



# CORPORATE BACKGROUNDER

## **XS International, Inc.**

*Increasing ROI Throughout the IT Life-cycle*



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## Introducing XS International, Inc.

XS International is an information technology and services company that extends the life of IT assets to increase the return on investment and provides a green alternative to the energy and materials used in manufacturing new equipment. Started in 1990, XSi has been one of the pioneers in the reuse of IT assets and the founder of aftermarkets in UNIX servers, High Performance Clusters and Visualization systems. XSi was also the first company to be awarded a refurbished GSA Schedule. In addition to achieving the highest remarketing value from excess IT assets, XSi helps lower costs by providing third party maintenance and asset disposition (ITAD) services. XSi services over 3,300 customers in more than 30 countries and boasts a 99.98% customer satisfaction index.

Compliance with government legislation and safekeeping of the environment are at the forefront of XSi services. Core competencies in the areas of asset recovery and disposal are the foundation for a broad range of asset disposal services including asset management, data elimination, on-site drive destruction and logistics. Comprehensive ITAD processes, built on Lean Six Sigma principles, provide complete chain of custody controls to adhere to DoD, NSA, GLB, and SOX requirements.

Headquartered in Alpharetta, Georgia, XS International can be reached at +1.770 740.0040 or on the web at [www.xsinternational.com](http://www.xsinternational.com).

XSi also enjoys strong partnerships with industry leaders in servers, storage and software, such as IBM and Dell. Many companies have already embraced consolidated vendoring, as evidenced by XSi's broad successes with companies such as:

ABC	The Coca-Cola Company	ESPN	Home Depot	Museo de Monterrey	Procter and Gamble	United States Air Force
AT&T	Cotton, Inc.	Emory University	Institute fur Informatik	NASA	Savannah College of Art and Design	United States Army
Alcoa	Crawford Communications	Exxon	Iwerks Entertainment	National Institutes of Health	Raytheon	United States Geological Survey
Alias / Wavefront	Defense Research	Fermi Labs	Lear Corporation	National Research Council	Siemens	United States Marine Corps
Amoco Polymers	Department of the Interior	Fox	Lockheed Martin	NBC	Stanford University	United States National Guard
Boeing	Department of National Defense	Fox Sports	Los Alamos National Laboratories	NFL Films	Stockholm University	United States Navy
CBS	Dow Corning Corporation	GE Plastics	MGM	Nickelodeon	TRW, Inc.	United States Space Warfare Command
CNN	Dow Chemical Corporation	Georgia State University	Moen Faucets	Ohio State University	Texaco	University of California
Chevron	Discovery Channel	Georgia Institute of Technology	Motorola	Pixar	Turner Entertainment	University of Georgia
Click 3X	Disney	Harvard University	MTV Networks	PGA Tour Production	Universal Studios	



### Core Values

**Definition:** "...the essential and enduring tenets of an organization - the very small set of guiding principles that have a profound impact on how everyone in the organization thinks and acts."  
– Source: *Harvard Business Review*

#### **XS International Core Values**

At XSi, we exhibit these values daily to our customers, our vendors, between each other as colleagues, and in our work:

##### **Service**

At XSi, each employee strives to provide the best service possible. When we accept responsibility for a task, or make assurances, we strive to deliver results: on time, in an efficient manner, and with the highest quality and attention.

##### **Courage**

XSi employees are not afraid of the new, or the untested. Our entrepreneurial spirit allows us to be proactive, to innovate, to blaze new paths, to find new ways to do things better. And, we have the fortitude to recognize when something new does not work, to accept responsibility, and to learn from our mistakes.

##### **Creativity**

At XSi, we pride ourselves on solving problems, of imagining new ways to do things better and more efficiently. We ask questions like "What if?" and "Why can't?" We imagine. We explore. We create.

##### **Respect**

At XSi, everyone respects the thoughts, feelings and individuality of other people. We conduct ourselves with common courtesy. We appreciate the rights of other people, and are civil towards others, while still allowing room for fun and laughs.

##### **Commitment**

At XSi, we show resolve towards our values, responsibilities and choices. We are dutiful in our work, showing diligence and attentiveness to our tasks and our assurances.



