

IAITAM ACE 2025

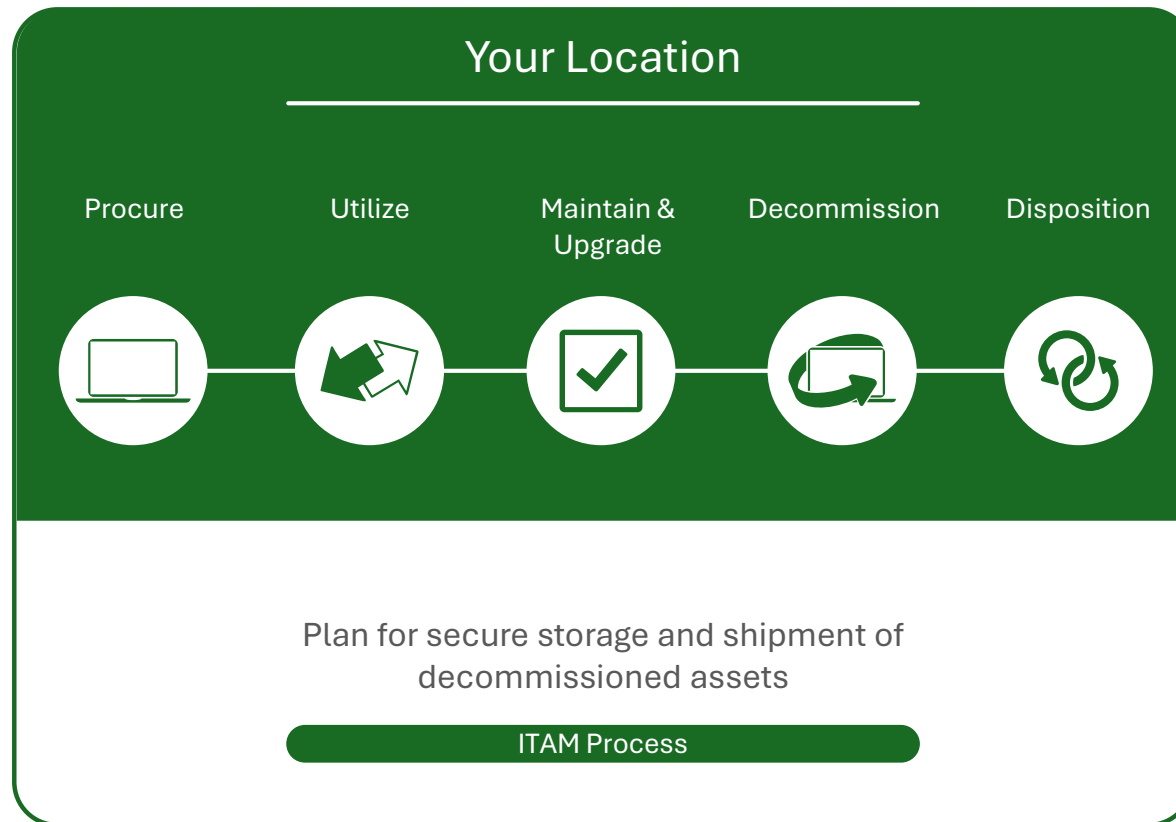
ITAM - Another Brick In The Wall

Sims Lifecycle Solutions

**Elevate Your ITAD Program with
the SLS ITAD Maturity Model**



ITAM + ITAD Working Together



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ITAM + ITAD Working Together

ITAD Process

Certified and secure handling of client IT assets is critical

Receive

Test & Audit

Data
Destruction

Remarket,
Redeploy,
Refurbish,
Recover,
Recycle

Report



SLS Circular Center



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“ITAD too often becomes an (unbudgeted) **afterthought** that carries significant **risk**...”



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Common Challenges

- ITAD is not **formally budgeted**
- It's **no one's job**
- Asset tracking is **fragmented**
- No executive **sponsorship**
- **Different offices** follow **different processes**
- **No defined processes** are in place



- Risk **creeps in**
- Assets **pile up**
- **Decreased resale value** from unmanaged assets
- No global **oversight**
- Data security becomes **a risk**
- Lost value **recovery opportunity**
- Sustainability goals are **overlooked**



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A Bad Headline Prompts Hard Questions

What happened
to those hard
drives?

