





Natural resources consumed to acquire raw materials for manufacturing.

Constant demand for low cost material to meet demand for low cost parts in low cost product



RoHS and WEEE identification by common parts and components will improve reclamation

As sources for recycled materials create greater and more efficient supply, cost will be less than mining natural resources.

Standards for idenifying materials in parts from point of production enables manufacturers, government, service providers, reverse logistics, and all participants to track easily.

A new marketplace connects
Asset Recovery of retired
products, Recycled Components,
and an auction site for
reclaimed raw materials.

Simple and easy processes, consumer education, and a wide network of collectors are critical to evolve. Service Providers can join the network of collectors, using existing tracking to easily transfer unclaimed parts and product for recycle revenue

The goal is to reduce and control e-waste through easy identification, proper tracking and complete solutions.

Applications connect collectors with recyclers, and create opportunities to reuse materials as a new resource for manufacturing.

Application integration for Customer Service Call Centers empowers manufacturers and support personnel to direct consumers to collectors, and coordinate efficient routes for recyclers to pick-up scrap.









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Natural Resources

Mined and prepared for parts, components, and manufacturing

Parts Production

Identify RoHS, WEEE, Elements by part

Cross-reference common parts (variety of MFFR part numbers)

Manufacturing

Parts to Products, identify and track percent of elements RoHS, WEEE

Forward Logistics

Track forward logistics, region, and sales

Simplify tracking and reporting for manufacturers & government

Retail and Channel Sales

Track date / time of sale, warranty birthday, product sales location Warranty validation for call centers, warranty service, and return

Consumer Registration

Registration enables communication for education and instruction Extended warranty, return for technology upgrade, or proper disposal Locate a local service provider, purchase accessories, many benefits Consumer registration tied to Warranty Birthday for validation

Call Center

Warranty Birthday expedites warranty confirmation and assistance Real Time status of Field Service, Service Providers, Collector Network CRM integrated with registration, additional point of entry & updates

Service Providers

Network of Service Providers integrated for Real Time Service Status Many independent service providers with a consolidated real time view Call Center can assign field technician and view real time repair status Service Providers can also opt-in to become Collectors

Parts Distributors

Service Providers have real time visibility to inventory, price, and order

Collectors

Simple streamlined application designed for One Man Operation
Part-time collectors, revenue for retired individuals, etc
Complete application for Business version of Collectors
Fully integrated with Recycle Application and Compliance reporting

Recyclers

Recycle Application include collector application functions

Manage Asset Recovery, product to material conversion, finances, etc

Reporting to manufacturers and government based on region

Events, Optimization, and Auction

Collection events scheduled in applications posted for public calendar Ability for recyclers to schedule and optimize pick-up at collection sites Ability for recyclers to auction Asset Recovery products globally Ability for recyclers to auction materials for reuse globally Materials become the Renewed Natural Resource for manufacturing

Manufacturers

Warranty Birthday for financial forecast, manage warranty and returns Real time visibility to service provider back-order parts and impact Real time visibility and exception based reports on service delays Accurate consumer registration enables better communication Reporting on items collected and recycled (for GOV and CSR)

Government

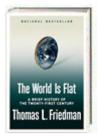
Continual updates with current regulations and compliance Integration provides audit functions and tracking for government Consistent reporting between manufacturers and government Cooperation to improve consumer awareness and instructions





Global Sustainability through Green Reverse Logistics

Leveraging Asset Recovery and Recycling for RoHS and WEEE Compliance:



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





Original Conceptual Design of Collector's Welcome for Recycler Order

cycle celerator	Logo	RECYCLER ORDER		Search P Advanced So		
Home	Customers	Scheduled Events	Recyle	Collection	Reports	Admin
Sub Menu 1	Recycler ID	Details	Enc	Non Profit	Recycler Company Na	me
Item 1 Item 2 Item 3	City Catagory Brand Comments			Business Manufacturing Collection Event Another Collector	UPC Co No Of Uni	
Item 1 Item 2 Item 3	S#					
					PRINT	CLOSE

Original Conceptual Design for Collector's Schedule Event Master

CE Accelerator \rightarrow Recycle Accelerator \rightarrow Collector \rightarrow Order

