



The GoodBye Chain Group

**Environmental Compliance
Software, Services and Training**

RoHS-WEEE.NET Data Exchange Solution

Harvey Stone, Managing Director

August 30, 2004

Partnership with Foresite Systems

- Core business has always been:
 - Building compliance software for environmental regulations
 - Tracking/updating Directive implementations
 - Began with >3M products data warehouse
- Developers of Pack.NET
 - Only web-based, enterprise solution enabling compliance with 5 Directives
 - RoHS
 - WEEE
 - Battery
 - Packaging
 - Essential Requirements

>40 Worldwide Compliance Schemes To Date

| Country | Compliance Schemes | | | |
|----------------|---|-----------|--|---|
| | Packaging Waste | Green Dot | Batteries | WEEE |
| Austria | ARA | ✓ | Umweltforum Batterien | UFH - Umweltforum Haushalt, Bregenz |
| Belgium | Fost Plus, Val-I-Pac | ✓ | BEBAT | Recupel |
| Bulgaria | EcoPack | ✓ | Enterprise for Management of Environmental Protection Activities | |
| Canada | CSR | ✓ | RBRC | |
| Croatia | OHO - pilot project | | | |
| Cyprus | The Cyprus Package Recovery & Recycling Co. | ✓ | | |
| Czech Republic | EkoKom | ✓ | ECOBAT | Legislation in place from 2003 for discharge lamps, fluorescent tubes & fridges |
| Denmark | Told Skat, Dansk Retursystem | | Fees payable, no scheme | Legislation in place but no scheme |

Regulatory Compliance Track Record

- Nearly 10 years
- >100 companies seeking environmental compliance, including:
 - Cisco
 - General Electric
 - Hasbro
 - Kodak
 - Lexmark
 - Microsoft
 - Pitney Bowes
 - SanDisk



- Sub-set of Pack.NET for marketing purposes
- Intuitive, web-based client for supplier data input/exchange
- Supports multiple supplier data exchange formats
- RoHS module incorporates key functionality from the GoodBye Chain Group

Instant Compliance Status via Traffic Light Metaphor

The screenshot displays the RoHS-WEEE.NET web application in Microsoft Internet Explorer. The main content area features a table with columns for component descriptions and compliance status across five categories: A, B, C, R, and S. The status is indicated by colored circles: red for non-compliance and green for compliance. A context menu is open over the 'Connector' row, showing options like 'Tree Options', 'Refresh Tree', 'Calculate', and 'Advisor'. The interface includes a left sidebar with navigation menus and a top navigation bar with the application logo and title.

| Descriptions | A | B | C | R | S |
|----------------------------------|-------|-------|-------|-------|-------|
| Gadget Torch | Red | Red | Blue | Red | Red |
| Connector | Red | Red | Red | Red | Red |
| Brass | Green | Red | Green | Green | Green |
| Copper | | | | | |
| Iron | | | | | |
| Zinc (Metal) | | | | | |
| Tin | | | | | |
| Sulfide | | | | | |
| PA | Green | Green | | Green | Green |
| PPA | Green | Green | | Green | Green |
| Tin/Lead mix for solder | Red | Green | | Red | Red |
| Zinc | Green | Green | | Green | Green |
| Resistor 12-67-89 | Red | Red | | Red | Red |
| Resistor Coating vii | Green | Green | | Green | Green |
| Marking Ink (2341) | Green | Green | | Green | Green |
| Plated Punch Strip | Red | Green | | Red | Red |
| IC1 | Red | Red | Blue | Red | Red |
| Assembly Instructions GT | | | | | |
| Spares for Gadget Torch | Red | Red | | Red | Red |
| Gadget Torch Hi-Beam | Red | Red | Blue | Red | Red |
| Plastic 10L Jug | | | | | |
| Good Sense Spray Dispensers | | | | | |
| Good Sense concentrated refills | | | | | |
| Johnson Wax Liquid Air Freshener | | | | | |
| NEMI Sample Product | | | | | |

Advisor Contextual Help System

RoHS-WEEE.NET - 2004 Demo - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media