Why did we fail
that audit?

Can we prove
we are
compliant?



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SLS ITAD Maturity Model

Common question in ITAD RFP:

How will you help us improve our ITAD program over time?

What continuous improvement initiatives do you offer?

01 | Required ✓

02 | Managed ✓

03 | Standardized ✓

04 | Audit Positioned ✓

05 | Optimized ✓



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Pillars of a Successful ITAD Program

Control These Factors

1. Asset Tracking
2. Geographic Scope
3. Process
4. Data Destruction
5. Budget
6. Sustainability
7. Evaluate Vendors

Benefits

- ITAD becomes a strategic advantage, not a risk
- You improve the financial performance of your program.
- You gain clear audit trails.
- You meet data privacy and environmental regulations.
- You turn waste into measurable sustainability wins.
- Scope 3 metrics feed directly into sustainability reporting



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Core Outcomes of ITAD

Measures of Success

Data Security

Managing data bearing assets throughout the IT asset disposition process, ensuring data is protected at all times.



Compliance

Secure and standardized processing ensures you meet corporate and regulatory compliance mandates.



Value Recovery

Delivering value in the total cost of ownership of IT equipment.



Sustainability

Providing an ethical and sustainable solution consistent with the circular economy.



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Collaboration is Key



Your Company

- Senior management buy-in
- Accurate and complete inventory list
- Budget and personnel
- Formalized processes, enforced at all offices
- Short-term and long-term goals



Successful ITAD Program

- ITAD program goals defined
- System onboarding
- Defined deliverables and SLAs
- Documented audit trail
- Data destruction
- Data integration, detailed reports
- Regular business review
- Collaboration, continuous improvement, innovation



ITAD Vendor

- Certified facilities
- Data safe processes
- Documented audit trail
- ITAD expertise/capabilities
- Strong support team
- Geographic coverage
- Security program



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Insights to Share Across the Organization

Company
Departments



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Developing Go-Forward Plan



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“ A recent study by Gartner revealed that over 75 percent of its projects fail, with **failed vendor transitions** given as a major reason why... ”



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ITAD Maturity Model and RFP Template

PROBLEM

Assess where they are

ITAD MM Survey
Results

IMPROVE

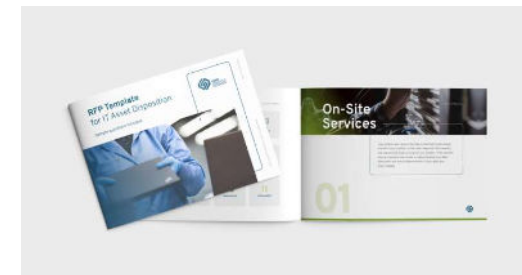
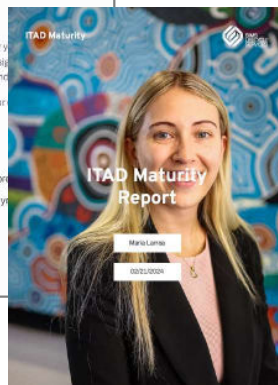
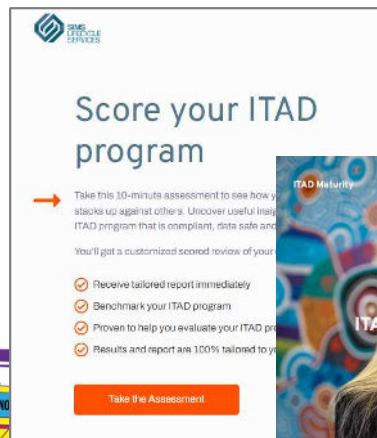
Tips for improving

ITAD Maturity
Booklet

CHANGE

Questions for changing
vendor

RFP Template



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How to Get Access

Visit Sims Lifecycle Services
at booth 33



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