

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

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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)
 - 125 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

Step	Time			Do it yourself Labor (\$45k)	Outsource Labor		
	Seconds	Minutes	Hrs				
Bubble Wrap							
Sliding in to Bag							
Pre-made boxes							
Step	Time	Seconds	Minutes	Hrs	Do it yourself Labor (\$45k)	Outsource Labor	
Pull	3000	100	10000	167	3	\$75	\$500
Box build	50	180	9000	150	3	\$75	\$0
Slide in to a Bag	3000	10	10000	167	3	\$75	\$500
Cost of Bags	3000					\$0.10	\$300
Cost of Boxes	50					\$15	\$750
Shipping	1					\$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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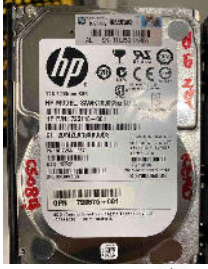

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“Offsite” – Inventory Control – Quality Assurance

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




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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 Hyperscaler = 12 hrs-16 hrs





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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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“A Simple Alternative” – Perform Data Destruction onsite



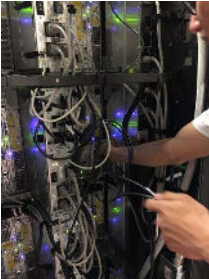
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“A Simple Alternative” – Perform Data Destruction onsite




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“A Simple Alternative” – Perform Data Destruction onsite

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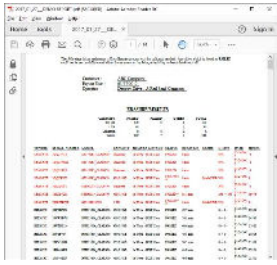

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“A Simple Alternative” – Perform Data Destruction onsite

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

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“Better way” – Perform Data Destruction onsite

Onsite	Offsite
1. Connect	1. Remove
2. Wipe	2. Scan Serial
3. Report Make Model serial	3. Pack
4. Move entire system	4. Move
5. Unrack	5. Unpack
6. Pack	6. Scan Serial
Benefits:	7. Rack Drives
More Physical Power connectivity	8. Wipe
More Secure – NO Data leaves	9. Report
Faster to Market Drives	10. Unrack
Less touch - Lower Supply Chain costs	11. Pack
Convenient	
Easier	



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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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