



IAITAM ACE

May 7-9, 2024 The M Resort  Las Vegas, NV

Onsite Data Destruction:

Why it is more cost effective, faster/efficient, accurate, secure and easier.

Dag Adamson
Destroy Drive

May 7, 2024



Finding your IAITAM Oasis

Topics

- “Offsite” – process for removing HDDs / sending offsite
- Challenges with manual data collection - QA
- Security – growing security issues with Logistics –why?
- Sustainability concerns
 - Data Storage OEMs recognize challenge
 - CircularDrive.org
- Supply chain costs of onsite / offsite
- Case study of “Onsite” / “Offsite”



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“Offsite” – Just remove the HDDs, Ship and Process

- Example (small project):
 - 5 racks
 - 15 servers/arrays (not loaded to 20)
 - 15 drives in each (not loaded to 24)
 - 1125 drives (keep it simple 1000 drives)
 - 4TB to 10TB+ drives
- Customer or Vendor pulls drive:
 - 5 seconds/drive
- Packing
 - Specialized boxes (20+ drives) \$\$\$\$
10 seconds + 5 minutes / build a box
 - Bag each – 10 seconds + 5 minutes /
build a box \$\$\$
 - Bubble each – 5 seconds + 5 minutes /
build a box \$



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“Offsite” – Doing the Financials

Two Scenarios:

- Do it yourself
- Outsource

Assumptions

- Inexpensive labor (internal /external)
- No travel costs to location
- No plant overhead + no profit for the service provider
- Find really inexpensive premade slotted boxes
- No Inventory consideration

Bubble Wrap						Do it yourself		Outsource		
Step	Time Seconds	Minutes	Hrs	Labor (\$45k)	Labor					
Sliding in to Bags						Do it yourself		Outsource		
Step	Time Seconds	Minutes	Hrs	Labor	Labor					
Pull										
Box b	Pre-made boxes					Do it yourself	Outsource			
C Slide	Step	Time Seconds	Minutes	Hrs	Labor (\$45k)	Labor				
S Cost	Pull	1000	10	10000	167	3	\$25	\$75	\$0.50	\$500
Cost	Box build	50	180	9000	150	3	\$25	\$75		\$0
Shipp	Slide in to a Bag	1000	10	10000	167	3	\$25	\$75	\$0.50	\$500
	Cost of Bags	1000					\$0.10	\$100		\$100
	Cost of Boxes	50					\$15	\$750		\$750 *
	Shipping	1					\$200	\$200		\$200
								\$1,275		\$2,050

Estimated: \$1.25/Drive (Internal) --- \$2.00 (Outsourced)

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“Offsite” – Inventory Control - Scanning

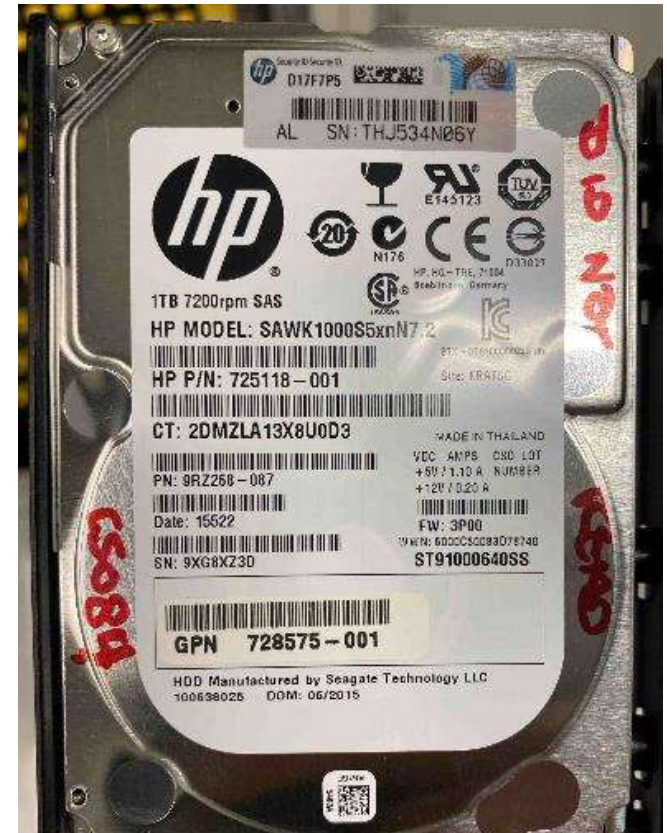
Requirements:

Chain of Custody – evidence of control

- Who
- What
- Serial Number

Example: 1,000 drives

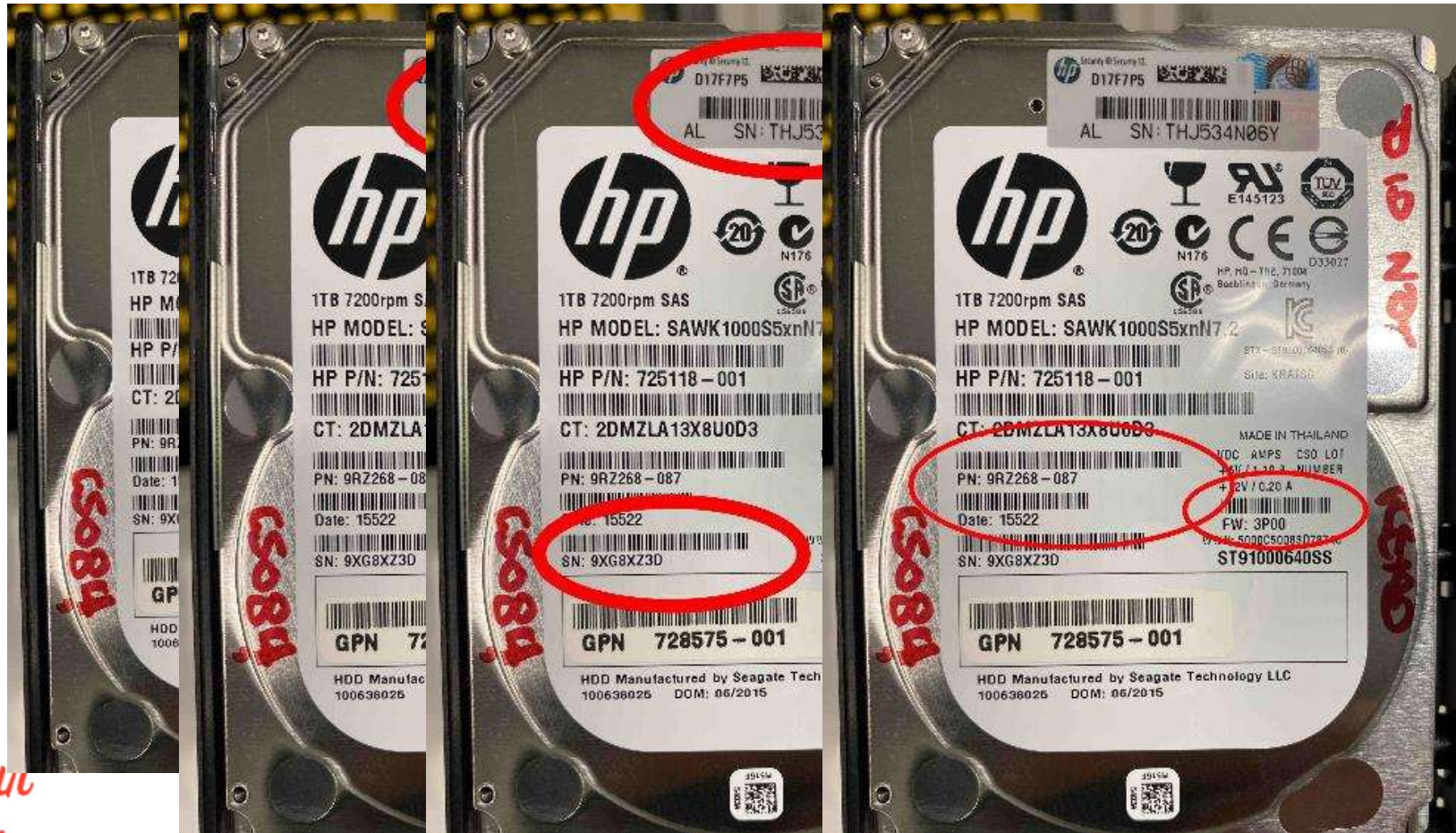
Quality Assurance: better than 99.9%



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“Offsite” – Inventory Control - Scanning



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“Offsite” – Inventory Control – Quality Assurance

Options:

Check every 10 to 50 drives

Tools to look for dashes or short #'s

Serial # reconciling from another list

Two people scanning at front and back end.

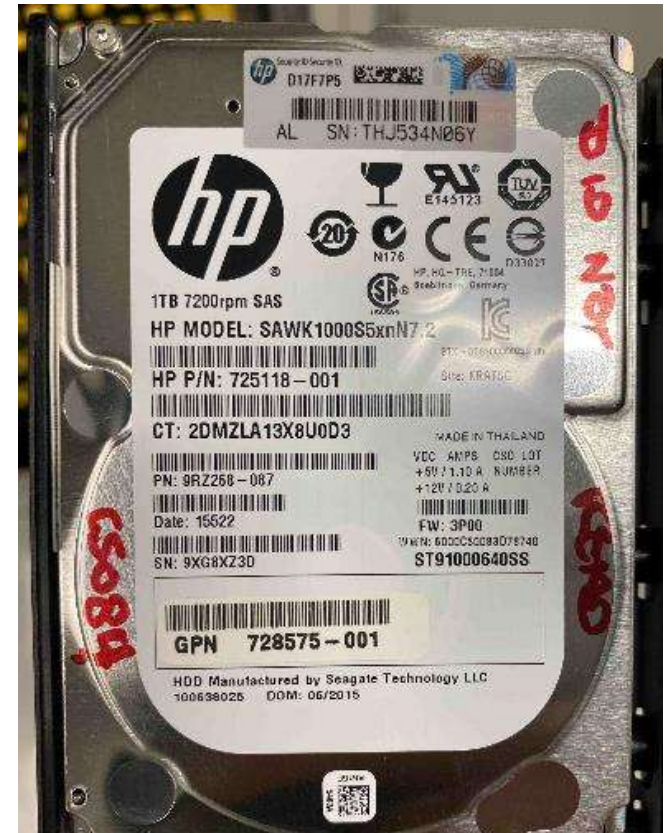
What to do when there is a problem?

Cost:

.50 to \$1 a drive

Up to \$2-3 total in supply chain costs

.... So far



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“Offsite” – Challenges of Logistics – 3 pressing issues

1. Crash
2. Aging workforce
3. Hijacking is real



24 localmemphis.com

Memphians calling for solutions after 3 delivery truck burglaries

