

**TECHU**  
marketplace



## Why should schools want to sell their old devices back to their communities?

### 1 Tax Dollars

Tax dollars purchased these devices, so the tax-payers should get the first chance to purchase them at discounted prices

### 2 Digital Access

Increases digital access to your community

### 3 A Stronger Bond

Strengthens the bond between a School District and its constituents



Allows your used devices to be purchased by interested community members

Promotes a positive interaction between your community members and District staff

### 1 Time Intensive

Is both time and staff intensive; typically burdens you during the busiest time of year

### 2 Performance

Can create negative feelings with community members when the old devices don't perform as expected in the future

### 3 Support

Inevitably, the District IT staff end up supporting those devices in the community for months after the sale

## The Good and Bad of a Garage Sale



ON SALE  
NOW!

**Gets your devices sold to the public without excessive staff time investment**

**Removes liability from the District for the future performance of the devices**

## 1 Cumbersome

Can be cumbersome to set-up with your selected on-line auction service

## 2 Pricing

Vendors underbid your items in order to compensate for the auction fees (typically 12% to 15%)

## 3 Visibility

Are you really selling these devices back to the community? Or are you just checking a box for legal requirements?

## The Good and Bad of On-Line Auctions





# Presenting TechU

Your personal on-line store for selling the schools outdated technologies



- ✓ Decide on the surplus items you would like to sell
- ✓ Our team assigns these devices a fair market value using Pyx Analytics, our AI powered platform
- ✓ You send the devices to us (via complimentary shipping or white glove logistics service)
- ✓ We work with you to custom design your online marketplace and leave it open for 30 days
- ✓ You promote your school store by sending out a custom URL
- ✓ After closing, the school receives a reconciliation check for all devices, regardless of sales

**A turnkey and drama free project!**

## For the School



## Great news!

- ✓ Your school is selling their used devices at discounted rates through their on-line store
- ✓ The customer opens the store and shops on-line like they would anywhere else
- ✓ Credit card, PayPal or Venmo are all accepted forms of payment
- ✓ After purchase, the customer is mailed their newly purchased device
- ✓ We include a new charger and cable, purchasing support, and a 30-day warranty
- ✓ Returns, exchanges, or customer concerns are then managed by our experienced team

For the Community  
Member



- ✓ You promote the opportunity to your schools, encouraging them to learn more by contacting TechU directly
- ✓ Or schools can attend one of the monthly webinars run by TechU
- ✓ One dollar (\$1) for every device signed up in your state will be donated back to the state DOE technology department bi-annually; regardless if the device sold
- ✓ You log-in to your custom portal to capture valuable data about your state's participation rates





## Getting started!

### 1 Promotion

TechU will work with you to create a custom email and pdf flyer that can be sent to all your schools

### 2 Support

Our team will be available to field calls and emails regarding the program

### 3 Marketing

If appropriate, we will also host webinars for your schools to learn more about the opportunity

### 4 Management

Once a school is signed up, you'll be notified, and they are added to your custom portal



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