

## **CURRICULUM VITA**

**Robert J. Zises, ASA**  
NACOMEX USA, Inc.  
800-622-6639 / Fax 212-681-9211  
[www.nacomex.com](http://www.nacomex.com) / E-mail: [zises@nacomex.com](mailto:zises@nacomex.com)

### ***Professional Overview***

Mr. Zises is a leading authority on the computer marketplace and has testified as an expert witness on computer appraisal issues. He gives lectures and interviews on computer valuation and market research issues. His market analyses, reports and articles have been published widely in the professional, trade and business press including Valuation Journal, Journal of Property Tax Management, Journal of Multi-State Taxation, Computer Reseller News, and Washington Business Journal. Mr. Zises is frequently interviewed by the national and international media, e.g., Wall Street Journal, London Times.

Mr. Zises has over thirty years of marketing and market research experience tracking the trading activity of high technology assets. He is President of NACOMEX USA, a major appraisal and expert witness consultancy, publisher of the NACOMEX *Insider* and Executive Director of the Stolen Computer Registry and the National Campaign for Education.

Mr. Zises is an Accredited Senior Appraiser in Machinery and Technical Specialties, a designation awarded by the American Society of Appraisers, a member of the International Association of Assessing Officers, the National Forensic Center and the recipient of awards for his professional leadership and community service.

### ***Professional Experience***

1987 - Present	President NACOMEX USA, Inc.
1963 - 1987	President Technopsis, Inc.
2013	Presenter, ASA Webinar, "Developing Reliable and Credible Grouped Asset Appraisals", American Society of Appraisers
2011	Lead Contributing Author, ASA Textbook "Valuing Machinery & Equipment, 3 <sup>rd</sup> Edition", Chapter 7, "Appraising Assets in Groups",
2008	Instructor, "Principles of Valuation, Introduction" ME201 Course, American Society of Appraisers
2006	Instructor, "Principles of Valuation, Methodology" ME202 Course, American Society of Appraisers
2003	Presenter, "Appraising for Ad Valorem Taxation" Symposium, American Society of Appraisers
2000	Instructor, "Valuing Computer Hardware 2000" Seminar to Leasing, Property Tax Managers
1999	Instructor, "Depreciation & Valuation of Computer Hardware" Symposium, Institute for Professionals in Taxation

- continued --

***Professional Experience (continued)***

1993	Instructor, "Stolen Computers: Avoidance and Recovery" Seminar to "Top Secret Security Group", MIS Security Administrators
1991	Instructor, "Financial Strategies: Used PCs" Television Seminar, The Computer Channel

***Published Work***

- "Valuing Computers in Groups", November 2011, NACOMEX USA, Inc., Textbook
- "Developing Defensible Depreciation Factors for High-Tech Assets", Journal of Property Tax Assessment & Administration, Vol. 3, Issue 1, 2006
- "Principles of Computer Hardware Appraisal", Valuation Strategies, November/December 2004, Vol. 8, No. 2
- "Valuing a Leased Portfolio of Computer Hardware", Valuation Strategies, January/February 2004, Vol. 7, No. 3
- "A Mass Appraisal Model for Appealing Tax Assessments of Computer Hardware", Property Tax Alert, Practitioner Perspectives, Vol. 1, No. 3, December 2003
- "Equitable Fair Market Value Assessment of Computer Hardware", Assessment Journal, with Mr. Rainer Mueller, Vol. 10, No. 3, Summer 2003
- "A Cost-Benefit Approach to Appraisals for Property Tax Appeals", Journal of Property Valuation and Taxation, Vol. 14, No. 3, Winter 2003
- "Determining Fair Market Value of High-Tech Hardware at Lease Termination", Valuation Strategies, November/December 2002, Vol. 6, No 2
- "Using One Valuation Document Across Multiple Tax Jurisdictions", Journal of Multi-State Taxation and Incentives", Vol. 12, No. 4, July 2002
- "Developing Depreciation Schedules for Computer Hardware", Journal of Property Valuation and Taxation, Vol. 13, No. 4, Spring 2002
- "Valuing Computer Hardware in Bankruptcy", Valuation Strategies, March/April 2002, Vol. 5 No. 4
- "Forensic Appraisals of Tangible Personal Property", Valuation Strategies, July/August 2001, Vol. 4 No. 6
- "Demonstrating Value of Computer Hardware Retrospectively", Journal of Property Tax Management, Vol. 12, Issue 2, Fall 2000
- "Forecasting Residual Value of Computer Hardware", Journal of Equipment Lease Financing, with Mr. Rainer Mueller, Vol. 18, No. 2, Fall 2000
- "Computer Price Guides Rejected by Michigan Tax Tribunal in Ad Valorem Assessment Appeal", Journal of Property Tax Management, Volume 10, Issue 4, Spring 1999

