



For 30 years Shields Environmental has worked with the world's leading telecommunications companies to manage, remarket and recycle their surplus and redundant network equipment.



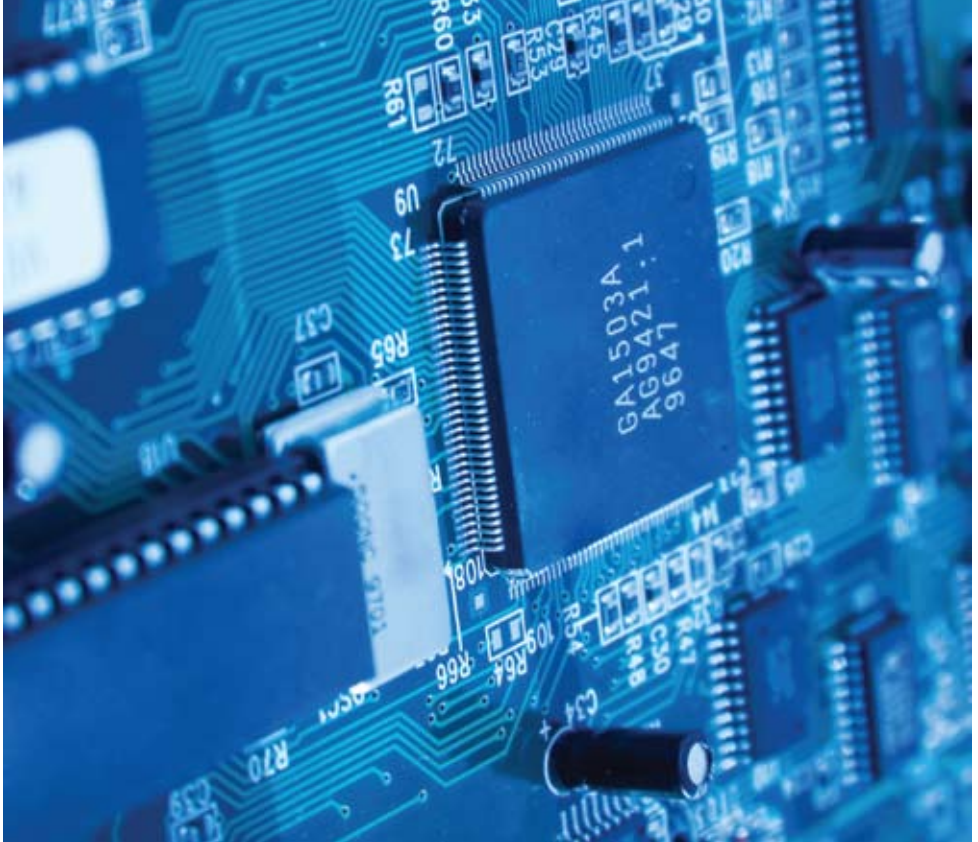
We provide a fully managed solution for your surplus and redundant network equipment

Shields has built an unparalleled reputation for service excellence in the re-use, remarketing and recycling of surplus network assets for network operators across the World.

Our entrepreneurial spirit, innovation, knowledge of the industry, environmental commitment and customer service are what set us apart. Leading telecoms companies around the world rely on us for their equipment needs – supporting legacy networks, de-installation, refurbishment and resale of surplus network equipment; and a range of other services including energy conservation services, environmental reporting, and compliance.

We have helped these companies significantly reduce costs, as well as their impact on the environment – improving financial returns and protecting their hard earned brands. In fact, through the services we deliver, we have returned over \$200 million to our clients through the successful management and remarketing of their retired network assets.

For companies interested in selling their network equipment, we offer a fully managed solution.



Including

- Project management
- Inventory evaluation
- De-installation/logistics
- Repair, refurbishment and testing
- Safe and responsible materials recycling
- Complete financial and environmental reporting (in full compliance with WEEE)

We were founded with a unique mission that closely links the interests of business with a passion for the environment.

We help turn cost centres into revenue streams and as a result we have enabled our clients to manage their networks with maximum financial efficiency and commitment to corporate responsibility.

We work with the largest and most advanced network operators in the world.

