

# About Sims

## PARENT COMPANY: SIMS GROUP



**250**  
FACILITIES



**5,052**  
EMPLOYEES



SITES ON:  
**5** CONTINENTS  
OVER **18** COUNTRIES



**\$4.64 billion**  
annual revenue

## SIMS LIFECYCLE SERVICES: KEY FACTS



**1,420**  
EMPLOYEES



SALES  
REVENUE  
**\$518**  
million



Underlying EBITDA  
**\$24 million**  
Underlying EBIT  
**\$18 million**



**17 million**  
Units  
Processed  
in FY2020



**150+**  
CUSTOMERS  
WITHIN THE  
FORTUNE 500



# Return Programs



# Data Center Growth

As we look at the most recent quarter's earnings reports for the main players in the market, it seems the **pandemic** and economic fall out has done little to slow that down. In fact, **it may be contributing to its growth.**

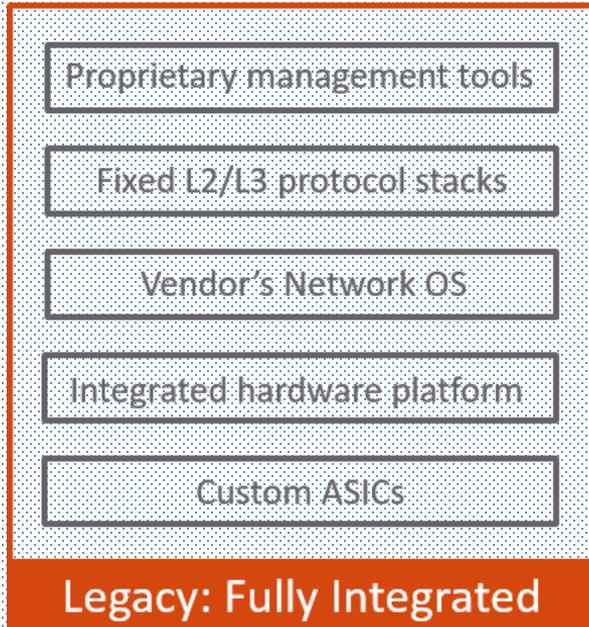
Source: TechCrunch, May 1, 2020: *In Spite of Pandemic (or maybe because of it), Cloud Infrastructure Revenue Soars*



# Open Compute



# Legacy vs. Disaggregated



# What is Open Networking?

- Open networking describes a network that uses open standards and commodity hardware.
- Open in terms of component compatibility -- in both hardware and software -- expandability and extendibility
- Enterprises benefit because they can have an extra level of choice in hardware and software in their network
  - No reliance on a single vendor
- Similar to open standards
  - Standards for interoperability and data exchange around general and public consensus-driven processes



# Industry Standards

- Industry standards
  - Practical interchangeability when components are purchased from different sources.
- Examples
  - Train gauges
  - Baltimore fire 1904
- National Electric Code-1897
  - Rules for the installation, maintenance and operations of electric lines and equipment
  - Enabled the mass production, distribution and use of electric appliances
  - Convenience, safety, and lower prices



# Two Benefits of Open Networking

1. Potential to save money compared to proprietary vendor products
2. An extra level of configurability.

An organization can add applications or tools directly onto its existing hardware.

- For example, organizations can find open source options for routers, and switches to help create an open network.



# No single definition but usually

- Use of open APIs
- Sharing of open industry standards relating to hardware and software (OCP)
- Use of an open ecosystem with the ability to cooperate with many other types of different tools and hardware
- Use of cloud computing



# Redeployment



White boxes



**OPEN**  
Compute Project®



Outbound  
Sales  
Channels