(continued)

***Published Work (continued)***

- “Using Mass Appraisals in Contesting Assessments of Computer Property”, Journal of Multi-State Taxation, Vol. 8, No. 6, January/February 1999
- “Historical Values as a Matter of Fact, Not Opinion”, Journal of Property Tax Management”, Volume 10, Issue 2, Fall 1998
- “Measuring the Value of Computers Using Market-Derived Depreciation Rates”, Valuation Journal, Volume 42, No. 1, Spring 1998
- “The Battle Between Corporations and Tax Authorities over the Fair Market Value of Computers”, Journal of Property Tax Management, Volume 10, Issue 1, Summer 1998
- “Changing Market Changes How Corporations Buy”, Info Canada Reseller World, May 1994
- “High Growth Market Phenomenon”, Washington Business Journal, March 4, 1994
- “What’s Happening in the Used Computer Market”, Kansas City Commerce, September 1994
- “Buyers Buoyed by Supplies as Big Business Takes Up Slack”, Computer Dealer News, March 9, 1994
- “Huge Opportunity for Resellers”, Computer Dealer News, February 9, 1994
- “The Dirty Little Secret of the Used Computer Marketplace: Computer Industry Commentary”, Reseller World, February 1994
- “Computer Industry Commentary”, Reseller World, February 1994
- “Save Money with Used Computers that Aren’t”, Illinois Presslines, January 31, 1994
- “Personal Computer Theft Rising But You Can Make It Harder”, Corporate Security, May 1993
- “What’s Happening in the Used Computer Market”, Business for Central New Jersey, May 26, 1993
- “Used Computer Market: Supplies Shrink in Year-End Trading”, Reseller World, March 1993
- “Demand for 486’s Outpaces Supply”, Computer Dealer News, August 23, 1993
- “Used Computer Market”, Reseller World, March 1993
- “Managing Residual Assets”, Microcomputer Managers Association Newsletter, May/June 1992
- “Demand Outstrips Supply for Mac Models in January”, Computer Dealer News, March 9, 1992
- “Why the Boom in Used Laptop Sales?”, Hartford Business Times, February 25, 1991
- “Reseller’s Guide: Pricing, Supply and Demand of Used Computers”, Computer Reseller News, Feb.11, 1991
- “Nacomex in Broad Advance on Expanding Volume”, MIS Week, January 22, 1990

-- continued --

***Memberships***

American Society of Appraisers  
International Association of Assessing Officers  
National Forensic Center  
Institute for Professionals in Taxation  
Society of Depreciation Professionals

***Education***

B.B.A., City University of New York, Baruch College

***Additional Education***

1999	Seminar: "How to Critique an Appraisal" International Association of Assessing Offices, Newburgh, New York
1998	Seminar: "Property and Other Taxes" Institute for Professionals in Taxation, Cromwell, Connecticut
1997	"14 <sup>th</sup> National Conference of Expert Witnesses" National Forensic Center, Tampa, Florida
1995	Seminar: "Legal Environment of Appraisal" American Society of Appraisers, Boston, Massachusetts
1993	Instructor, "Stolen Computers: Avoidance and Recovery" Seminar to "Top Secret Security Group", MIS Security Administrators
1991	Instructor, "Financial Strategies: Used PCs" Television Seminar, The Computer Channel