Within a matter of hours, packages were stolen from 2 UPS trucks and a FedEx truck in Memphis. This comes as multiple delivery trucks were...

Jan 3, 2024



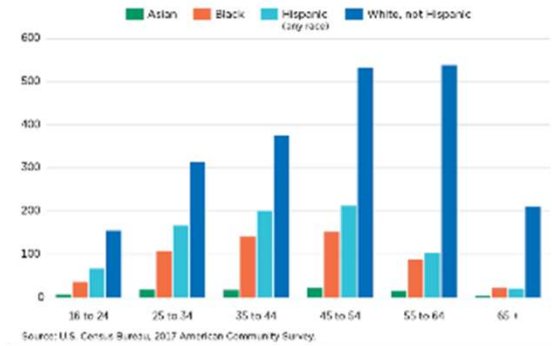
THE WALL STREET JOURNAL

A Brazen Yogurt Heist Shows How Cyber Gangs Are Hijacking U.S. Goods

Thieves intercepted a refrigerated container bound for Florida and demanded a \$40,000 ransom—part of a surge in fraud that has frustrated freight haulers



Truckers' Race and Hispanic Origin by Age (in thousands)



The [ATA reports](#) the industry has been battling shortages since 2005, with a brief break in that trend beginning in 2008—not because of increased employment, but because the number of jobs fell during the Great Recession. By 2018, the shortage had left 60,800 positions unfilled, and it’s believed the shortage could reach as high as 160,000 unfilled positions by 2028.