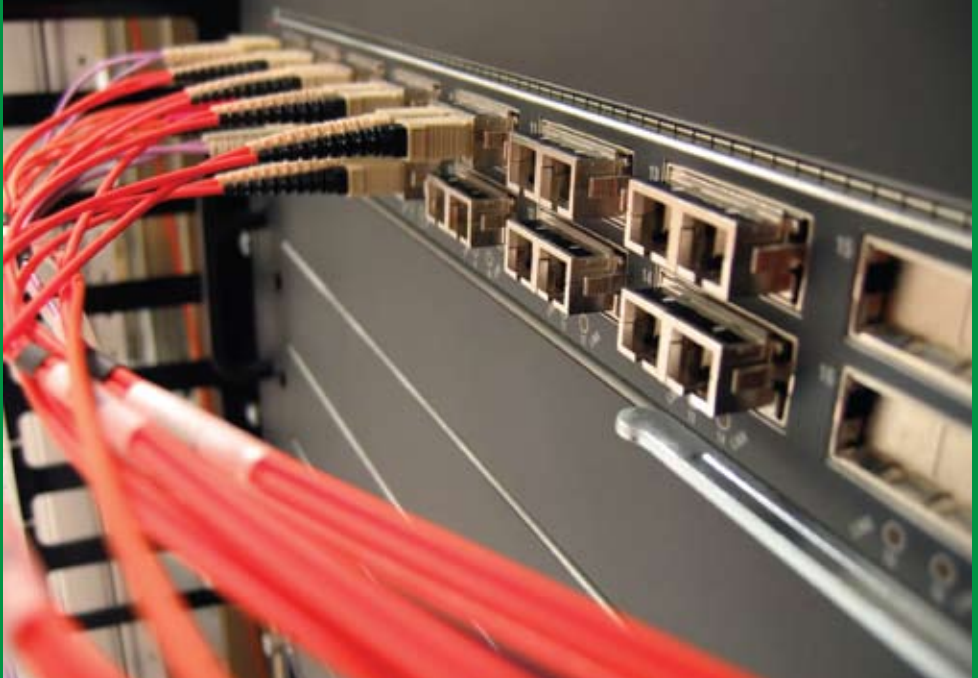
From full asset management to outright purchase solutions – we maximise your financial return.

Our project management and specialist de-installation professionals work as part of your team to ensure a smooth transition with no service interruptions. We have managed projects at over 7,500 sites across Europe.

Some operators are generating hundreds of thousands of euros a month from our solutions, and have the peace of mind that our environmental policies and processes exceed legislation and are fully audited.

The majority of the equipment can be refurbished and resold. If the product is too old or beyond economical repair, it will be sent for safe recycling ensuring that nothing goes to landfill, in compliance with all environmental legislation, your own stringent corporate responsibility targets, and our environmental management system which is certificated to ISO 14001 and registered to EMAS, the European Eco-Management and Audit Scheme.

We offer fully warranted equipment from leading manufacturers – ensuring complete peace of mind and cost effectiveness.



- The best products at the best value
- Warranties on every product sold
- Import/Export clearance and support (including support with dual use regulations)
- Global shipping and flexible terms
- Extensive stock always available
- A solid record of reliability and performance
- Over 4,000 satisfied customers

We were founded with a unique mission that closely links the interests of business with a passion for the environment.



Protection of the environment is central to our business strategy. Accordingly, we have developed an outstanding Environmental Management System which is certified to ISO 14001 and registered with EMAS, the European Eco-Management and Audit Scheme.

Shields also operates a zero landfill policy. Equipment which is not suitable for re-use is safely recycled and returned to productive use.

Shields are a registered Producer Compliance Scheme and an Authorised Treatment Facility, licensed by the Environment Agency, to ensure full compliance with all current legislation for the safe and responsible treatment of redundant network equipment.

In addition, we provide all our clients with full financial and environmental reports, which not only demonstrate the positive contribution to the bottom line, but also environmental excellence – contributing to our clients' corporate responsibility programmes, reducing risk, and protecting their valuable brand.



Our environmental system has been incorporated into all company operations to ensure that we:

- Provide a fully auditable and sustainable solution that enables whole life-cycle management for telecommunications, data and IT equipment through re-use and recycling, husbanding the world's resources, eliminating landfill and protecting the environment.
- Manage and minimise environmental risks identified in our processing operations, and support service activities performed at client sites.
- Maintain our 100% regulatory compliance record
- Measure and publicly report our environmental performance annually.
- Assess the environmental performance of key suppliers, and co-operate with suppliers, customers and business partners to achieve higher environmental standards.
- Encourage sustainable development through business example and voluntary endeavours both nationally and within the local community.
- Minimise the impact on the environment of our operations as related to the emissions of Green House Gases (CO₂) to help combat climate change.

Shields Environmental have continually invested in the development of innovative software systems and processes, which are certificated to ISO 14001 and ISO 9001. This unique approach has enabled us to provide clients with comprehensive financial and environmental reports, backed by a complete audit trail for every product received – ensuring full compliance with legal and client-specific requirements.