## **XS INTERNATIONAL SOLUTION CENTERS**

### **AvarSYS, Inc.**

#### ***Optimizing Business Through Improved Technology Utilization***

[www.avarsys.com](http://www.avarsys.com)

AvarSYS, Inc. specializes in combining the highest quality commodity components with an open software stack; integration and tuning with a customer's application; and applying middleware, I/O and storage virtualization to deliver the most complete High Performance Computing (HPC) solution in the industry.

Ten years ago, proprietary manufacturers such as SGI and Cray had 94 and 108 of the Top500 Supercomputers respectively. These same companies' business values have fallen to 22 and 14 respectively. As of November 2007, the Intel Processor Family represented 71% and AMD held 16% of the Top500 Supercomputers. Couple this with Linux having at least 85% of the Operating System Share of the Top500 and you can see a dramatic evolution. While SGI and the like may use Intel processors now, they still add proprietary software and node recognition that does not qualify them as open. Rising administration costs demand lowering the cost of IT and proprietary OS is no longer transferable. When examining HPC as an IT investment, buying a proprietary system is simply not prudent.

HPC is powerful, flexible and relatively low-cost. Parallel supercomputers and computer clusters are linked together as a single system using interconnects to solve complex data and computational intensive applications. In addition, complex high productivity computing environments now include support of the ecosystem of software, middleware, storage, networking and infrastructure tools. Supercomputers have been in existence, believe it or not, since the 1960s. Today's supercomputers are now mostly made up of off-the-shelf server class microprocessors that are highly -tuned with special interconnects.

AvarSYS is dedicated to non-proprietary hardware and open-source software. Using HPC hardware configuration knowledge, application tuning and a holistic approach to infrastructure integration and management, AvarSYS differentiates the solution.

### **XS Asset Recovery**

#### ***Meeting IT Life-cycle Challenges to Maximize Value and Minimize Risk***

[www.xsassetrecovery.com](http://www.xsassetrecovery.com)

Old enterprise computing equipment and personal computers still have value, although they are rapidly depreciating. IT assets can be classified as old, retired, and idle because of technology upgrades, migration or consolidation initiatives, lease expirations, or merger and acquisition activities. In any case, there is IT equipment that must be removed from service. XS Asset Recovery specializes in helping organizations recover residual value from their IT assets.

XS Asset Recovery is able to recover more capital and remove the dead weight from retired / unused / end-of-life IT assets while remaining compliant with governmental and environmental regulations. Through a disciplined, specialized and proven methodology, XSi is able to maximize the value received from assets. Only XSi leverages 18 years experience in remarketing refurbished IT equipment to the International end-user market. XSi customers buy at retail prices, so they avoid dealing with middlemen who only pay wholesale rates.



### XSnet

#### ***Lowering Total Cost of Ownership for Enterprise IT***

[www.xsnet.com](http://www.xsnet.com)

XSnet specializes in high-quality refurbished servers including IBM, SUN, HP, Dell and SGI at major discounts off of manufacturer list prices. In addition, we remarket a full-range of Desktops, Laptops, Printers and Networking equipment from the same enterprise manufacturers as well as Lenovo, Acer, Cisco and more. End-user IT organizations trust the quality of XSnet equipment, commitment to on-time delivery, and superior service. While XSnet also sells to resellers and systems integrators in the US and Internationally, XSnet's focus on end-users—including enterprise IT departments, government contractors and the Federal Government—sets XSnet apart.

XSnet offers the services and support that end-users require. XSi certified technicians fully test, configure and refurbish all equipment at our static-controlled (ESD rated) facility. The XSi Refurbishment Process guarantees a high quality system at a price that will suit any budget and is as follows:

- All systems are cleaned inside and out and tested thoroughly
- All components and boards are tested to meet specifications or are replaced
- Disk drives are reformatted and optimized for swap space and performance
- Monitors are tested with diagnostics and scrutinized for screen quality, brightness and blemishes.
- Each system undergoes system-level testing using diagnostic programs.
- Upon request, systems can be shipped with a new keyboard or mouse.
- Skins meet quality appearance standards or are replaced
- New peripherals purchased are integrated into the system at our facility before shipment
- Right-to-use license for the Operating System is transferred to the buyer upon sale
- All systems ship with a 30-day warranty (unless otherwise noted)
- All systems and monitors are packaged and secured in new 2-ply 350lb test boxes with heavy duty foam injected protection.
- Shipments are verified for correctness of order and a packing list of items and serial numbers is provided with the shipment
- All shipments are insured in case of damage

### XS Maintenance & Support

#### ***Certified Cross-Platform Maintenance on Enterprise Systems for Less***

[www.xsmaintenance.com](http://www.xsmaintenance.com)

XS Maintenance & Support provides comprehensive, flexible services and support for all of your hardware maintenance needs. A variety of service offerings including hardware and network maintenance, operating system support, warranty services, integration services and asset management can be tailored to meet the customer's needs.