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“Offsite” – At the plant

- Unpack drives
- Rescan / Inventory Check (5 seconds ->1.5hrs)
- Place on a rack* (5 seconds -> 1.5 Hrs)
- Place in an array (2 man hours / 1000)
- Perform the wipe*
- Remove from Array (2 man hours / 1000)
- Place in bags (again) (10 seconds -> 3 Hrs)

Cost:

\$.50 a drive

Up to \$2.50 - \$3.50 total in supply chain (no wipe cost)



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Growing size of drives – Processing Time / Speed

Time (tradition NIST 800-88 Clear):

- 2 Hrs for 1 T
- 4 Hrs for 2 TB
- 6-8 Hrs for 4 TB
- 16 Hrs for 8 to 12 TB

Implications:

- Used to doing 2 to 3 cycles per day – now 1 cycle per day
- Number of racks = power drops
Example: 4 racks = QTY:4 - 220V outlets – 1000 drives
10K drives for just one client
- Time: Doesn't include finding the bad drives in 1U servers
- Time: include 10% validation NIST 800-88
- Crypto erase (NIS T800-88 Purge) – really fast!
- Reality: recently wiped big SATA drives found at a Hyperscalar = 12 hrs-16 hrs

“Home Grown”



© Blancco



EPS



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“Offsite” – Shred vs. Recovery Value and Sustainability

Why don't I just shred them?

- Size matters... for some - 2mm
- Degaussing (NSA/CSS 9-12 Policy Manual)

Some Reasons:

- Lease return
- \$10, \$20, \$50+ more in value - <https://diskprices.com/>
- Circular Drive Initiative
- ESG - Scope 3



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“A Simple Alternative” – Perform Data Destruction onsite



