



GM Technology[®]
Eco Print Solutions





"We recover technology to create a more sustainable future"

CIRCULAR ECONOMY



www.gmtechnology.net





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COMPANY PROFILE

WHO WE ARE

GM Technology is a remanufacturer and global quality leader of Premium Refurbished Photocopiers and Toners.

Its first to market and manufacture the unique “R-OEM” copier toner range at an industrial scale.

In the last 30 years we became one the largest second hand printing equipment supplier in Europe.

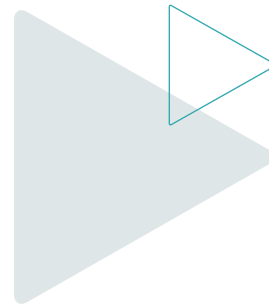
“Our focus on cost-saving, profitability and circular economy made us a clear market leader and the ideal growth partner for anyone in the global office printing and MPS market.”

LEADING BRANDS

GM Technology offers printing hardware and consumables from all leading brands in new, remanufactured and second-hand versions such as: Printers, MFP's, plotters, toner cartridges, OPC Units, Developers, Fusers and many more...

We carry the following brands: Ricoh, Konica Minolta, Lexmark, Xerox, Canon, Samsung, Toshiba, Sindoh, Rex Rotary, Sharp, Kyocera and HP.

Our headquarters and 11.000m² logistic center is based in Seville-Spain holding a stock of over 16.000 machines at any given day.



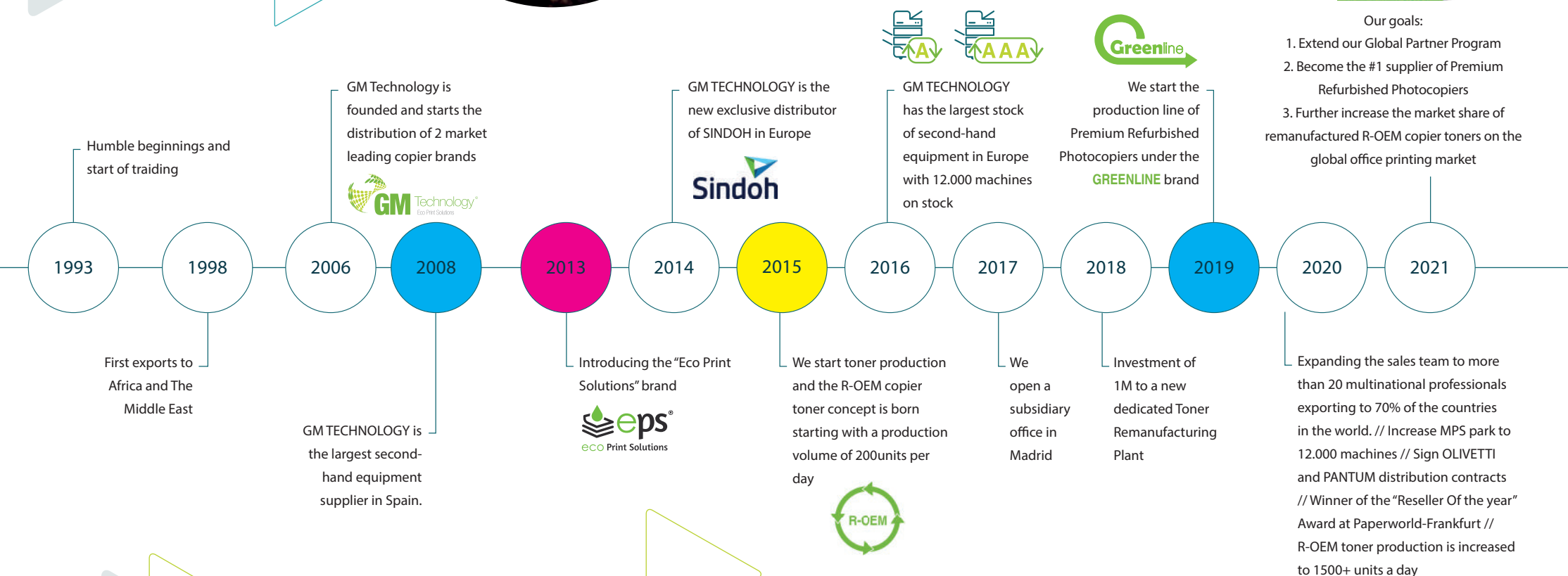


MILESTONES



Our goals:

1. Extend our Global Partner Program
2. Become the #1 supplier of Premium Refurbished Photocopiers
3. Further increase the market share of remanufactured R-OEM copier toners on the global office printing market





HOW

MISSION

Lead the sustainability and circular economy transformation of our world's economy by applying our unique model of collecting, remanufacturing and distributing our range of reuse focused products.

VISION

To be recognized as GLOBAL LEADER in exportation of remanufactured equipments and consumables.

VALUES

- Circular Economy
 - Premium Quality
 - Excellent Customer Service
 - Dynamic, fast paced and flexible management
-



GM TECHNOLOGY IN NUMBERS



16,2 M

2019



11.000 m²

WAREHOUSE



16 K

AVAILABLE STOCK



+180

EMPLOYEES



11.5K

OWN PARK OF MPS MACHINES

WHAT WE DO?



