type="button" value="Browse"/>																				
<div style="float: right;"><b>Commit</b></div>																					
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>S#</th> <th>zz</th> <th>Model</th> <th>UPC Code</th> <th>Brand</th> <th>Serial</th> <th>No. of Units</th> <th>Weight</th> <th>Comments</th> <th>Action</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>		S#	zz	Model	UPC Code	Brand	Serial	No. of Units	Weight	Comments	Action										
S#	zz	Model	UPC Code	Brand	Serial	No. of Units	Weight	Comments	Action												
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>S#</th> <th>Material</th> <th>Material Description</th> <th>Weight</th> <th>Action</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>		S#	Material	Material Description	Weight	Action															
S#	Material	Material Description	Weight	Action																	
Upload Image <input type="text"/>	<input type="button" value="Browse"/>																				

<b>Special Customer Requirements</b>	
Remove Asset Tags	Yes <input type="radio"/> No <input type="radio"/>
Wipe HDD	Yes <input type="radio"/> No <input type="radio"/>
Certificate of Destruction Required	Yes <input type="radio"/> No <input type="radio"/>
Remove Serial Numbers	Yes <input type="radio"/> No <input type="radio"/>
Asset Recovery OK	Yes <input type="radio"/> No <input type="radio"/>
Wipe HDD	Yes <input type="radio"/> No <input type="radio"/>
Comments <input type="text"/>	

PRINT

Save

## Collector Business by Product

CE Accelerator → Recycle Accelerator → Collector → Order

### COLLECTOR ORDER from Business (By Product)

<b>Order</b>			
Collector Method <input type="text"/>	Delivery Method <input type="text"/>	Estimated Pick Up date <input type="text"/>	DATE <input type="text"/>
Order Status <input type="text"/>	Order Type <input type="text"/>	Actual Pick Up Date <input type="text"/>	Order ID <input type="text"/>

<b>Customer</b>			
Account # <input type="text"/>	Business Name <input type="text"/>		
City <input type="text"/>	ZIP <input type="text"/>		

<b>Customer Requirement</b>			
Weight Scale <input type="text"/>	Grade Level Loading Dock <input type="text"/>	Forklift Required	Yes <input type="radio"/> No <input type="radio"/>
Office Hours <input type="text"/>	Hi Loading Dock <input type="text"/>	Security Clearance Required	Yes <input type="radio"/> No <input type="radio"/>

<b>Order Requirement</b>							
Truck Lift Gate Needed	Yes <input type="radio"/> No <input type="radio"/>	Shrink Wrap Needed	Yes <input type="radio"/> No <input type="radio"/>	Dolly Needed	Yes <input type="radio"/> No <input type="radio"/>	Palletized	Yes <input type="radio"/> No <input type="radio"/>
Pallet Jack Needed	Yes <input type="radio"/> No <input type="radio"/>	Payment Amount Required	Yes <input type="radio"/> No <input type="radio"/>	Pallets Needed	Yes <input type="radio"/> No <input type="radio"/>	Manpower needed	<input type="text"/>
Hand Truck Needed	Yes <input type="radio"/> No <input type="radio"/>	Gaylord Boxes Needed	Yes <input type="radio"/> No <input type="radio"/>	TV over 27" or 50lbs?	Yes <input type="radio"/> No <input type="radio"/>	On which Floor / Level?	<input type="text"/>

<b>Pick up</b>			
Assigned Date <input type="text"/>	Picked <input type="text"/>	Pending Weigh In <input type="text"/>	On dock to Ship <input type="text"/>
Internal Assigned to <input type="text"/>	Packed <input type="text"/>	Shipped <input type="text"/>	On dock Receipt <input type="text"/>

☒ STATE REIMBURSEMENT

<b>Product Details</b>				<b>Product Type</b> Product <input type="radio"/> Material <input type="radio"/>	
Catagory <input type="text"/>	Model <input type="text"/>	UPC Code <input type="text"/>			
Brand <input type="text"/>	Serial <input type="text"/>	No Of Units <input type="text"/>	Weight <input type="text"/>		
Comments <input type="text"/>					
Upload lamage <input type="text"/>		Browse			

<b>Product List</b>										<b>Commit</b>	
S#	ZZ	Model	UPC Code	Brand	Serial	No. of Units	Weight	Comments		Action	

<b>Material List</b>				
S#	Material	Material Description	Weight	Action

Upload lamage  Browse

<b>Special Customer Requirements</b>					
Remove Asset Tags	Yes <input type="radio"/> No <input type="radio"/>	Wipe HDD	Yes <input type="radio"/> No <input type="radio"/>	Certificate of Destruction Required	Yes <input type="radio"/> No <input type="radio"/>
Remove Serial Numbers	Yes <input type="radio"/> No <input type="radio"/>	Asset Recovery OK	Yes <input type="radio"/> No <input type="radio"/>	Wipe HDD	Yes <input type="radio"/> No <input type="radio"/>
Comments <input type="text"/>					

