


IAITAM ACE 2025

ITAM - Another Brick In The Wall

Navigating Global ITAD Challenges:
Compliance, Transboundary Movement, and
Sustainability



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Global ITAD Strategies to Address

- AD HOC SYSTEMS FOR ASSET DISPOSITION
- LEVERAGE ESTABLISHED ITAD PROVIDER EXPERTISE
- CONSOLIDATED DATA ACROSS LOCATIONS
- MINIMIZING DATA SECURITY AND ENVIRONMENTAL RISKS
- MAXIMIZE VALUE PROPOSITION
- "ONE THROAT TO CHOKE"



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The Changing Global ITAD Landscape



ITAD'S EVOLVING ROLE IN GLOBALIZED WORLD
ITAD providers must adapt to handle growing complexities of cross-border asset management, sustainability requirements, and shifting market dynamics



KEY GLOBAL ITAD CHALLENGES
Regulatory changes, sustainability demands, and market shifts impacting ITAD operations and profitability



IMPORTANCE OF ADAPTATION
ITAD providers that don't evolve their services risk falling behind the competition and losing relevance with corporate clients





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Transboundary Movement & Compliance Challenges - BASEL

1989
The Basel Convention on the Control of Transboundary Movements of Hazardous Wastes and Their Disposal was adopted.

1992
The Basel Convention entered into force, establishing a global framework for regulating the movement of hazardous wastes.

1995
The Basel Ban Amendment was adopted, prohibiting the export of hazardous waste from developed to developing countries.

2006
The Mobile Phone Partnership Initiative (MPPI) was launched to promote the environmentally sound management of used and end-of-life mobile phones.

2011
The Cartagena Declaration on the Prevention, Minimization and Recovery of Hazardous Wastes and Other Wastes was adopted.

2019
The parties to the Basel Convention adopted new rules to control the global trade in plastic waste.

2022
China and Switzerland amendments to the Basel Convention on the Control of Transboundary Movements of Hazardous Wastes and their Disposal approved.





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Transboundary Movement & Compliance Challenges

OTHER GLOBAL REGULATIONS AFFECTING ITAD
Discuss additional international laws and regulations that ITAD providers must navigate, such as the EU's WEEE Directive, China's ban on e-waste imports, and country-specific policies.

OVERCOMING REGULATORY HURDLES
Real-world examples of how ITAD companies have overcome compliance challenges, such as delays in asset shipments, penalties for non-conforming exports, and navigating complex documentation requirements.

TRADE WITH CHINA AND THE TARIFF SITUATION
The U.S.-China trade tensions have significantly impacted the ITAD industry, with tariffs affecting the cost and movement of refurbished electronics and e-waste exports. Compliance with changing tariff regulations is crucial to avoid unexpected costs and legal risks in international IT asset disposition.







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Global ITAD Services: Scaling for Compliance and Efficiency




GLOBAL COVERAGE
Challenges and solutions for ensuring ITAD services across multiple countries and disparate regions




SINGLE VENDOR MANAGEMENT
The advantages of working with one ITAD provider for streamlined operations and consistency in compliance



SUBCONTRACTOR SELECTION
Vetting, compliance, and quality control for international ITAD partnerships requires industry experience





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ITAD's Role in Sustainability & ESG Goals



REDUCING CARBON FOOTPRINT
ITAD services enable efficient asset disposition that lowers greenhouse gas emissions compared to traditional waste disposal methods.



INTEGRATING SUSTAINABLE ITAD SOLUTIONS
Corporations are increasingly prioritizing sustainability and ESG initiatives, creating a business case for ITAD providers to offer eco-friendly asset disposition services.



PROMOTING CIRCULAR ECONOMY
ITAD's focus on reuse, refurbishment, and responsible recycling supports the principles of a circular economy, reducing waste and conserving resources.



SUSTAINABILITY-FOCUSED ITAD
By aligning ITAD services with corporate sustainability and ESG initiatives, ITAD providers can deliver tangible environmental benefits while positioning themselves as valuable partners in achieving broader sustainability goals.





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Evolving Client Expectations & Market Trends

INCREASING DEMAND FOR TRANSPARENCY
Clients expect ITAD providers to offer full visibility into asset disposition processes, compliance, and data security measures

FOCUS ON SUSTAINABILITY AND ESG
Corporations prioritize ITAD partners that can demonstrate environmental responsibility and contribution to circular economy goals

SHIFT TO REUSE-FOCUSED STRATEGIES
Corporate clients are moving away from recycling-centric approaches, seeking to maximize the reuse and resale of retired IT assets

COMPETITIVE GLOBAL MARKET
ITAD providers must differentiate themselves by offering innovative, efficient, and cost-effective solutions to stand out in the global market







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COMPLIANCE AS A COMPETITIVE ADVANTAGE
Leverage regulatory expertise to differentiate ITAD services and provide value to clients. Turn compliance into a selling point.




SUSTAINABILITY AS A DRIVER FOR REVENUE
Maximize reuse and resale opportunities to generate revenue from asset disposition. Integrate circular economy principles into ITAD offerings.



NAVIGATING INTERNATIONAL LOGISTICS
Overcome barriers in transboundary shipments by building global partnerships and expertise in cross-border asset management.




STEPS FOR ITAD PROFESSIONALS
Stay up-to-date on regulations, invest in sustainable processes, diversify service offerings, and continuously improve operational efficiency.




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SUMMARY OF KEY INSIGHTS
ITAD providers face critical challenges in navigating the evolving global landscape, including compliance, transboundary movement, and sustainability demands.



ENCOURAGE ADAPTATION AND INNOVATION
Continue to adapt your strategies, embrace new technologies, and innovate to stay ahead of the curve.



CONNECT AND EXPLORE SOLUTIONS
Embrace opportunities to connect and explore customized ITAD solutions that address your unique needs and challenges.



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