PIVOT™

Mobile Device Recovery

powered by

mobile recell

Global	Integrated	Transparent	Secure	Rewarding

Complete the mobile device lifecycle.

The integrated solution for mobile device recovery
that maximizes returns, reduces data risk,
and provides peace of mind.

PIVOT is Making the Case for Aviation

The paperless cockpit is here. Get connected and protected

Designed by a commercial airline pilot, PIVOT is a unique and amazingly simple way for devices to interact with the aircraft. PIVOT's patented tablet case and universal mounting system, designed specifically for use by pilots in the cockpit, combines a high-performance streamlined case and mount in models available for all popular EFB devices. Pairing a state-of-the-art PanaVise suction cup and the PIVOT Parts Kit, this system is simple, effective, durable, affordable and scalable.

What sets Mobile reCell apart?

Mobile reCell's customers realize higher yields and greater employee participation in their mobile device recovery programs. The difference is our automated solution that makes managing devices through their end-of-life more effective, rewarding and accountable. Our patent pending platform and recovery services make Mobile reCell more comprehensive, integrated and user-friendly.

Since our start in 2014, Mobile reCell has earned the trust of leading Fortune 50 companies and other global brands.

The problems we solve

Gaps in Mobile Device Recovery

- Loose policies with low employee participation
- No end-to-end recovery solution
- Minimal device returns

Lack of User-friendly Technology

- No software-enabled solutions
- No features for decision-based refreshes
- Limited visibility into logistics and post-processing reports

Labor-intensive

- Emailing and calling employees
- Manual inventory of received devices
- Quotes and RFPs from recycling companies

Data Risks

- Employees not returning their corporate-liable devices
- Devices not being wiped in advance (i.e. sold via Amazon/eBay)
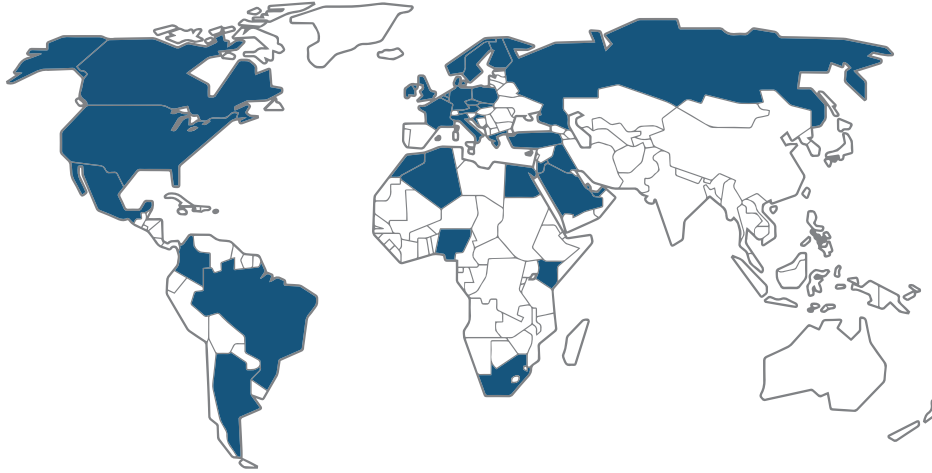- 3rd party locks not being properly removed (i.e. MDM, DEP, Google FRP, etc)

Value Recovery

- "Bait-and-switch" offers
- No real-time visibility into fair-market-values
- Devices with defects are scrapped instead of resold

Mobile reCell's global reach encompasses device acquisition and resell channels worldwide.

Device acquisition

Device resale channels

The opportunity for businesses to deploy mobile devices has grown by enormous measures in the last 20 years. This rapid growth has surprised many organizations with a high cost of hardware, services, management, and support by driving total cost of ownership north of $2,300 per user a year.
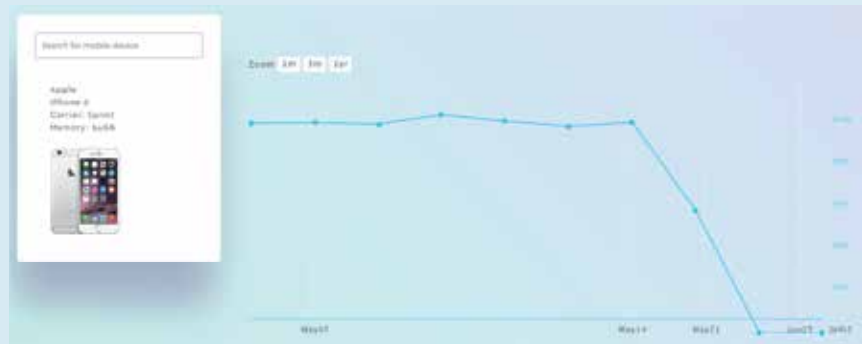
For many of these companies, a secure and automated program for recovering retired devices has been an afterthought because of their attention being focused on other areas of the device lifecycle. Organizations are then left to absorb significant liabilities and cost because of the lack of structure around mobile device value recovery.