PRINT

Save

## Collector End-User by Product

CE Accelerator → Recycle Accelerator → Collector → Order

### COLLECTOR ORDER from End User (By Product)

<b>Order</b>											
Collector Method	<input type="text"/>		Delivery Method	<input type="text"/>		Estimated Pick Up date	<input type="text"/>		DATE	<input type="text"/>	
Order Status	<input type="text"/>		Order Type	<input type="text"/>		Actual Pick Up Date	<input type="text"/>		Order ID	<input type="text"/>	

<b>Customer</b>														
First Name	<input type="text"/>			Last Name	<input type="text"/>			Contact Phone	<input type="text"/>			Driving License	<input type="text"/>	
Street 1	<input type="text"/>							Mobile No	<input type="text"/>			Status	<input type="text"/>	
Street 2	<input type="text"/>							E-Mail	<input type="text"/>			Exp.Date	<input type="text"/>	
City	<input type="text"/>		State	<input type="text"/>		ZIP	<input type="text"/>							

<b>Customer Requirement</b>											
Weight Scale	<input type="text"/>		Grade Level Loading Dock	<input type="text"/>		Forklift Required	Yes <input type="radio"/> No <input type="radio"/>				
Office Hours	<input type="text"/>		Hi Loading Dock	<input type="text"/>		Security Clearance Required	Yes <input type="radio"/> No <input type="radio"/>				

<b>Order Requirement</b>											
Truck Lift Gate Needed	Yes <input type="radio"/> No <input type="radio"/>	Shrink Wrap Needed	Yes <input type="radio"/> No <input type="radio"/>	Dolly Needed	Yes <input type="radio"/> No <input type="radio"/>	Palletized	Yes <input type="radio"/> No <input type="radio"/>				
Pallet Jack Needed	Yes <input type="radio"/> No <input type="radio"/>	Payment Amount Required	Yes <input type="radio"/> No <input type="radio"/>	Pallets Needed	Yes <input type="radio"/> No <input type="radio"/>	Manpower needed	<input type="text"/>				
Hand Truck Needed	Yes <input type="radio"/> No <input type="radio"/>	Gaylord Boxes Needed	Yes <input type="radio"/> No <input type="radio"/>	TV over 27" or 50lbs?	Yes <input type="radio"/> No <input type="radio"/>	On which Floor / Level?	<input type="text"/>				

<b>Pick up</b>											
Assigned Date	<input type="text"/>		Picked	<input type="text"/>		Pending Weigh In	<input type="text"/>		On dock to Ship	<input type="text"/>	
Internal Assigned to	<input type="text"/>		Packed	<input type="text"/>		Shipped	<input type="text"/>		On dock Receipt	<input type="text"/>	
<input checked="" type="checkbox"/> STATE REIMBURSEMENT											

<b>Product Details</b>										<b>Product Type</b> Product <input type="radio"/> Material <input type="radio"/>		
Catagory	<input type="text"/>			Model	<input type="text"/>			UPC Code	<input type="text"/>			
Brand	<input type="text"/>			Serial	<input type="text"/>			No Of Units	<input type="text"/>	Weight	<input type="text"/>	
Comments	<input type="text"/>											
Upload lamage	<input type="text"/>			<input type="button" value="Browse"/>								
<input type="button" value="Commit"/>												
<b>Product List</b>												
S#	zz	Model	UPC Code	Brand	Serial	No. of Units	Weight	Comments		Action		
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	
<b>Material List</b>												
S#	Material	Material Description	Weight	Action								
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	
Upload lamage <input type="text"/> <input type="button" value="Browse"/>												

<b>Special Customer Requirements</b>											
Remove Asset Tags	Yes <input type="radio"/> No <input type="radio"/>	Wipe HDD	Yes <input type="radio"/> No <input type="radio"/>	Certificate of Destruction Required	Yes <input type="radio"/> No <input type="radio"/>						
Remove Serial Numbers	Yes <input type="radio"/> No <input type="radio"/>	Asset Recovery OK	Yes <input type="radio"/> No <input type="radio"/>	Wipe HDD	Yes <input type="radio"/> No <input type="radio"/>						
Comments	<input type="text"/>										

PRINT

Save

## Reverse Logistics Workshop Review

How are RoHS and WEEE materials being tracked by parts and product in reverse logistics?

How is the transfer of product to parts being managed in Asset Recovery, refurbishment, and reuse?

What are the financial tracking requirements of turning product into parts – credit and revenue?

What useful data elements connect retail, channel, returns, registration, call center, and recycling?

How does data collection for product and part recycling impact regional regulations and compliance?

How can parts be managed to support field service and extended service?

What are the responsibilities and opportunities for third party service providers?

What are the responsibilities and opportunities for manufacturers?