1. Remanufacturing of Copier Toner Cartridges: for all leading brands such as: Ricoh, Konica Minolta, Lexmark, Xerox, Canon, Kyocera, Sharp. Under the **R-OEM** and **GEN** brand



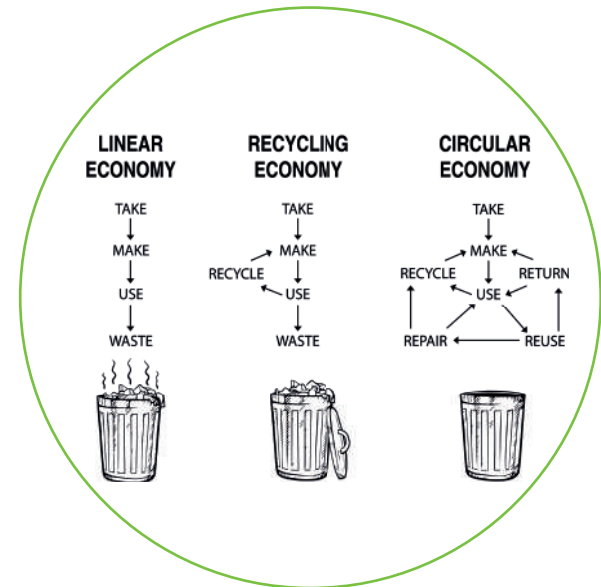
2. Remanufacturing of Premium Refurbished Printers and Photocopiers under the **GREENLINE** brand



3. Import and Export of second-hand printing equipment in 2 different quality categories: **Eco Smart** and **Eco Select**



4. Remanufactured photocopier consumables





LEADERS IN THE INTERNATIONAL MARKET

Holding **the largest stock of printing equipment in Europe** our global operations of import export allows us to carry out product movements around the world shipping approximately 60,000 units and more than 280 containers per year.

EXCELLENT CUSTOMER SERVICE

We serve clients in **all 27 EU member states** as well as Africa, Middle East, Asia and Latin America. Our highly skilled multilingual sales team with extensive experience dedicated exclusively to the international market allows us to develop unique and outstanding trade relationships.

PREMIUM QUALITY

All our second-hand equipment's are sourced exclusively in Europe. **We only import the best equipment and the most advanced technologies thanks to exclusive agreements with the main OEM's** (Original Equipment Manufacturers) and trade partners in Germany, Switzerland Holland, France and the United Kingdom, which guarantees the controlled loading of our



OUR PRODUCT LINES

GREENLINE – PREMIUM REFURBISHED PRINTING EQUIPMENT

With our range of Green Line Equipment, we can offer our partners the opportunity to promote sustainable printing services (MPS) with higher profits.

Green line machines are not only the “**true circular economy solution**” but they also lower initial hardware investments and print costs while maintaining exceptional quality and full manufacturers guarantee.

During our manufacturing process we only use OEM parts to guarantee the highest quality and most eco-friendly remanufacturing process.

“The most cost efficient and most sustainable printing solution on today's MPS market are Green Line Machines running on R-OEM toners.”



