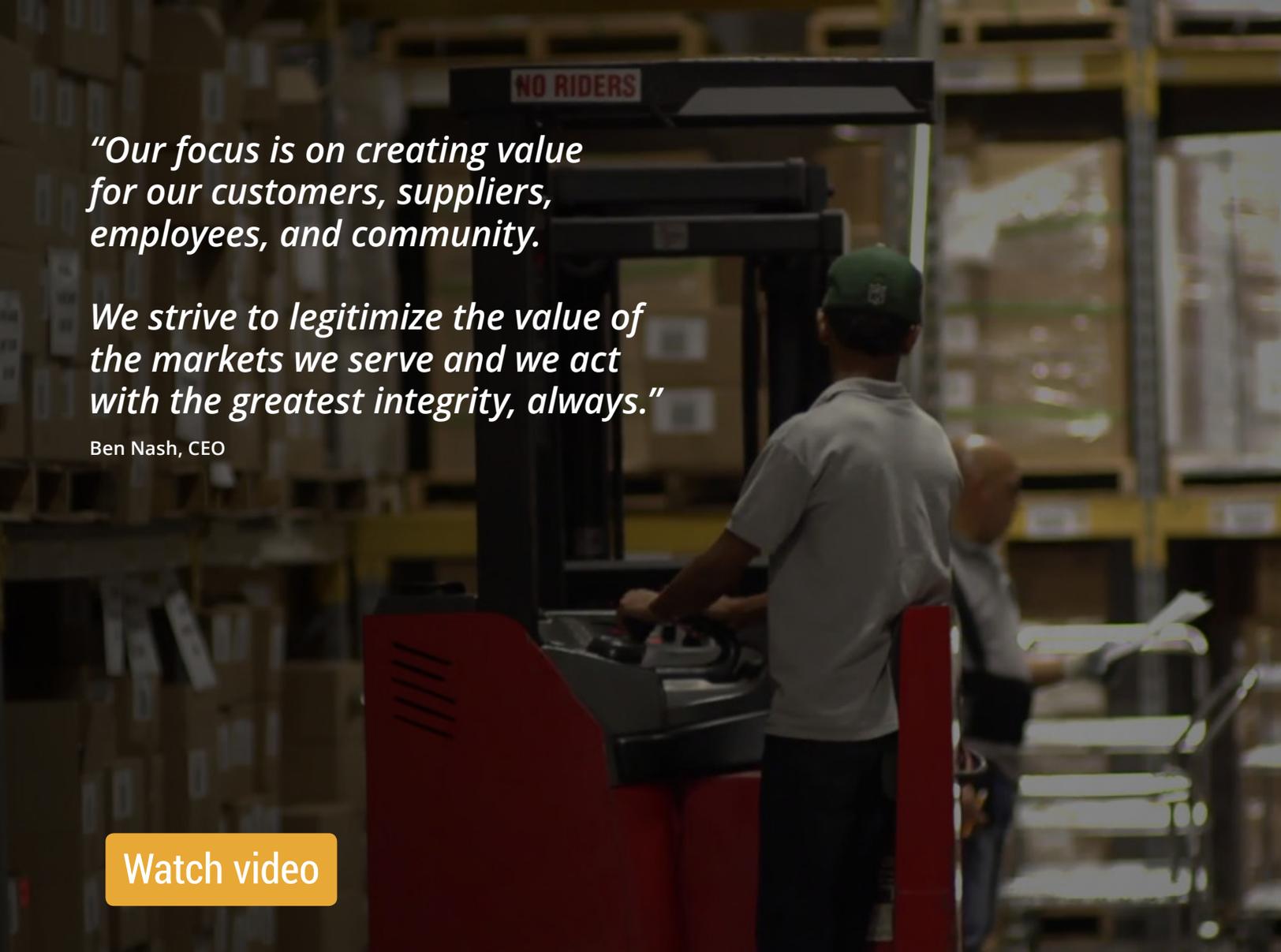


Sell to PCS



*“Our focus is on creating value for our customers, suppliers, employees, and community.*

