

Types of Equipment

Cost Savings

Services Offered

Online Tools:
Buyers Portal
Sellers Portal
Spot Market
Residual Value
Asset Management

Transparency

Q: What kind of network equipment does LMI deal in?

A: New and used Cisco, Brocade/Foundry, Juniper Alcatel, F5, and several other alternative brands.

Q: What is the cost savings?

A: By tapping into LMI's large procurement group, organizations can maximize sales in the disposition of secondary network assets while having the knowledge of being paid top dollar for those assets.

Q: What services does LMI offer?

A. LMI's traditional business provides straight asset procurement, one-off consignments, and contract consignment/re-marketing while its software suite offers complimenting features for an organizations overall IT Asset Management plan.

Q. What can I find or achieve online with LMI that I could not before?

A. LMI software tools include:

- **Bravo Buyer's Portal** – a branded/co-branded portal that allows clients or their end users to tap directly into the \$1 billion 'meta-inventory' for immediate purchases for network expansion as well as sparing, testing, or disaster recovery implementations.
- **Sierra Seller's Portal** – allows sellers to quickly and efficiently gauge the fair market value of their assets while giving them access to \$1.5 billion in annual procurement power through LMI's buying group.
- **Tango Spot Market** – LMI has developed a BID/ASK wholesale market application for the secondary network asset market allowing for dealers to quickly gauge supply/demand, achieving greater transparency by minimizing arbitrage, and overall increased liquidity.
- **Zulu Residual Value Guarantee Auction Market** – allows sellers to hedge the future residual value risk of their IT assets by 'buying' a put option in the wholesale dealer market to sell their assets at stipulated strike price at a future date.
- **FoxTrot Asset Management Platform** – allows consignment/re-marketing corporate clients to track assets under LMI's management from initial audits, receipt, warehousing, disposition, and payments received. As a web-based application, clients can have access to asset reporting tools any time of day.

Q. How have you made product pricing and valuation more transparent?

A. Through LMI's IT Asset Management procurement/disposition utilities, end-users and the channel can tap directly into a \$1 billion 'meta-inventory' of accessible equipment ready for overnight delivery and also \$1.5 billion in annual procurement power when selling displaced IT assets. Coupled with LMI's business philosophy of volume versus price skimming, LMI's clients can compare the valuations they receive from our services against the open market or OEM trade in credit programs and see the results for themselves.