

WELCOME TO THE BREAKOUT SESSION

CIRCULAR ECONOMY

**HOW TO MAXIMIZE THE VALUE OF USED DEVICES
THROUGH LOGISTICS**

APRIL WILEY
DHL SUPPLY CHAIN
SERVICE LOGISTICS

TOM MAHER
SUPPLY CHAIN EXECUTIVE CONSORTIUM –
ARIZONA STATE UNIVERSITY

Strengthen your environmental contribution with a Circular Supply Chain to reach solution goals



Increase your asset recovery, repairs, reuse, recycling and waste management



Enhance your corporate reputation with your tangible commitment to environmental responsibility



Benefit your bottom line and **generate monetary gains by extracting value** from the assets you recover



Secure raw materials that are in short supply and subject to price volatility, **ensuring supply continuity**



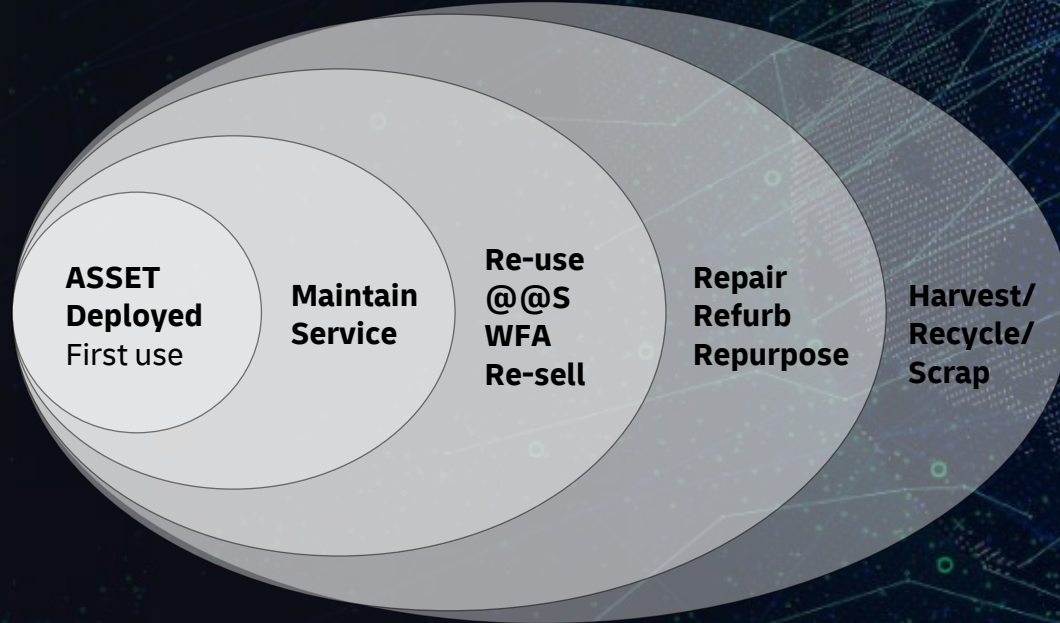
Leverage the benefits of **improved customer experience** and enjoy new opportunities to connect with customers



Comply with the latest regulatory requirements around end-of-life disposition of products

How to get the highest value and how to determine the best ROI for that asset

Circular Economy – design out waste



Our solutions:

Drive out waste:

Human Capital = automation

Economic waste = 1 roof solutions

Environmental waste = take back and re-use and transportation avoidance by test & screen close to the point of return.

Re-cycle as last option

End of life is start of new life

ESG & Circular Economy

E= Reduce, reuse, recycle =>Long drive reduction= CO₂

S = Waste dumping avoidance and impact on developing nations

G= Fines & penalties due to poor business practices

Workshop Highlights:

TABLE #1

Embracing Technology Trends:

- Cutting-edge technology is in the market that transformational processes to tackle the circular economy and drive new ways of working
- Harnessing ML and AI for Returns Management:
 - Learn how to leverage machine learning (ML) and artificial intelligence (AI) to efficiently manage growing returns.

Automated Disposition tools - AI to determine = sell, repair, harvest or scrap

TABLE #2

Optimizing Buy/Sell Models & Disposition Processes:

- Uncover strategies to quickly extract value from returned products and improve time-to-cash