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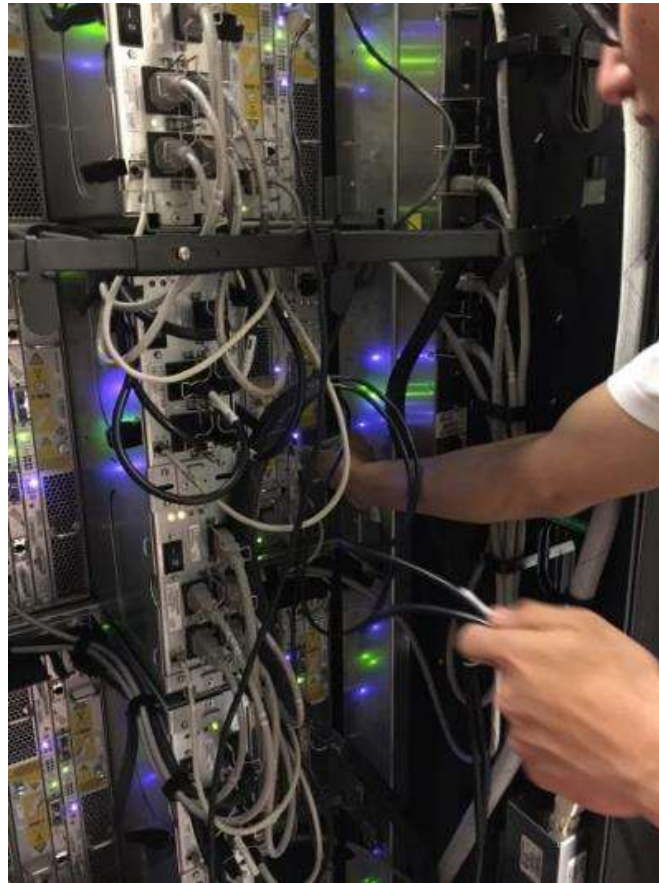
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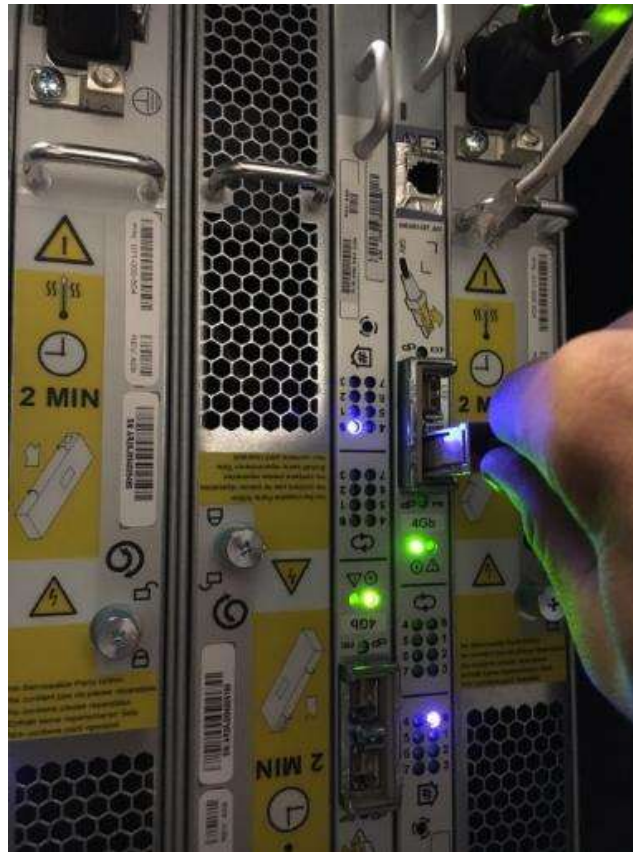
“A Simple Alternative” – Perform Data Destruction onsite



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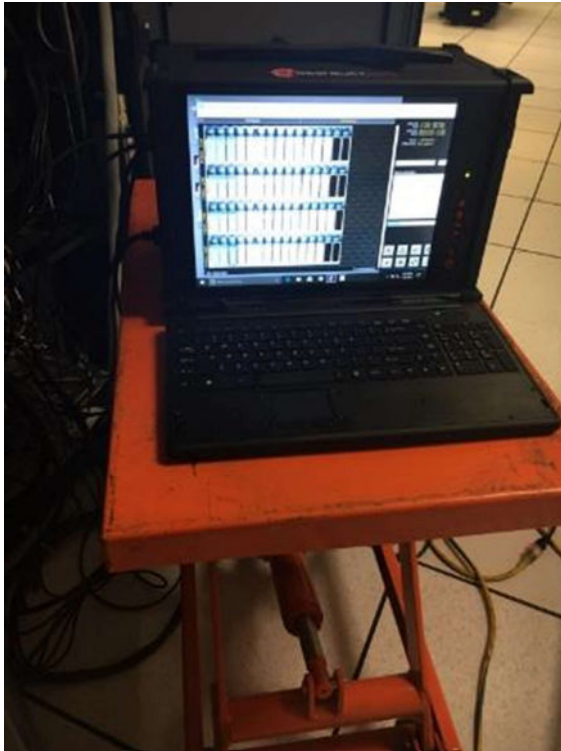
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“A Simple Alternative” – Perform Data Destruction onsite



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“A Simple Alternative” – Perform Data Destruction onsite

- Sanitization Report
 - Accommodations for:
 - Wiped Successful
 - Failure During Wipe
 - Failed Drives
 - Dead Drives
- Manufacturer
- Serial
- Model/capacity

2017_01_27__DEMO REPORT.pdf (SECURED) - Adobe Acrobat Reader DC

File Edit View Window Help

Home Tools 2017_01_27__DE... x Sign In

The following drives underwent a Data Erasure process via the indicated method. Any drive which is listed as FAILED could not be successfully erased either due to errors on the drive, or inability to detect the drive at all.