Whether your business has one location or is distributed around the globe, XSi delivers expertise and resources for a broad range of IT services. With a network of over 24,000 support technicians, XS Maintenance & Support covers North, South, and Central America, Western Europe, Asia and the Pacific Rim.

XS Maintenance eliminates the need to deal with multiple OEM service organizations. XSi provides umbrella services for a wide variety of systems including:

- Servers, storage, workstations, terminals, PCs, monitors, printers, routers, switches
- Microsoft Windows, Linux, Unix, SCO, IBM AIX, HP-UX, Sun Solaris



# EXECUTIVE MANAGEMENT

### **Todd A. Bone, Chief Executive Officer**

Todd Bone has 18 years experience in the start-up, development and management of IT solution companies. He has won major IT sales contracts with Fortune 1000 and Global 2000 companies as well as Federal Contractors and the Federal Government. He has managed multiple companies, developed e-marketplaces, established consulting practices, moderated numerous work sessions, managed multi-million dollar projects simultaneously while working through the acquisition of one of his companies.

Todd received a Bachelor of Science in Finance from The Ohio State University. His career includes being Founder and CEO of XS International, Inc. and AvarSYS, Inc.; Founder and Managing Partner of MaxCommerce, Inc., an International award-winning Internet Consulting Firm; and Co-Founder and CTO of the Renovo Group, Inc., an idle asset IT emarketplace. He is currently serving as President of the Entrepreneur Organization's Atlanta Chapter with over 110 members.

### **H. West Richards, Vice President of Business Development**

West has over 20 years experience including leading Business Development efforts for Grand Central Solutions, co-founding K2 Consulting, and positions for Andersen Consulting, PMG.net, Troutman Sanders, Georgia Institute of Technology, Virtual University International and the United States House of Representatives.

West began his career in public service as a Congressional staffer serving in the United States House of Representatives and was the youngest person at that time to hold the title of Chief of Staff. West also helped launch The Georgia Electronic Commerce Association, LLC, Georgia's first non-profit Internet lobbying group. West earned his undergraduate degree in Management at Carnegie-Mellon University.

### **Harry Carey, Director of Strategic Business**

Harry has spent the last 30 years specializing in integrating technologies into the full enterprise equation to produce economic and effective organizational results in various vertical markets. He has successfully directed major business development efforts in commercial, scientific, federal government and International computing markets. His career includes various roles at GE, Honeywell, Data General, Concurrent Computer, Hitachi Data Systems, Clarion and System Integrators. He also is a decorated Vietnam combat Platoon Leader. Harry earned a Bachelor of Science Degree in Education from Norwich University in Northfield, Vermont.

### **Robert (Bob) Bone, Chief Financial Officer**

Bob Bone has over 40 years of expertise in accounting, sales, plant management, inventory control systems, labor contract negotiations, and distribution networks. Respected for his comprehensive knowledge of distribution systems, route sales, organization and transportation management, Bob was once a consultant where knowledge of hazardous waste and compliance with environmental regulations was of primary importance.

Bob is a graduate of Ohio State University's Executive Development Program but began his education within the United States Army serving active duty for two years and active and inactive reserves for an additional four years.

### **Fred Hughes, Chief Operations Officer**

Fred Hughes brings 20+ years of broad experience including highly parallel grid computing, digital analytics and data development and distribution, Web and multiplatform integration, high availability OLTP, enterprise architecture development, software development methodologies, and large scale computer operations. Fred is a senior technology executive in the High Performance Computing space with broad business experience, including significant sales and marketing exposure. Other prior experience includes the position of Senior Vice President of Software at Equifax, Inc., immediately following Equifax's acquisition of IMPERITEK, where Fred served as President and CEO for over 3 years.

Fred holds a Bachelor of Science Degree from University of South Carolina and a Masters Degree from the University of Miami.