Recover more mobile devices.

Enact best practices in data protection.

Improve yield per device.

ASSET RECOVERY DASHBOARD

The key to a successful program is complete transparency throughout the entire process. Included in this is a digital documentation trail that's easily accessible within our platform. Our customizable, real-time reporting portal provides you with robust tracking options including:

- Logistics tracking
- Account overview and trade-in history
- Print pre-paid shipping labels
- Bulk item quote builder
- Detailed, filterable, exportable reporting
- Processing & data destruction updates
- Customizable dashboards
- Multi-tiered customer accounts
- Asset valuation tools
- API integration available

Overview Metrics

Resale Market Insights

Fair Market Value

Environmental Impact

Real-Time Visibility into the Device Disposition Process

Processing Reports

Certificate of Data Destruction

Images of Each Device's Condition

Print Pre-Paid Shipping Labels

Major Airline Pilot Refresh Realizes $700k Increase in Values From PIVOT Cases

During a device refresh of **12,000 devices**, a major US airline realized around **$700,000** from their **investment in PIVOT cases**. These devices were protected from the moment they were deployed in PIVOT cases specifically designed with aviation in mind.

In a comparison between the devices protected by PIVOT and industry average shows a major difference in value. **A significant number of devices were returned in the A-B grade, showing minor imperfections and very few signs of use.**

PIVOT Protected

C Grade
4.5%

D Grade
5.5%

A+B Grade
90%

NON-PIVOT Protected

D Grade
10%

A+B Grade
5.0%

C Grade
85%
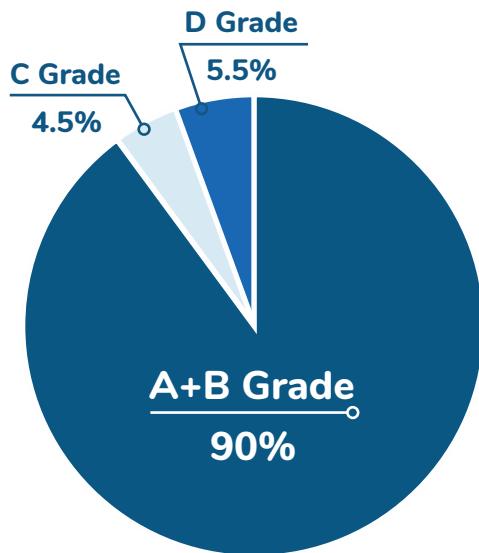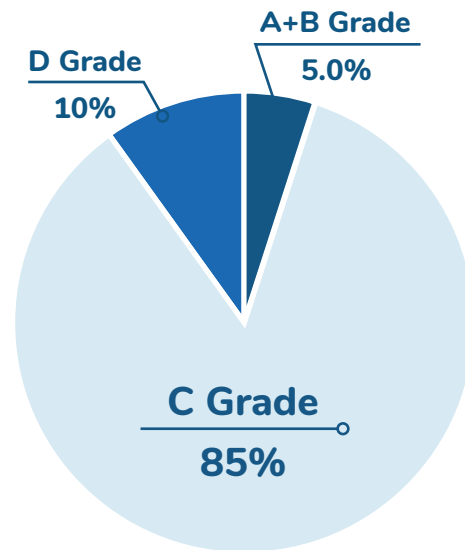
What does it mean to be integrated?

There are many ways that Mobile reCell makes mobile device value recovery simple and secure. One of the most hands-off features is our unique integrated method that communicates with mobility management software to streamline the process from the initial request through feeding report data.

Device is shipped

Employees can schedule a FedEx pick-up or drop off at any Fed-Ex location.

Mobile reCell can automatically trigger a remote wipe through the MDM software at the time the device is tendered to FedEx.

Request initiated

Information about the device and device user is stored in our system.

Device needs returned

User/employee needs to sedn in a mobile device for buy back/recycle. This could be for a variety of reasons...

- Device upgrade
- Broken device
- Employee turnover
- Corporate device refresh

User Recieves Instructions

An automatic notification is immediately sent to the user/employee.

This email can come from MDM or Mobile reCell via email or SMS.