*We strive to legitimize the value of the markets we serve and we act with the greatest integrity, always.”*

Ben Nash, CEO

Watch video

## Trade inventory challenges for business opportunities

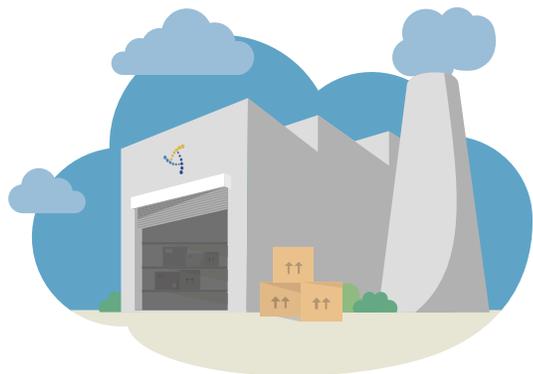
PCS Wireless partners with manufacturers, operators, distributors, service centers, and retailers to turn inventory challenges into business opportunities. We specialize in the responsible and profitable redistribution of new and pre-owned phones, tablets, accessories, and other wireless equipment.

Our partners get great value from our Asset Recovery, Buyback Programs, OEM Value Added Distribution, Open Market Programs, Device Services and Device Diagnostics. We have an established local presence in every major market and a global network of more than 2,500 active customers.

PCS Wireless is a privately held company which began operations in 2001. We are headquartered in Florham Park, NJ and serve 80+ countries directly. Our expertise in reverse logistics has fueled our rapid growth, and our commitment to operational excellence has inspired us to earn ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007 and R2:2013 certifications.

To learn more visit [www.pcsww.com](http://www.pcsww.com)

# We partner with everyone in the mobile equipment ecosystem



## Manufacturers

Make the most of market opportunities. All manufacturers need to optimize distribution channels and reach emerging and niche markets quickly to get maximum value for their products. PCS helps its partners respond with lightning speed to get maximum value from all inventories – including equipment at the end of its marketable life.

## Operators

Retain and reclaim maximum value for distressed inventory. Keep and attract profitable customers. PCS buys unsold and returned merchandise at competitive prices from Operators and redistributes that equipment responsibly. Operators buy from PCS so they can offer their customers high quality, pre-owned devices.



## Distributors

Offer the best equipment at the best prices. More than 2,500 distributors around the world work with PCS to secure high quality equipment at competitive prices. PCS also purchases unsold inventory from distributors and creates a market for that same equipment elsewhere in the world.

## Retailers

Retailers around the world turn to PCS to help them recover the value of returned and unsold inventory. Many retailers also use PCS to run their buyback or trade-in programs. PCS works with retailers to develop tailored buyback programs that meet their business objectives.



*“We know exactly where each product will carry the greatest value and we help create those markets for our partners”*

**Praveen Arora**, Co-Founder and Chief Product Officer



### Global Reach

PCS's global network includes more than 2,500 active customers. We also have highly experienced and professional in-country resources in more than 20 countries, all dedicated to building and managing relationships that last.

### Market Insight and Intelligence

The purchasing and sales teams at PCS have real-time insight into the pricing trends for devices being bought and sold all over the world. We help our partners understand the current and future value of their inventory, and offer them the best available price.

### Expertise in Reverse Logistics

At the core of everything PCS does is a deep understanding of the best practices and services required to execute reverse logistics processes and programs efficiently and effectively.

### Commitment to Operational Excellence

We know our role in the mobile equipment ecosystem requires us to be flexible and responsive to change. Our focus on continuous business process optimization makes us extremely agile. Our certifications include ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007 and R2:2013.

### Advanced Systems & Technology

Our state-of-the-art infrastructure and information management systems support our business optimization programs, help us manage our supply chain efficiently, and allow us to conduct the market and product analytics required to be effective in today's global marketplace.

### Dynamic Culture & Strong Values

PCS employs professionals from all regions of the world with diverse industry backgrounds and experiences. We thrive on challenges. We are confident and willing to make decisions quickly and take action swiftly. We also know that the best partners are the ones that act with the greatest integrity.