RoHS-WEEE.NET

RoHS-WEEE.NET - 2004 Demo / Product Tree

Welcome to RoHS-WEEE.NET, Lance Allison

My Shortcuts

- BOM Classification
- Ingredient Maintenance
- Wizard Store
- Obligation Reporting
- BOM Category Data Entry
- Ingredient Data Entry
- Product Data Entry

Options

Obligation

Maintenance

Wizards

Administration

FORESITE SYSTEMS Ltd

Done

Pack .NET Help - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Pack .NET Help

Contents Index Search

- Getting Started - FAQs
- Use of Guide
- Advisor
- RoHS
- WEEE
- Lead Free
- Joint Industry Guide
 - Level A Substances**
 - Level B Substances
 - Level C
 - Sample Form
 - Common Materials with CAS numbers
- How to use MDW
- 3 Step Process
 - Step 1: Determination
 - Step 2: Build Product
 - Step 3: Certify & Send
- Product Library
- Disclaimer

Level A Substances & Materials

For Level "A" list substances and materials, the threshold levels are set by the law that bans or restricts their use. Therefore, assessment as to whether the threshold level has been met must be based on the relevant legal requirements. If international law establishes a new threshold for ban or restriction purposes, this threshold will be revised accordingly. For laws that allow the presence of certain materials or substances in amounts lower than a certain "part per million" (ppm) threshold, companies should use the "ppm methodology" that is established by that law in order to determine whether disclosure is necessary. Reporting below the threshold is allowed, but not required.

"Intentionally Added" means the deliberate use in the formulation of a product or subpart where its continued presence is desired in the final product or subpart to provide a specific characteristic, appearance, or quality.

If a substance or material is intentionally added, then it needs to be reported regardless of its content level. If the substance or material is otherwise present, then its threshold level applies.

Where metals are listed in Annex A, they require reporting of the metal in the metal alloys, e.g. Lead/Lead Compounds also includes reporting of the Lead content in the Lead alloy.

Note: Substances and materials are listed by group. However, in some cases where only a subset are regulated, please follow links for details.

start Microsoft ActiveS... Inbox - Microsoft ... RoHS-WEEE.NET - ... Pack .NET Help - ... Document1 - Micr... EN 16:21



Foresite's Operating Principles

- Develop highly sophisticated software
- Allow for rapid implementation to meet fast-changing compliance needs
- Enable customers to customize compliance standards, reporting formats, parameters, user interfaces and so on
 - Data dictionary model vs. hard coding
- Support any standard, format, scheme or template that emerges

Re: Standards

- RoHS-WEEE.NET already supports – or will support – all standards, including:
 - JIG
 - PDX
 - RosettaNet
 - JGPSSI
 - Any others that emerge

Re: Formats

- RoHS-WEEE.NET already supports – or will support – all formats, including:
 - Compliance Connect
 - JIG
 - JGPSSI spreadsheet
 - Corporate forms, e.g. Nokia
 - Any NEMI format that is developed
 - Any other format that is developed

RoHS-WEEE.NET Fully Supports All Forms of RoHS- Related Data Exchange

- From corporate BoMs into RoHS-WEEE.NET
 - Any vendor/any system/multiple systems
- From external suppliers into RoHS-WEEE.NET
 - Any format/multiple formats
- From RoHS-WEEE.NET into corporate/country forms
 - Any format/language/currency



RoHS Module Status Today

- Available
- Being implemented in several companies
- In final evaluation stage in many other companies
- Within 30 days: will incorporate all current standards and formats - including first wave of corporate reporting formats

Where is RoHS-WEEE.NET Headed in the Future?

- Every country/corporate template to comply with RoHS and WEEE
- Most complete solution available:
 - Software – new Directive implementations
 - Data collection/supplier management services
 - RoHS-WEEE.NET and other RoHS-related training
- Increased business management functionality to reduce costs
- Ability to leverage data to:
 - Comply with future legislation
 - Achieve competitive advantage, e.g. life-cycle analyses utilizing data

Summary

- 1 solution
- 5 Directives
- >100 customers
- RoHS module:
 - Already supports all available data exchange standards and formats – or in the process of doing so
 - Already allows for easy audits from enforcement authorities
 - Easily customizable via data dictionary
 - Available today



Harvey Stone

harveystone@goodbyechain.com

Direct: 505/989-8943

www.goodbyechain.com

www.foresite.org