Customer : ABC Company
 Report Date : 01/27/2017
 Operator : Destroy Drive - A Red Sand Company

ERASURE RESULTS

CAPACITY	PASSED	FAILED	OTHER	TOTAL
439 GB	376	2	6	378
1 TB	89	1	6	90
Unknown	6	6	6	6
Totals	452	7	0	466

VENDOR	SERIAL NUMBER	MODEL	CAPACITY	ERASURE METHOD	STATUS	DURATION	GRADE	G. LIST	DATE	HOURS
SEAGATE	1QQT7N1K	ST345013_CLAR430	Unknown	1a Write - NIST Clear	FAILED	0 min	30A		01/26/2017	3
SEAGATE	1QQT7PWE	ST345013_CLAR430	Unknown	1a Write - NIST Clear	FAILED	0 min	30A		01/26/2017	3
SEAGATE	1QQT3HHE	ST345013_CLAR430	Unknown	1a Write - NIST Clear	FAILED	0 min	30A		01/26/2017	3
SEAGATE	1QQTW3D	ST345013_CLAR430	439.05 GB	1a Write - NIST Clear	FAILED ⁰¹	0 min	Grade-FAIL 30A		01/27/2017	8
SEAGATE	1SK00W1	STB40013_CLAR430	Unknown	1a Write - NIST Clear	FAILED	0 min	30A		01/26/2017	3
SEAGATE	1SR000K	STB40013_CLAR430	439.05 GB	1a Write - NIST Clear	FAILED ⁰¹	38.7 min	2B1 - 2B1		01/26/2017	39478
SEAGATE	4QW1ND0E	ST31000342M5	1 TB	1a Write - NIST Clear	FAILED ⁰¹	0 min	Grade-FAIL 30A		01/27/2017	6
HITACHI	2PVL8AN	HUS13604_CLAR430	439.05 GB	1a Write - NIST Clear	PASSED	49.7 min	0 - 0		01/26/2017	21304
HITACHI	2PVL8B7N	HUS13604_CLAR430	439.05 GB	1a Write - NIST Clear	PASSED	50.1 min	0 - 0		01/26/2017	24588
HITACHI	2PVT8LSN	HUS13604_CLAR430	439.05 GB	1a Write - NIST Clear	PASSED	49.6 min	0 - 0		01/26/2017	21882
HITACHI	2PVL87DN	HUS13604_CLAR430	439.05 GB	1a Write - NIST Clear	PASSED	49.3 min	0 - 0		01/26/2017	21685
HITACHI	2PVL184F	HUS13604_CLAR430	439.05 GB	1a Write - NIST Clear	PASSED	50.3 min	0 - 0		01/26/2017	21466
HITACHI	2PVL848Y	HUS13604_CLAR430	439.05 GB	1a Write - NIST Clear	PASSED	49.8 min	0 - 0		01/26/2017	21305
HITACHI	2PVL822N	HUS13604_CLAR430	439.05 GB	1a Write - NIST Clear	PASSED	49.8 min	0 - 0		01/26/2017	21302



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“Better way” – Perform Data Destruction onsite

Onsite

1. Connect
2. Wipe
3. Report Make Model serial
4. Move entire system
5. Unrack
6. Pack

Benefits:

More Physical Power connectivity
More Secure – NO Data leaves
Faster to Market Drives
Less touch - Lower Supply Chain costs
Convenient
Easier

Offsite

1. Remove
2. Scan Serial
3. Pack
4. Move
5. Unpack
6. Scan Serial
7. Rack Drives
8. Wipe
9. Report
10. Unrack
11. Pack



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Destroy Drive protects the world by protection its data.

Destroy Drive has systems engineers and equipment across the world to securely and quickly sanitize hard drives to meet both legal and industry standards, while protecting the value of the retired equipment.

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