# We follow a 10 step quality control process

## Inbound

PCS Wireless will pick up the equipment from your facilities and transport it to its final destination.

### 1 Receive

We physically receive all equipment into PCS owned and operated facilities.



### 2 Serialize

Every device is serialized and tracked throughout the entire PCS supply chain.



### 3 Sanitize

First and foremost, all inventory is subjected to the highest standards of data sanitization.



### 4 Sort

All equipment is triaged and sorted based on specific criteria.



### 5 Test

Every piece of equipment is thoroughly tested to identify technical failure.



### 6 Grade

All equipment receives a final cosmetic grade for immediate resale.



### 7 Flash/Update

Each device is re-flashed with the appropriate software per customer specification.



### 8 Fulfill/Kit

All pre-owned functional or new device only equipment is fully re-kitted for re-sale.



### 9 Finished Goods

PCS Wireless maintains physical inventory of more than 200 SKUs across all product conditions and technologies.



### 10 Quality Control

Each piece of equipment sold by PCS Wireless is subjected to rigorous quality control and backed by the company's limited warranty.



## Outbound

PCS will pick, pack and ship credit approved orders on the same day they are received.



# Our solutions and services are designed to get results



## Asset Recovery

Recover and retain maximum value for distressed inventory, whether it's unsold or returned. PCS will help you make smart business decisions that minimize loss and distribute your products profitably and responsibly.



## Buyback Programs

Offer your customers the greatest possible value for their old merchandise enabling them to upgrade cost-effectively and thereby to keep their business and maintain their loyalty. PCS will provide all the support you need to run efficient and effective buyback and trade-in programs.



## OEM Value Added Distribution

Partner with PCS to ensure that your products are sold in the markets that value them most. We capitalize on demand all over the world and find markets other distributors may not realize exist.



## Open Market Programs

Take advantage of fluctuating demand for both new and pre-owned devices trading on the open market. Time your sales wisely and capitalize on the peaks and valleys of the global mobile equipment marketplace.



## Device Diagnostics

Implement automated diagnostic tools to minimize returns. Reduce the cost and time to process remaining returns with automated content clearing and verification, software loading and testing solutions. Gain real-time visibility into device performance.



## Device Services

Restore devices to desired specifications for resale or redistribution and experience lower return rates. All equipment is tested rigorously and repaired as needed, or broken down to its component level and completely re-assembled. Finished re-manufactured products adhere and conform to OEM requirements and quality levels.



## PCS Online Auction

Join Overstock Wireless, the PCS Wireless auction site, to gain insight into real-time pricing and market demand. Access our online network of pre-approved resellers to test product and pricing in target markets or augment your existing distribution channels.

# We are committed to protecting the environment

*We strive to extend the lifecycle of mobile equipment, contribute to larger sustainability efforts and safeguard the environment.*



PCS Wireless partners with both conventional recycling organizations as well as companies that reclaim, repair, and re-manufacture mobile equipment.



We maintain and adhere to the highest industry standards for safe environmental practices and dispose of all waste in an environmentally friendly and legal manner.



Operations at our global headquarters in Florham Park, NJ have been certified to the ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007 and R2:2013 standards.



In addition to the R2:2013 standard, PCS Wireless management systems and processes have been certified to the ISO 14001:2004 standard which addresses various aspects of environmental management and provides practical tools to identify and control any negative influences on the environment.



PCS Wireless' implementation of the R2:2013 standard extends well beyond our headquarters. By committing to uphold the R2:2013 standard, PCS Wireless not only follows consistent processes and sound environmental practices within our own operations, we also require the same of all our downstream suppliers ensuring a lasting positive environmental impact.



At PCS Wireless we are deeply committed to maintaining the highest standards for environmental best practices. We take the responsibility of safeguarding the planet seriously and will continue to contribute to the industry's overall sustainability efforts.



11 Vreeland Road | Florham Park, NJ 07932 USA | +1 973 805 7400 ext. 1

[www.pcsww.com](http://www.pcsww.com) | [purchasing@pcsww.com](mailto:purchasing@pcsww.com)

 pcswireless  company/pcswireless  @pcswireless