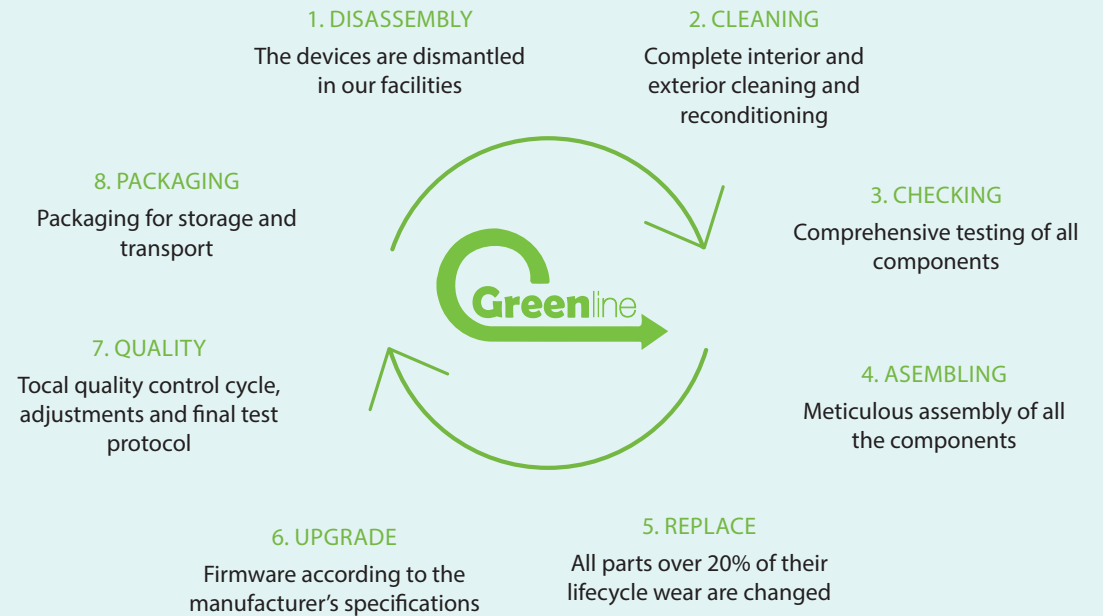


1. Market leading Brands - Currently available for Ricoh, Konica Minolta, Sindoh, Lexmark
2. The latest newest models often still sold by the OEM – Due to our direct, first line access to off-lease machines.
3. All Green Line machines are hand selected and pre-qualified by our technical team before the remanufacturing process begins.
4. The counter of all Green Line machines is certified and below **100K (A4)** and **200K (A3)** and set to 0.
(counter certificate available)
5. All parts related to functionality and print quality are checked and 20% wear are replaced 
6. No low-quality, cheap, compatible parts - Our machines are re-manufactured exclusively **using OEM parts**
7. Each Green Line machine is submitted to exhaustive quality checks and print tests at the end of the remanufacturing process.
8.  **"Brand new"** - user experience - All machines ship with OEM-like new seals, shipping protectors, user manual and new box on a custom sized pallet.
9. Green Line is a European KM 0 product. We do not ship machines around the world!
10. All GM GreenLine machines are **first sold in Europe** guaranteeing low carbon footprint 
11. All machines are remanufactured in house at our headquarters in Seville to guarantee continuous availability and reduced environmental impact
12. Each machine ships with a **6-month warranty** – unique in the sector!
13. All machines and toners are manufactured under strict ISO (9001, 14001, 27001), DIN 33870-1 and ISO / IEC 19752/19798 certifications.
14. All machines comply with all European import, health, and environmental regulations (CE, Reach SVHC, EU RoHS, CLP, WEEE...etc)
15. Optional software bundles (Nubeprint, OCR, Fiery, Paper Cut)
16. Flexible financing options up to 90% up to 60 days
17. No minimum order quantity only fast and flexible customer service and delivery 





REMANUFACTURING PROCESS

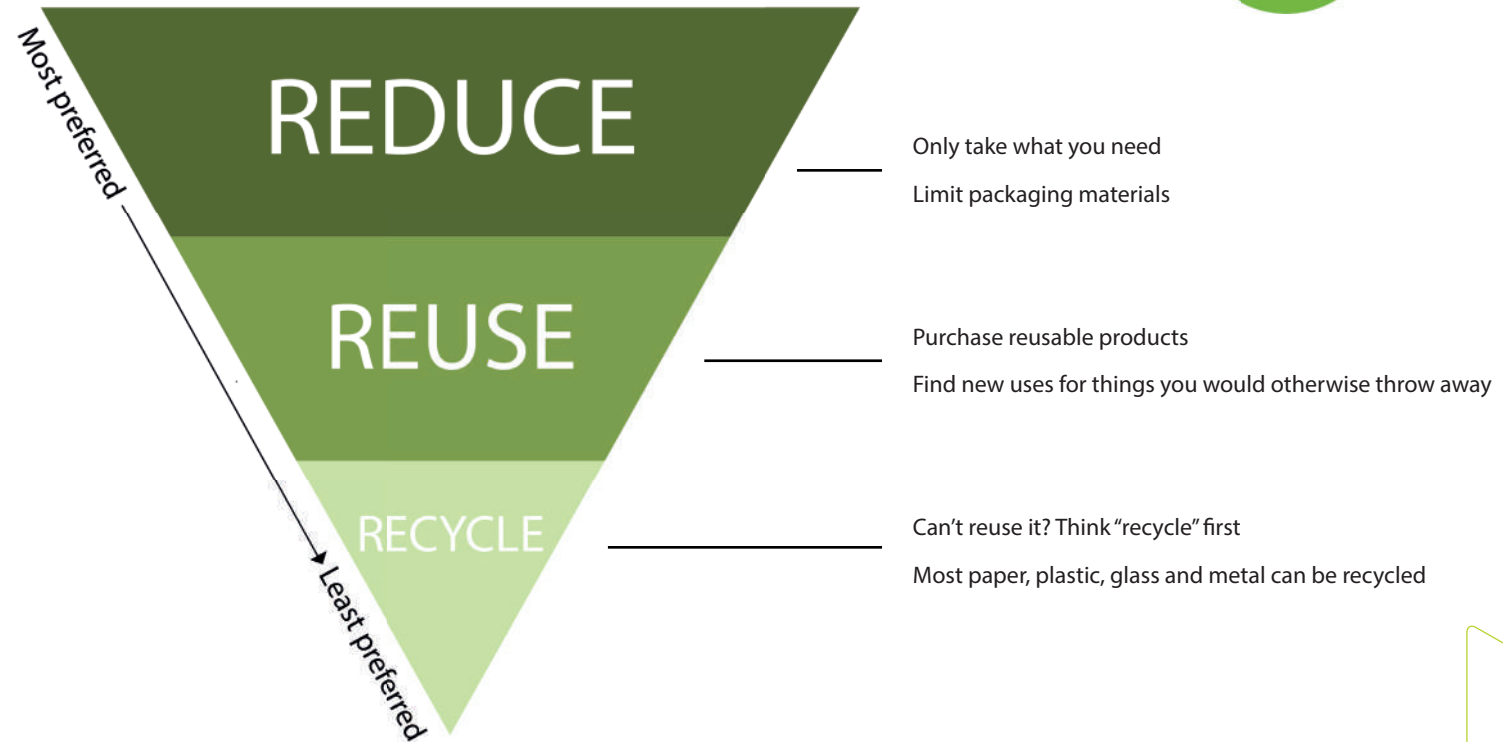


Reuse is better than new! End users and channel partners are realizing that refurbished hardware in the office is not only the greener but the smarter deal too. Companies no longer need to overspend on new, over-spec and oversold hardware. **Green Line** provides the perfect smart alternative.