The email includes a pre-paid shipping label.

The tracking number for the shipment is a unique identifier associated with the device and user that shipped it.

Ship directly to us from any location. (Rather than collecting internally).

Remind employees

Reminder notifications can be scheduled and automatically sent to users who have not shipped their device.
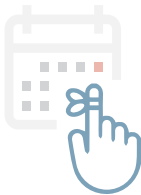
View reporting

View, export, and schedule emailed reporting. Reporting includes all information about the device, payout value, condition grade, user, shipment information, and a certificate of data destruction.
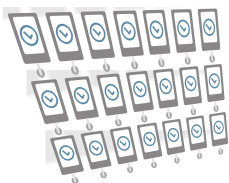
Device is processed

The device is data-wiped, processed, and graded. A value is assigned to the device.

Receive payment

Payments can be made via check or ACH. Payment schedule varies per customer, but typically is made by the end of the month for devices received during the previous month.

Complete the mobile device lifecycle.

Not every enterprise mobile device ecosystem is the same.

We can help you structure your device end-of-life solution based on your needs...

Standard Device Recovery Features

Logistics: FedEx and UPS integrations, Recieve, store, track, and ship, ISO 9001 certified logistocs process

Consulting + Support: Device lifecycle consulting, Standard customer support, Data security and decomissioning, and Device value quoting.

Processing: Device reconciliation upon request, **Data wiping / serialization** (under industry certification), **Cosmetic condition grading, Device pictures** (display cosmetic condition)

Dashboard: Print labels, **Real time device / shipment tracking**, End-user reminder notifications, **Aduit reporting**, Exporting scheduled emailed reports, **Certificates of destruction, Tools** (Fair Market Value, Market Insights, and Quote Generator)**, Multi-tiered account management, and White labeled dashboard features.**

Optional Features

Integrations: Direct application integration, MDM,Airwatch, MaaS360, InTune, SOTI, EMM, Service Now, **Emailed Requests**(email templates are automatically parsed and submitted to platform instantly)**, Bulk import, Spreadsheet upload, Database import, Bulk import from client, Database via API, Single Sign On** (SSO).

Return Packaging: Domestic / International fulfillment, Bulk devices or individual packaging, Timing (steady-state fulfillment and pre-project fulfillment)**, Recipient** (direct to an end-user, direct to a manager(s) or centralized location)**, Printed Directions** (box/insert return instructions from device owner (company)**, Tracking + automated notifications for outbound packaging and returns**, **Pre-paid shipping labels** (print through customer dashboard, receive bulk printed labels to customer location, end-user receives emailed direction including shipping label download).

Pre-Data Wipe Quarantine: Mobile reCell will quarantine devices for a predetermined amount of time (after receipt) **in order to check for MDM, iCloud/ DEP, or Google FRP locks, and Reports provided by MrC will allow customers to remove locks in order to ensure they receive full device value.**

Extended End-User Support: 12-hour "HyperCare" support available anytime via phone / email and Dedicated help-desk manager.

Additional Data Views: Additional data views can be added to the dashboard for added visibility into the disposition process or Tailor to the type of project, locations, business units, and various metrics.

Payment: Methods (ACH check or Channel partner service credits)**, Recipients** (partner, partner/customer split, or directly to Customer), and **Timing:** (minimum NET 30 and alternative payment schedules)

Additional Programs

Device Reconciliation: Locate inactive/rogue devices within your environment and **Recieve a survey with instructions/policy to return devices**

Seed Stock Management: Used/refurbished **device procurement, iOS DEP enrollment, Kitting,** and **provision**

Employee Buyback: Personalized landing page for employees to purchase CL devices (PCI compliant)**, Forward logistics / Data wipe services to ensure data compliance and ease-of-use, Phone/email support to alleviate internal helpdesk support, White labeled marketing kit including instructions,** and **Like-new packaging**

Device Procurement: Device processed (Received, Locks removed, and Data wiped)**, Graded for cosmetics, Condition & quantity thresholds preset, Real-time visibility into stock levels provided to customer via APIs** and **Order placement via APIs**

Your turnkey ecosystem for mobile device recovery.

To improve your company's rewards and security for its mobile devices, Mobile reCell is the innovator of end-to-end solution for recovery, recycling and resale.

Using blockchain and patent pending technologies, Mobile reCell empowers companies with higher recovery rates, resale values and data risk mitigation.

By integrating this easy to use technology with superior customer service and select partners, the global organizations we serve optimize their mobile device recovery programs. The results include stronger participation by employees and greater yields from their returned mobile devices.

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