



**ESTABLISHING THE IT ASSET
MANAGER AS A KEY
CORPORATE ASSET**

COREY DEHMEY, EXECUTIVE DIRECTOR, SERI

iaitam.org | Peace, Love & Asset Management | ACE 2022

1



THE GROWING GLOBAL CHALLENGE

Improper management of used electronics has caused devastating harm to the environment and to people.

This problem grows as:

Global demand for electronics continues to rise



Devices become obsolete and are replaced with greater frequency



iaitam.org | Peace, Love & Asset Management | ACE 2022

2



**THE E-WASTE MANAGEMENT LIFECYCLE
TODAY**

TAKE

MAKE

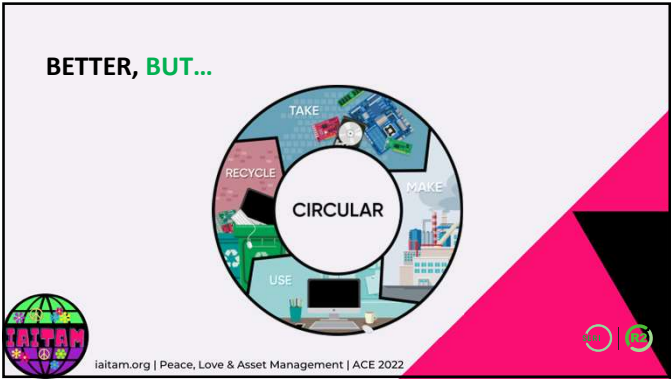
USE

DISPOSE

E-WASTE

iaitam.org | Peace, Love & Asset Management | ACE 2022

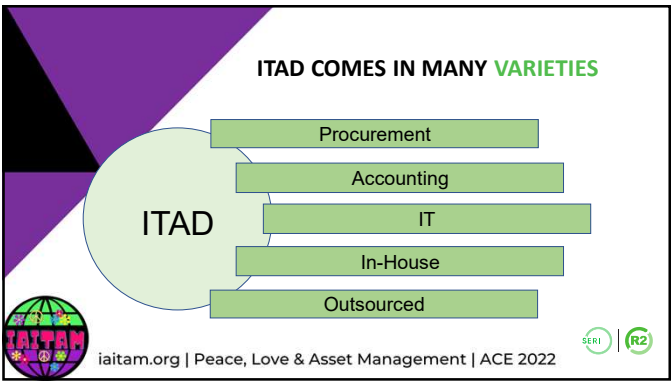
3



4




5




6


LEAST COST PRINCIPLE




\$\$\$
Reuse




\$\$
Precious
Metals




\$
Metals





\$0
Recycle



-\$
Hazardous
Materials
Disposal



iaitam.org | Peace, Love & Asset Management | ACE 2022



7

LIVING IN A CIRCULAR ECONOMY WORLD REQUIRES
MAKING SUSTAINABLE DECISIONS WITH OUR USED
ELECTRONICS, EVERY TIME.



iaitam.org | Peace, Love & Asset Management | ACE 2022



8

THIS GOES BEYOND JUST DECIDING
WHAT SHOULD BE DONE...




iaitam.org | Peace, Love & Asset Management | ACE 2022



9

THIS GOES BEYOND JUST DECIDING
WHAT SHOULD BE DONE...

IT'S ALSO ABOUT **HOW** IT SHOULD BE DONE,
AND CHOOSING **WHO** IS GOING TO DO IT RIGHT



iaitam.org | Peace, Love & Asset Management | ACE 2022

10

AS THEY SAY, KNOWLEDGE IS POWER

DO YOU KNOW WHAT HAPPENS NEXT WITH YOUR IT EQUIPMENT,
AND DO YOU KNOW WHY YOU EVEN NEED TO CARE?



iaitam.org | Peace, Love & Asset Management | ACE 2022

11

LET'S START WITH THE CHALLENGES

1. Data Security

2. Different types of equipment

3. Distributed environment

4. Legal Compliance

5. Brand Protection



iaitam.org | Peace, Love & Asset Management | ACE 2022

12

NOW, LET'S TALK ABOUT

ESG/SUSTAINABILITY OPPORTUNITIES

• Reuse

+ Lowers Mining Impact & Manufacturing Impact

+ Furthers Digital Inclusion

• Recycle

+ Lowers Carbon Footprint of Mining

+ Preserves Natural Resources



iaitam.org | Peace, Love & Asset Management | ACE 2022



13

YOUR BUSINESS DOES NOT DEPEND

ON ITAD INCOME TO BE SUCCESSFUL



iaitam.org | Peace, Love & Asset Management | ACE 2022



14

HOW DO YOU MAKE

BETTER CHOICES?



