

SAMSUNG

STEP PROGRAM

SAMSUNG ENVIROSYNC TRADE-UP PROGRAM



Samsung Trade-Up and asset recovery programs help the environment while allowing partners to enhance their sales offerings. Asset management is a challenge for IT managers today, and it is increasingly important to manage the expense of e-waste removal, the regulatory implications and the security vulnerabilities that asset retirement presents.

In order to offer a seamless, simple solution, Samsung has partnered with AnythingIT to offer EnviroSync. EnviroSync encourages end users to trade in used equipment, thereby providing asset vacancy that partners can fill through the sale of new Samsung products. And in many cases, realize a financial return on retired products, too.

FEATURES

ZERO LANDFILL DISPOSAL

Samsung's EnviroSync program complies with a wide range of statutory and regulatory requirements governing the safe disposal of e-waste. EnviroSync is a zero landfill solution, meaning 100% of the assets decommissioned in the program are recycled, and none of the material ends up in landfill disposal. EnviroSync, in partnership with AnythingIT, is certified ISO 14001 and 9001, and is E-Steward compliant.

SECURE ASSET AND DATA DESTRUCTION

EnviroSync takes full advantage of AnythingIT's industry-leading secure asset and data destruction and management. Hard drives are zero formatted to Department of Defense specifications. End users can be sure that their data is completely removed.

REGULATORY COMPLIANCE AND E-STEWARDS CERTIFICATION

E-waste is governed by a wide variety of Federal, State and Local regulatory obligations. EnviroSync complies with them all. End users are provided with required documentation to satisfy any applicable regulations. AnythingIT is also e-Stewards® certified, further ensuring data security and recycling best practices are observed.

REBATES ON QUALIFYING SAMSUNG REPLACEMENT PRODUCTS

EnviroSync allows end users to trade up their old equipment* in a safe and secure way, while offsetting their Samsung replacement. In many cases, you and your customers can take advantage of trade-in value on obsolete equipment that is in good working condition.

*Not all equipment submitted will receive value. All valuations are determined by AnythingIT based on age and condition of equipment. Subject to terms and conditions.

SAMSUNG ENVIROSYNC TRADE-UP PROGRAM

GOING GREEN: GOOD FOR THE ENVIRONMENT AND YOUR BOTTOM LINE

SHORTEN THE SALES CYCLE

EnviroSync actually helps facilitate faster equipment replacement and new product acquisition. The program establishes any potential trade-in value with a short window of viability, to incentivize end users to purchase within shortened and forecastable time frames.

MANAGING LEGACY IT

Most end users spend the bulk of their purchase budgets on replacement, not growth. So by providing a replacement path, EnviroSync enables IT departments to engage in replacement much faster than ever before. EnviroSync makes your customer's IT personnel look like heroes by making replacement manageable.

GREEN SOLUTIONS APPEAL TO END USERS

End users are increasingly sensitive to the environmental impact of their businesses. Many end users are required to provide proof of regulatory sanctioned device retirement, and EnviroSync allows end users to meet those requirements. This provides a financial benefit to the end user and further shortens sales cycles.

RECYCLE SERVICES BUILD LONG-TERM RELATIONSHIPS

Partners are constantly challenged with maintaining mind share with their customers. Recycling services provide strong alignment with IT management that spans entire life cycles of products. EnviroSync allows partners to establish and protect long-term sales relationships while cementing strategic alignment.

LEARN MORE

Learn more about the STEP program and its many benefits by visiting partnerportal.samsung.com, by emailing EBDChannelMarketing@samsung.com, or by calling us at 1-866-SAM4BIZ (1-866-726-4249).

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For complete program information, visit partnerportal.samsung.com

Product Support: 1-800-SAMSUNG or 1-866-SAM4BIZ | Follow us:  [youtube.com/samsungbizusa](https://www.youtube.com/samsungbizusa) |  [@SamsungBizUSA](https://twitter.com/SamsungBizUSA)

HOW TO GET STARTED

1. Complete the Samsung EnviroSync Trade-Up form available at partnerportal.samsung.com, email EBDBids@sea.samsung.com or call **1-866-SAM-4BIZ**. Be sure to contact Samsung partner representatives for eligibility requirements and up-to-date program information.
2. AnythingIT will respond to the request within 72 hours of the trade-up request with a quote for removal fees and associated trade-up credits on qualifying equipment purchases. Some products may qualify for no-charge recycling. Visit partnerportal.samsung.com for more information.
3. Once the quote is approved, AnythingIT will schedule pickup within two weeks at specific locations.
4. After AnythingIT receives the trade-up products, they will verify they meet the eligible requirements and are in said condition. If so, they will process a rebate which will be sent within 120 days of a completed inventory report (trade-up credits are not instantly applied). In addition, AnythingIT will also issue a recycling certification for all recycled products.



Please visit partnerportal.samsung.com, email EBDBids@sea.samsung.com or call **1-866-SAM-4BIZ** for more information.

WHY ANYTHINGIT

INDUSTRY LEADERS

Founded in 1992 as Access Direct, Inc., AnythingIT is a global organization that employs experts in the areas of technology, asset management and logistics support. With more than 30 years of experience in end-to-end design, software development and proprietary product valuations, AnythingIT technologists have managed data mining and warehousing systems for companies ranging from startups to global Fortune 1000 companies.

SERVICES

- Nationwide removal of IT assets
- Inventorying services / Data Collection (both onsite and depot)
- Real-time market valuation via AnythingIT website (ValueIT)
- Data Destruction (DoD 5220.22M/HIPAA Compliant)
- Re-marketing
- Recycling – DEP/EPA