We designed a **CIRCULAR ECONOMY PARTNER PROGRAM** so you can capitalize on this opportunity and we can all be part of the circular economy movement. The demand for an OEM independent economic and ecologic printing solution is growing, and we would like to expand our reach and share the success. This program is the only one of its kind and we designed it to face the new challenges.



WASTE REDUCTION HIERARCHY





Circular
Economy
Partner
2020

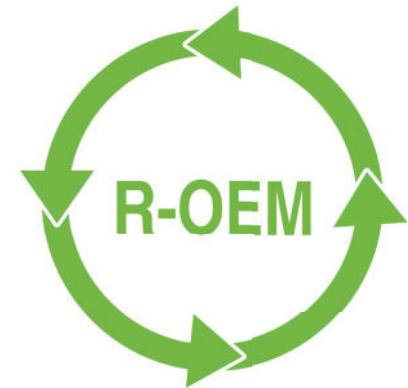
15 Benefits of becoming a GM Circular Economy Partner

Partner status	starting from only 50,000€ anual
Demo unit discount	1 unit 50% or up to 3 units 30%
Factory Partner Machine Pricing	from the 1st unit
Quarterly cash back rebate system	up to 10%
Annual bonus rebate	up to 5% on each 10K
Financing and payment conditions	up to 90%
Factory Partner pricing on toner	✓
Factory Partner pricing on consumables	✓
Minimum Order quantity	1 unit
Free Shipping	FCL or 30+ units on truck
Drop shipping	available
Machine personalisation sticker	available
Brand Neutral packaging	available
Priority order management	✓
Are these machines internally and externally cleaned?	✓

Join the reuse revolution,
become a GM Circular
economy Partner



R-OEM TONERS



• R-OEM TONERS

A revolutionary concept. R-OEM toner cartridges are products made with the reuse of the original plastic toner bottle and 100% genuine reclaimed OEM toner powder.

A great and innovative way to produce sustainable, IP safe and OEM equivalent products at a very competitive price. All products are manufactured under the strictest ISO and DIN quality standards ([ISO/IEC 19752](#), [ISO/IEC 19798](#), and [DIN 33870](#)) and shipped in a brand neutral packaging.

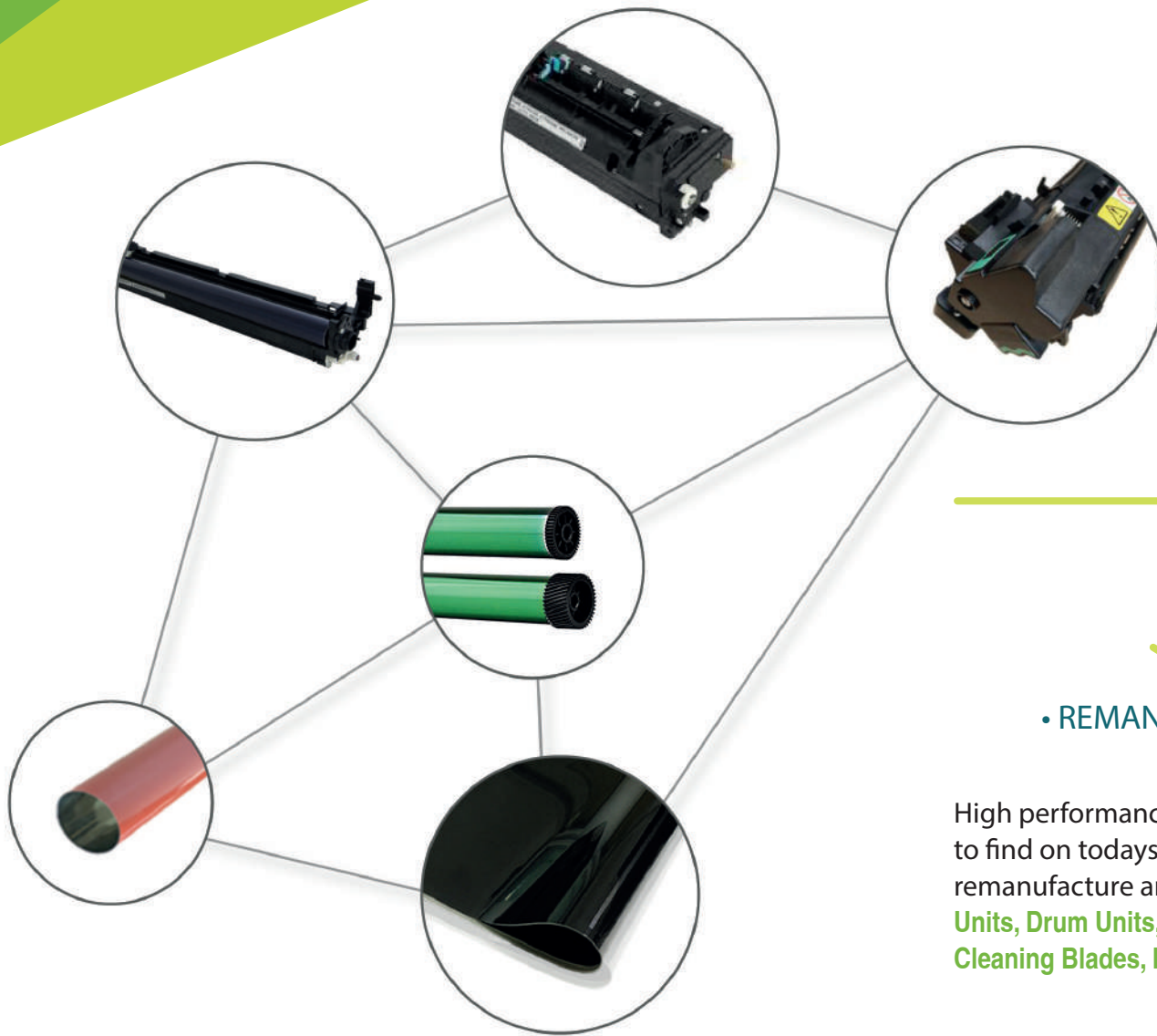
REMANUFACTURED COPIER TONERS AND CONSUMABLES