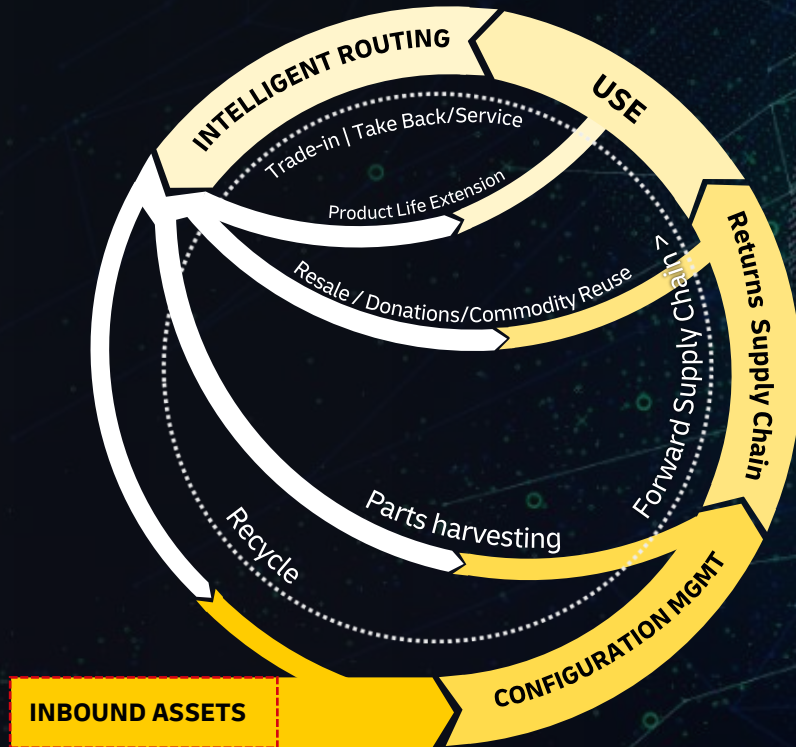
TABLE #3

Safeguarding Your Brand:

- Understand the importance of brand protection and explore key motivators for taking necessary measures

Buy – Sell Model

Circular Economy and Driving a Higher ROI Are Not Mutually Exclusive



Configuration Mgmt/Returns Supply Chain:

Know your cost to process for every scenario, by country, by grade, by product.

Configurable for business conditions (obsolete parts, known quality issues, Gov't regulations, etc)

Intelligent Routing:

Based on Final Repair and Custom : Device as a Service, Future Service Contracts, Component reuse, Spare Part sales, Whole unit sales, Donations

Dynamic Pricing:

Market Demand, Inventory Levels, Aging. Multiple currencies. Configurable margin attainment.

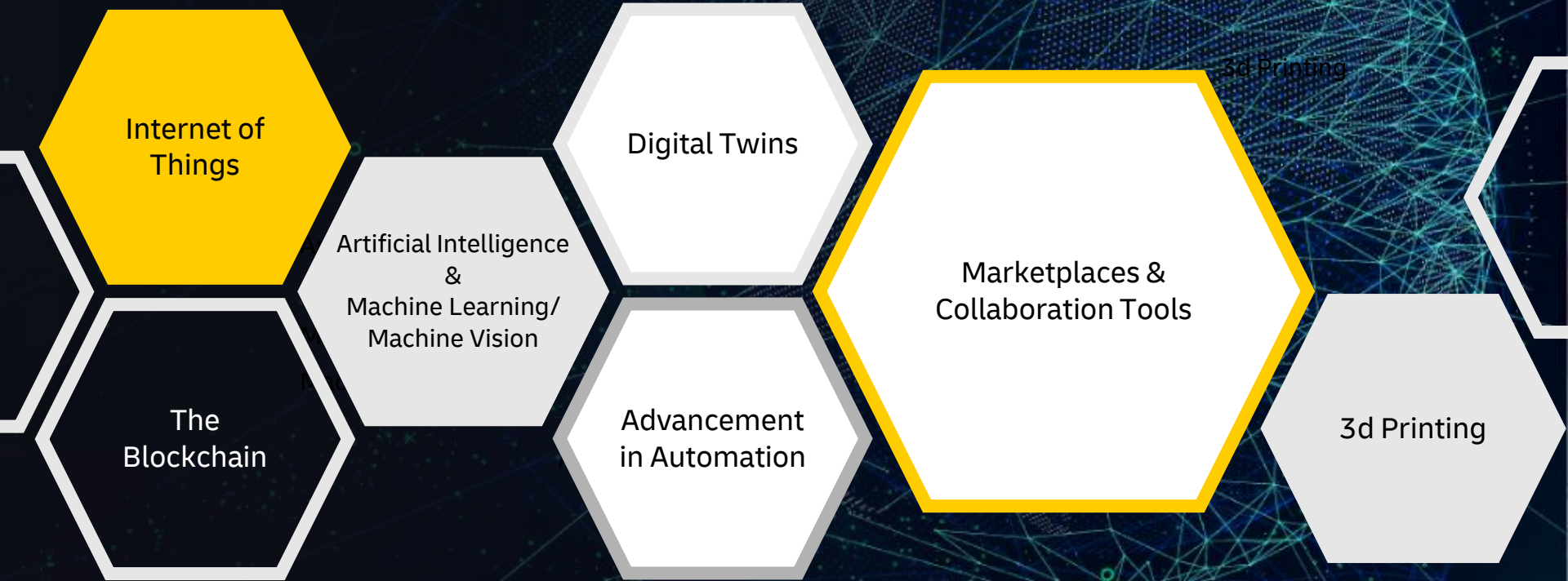
Marketplace Platform:

All channels all category grades

Emerging Markets, 3rd Party Maintainers, Direct Customers, Wholesale, Exchanges, Resellers, Recyclers,

ESG Metrics Reporting

Technology Trends enabling the Circular Economy



Protecting your Brand

Customer satisfaction

- Design for repair
- Loyalty
- Easier returns process
- Take back = handled properly
- Sustainable procurement
- Pressures

Financial benefits

- New sources of revenue
- Reduced costs
- Avoidance of grey market
- Avoid penalties

Corporate responsibility

- Compliance
- Data security
- Avoid bad press

Compelling narrative

- Employees, customers, investors = stakeholder value



THANK YOU



WHAT IS NEXT ON THE AGENDA?

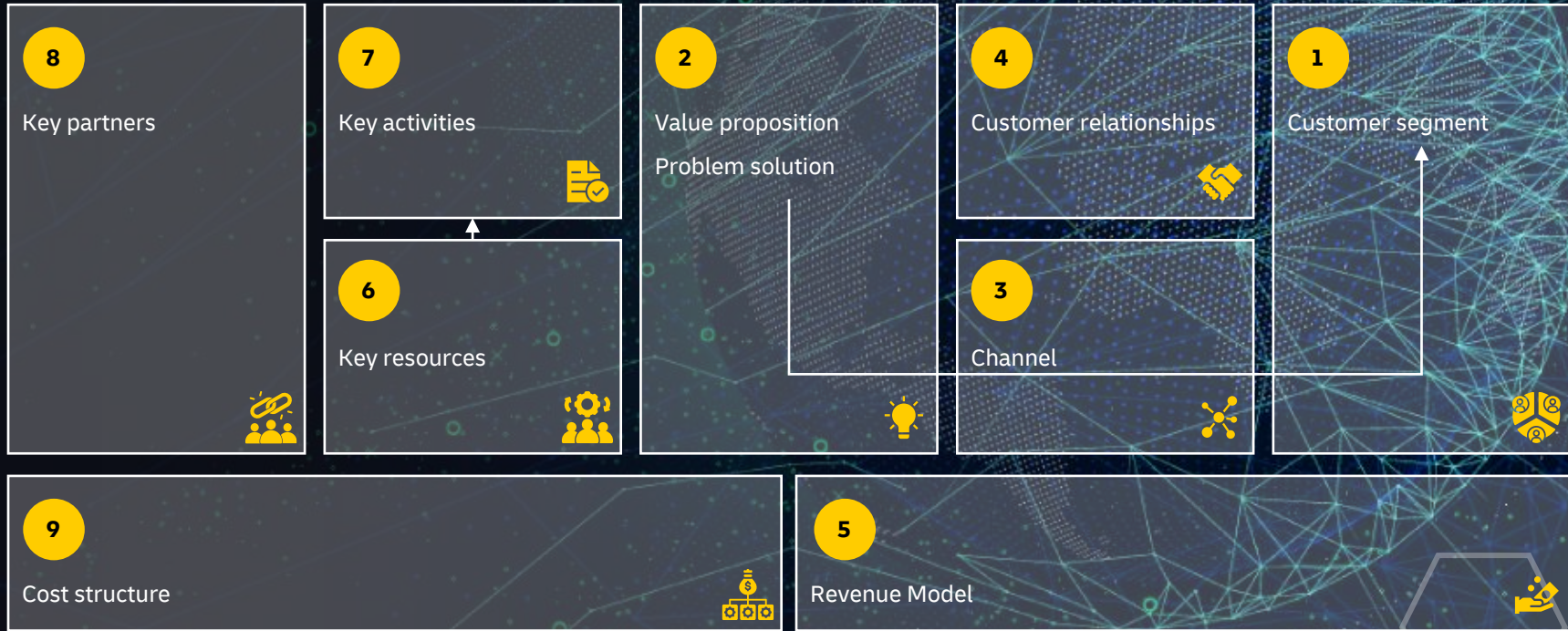
12.00 – 1.30 pm

Networking Lunch & Exhibition

1.30 – 3.00 pm

Sustainability - How to decarbonize global supply chains?

How to get started!



Optimizing Buy/Sell Models

- Fast moving buy/sell models plus costs to return to resalable state
 - Harvest
 - Batch sales (grade C)
 - Grade A and B stock
 - As good as new (Refurbish to ‘like new’)
- Marketplaces
- Remarket via existing channels
- Exchanges
- Emerging markets
- Replacement assets for warranty exchanges
- Sell/Use spare parts



**What & how
much to buy**

- [Text placeholder]
- [Text placeholder]
- [Text placeholder]



**Cost to
process**

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- [Text placeholder]
- [Text placeholder]



**Resale market
valuation**

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- [Text placeholder]
- [Text placeholder]