What are the opportunities for retail and channel to support product returns for recycling?

How can the information from these diverse partners in the complete process be used to benefit the community at large?



*For more information, or to join in the collaborative effort of designing the network solution, please contact:*



Mark Balinski  
[markb@zslinc.com](mailto:markb@zslinc.com)

**ZSL Inc**  
**85 Lincoln Highway**  
**Edison, NJ 08820**  
**USA**

**Business Development Manager**  
**+ Media Contact**





## About ZSL Inc

ZSL Inc is an ISO 9001 certified technology service provider. ZSL Inc offers substantial cost savings and enhanced performance associated with a secure and effectively managed global development model. For over 10 years, ZSL Inc has been partnering with a loyal following of clients seeking to leverage proven delivery methodology, as well as 24 / 7 access to the very best technical resources and development tools anywhere.

ZSL Inc leverages specialized knowledge in custom enterprise application development, reporting, data management, administration, and application integration to assist enterprises in raising service levels, while reducing costs. ZSL Inc has extensive experience in mobile, wireless, and web application development.

In 2007, ZSL Inc was ranked 275 in the VAR Business 500, and was recognized as one of the 10 Fast Growth VARs to watch. The ZSL Inc customer base includes small and medium size companies across a broad range of verticals, as well as respected leaders in Finance and Banking, Insurance, Life Sciences, Telecommunications, Retail, and Manufacturing.

ZSL Inc has locations in Chennai, India; Paris, France; London, England; and New Jersey USA

## ZSL won "Top Technology Practices" award from VARBusiness



**NY, 3rd June, 2008** – Everything Channel hit New York City to honor North America's largest solution providers at its VARBusiness 500 Awards.

Held on June 3, 2008 at Gotham Hall (site of a former bank), the event brought together executives from solution providers and their vendor partners to celebrate the success and achievements of the channel.

## ZSL won "Top Technology Practices" award from VARBusiness during the conference.

CMP Media's Everything Channel - VARBusiness magazine recognizes High growth Solution Providers every year for their achievement and leadership in various technology and business practices.

Apart from **moving up (from #275 to #238)** in the **VAR 500 Rating**, ZSL achieved a major milestone by receiving this award from VARBusiness for our new technology practices initiatives such as Business Solutions, Enterprise 2.0, Unified Communications and Virtualization. Our **"Greenware Computing (Virtualization Services)"** made its mark out of other initiatives that we launched.



## **ZSL Ranked #238 among North America's Top 500 Technology Integrators by VAR Business**



**Edison, NJ, 3rd June, 2008** – ZSL, a global information technology services firm today announced it has been recognized by Everything Channel's VAR Business magazine as one of the North America's top technology integrators. ZSL ranked #238 in the 14th annual VAR Business 500 ranking and made its 4th consecutive appearance in VAR Business 500 List.

The VAR Business 500 is an exclusive listing of the world's top 500 Technology integrated firms, ranked by revenue, the VB500 list reveals that ZSL has moved to the #238 spot, up significantly from #275 last year and #318 in 2006. This marks the fourth consecutive year that ZSL has been named to this prestigious list and it's been a great honor that ZSL achieves year after year.

*"We're honored and proud to be a member of the VAR Business 500," said Sudarshan Venkatraman, ZSL's Chairman and CEO. "We're particularly pleased with our continued ascent in the VB 500 rankings."*

According to the magazine, The VAR Business 500 is the definitive listing of the biggest IT solution providers, integrators and services companies in North America by gross worldwide revenue. Rankings are determined by 2007 fiscal year gross revenue generated by the sale of IT products (software and hardware), software licensing, custom software sales, professional services and managed services.

The complete listing for the year 2008 – VAR Business 500 is published in the May 26, 2008 issue of the business magazine that provides strategic insight for technology integrators.

### **About VAR Business Magazine**

For the past 20 years, VAR Business' strategic resources have been the gateway to the commercial and public sector (or government) Solution Provider community. The VAR Business integrated platform of media opportunities provides strategic insight for technology integrators through industry-defining research, in-depth editorial, channel events and innovative Web services, enabling these IT professionals to make educated decisions for their businesses, partnerships and customers. VAR Business offerings lead vendors and distributors to unprecedented access to the most powerful strategic Solution Providers in the market. VAR Business has been the recipient of numerous industry awards for both editorial content and design.

### **About Everything Channel**

Everything Channel (formerly CMP Channel) serves as the one stop shop for the sales channel that drives 75 percent of technology sales throughout the world. IT suppliers and Solution Providers turn to Everything Channel to manage and accelerate their business. Everything Channel provides the answer to strategy and branding, online marketing, research/market intelligence, lead generation, branded and custom events, education and workflow tools targeted to those who buy and sell through the Channel.

Visit: <http://www.crn.com/var/apps/2008/var500/results.jhtml?rank=201-250>