• REMANUFACTURED "GEN" TONERS

As reclaimed OEM toner powder is a precious and limited resource; we also offer an unlimited range of remanufactured toners where we use **premium quality aftermarket toner powder** partnering with market leading manufacturers from Japan.

The rest of the remanufacturing process and quality control is the same for maximum print quality yield and reliability.



• REMANUFACTURED COPIER CONSUMABLES

High performance aftermarket consumables are very hard to find on today's copier aftermarket therefore we also remanufacture and offer consumables such as **Developer Units, Drum Units, Transfer Belts, Fuser Units, OPC Drums, Cleaning Blades, Fuser Sleeves** and many more.

COMPARATIVE TABLE

PROPERTIES	 GM TECHNOLOGY "R-OEM" REMANUFACTURED TONER	 GM TECHNOLOGY "GEN" REMANUFACTURED TONER	SINGLE USE COMPATIBLE TONER
Is it REMANUFACTURED product using an original toner bottle?	✓	✓	✗
Contains a REUSE & RESET Original Chip?	✓	✓	✗
Comes packed in a sealed plastic bag and has a silica gel in the packaging?	✓	✓	✗
Is it filled with Original Toner Powder?	✓	✗	✗
Is it filled with high quality aftermarket toner powder?		✓	✗
Is it packed in an un-branded generic Box?	ALWAYS	ALWAYS	NOT ALWAYS
Has a personalisable but un-branded label?	ALWAYS	ALWAYS	NOT ALWAYS
Pass a net weight quality control?	EVERY ITEM	EVERY ITEM	USUALLY NOT
Pass a chip-functionality quality control?	EVERY ITEM	EVERY ITEM	USUALLY NOT
Pass an anti-leaking quality control?	EVERY ITEM	EVERY ITEM	USUALLY NOT
Pass an ISO and DIN print quality test protocol?	EVERY LOT	EVERY LOT	USUALLY NOT
Contains OEM-equal net weight of toner powder?	✓	✓	USUALLY NOT
Does it have OEM-equal Page Yield?	✓	✓	USUALLY NOT
Does it guarantee lowest service and page cost without premature component wear? (PCU, transfer belt, fuser unit...etc)	✓	✓	USUALLY NOT
Mix perfectly with residue OEM toner in other components? (PCU, Developer units)	✓	✓	USUALLY NOT
OEM-like Print Quality?	SAME	✓	USUALLY NOT
Has ISO/IEC 19798 : 2007 certification?	✓	✓	USUALLY NOT
Has ISO/IEC 19752 : 2004 certification?	✓	✓	USUALLY NOT
Has DIN 33870-1 : 2013-12 certification?	✓	✓	USUALLY NOT
Fully comply with all EU health and environmental regulations? (CE, Reach, SVHC, EU, RoHS, CLP, WEEE...etc)	✓	✓	USUALLY NOT
Does it contain excessive levels of potentially harmful plastic components? (DECABDA, cobalt, benzene, naphtaline... etc)	✗	✗	USUALLY YES
Is it an eco-friendly and circular economy solution?	✓	✓	✗

IN OUR TYPE OF BUSINESS QUALITY COMES FIRST

Vast majority of our customers including ourselves are in the first line of a contractual cost per copy service business. We learned that even minor quality flaws cost money increasing TCO and destroying the profitability of the MPS/CPP contract.

We simply can't afford that!

Both of our "R-OEM" and "GEN" product lines are manufactured to the absolute highest quality standards.

Apart of the ISO management and environmental certifications:



We also invested in obtaining the strictest set of official quality certifications.