We audit our operations for compliance with this policy, and measure progress made in our quest for continuous environmental improvement.

To measure our performance against industry at large, we participate in the Business in the Community Environmental Index. This index benchmarks companies on the basis of their environmental management and performance in key impact areas. The index helps analyse gaps, measure progress, drive improvement and raise awareness of the environment as a strategic, competitive issue at board level.

We are proud to have scored at the 'Platinum level' securing the highest score in our sector and in the top 1% of entries for environmental excellence.



EMAS
Verified
environmental
management
REG.NO. UK-000151



**For additional information regarding client reporting and bespoke report tailoring, please contact:
Steve Mills – Head of Business Development
Phone: +44 (0)1708 684033
Email: stephen.mills@shields-e.com
www.shields-e.com**



Selling Network Assets.

Our experts will work with you to identify your surplus and redundant network equipment – minimising your storage costs and maximising your financial return.

In addition to the financial benefits you gain through the sale of your surplus and retired assets, our solutions also free-up space in your facilities and reduce operating expenses.

Our track record for environmental excellence is second to none. If your equipment is too old or beyond economical repair, we will safely recycle it, ensuring that nothing goes to landfill. We do this in full compliance with all environmental legislation.

The result is a total service that provides you with maximum revenue return while protecting your valuable brand and contributing to your corporate responsibility targets. Our reporting systems provide you with a complete audit trail to ensure you know exactly what happens to each product you have entrusted with us.

Shields are proud to have returned over \$200 million to our clients through the successful management and remarketing of their retired network assets.



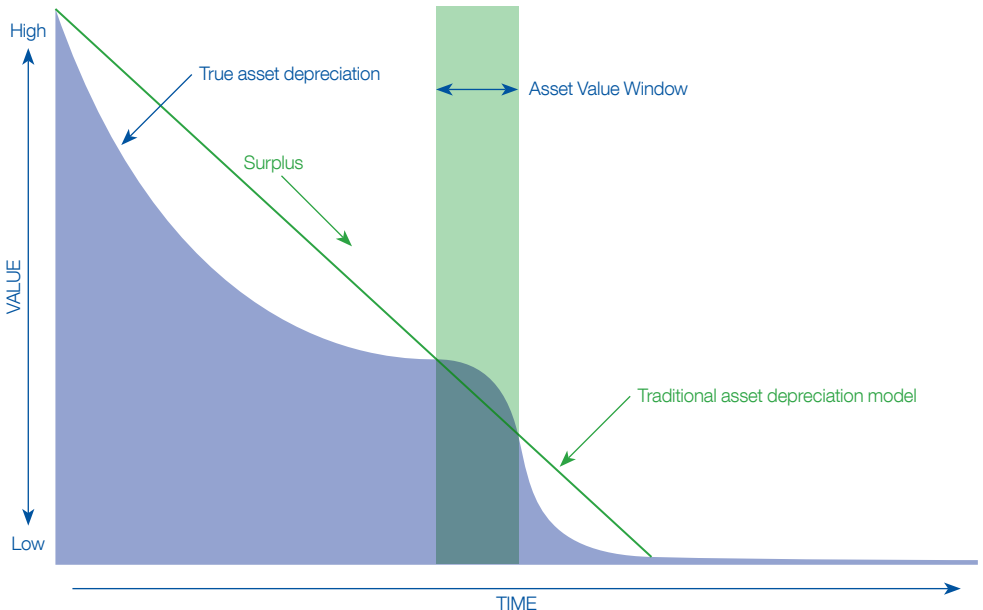
To ensure you receive the best price for your equipment, we have developed the concept of the Value Window (below). Surplus equipment in storage continues to lose value everyday. Many organisations also leave these assets on the books until they are fully depreciated. The Value Window will help you identify the best time to market your equipment to achieve the best price.

Our extensive test and repair facilities ensure that all equipment is the best quality. Testing is performed as per OEM specifications in a simulated live traffic environment.

We have over 4000 satisfied customers around the globe who rely on us for the highest quality, fully tested and warranted network equipment.

Our approach to getting you the best prices includes:

- Using the value window to market your product at exactly the right time
- Excellent relationships with our customers worldwide
- The high quality of our products and services is backed up by extensive testing and a full warranty.



To buy equipment or sell assets, please visit:

www.shields-e.com

or contact:

Dean Perry – Sales Director

Phone: +44 (0)1708 684023

Email: dean.perry@shields-e.com



Our highly experienced team can help you with all aspects of Project Management, De-Installation and Logistics.



