


# IAITAM ACE 2025

ITAM - Another Brick In The Wall

## ITAM & ITAD: A Unified Approach Towards Security & Sustainability



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**George Ganas**  
Sr. Director - Global Technology Solution Centers  
Zones LLC

With 20+ years of experience in various roles consuming and selling IT solutions and services, George Ganas is a pre-and post-sales solutions expert specializing in **IT Lifecycle Services** at Zones.

He is an expert who loves to speak and share insights on **Workplace solutions**, advanced technologies for **Cloud and Data Centers, Networking and Security**, and **Digital Transformation**. George collaborates closely with customers, attentively listening to their challenges and swiftly applying his playbook of success to design the ideal solution.



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### AGENDA

- IMPACT OF SILOS BETWEEN ITAM & ITAD
- 4 KEY DRIVERS OF UNIFYING ITAM AND ITAD
- LIFECYCLE BENEFITS OF UNIFYING ITAM & ITAD
- WHEN SHOULD YOU UNIFY ITAM & ITAD
- HOW TO UNIFY ITAM & ITAD FOR SECURITY & SUSTAINABILITY
- ITAM + ITAD INTEGRATION FRAMEWORK
- GETTING STARTED WITH UNIFYING ITAM & ITAD



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### UNIFYING ITAM + ITAD = LIFECYCLE BENEFITS

#### Security & Compliance

- Data protection across asset lifecycle stages
- Compliance & regulator adherence: GDPR, NIST, SEC, Basel, VEE
- Auditable chain of custody documentation

#### Financial Optimization

- Maximized asset value recovery
- Optimized procurement and refresh cycles
- Eliminated redundant technology investments

#### Sustainability

- Extended lifecycles reduce environmental impact
- Maximum asset value recovery via refurbishment
- Advanced circular economy initiatives

#### Operational Excellence

- Streamlined cross-functional processes
- Enhanced asset intelligence-driven decisions
- Better asset allocation

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### WHEN SHOULD YOU UNIFY YOUR ITAM & ITAD?

Operating System Migration  
(E.g., Windows 11)

ITSM & ITAM Module Implementation/Upgrade  
(E.g., ServiceNow)

Security Framework Adoption (Zero Trust, NIST 800-53 Rev 5)

API Integration Projects

CMDB Refresh/Cleanup Initiatives

Data Center Consolidation

Legacy Application Decommissioning

Asset Refresh Cycle Planning

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### HOW TO UNIFY ITAM & ITAD FOR SECURITY & SUSTAINABILITY

#### PROCUREMENT WITH END-IN-MIND

- Procure assets with end-of-life in mind
- Select ISO & R2 certified vendors with take-back programs
- Ensure specifications that enable safe refurbishment
- Validate security, value, and sustainability of assets

#### PROACTIVE LIFECYCLE MANAGEMENT

- Ensure proactive asset lifecycle management, from pickup to disposition
- Employ extended-use strategies for value recovery
- Monitor asset lifecycle to optimize replacements
- Track aging assets for vulnerability

#### STANDARDIZED DEPLOYMENT TRACKING

- Tag assets for better tracking and allocation
- Create chain-of-custody documents from deployment to destruction
- Ensure value-based refresh decisions
- Setup transition protocols between ITAM and ITAD

#### SECURE & RESPONSIBLE ASSET DISPOSAL

- Setup security protocols for data-bearing components
- Identify refurbishment, repair, and recycling candidates
- Follow NIST 800-88, DoD 5220.22-M standards for destruction
- Maintain destruction & compliance certificates

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ITAM + ITAD INTEGRATION FRAMEWORK

ORGANIZATIONAL ALIGNMENT

- Executive sponsor at C-level (ideally CIO or CISO)
- Create shared metrics across teams
- Regular cross-functional Reviews
- Setup a committee: ITAM, Security, Procurement, ESG, Compliance/Legal and Finance teams

PROCESSES THAT MATTER

- Assess current state and integration maturity
- Map key stakeholders and decision points
- Procurement specifications & asset onboarding
- Lifecycle status monitoring & End-of-life determination
- Chain-of-custody documentation
- Value recovery and disposition path selection

TECHNOLOGY ENABLERS

- Tools supporting unified asset visibility
- Integrated ITAM/ITAD platforms
- Chain-of-custody tracking tools
- ESG reporting dashboards
- Automated data sanitization verification technology

METRICS FOR SUCCESS

- Security: No. of devices wiped; Data sanitized & breach incidents reduced
- Compliance: Compliance verification, Audit documentation
- Sustainability: Carbon footprint, Landfill diversion rate
- Financial: TCO Reduction, % value recovery via Resale/refurb
- Operational: Inventory management accuracy, Time to disposition

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GETTING STARTED WITH UNIFYING ITAM & ITAD

Current Gaps Assessment:

Assess the current state of ITAM and ITAD gaps, opportunities, and risks.

Cross-functional Teams:

Build cross-functional teams (ITAM, ITAD, Security, Compliance, Procurement).

Governance & Compliance:

Implement audit and verification process for regulatory compliance (GDPR, NIST, SEC, Basel, WEEE).

Policies & Documentation:

Setup implementation policies with zero-waste and document compliance needs.

Implementation Roadmap:

Develop a comprehensive roadmap of integration with a phased approach.

Technology & Automation:

Use AI, analytics, and ITAM platforms to enable better decision-making.

Continuous Measurement:

Continuously measure outcomes and optimize them to track the impact of security and sustainability.

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BONUS TIPS

1

Add disposition requirements to procurement templates

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Implement a consistent data sanitization and verification process

3

Create a unified asset repository between ITAM and ITAD

4

Develop a decision framework for disposition pathways

5

Establish a cross-functional monthly review process

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Start small, scale smart and measure impact in phases

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## POLL 2 🤔

**Which integration point presents the greatest challenge in your organization?**

- A Manual integration process and documentation outside our ITAM system
- B Lack of secure chain of custody tracking and audit
- C Integration between CMDB and disposition tracking
- D Separate dashboards for security, financial, and environmental metrics
- E Data sanitization verification, environmental reporting, and security certification



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