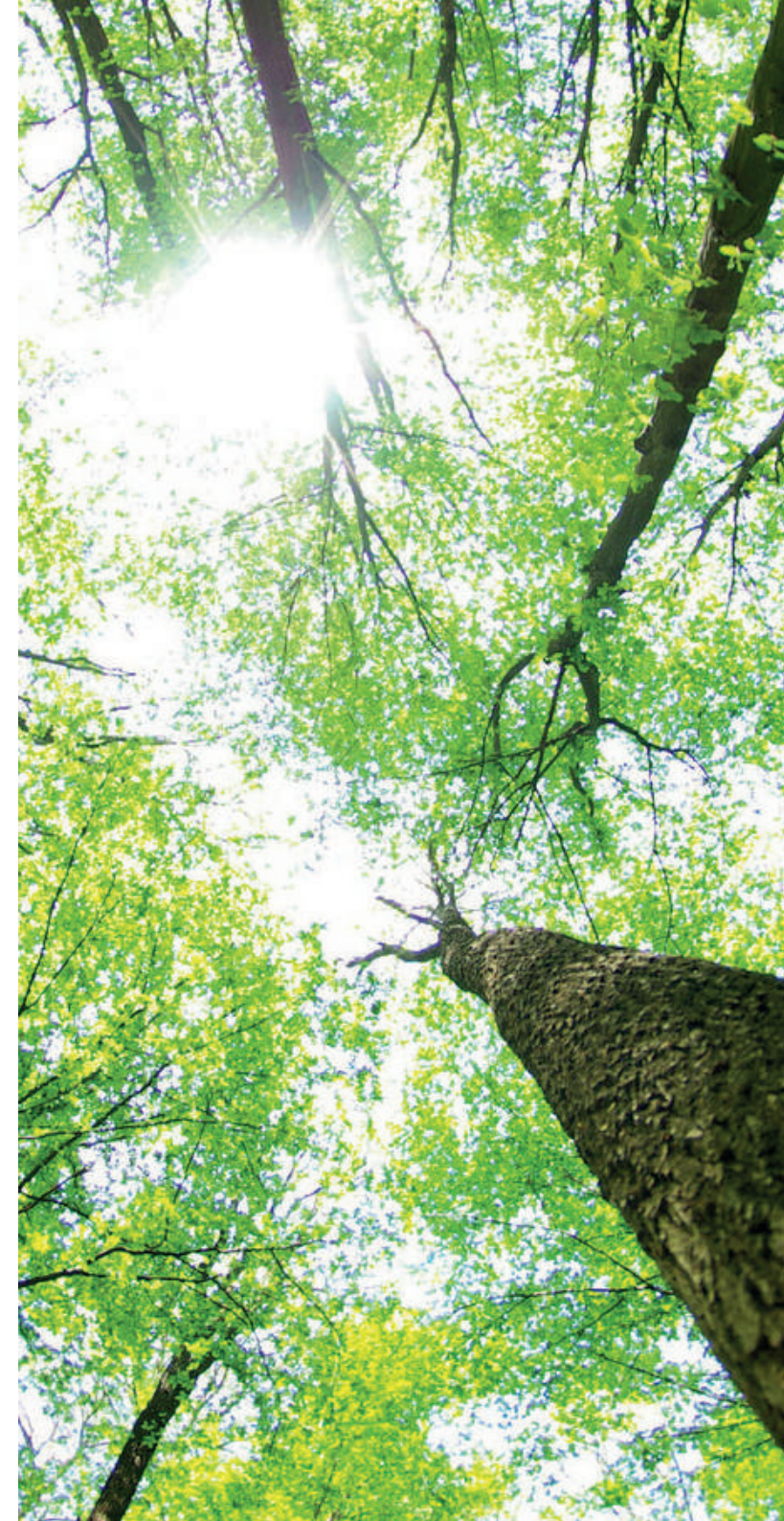
Exactly the same ones which are adapted by OEM-s (Original Equipment Manufacturers)



This standard is called the: Requirements and tests for the preparation of refilled toner modules for electro photographic printer, copiers and facsimile machines. both color and monochrome machines. This standard certifies consistent print quality and correct functioning of the toner products. A strict methodology for:

- Suitability check of the used cartridges
- Process of cleaning and disassembly
- Replacement of used parts
- Final Assembly
- Properties of labelling and packaging integrity
- Moisture and light resistance

Tested aspects include mechanical operation, print density, coverage





This standard is called the: Method for the determination of toner cartridge yield for color and monochromatic electrophotographic printers and multi-function devices that contain printer components

It basically certifies the number of pages (page yield) of a toner cartridge and it is the official standard adopted by all Original Equipment manufacturers (OEM-s).

The method applied is as follows:

- An actual print test with an official page of 5% coverage
- A stable and temperature and humidity controlled environment with default printer settings
- 9 cartridges of the same type
- ensure the result, use of 3 cartridges, in 3 different printers

Thanks to this standard page yields are easily comparable with the ones given by the equipment manufacturers. We and our supply chain and raw materials are also fully REACH, RoHS, WEEE and CLP compliant.



We are a proud member of ETIRA (European Toner And Inkjet Remanufacturers Association)



We also won the prestigious award of Reseller of the year 2020 by The Recycler magazine.

REMANUFACTURING COMPONENTS

BULK COPIER TONER

We can also offer premium quality tested and qualified aftermarket toner powder in bulk (10kg or 100kg barrels)

EMPTY ECO CARTRIDGE

Although we operate a large industrial remanufacturing operations, the large influx of machines and toners still create a surplus of single use plastics. We can convert this surplus into a valuable raw material for remanufacturing and we are happy to share this resource with fellow remanufacturers to further reduce the load of single use plastics of our planet. To add the maximum value we pre-clean, re-polish, sort and as an option reset the chips on these toner bottles. These IP safe and toxic-free OEM empty toner bottles are ready to be re-refilled to create an excellent remanufactured product.

RESET CHIPS

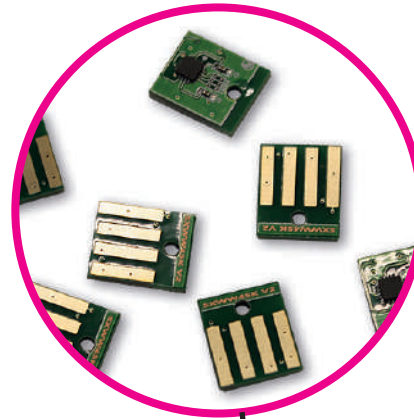
We offer pre resetted chips. Ask for more information.

