

# IAITAM ACE 2025

ITAM - Another Brick In The Wall

## INCREMENTAL VALUE OF FULL-STACK ITAD PROVIDERS

IT ASSET DISPOSITION & ELECTRONIC WASTE

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// OPENING THOUGHT //

# **IT Asset Dispositions is not just about disposal – its about Value, Responsibility & Security**



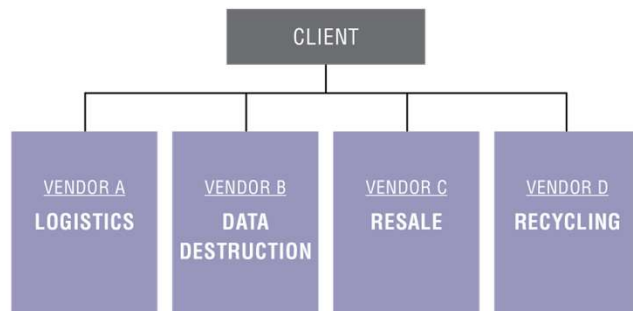
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# FROM FRAGMENTED TO FULL-STACK

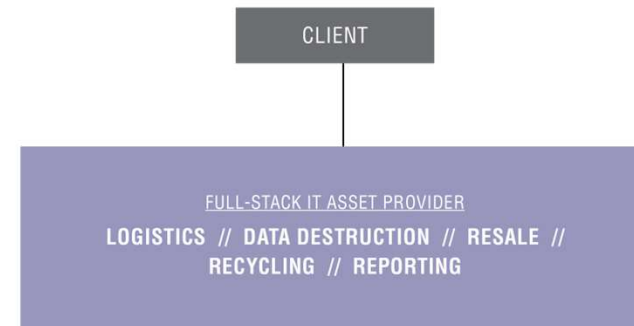
A SHIFT IN PERSPECTIVE

## FRAGMENTED ITAD MODEL



RESULTS:  
**Risk, Inefficiency, Hidden Costs**

## FULL-STACK ITAD MODEL



UNIFIED PROCESS =  
**SECURE, SUSTAINABLE, PROFITABLE**



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# WHAT IS ITAD TODAY?



**1. ITAD = IT Asset Disposition**

**2. More than Disposal:**

- Secure Data Destruction
- Asset Tracking
- Value Recovery
- Compliance
- Sustainability

***This evolution is shaping the future of digital infrastructure.***

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# COMMON ITAD CHALLENGES



1. **Fragmented Vendor Management**
2. **Security / Data Risk**
3. **Hidden Costs**
4. **Lack of Transparency**



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# DEFINING A FULL-STACK ITAD PROVIDER



## ONSITE SERVICES

- Asset Audit
- Data Erasure
- HDD & Media Shred
- HD Degaussing
- De-Installation



## REVERSE LOGISTICS

- Onsite Packing
- FTL / LTL
- Parcel Service
- Secure Containers
- GPS Tracking



## WAREHOUSE PROCESSING

- Shipment Photos
- Asset Validation
- Device Auditing
- Grading
- Intelligent Routing

UNABLE TO REPAIR



## TEST & REFURBISH

- Functional Test
- Data Erasure
- Repairs
- Refurbishment
- Clean & Prep

UNABLE TO REPAIR



## PRODUCT RESALE

- Consumer Retail
- B2B
- Wholesale
- Employee Sales

DATA FEED



## OPTION 1 : COMPONENT RECOVERY

- Removal of storage media & whip or shred
- Harvest re-usable parts & components

## OPTION 2 : ELECTRONIC WASTE RECYCLING

- Removal of storage media & shred
- Separate commodities for downstreams
- Remain accountable for materials to secondary commodity processing

DATA FEED



## ASSET REPORTING

- Asset Details
- Certification of Eradication
- ESG Data
- Bill of Lading
- Photographs

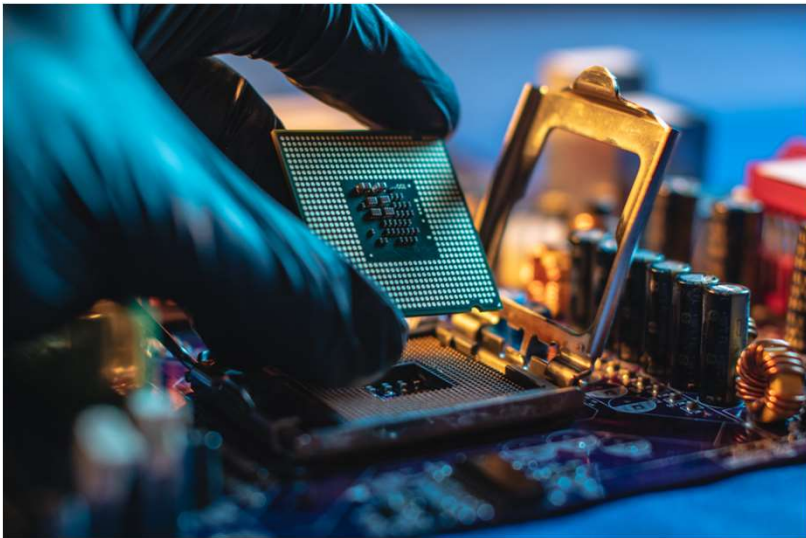


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# THE VALUE STACK



- 1. Security**
  - Chain of custody, data destruction
- 2. Sustainability**
  - Circular economy, carbon impact
- 3. Operational Efficiency**
  - Fewer vendors, less risk
- 4. Financial Return**
  - Revenue sharing, resale recovery



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# ESG ALIGNMENT



## 1. Environmental

- Reduce electronic waste, energy savings

## 2. Social

- Responsible recycling, digital equity

## 3. Governance

- Compliance, reporting, certifications



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# ITAD PROVIDER EVALUATION CHECKLIST

## SECURITY & COMPLIANCE

- Is data destruction performed in-house, not subcontracted?
- Are they R2v3 or NAID AAA certified?
- Do they offer chain of custody documentation and serial-level tracking?
- Do they provide audit-ready reports for compliance?
- Can they handle both on-site and client-site data destruction securely?

## END-TO-END CAPABILITIES

- Do they manage all services internally: logistics, data destruction, resale, and recycling?
- Can they provide resale/value recovery options (not just charge for disposal)?
- Do they refurbish or recycle hardware at their own facilities?
- Are they equipped to handle enterprise and consumer devices?

## SUSTAINABILITY & ESG ALIGNMENT

- Do they report on carbon impact, diversion rates, and landfill avoidance?
- Are they aligned with your organization's ESG or sustainability goals?
- Do they reuse or refurbish equipment to support the circular economy?
- Do they ensure no downstream dumping or illegal export of e-waste?

## TRANSPARENCY & COMMUNICATION

- Do they provide real-time access to status updates and reporting dashboards?
- Can you visit or audit their facilities?
- Are they proactive in identifying ways to improve your ITAD program?
- Do they offer clear SLAs and customer support?

## BONUS: STRATEGIC FIT

- Do they help you develop a long-term ITAD roadmap?
- Can they support multiple locations or global operations?
- Are they consultative, or just transactional?



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# ACTION PLAN



- 1. Audit Current ITAD Process**
- 2. Identity Gaps**
  - Security, ESG, efficiency
- 3. Evaluate Current Providers**
- 4. Pilot a Full-Stack ITAD Partner**
- 5. Measure & Iterate**



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# FULL-STACK IT ASSET DISPOSITION

THE SMARTER, SAFER, AND MORE SUSTAINABLE PATH FORWARD

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# Connect with Me!



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