Schedule Events

Loction Details					
Event ID		Event Location	n Name		
Address 1		Address 2			State 🔻
City		Country		<u> </u>	ZIP
Government Approved	Yes O No O	Region / Cour	ity / Territory		Date
Upload Documents		Brows	е		
Sponsor Details					
Co Sponsor Customer 1		Event Contact First Name		Event Contact Last Name	
Co Sponsor Customer 2	•	Phone		Email	Yes 🕠 No 🕠
URL					
					Save Close





Collector Order from a Collection Event

CE Accelerator → Recycle Accelerator → Collector → Order

COLLECTOR ORDER from Collection Events (By Product)

Order Event Type ▼	Event Date	Event Location		DATE
Customer First Name Street 1 Street 2 City Street 2	Last Name	Contact Phone Mobile No E-Mail	Stat	ving License tus
Customer Requirement Weight Scale Office Hours	Grade Level Loading Dock		Forklift Required Security Clearance Required	Yes 🕠 No 🕠
Order Requirement Truck Lift Gate Needed Yes No C Pallet Jack Needed Yes No C Hand Truck Needed Yes No C	Payment Amount Required Yes	Dolly Needed Pallets Needed TV over 27" or 50lb		ved Yes No No wer needed
Assigned Date Internal Assigned to STATE REIMBURSEMENT	Picked Packed	Pending Weigh In Shipped		ck to Ship
Product Details Catagory Brand Comments	Model Serial		UPC Code No Of Units	Product Type Product
Upload lamge Product List S# zz	Model UPC Code	Brand Serial	No. of Units Weight Com	Commit ments Action
S# 22	Model UPC Code	Dialio Seliai	No. of Units Weight Com	Helis E Audil
Material List S# Material		Material Description		Weight Action
Upload lamge	Browse			
Special Customer Requirements Remove Asset Tags Yes No Remove Serial Numbers Yes No		Yes • No •	Certificate of Destruction Requ	uired Yes ① No ① Yes ① No ①





Collector Order from Manufacturer Pick Up

CE Accelerator → Recycle Accelerator → Collector → Order

COLLECTOR ORDER from Manufacturer (By Product)

Order Collector Method Order Status	Delivery Method Order Type	Estimated Pick Actual Pick Up		DATE Order ID
Customer				
Account#	Manufacturer Name			
Accounty	City	ZIP		
Customer Requirement				
Weight Scale	Grade Level Loading Doo	k	Forklift Required	Yes O No O
Office Hours	Hi Loading Dock		Security Clearance Require	red Yes . No .
Order Requirement				
Truck Lift Gate Needed Yes O No	Shrink Wrap Needed Yes	No O Dolly Needed	Yes O No O Palleti	tized Yes O No O
Pallet Jack Needed Yes O No O	Payment Amount Required Yes	No O Pallets Needed	d Yes 🔾 No 🕠 Manp	nower needed
Hand Truck Needed Yes O No O	Gaylord Boxes Needed Yes	No TV over 27" or	50lbs? Yes 🕠 No 🕠 On wf	hich Floor / Level?
Pick up				
Assigned Date	Picked	Pending Weigh In	On de	lock to Ship
Internal Assigned to	Packed	Shipped	On de	lock Receipt
✓ STATE REIMBURSEMENT				
N to the second				
Product Details				Product Type Product C Material C
	Model		UPC Code	Product Type Product
Catagory	Model Sariel		UPC Code	Product Material
Catagory Brand	Model Serial		UPC Code No Of Units	
Catagory Brand Comments	Serial			Product Material
Catagory Brand				Product Material Weight V
Catagory Brand Comments	Serial			Product Material Weight Commit
Catagory Brand Comments Upload lamge	Serial	e Brand Serial	No Of Units	Product Material Weight V
Catagory Brand Comments Upload lamge Product List	Serial Browse	e Brand Serial	No Of Units	Product Material Weight Commit
Catagory Brand Comments Upload lamge Product List	Serial Browse	e Brand Serial	No Of Units	Product Material Weight Commit
Catagory Brand Comments Upload lamge Product List	Serial Browse	e Brand Serial	No Of Units	Product Material Weight Commit
Catagory Brand Comments Upload lamge Product List S# zz	Serial Browse		No Of Units	Product Material Weight Commit Action
Catagory Brand Comments Upload lamge Product List S# 2Z	Serial Browse	e Brand Serial Material Description	No Of Units	Product Material Weight Commit
Catagory Brand Comments Upload lamge Product List S# zz	Serial Browse		No Of Units	Product Material Weight Commit Action
Catagory Brand Comments Upload lamge Product List S# zz	Serial Browse		No Of Units	Product Material Weight Commit Action
Catagory Brand Comments Upload lamge Product List S# zz Material List S# Material	Serial Browse Model UPC Cod		No Of Units	Product Material Weight Commit Action
Brand Comments Upload lamge Product List S# zz Material List S# Material Upload lamge Upload lamge	Serial Browse Model UPC Cod	Material Description	No Of Units No. of Units Weight Con	Product Material Weight Commit Meight Action Weight Action
Catagory Brand Comments Upload lamge Product List S# zz Material List S# Material Upload lamge Special Customer Requirements Remove Asset Tags Yes \(\bigcircle{\chi} \) No	Serial Browse Model UPC Coo	Material Description Yes No No	No Of Units No. of Units Weight Con Certificate of Destruction Rec	Product Material Weight Commit Action Weight Action
Brand Comments Upload lamge Product List S# zz Material List S# Material Upload lamge Upload lamge	Serial Browse Model UPC Coo	Material Description	No Of Units No. of Units Weight Con	Product Material Weight Commit Meight Action Weight Action