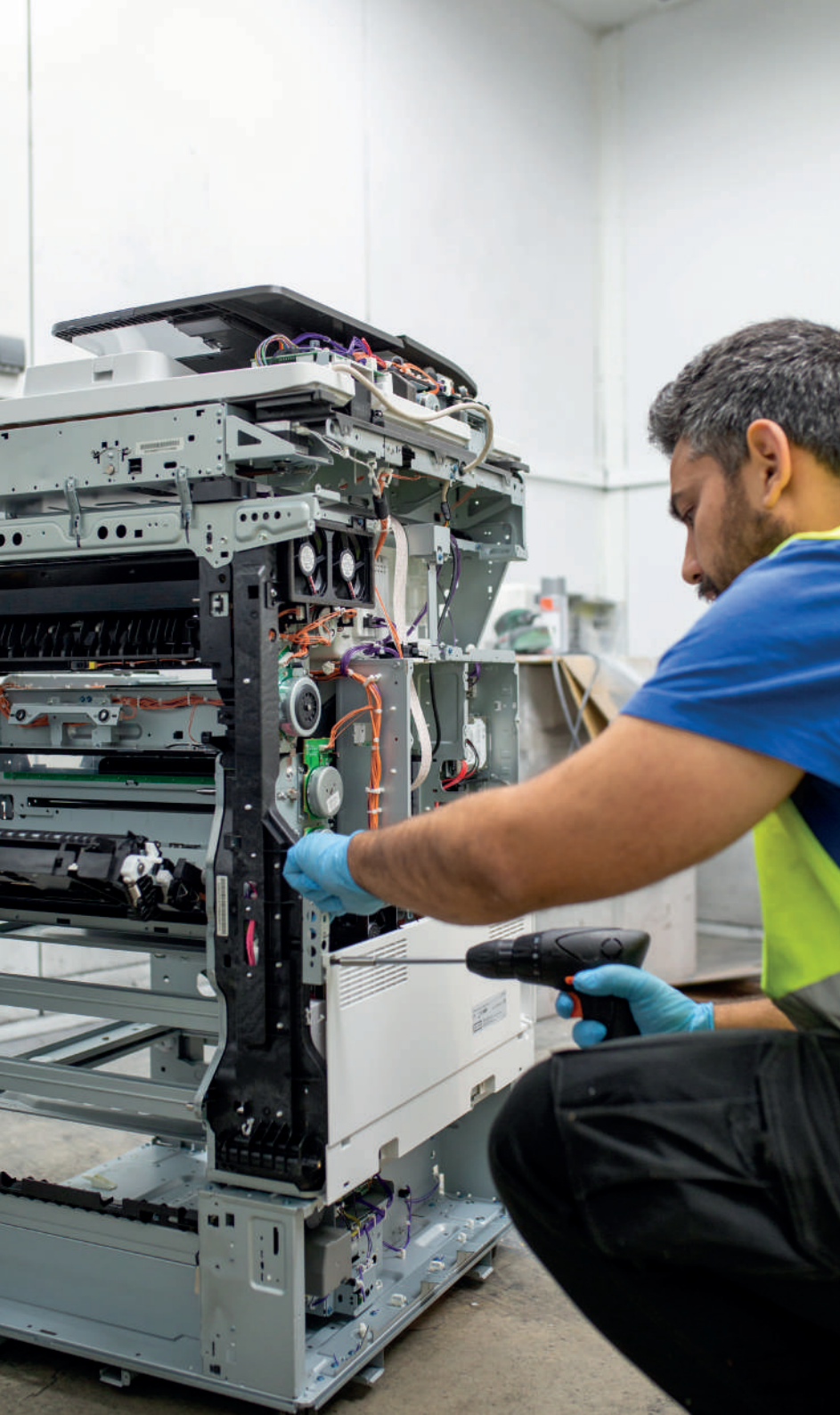
M-PROG

M-PROG is a device developed at GM Technology and commercialized through out the world. Some of the advantages of using M-PROG instead of replacing chips are:

1. No transport costs
2. No chip removing
3. Low cost
4. Recycling instead of destroying.

This device offers the possibility to reset a large number of models of chips.





SECOND HAND MACHINES

GM Technology receives more than 80.000 printing machines every year out of which we export more than 60.000. We can offer all major brands in large quantities. Our second hand machines can be offered in **two different quality categories**.



ECO SELECT (AAA)

The Eco-Select machines are a premium selection of our second-hand machines. They have the lowest counters (below 400K (A3) and 200K (A4)) and best physical conditions.

They are going thru a pre-selection process, a total quality control cycle and a strict print and functional test protocol completed by a team of expert technicians. No parts are replaced but we can safely say that more than 50% of the lifecycle is still available.



ECO-SMART (A)

With the Eco Smart machines we can offer the broadest range and most affordable prices. It is the perfect choice when cost is a principal factor. All machines are still tested and all of them are in a perfect working condition passing the eco smart quality control process.