Shields' experienced team offer a complete managed service ensuring all legal requirements are met including CDM regulated projects. Acting in a planning supervisory role, or as principal contractors, we handle all aspects of the planning phase and coordinate all aspects of the project, including the management of sub contractors and security on site.

We have our own specialised, fully trained de-installation and rigging engineers with many years of experience in all areas of telecoms equipment and cable removals, and are able to safely remove your redundant network hardware from site.

For additional information regarding our services or to arrange a site survey, please contact:

Toby Walford – Project Manager

Phone: +44 (0)1708 684026

Email: toby.walford@shields-e.com

www.shields-e.com

Our engineers have worked on over 7,500 sites across Europe. These projects include mechanical, electronic, digital and power equipment being removed (including hazardous substances), from all types of sites. It requires carefully coordinated planning to ensure cranes, lorries, even helicopters and road closures are managed with efficiency, and that all health and safety obligations are met.

All equipment is de-installed in accordance with all legal requirements, including CDM and NEBOSH.



Global Remarketing.

All our products are thoroughly tested and come with a full warranty ensuring the best quality. In fact, our return rate on the products we sell is less than 1%.

We have one of the most extensive test and repair facilities ensuring that all equipment is the best quality. Testing is performed as per the OEM test specifications and procedures. Equipment is tested in a simulated live traffic environment to assure that it meets the demands of our customers. All equipment is fully warranted.

We have over 4000 clients throughout the world. Our experts handle all shipping, import and export clearance, and comply with dual use and other regulations to ensure that equipment arrives on time. In many cases, we can provide next day delivery to meet your urgent requirements.



"I have had great success in finding all sorts of telecom equipment at great prices. Shields has a worldwide workforce, and a large inventory of equipment to hand and in stock, including NORTEL, JUNIPER, ALCATEL, CISCO, ADC, and many others. Over the past year Shields has saved me many tens of thousands of dollars. I saved \$20,000 in cost buying new just in one transaction!" **A major network operator**

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Email: dean.perry@shields-e.com



Energy Conservation Services. Reduce energy costs and cut the carbon footprint of your business.



Shields Energy Conservation Solutions help all types of businesses to reduce their carbon footprint, whilst at the same time reducing costs.

To start, we conduct a free comprehensive energy survey which details your current energy consumption and highlights the areas where Shields solutions can bring immediate cost and efficiency benefits. Our free survey will, where appropriate, recommend our unique portfolio of energy conservation products.

Our energy reports clearly indicate the reduction in carbon emissions that will be achieved by your company following the introduction of Shields energy conservation products and services.

**For more information on our Energy Conservation services, please visit www.shields-e.com or contact: Harry Tunncliffe – Energy Services Manager
Phone: +44 (0)1708 684006
Email: harry.tunncliffe@shields-e.com**

Typically, the return on investment is 15-24 months, with energy savings of up to 40%.

Our aim is to reduce the combined carbon emissions of our customers by 20 million tonnes over the next five years.

Energy Efficiency Loans from the Carbon Trust are a cost effective way to replace or upgrade your existing equipment with a more energy efficient version. We can provide details of Carbon Trust interest-free loans and assist you in completing your application.



WEEE – Helping you meet your obligations with our Producer Compliance Scheme.

The UK WEEE (Waste Electrical and Electronic Equipment) Regulation is new legislation which aims to reduce the amount of electrical and electronic equipment (EEE) ending up in landfill.

The regulations require the collection, treatment, recycling and environmentally sound disposal of WEEE and affect all brand owners, importers and distributors or retailers of electrical and electronic equipment.

Companies considered a producer under this legislation must register with a compliance scheme (like the one operated by Shields Environmental) or risk prosecution. We have developed the ideal solution to help businesses in the UK meet their B2B WEEE obligations easily and effectively.

As specialists in the re-use and recycling of IT, telecoms and computing equipment, Shields is the ideal partner to ensure compliance with this important piece of legislation.

Registration is easy, simply visit our website (www.shields-e.com/weee) and register. Once a quarter, you will be asked to provide data on the amount of EEE you have placed on the market. We collate this information on behalf of all our members and supply it to the Environment Agency who determines your WEEE obligation.

To register for the Shields Environmental Producer Compliance Scheme or for more information, please visit www.shields-e.com

or contact:

Steve Mills – Head of Business Development

Phone: +44 (0)1708 684033

Email: stephen.mills@shields-e.com



By managing the process on your behalf and providing full reporting and transparency, you can rest assured that your obligations under this legislation are met.

Shields are a registered Producer Compliance Scheme (PCS) operator, an Approved Authorised Treatment Facility (AATF) and an Approved Exporter (AE) of WEEE.



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