Collector Business by Product

CE Accelerator → Recycle Accelerator → Collector → Order

COLLECTOR ORDER from Business (By Product)

Order Collector Method Order Status	Delivery Method Order Type			mated Pick Up da ual Pick Up Date	te		DATE	
Customer Account #	Business Name		z	IP				
Customer Requirement Weight Scale Office Hours	Grade Level Lo				Forklift Re Security C		Yes 🕠 No	
Order Requirement Truck Lift Gate Needed Yes No Pallet Jack Needed Yes No Hand Truck Needed Yes No	Shrink Wrap Needed Payment Amount Required Gaylord Boxes Needed	Yes . I	No 🕠 Pal	lly Needed lets Needed over 27" or 50lbs	Yes . No	Manpo	zed ower needed ich Floor / Level?	Yes No O
Assigned Date Internal Assigned to STATE REIMBURSEMENT	Picked Packed		Pending Shipped	Weigh In		_	ock to Ship ock Receipt	
Product Details							Product (uct Type) Material .
Catagory Brand Comments	Model Serial				UPC Code No Of Units		Weight	
Brand Comments Upload lamge	Serial	Browse						Commit
Brand Comments	Serial	Growse UPC Code	Brand	Serial		Weight Com		Commit
Brand Comments Upload lamge Product List S# zz	Serial	UPC Code			No Of Units	Weight Com	Weight	Action
Brand Comments Upload lamge Product List S# zz	Serial	UPC Code	Brand taterial Descripti		No Of Units	Weight Com	Weight	
Brand Comments Upload lamge Product List S# zz	Serial	UPC Code			No Of Units	Weight Com	Weight	Action





Collector End-User by Product

CE Accelerator → Recycle Accelerator → Collector → Order

COLLECTOR ORDER from End User (By Product)

W.		AV
Order Collector Method Order Status	Delivery Method ■ Estimated Pic Order Type ■ Actual Pick U	
Customer First Name Street 1 Street 2 City	Last Name Contact Phor Mobile No E-Mail	Driving License Status Exp.Date
Customer Requirement Weight Scale Office Hours	Grade Level Loading Dock Hi Loading Dock	Forklift Required Yes No Security Clearance Required Yes No No
Order Requirement Truck Lift Gate Needed Yes No C Pallet Jack Needed Yes No C Hand Truck Needed Yes No C	Payment Amount Required Yes O No Pallets Need	ied Yes O No O Manpower needed
Assigned Date Internal Assigned to STATE REIMBURSEMENT	Picked Pending Weigh In Packed Shipped	On dock to Ship On dock Receipt
Product Details Catagory Brand Comments	Model Serial	Product Type Product
Upload lamge Product List S# zz	Browse Brand Seria	Commit No. of Units Weight Comments Action
Material List S# Material	Material Description	Weight Action
Upload lamge	Browse	
Remove Asset Tags Yes No Remove Serial Numbers Yes No Comments		Certificate of Destruction Required Yes No Wipe HDD Yes No No O





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:



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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 <u>"Greenware Computing (Virtualization Services)"</u> 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