We format all disks but apart of that we do not replace nor manipulate any parts. Counters are variable based on what we currently collect. The machines are being shipped with empty toner cartridges installed. Stocks are changing daily based on supply and demand. The Eco Smart machines are the best low cost solution on the second hand market.



COMPARATIVE TABLE

			
PROPERTIES	GREENLINE	ECO-SELECT (AAA)	ECO-SMART (A)
What are these machines?	Refurbished	Second Hand High Quality	Second Hand
What percentage of the lifecycle of the product is still available?	85%	40 - 70%	Variable
Are these machines tested by specialists?	✓ (Total QC)	✓ (Fully Tested)	✓
Are these machines working perfectly?	✓	✓	✓
Are these machines pass a quality control?	✓	✓	✓
Are any parts being replaced in the machine?	✓	✗	✗
Are the hard disk formatted or replaced?	✓	✓	✓
Are the firmware of the machines updated to the latest one?	✓	✓	✗
Do these machines include toner cartridges?	✗	✓	✓ (empty ones)
Which levels of counters these machines have?	All below 200 K (A3) and 100 K (A4) and lowered to 0	Variable between 200 K - 400 K	Variable
Are these machines packed in individual box/pallet?	✓	✗ (Unless extra cost)	✗ (Unless extra cost)
Do these machines have a warranty?	✓	✗	✗
Are these machines internally and externally cleaned?	✓	✓	✗

CERTIFICATES

We use the strictest quality systems available for our industry and we constantly adopting new ones as they become available and as we grow with new product lines..

GM Technology has an environmental policy based on the recycling of plastics, paper, cardboard, lighting and WEEE waste management.

We are totally REACH compliant.

Our company has an environmental certification based on **ISO 14001** as well as an **ISO 9001** which is a standard that guarantees the quality of an effective operational management system.

The **ISO 27001** standard guarantees the safety of data, and **ISO 45001** assures the security of our workers.





"We are highly committed to the environment and we strongly believe the transformation into a circular economy will provide answers to the climate change problem of our time."



STRATEGY AND SUPPORT

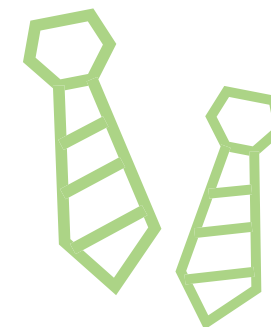
PARTNER PROGRAMS

Become a part of “GM partners” family and access resources to help you develop new business opportunities, increase your sales and get the support required to achieve your goals. The GM Partner Programs provides you with all the tools and information to support your customers and to maximise sales for your business. They are designed to help you launch or increase the profitability of your cooperation with us. Signing up as a partner is totally risk free and provide excellent benefits to develop your business with our unique R-OEM Copier toner range or high-quality Remanufactured Copier toner range of products.

				
Anual Turnover	50.000€	100.000€	220.000€	350.000€
Price level	Reseller	Distributor	Wholesale	Factory Direct
Quarterly Rebate	2%	3%	4%	5%
Anual Bonus Rebate	5% on each 10k+	6% on each 10k+	7% on each 10k+	8% on each 10k+
Payment conditions	Avaliable	Avaliable	Avaliable	Avaliable
Free Shipping	10.000€	8.000€	5.000€	3.000€
Free Private Label	10.000€	8.000€	FREE	FREE
Priority Production and order management	NO	NO	YES	YES
Logo, Trademark and marketing support	YES	YES	YES	YES
Distributor Status	SILVER Reseller Partner	GOLD Distributor Partner	PLATINUM Wholesale Partner	DIAMOND Factory Partner



- The starter level of our toner partner program will help you to launch our partnership on your market giving you competitive advantages from the get-go.
- It is designed to help you build up and reach a minimum annual turnover of 50.000€ within the first 12 month of our cooperation.
- Ideal if you are starting up in the copier segment or GM is a new supplier for you.



- The advanced GOLD level is for you if you have a more consolidated customer base and ready to take a higher turnover commitment in exchange of increased profitability and more benefits.
- It will help you grow towards a minimum annual turnover of 100.000€ within the first 12 month and get you ready for the Platinum level.
- Ideal if you already have a good consolidated customer base and want to maximize profits offerint our top quality, unique on the market product range



- The platinum level is for consolidated country distributors looking to make higher profits and grow their marketshare.
- It requires a minimum of 220.000€ annual turnover commitment but will get you lower prices, increased rebates and higher bonuses.



- This is the whole package to become the dominant player of the market. You have unparalleled flexibility and exceptional support. You will receive a VIP service with your orders handled as priority. You can have the product your way and personalize your product labels for free without any volume limit. Enjoy increased profits and flexibility with free shipping on all your orders above 3000€ all the time.
- From a dominant position on your market you will turnover a minimum of 350.000€ and we will grant you price protection in your purchased product lines in your Country.
- Ideal to lock out price competition and own the market niche of the high-quality remanufactured copier products.

TEAM

OUR TEAM



José Ángel Muñoz
Channel Supplies Director



Zoltan Matyas
Director of Int'l Business
Development



Enrique Rueda
Logistic Coordinator



Dorien Van Der Veen
International Account
Manager



Kateryna Sliepova
International Account
Manager



María Maqueda
Administrative Assistant



Marta Fuentes
Administrative Assistant



Nourdin Yacoubi
International Account
Manager



Nuria Padilla
International Account
Manager



José Cedric Expósito
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