iaitam.org | Peace, Love & Asset Management | ACE 2022



15



16



17



18

WE SELL OUR USED
EQUIPMENT THROUGH AUCTIONS



iaitam.org | Peace, Love & Asset Management | ACE 2022

19

THE
ECONOMICS OF
THE AUCTION



iaitam.org | Peace, Love & Asset Management | ACE 2022

20

"WE'LL GIVE YOU TOP DOLLAR"




iaitam.org | Peace, Love & Asset Management | ACE 2022

21

THE ECONOMICS OF "OLD"


PRICE EUR 9.90/each	QUALITY A/B/C
QUANTITY 1327pcs	AKT-NO NA




1327x Apple iPod Touch available:

1178x Apple iPod Touch 5th gen, 16GB (MGG82/NGG82/MGG32)
55x Apple iPod Touch 6th gen, 16GB (MKH62/MKH42)
94x Apple iPod Touch 6th gen, 32GB (MKJ02/MKHX2)

Grade A/B/C Mix, tested and erased. **Most have swollen batteries.**
Take-all EUR 9.90/each.



iaitam.org | Peace, Love & Asset Management | ACE 2022



22



MAKE DECISIONS THAT KEEP YOU IN CONTROL



iaitam.org | Peace, Love & Asset Management | ACE 2022



23

MAKING DECISIONS TO PROTECT YOUR DATA



iaitam.org | Peace, Love & Asset Management | ACE 2022



24

HOW DO YOU KNOW YOU ARE:

• DOING IT RIGHT?

• CHOOSING ONE OF THE GOOD GUYS?



iaitam.org | Peace, Love & Asset Management | ACE 2022





25

YOUR CHECKLIST

• How will you confirm the data is wiped on every device?

• Have all account and administrative locks been removed?

• Does your process include provisions for every electronic device?

• If auctioning, does it only include tested devices that are working? And what happens to the rest?

• Are broken electronics separated for recycling?

• Are untested electronics (BER) controlled?

• Be aware of legal restrictions on the exporting of e-waste – make sure your broken or untested IT assets don't fall into this category



iaitam.org | Peace, Love & Asset Management | ACE 2022





26

HOW DO YOU KNOW ?

STANDARDS CERTIFICATION

1

STANDARDS

Identify and Document Best Practices to meet the goal

2


CERTIFICATION

Create accountability to the Best Practices


3


COMMITMENT

to Best Practices by everyone



iaitam.org | Peace, Love & Asset Management | ACE 2022





27

NOT ALL "ITADS" ARE CREATED EQUAL




iaitam.org | Peace, Love & Asset Management | ACE 2022





31

"Grade A" or Grade B"
"Power on tested"
"Pulled from a working environment"
"For parts only"



iaitam.org | Peace, Love & Asset Management | ACE 2022



32

R2 ADAPTS TO A VARIETY OF DIFFERENT
BUSINESS MODELS AND SPECIALTIES

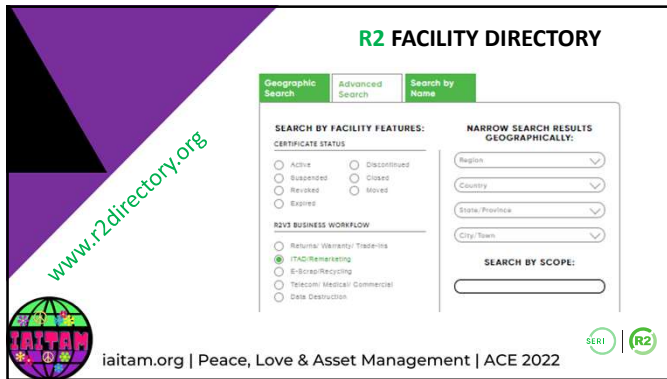


iaitam.org | Peace, Love & Asset Management | ACE 2022

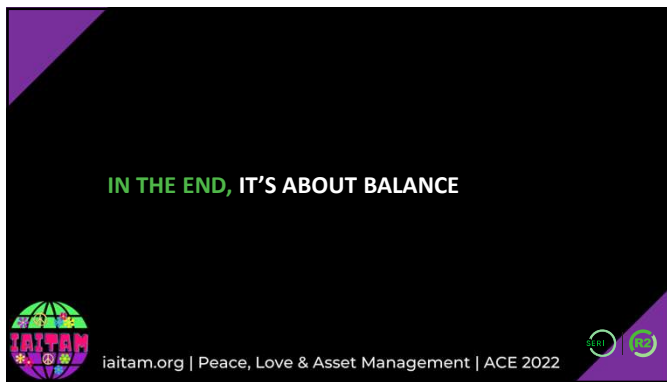


- 10 CORE requirement areas applicable to all R2 facilities
- Additional **PROCESS** requirements applicable *only* to R2 facilities performing these more specialized processes:
 - Appendix A - Downstream Recycling Chain
 - Appendix B - Data Sanitization
 - Appendix C - Test & Repair
 - Appendix D - Specialty Electronics Reuse
 - Appendix E - Materials Recovery
 - Appendix F - Brokering

33



34



35



36



37
