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FROM FRAGMENTED TO FULL-STACK

A SHIFT IN PERSPECTIVE

FRAGMENTED ITAD MODEL

CLIENT

LOGISTICS

DATA DESTRUCTION

REPAIRS

RECYCLING

RESULTS

Risk, Inefficiency, Hidden Costs

FULL-STACK ITAD MODEL

CLIENT

LOGISTICS // DATA DESTRUCTION // REPAIRS // RECYCLING // REPORTING

UNITED 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

ON-SITE SERVICES

- Asset Audit
- Data Erasure
- WED & Media Shred
- WED Recycling
- On-site Installation

REVERSE LOGISTICS

- Device Pick-up
- PIU / ULS
- Parcel Service
- Secure Containers
- GPS Tracking

WAREHOUSE PROCESSING

- Wipe/Reset Phones
- Asset Validation
- Device Auditing
- Cloning
- Intelligent Routing

TEST & REPAIR

- Functional Test
- Data Shove
- Repair
- Rebranding
- Clean & Prep

PRODUCT RESALE

- Consumer Retail
- B2B
- Wholesale
- Employee Sales

UNABLE TO REPAIR

UNABLE TO REPAIR

RECYCLING

OPTION 1: COMPONENT RECOVERY

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

OPTION 2: ELECTRONIC WASTE RECYCLING

- Removal of storage media & shred
- Separate containers for components
- Resale accountable for materials to secondary commodity processing

ASSET REPORTING

- Asset Details
- Certification of Destruction
- EOD Data
- Bill of Lading
- Photography

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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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