

IAITAM ACE 2025

ITAM - Another Brick In The Wall

Make ITAD Work for You: Customizing Your ITAD Program to Fit Your Needs

We Give Electronics Their Next Best Life





Chris Mammano

Vice President of ITAD Sales
35+ years of industry experience

Dynamic Lifecycle Innovations:

- Provides global certified ITAD and recycling services
- Has served corporate, municipal, and healthcare clients for nearly two decades
- Brings over 65 years of combined Channel experience through the Channel team

The single most critical criteria in choosing an ITAD partner is to ensure the partner's capabilities, processes, and culture align to meet your organization's goals.



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Agenda

Define and Commit to Program Goals:

- Data security and risk mitigation
- Maximizing value returns
- Onsite services vs facilities processing
- Logistics strategies and white glove services
- Remote workforce considerations
- Technical needs: Collection vs decommissioning



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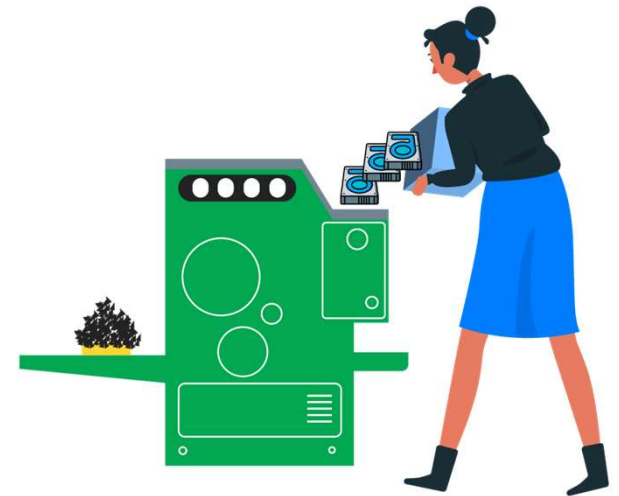


Data Security

Risk Mitigation and Avoidance

*Data breaches represent the most devastating financial events for many
A comprehensive approach mandates certified processing*

- Where is the data?
- When and where is the data secured and eradicated?
- Are the resources engaged trained and certified?
- What is the most secure method to eliminate risk?
- Physical vs digital?



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Physical Destruction

Onsite vs Facilities Based

- Understand the certifications – NAID AAA, R2v3, e-Stewards, HIPAA
- Security posture (internal and partner roles)
- Value considerations (is physical destruction a must?)
- Criteria for destruction specifications
- Benefits of onsite
- Secure alternatives to onsite
- Secure alternatives to physical destruction



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Maximizing Values

Reuse and Resale Value Model

- Circular economy benefits
- ESG and company image
- Value is time based, making timely execution critical
 - Don't let your assets die on the vine
- Align device locking strategies to prevent delays, unnecessary costs, and unnecessary destruction
- Revenue share models
- Confidence in reporting



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Streamlined Logistics

Roles and Options

- Using staff to collect and consolidate
- Centralize inventories when possible
- Provide sufficient workspace and power for white glove services
- Ensure proper packing for maintaining values in transport
- Obtain proper documentation (COI, asset reports, BOL)
- Determine schedules for day-to-day and event-based collection
- Direct transport vs LTL (vet the downstream)



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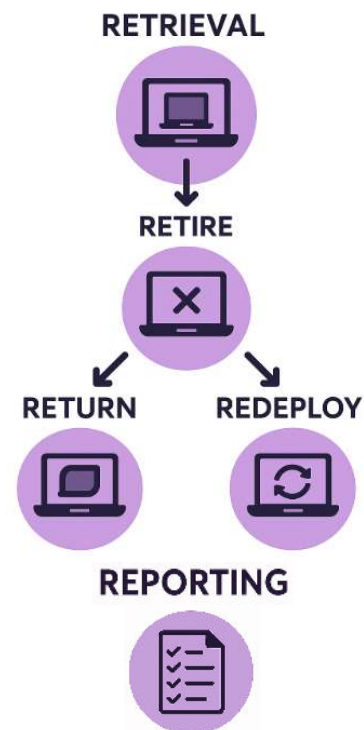


Remote and Mobile Staff Optimization Model

Program designed to meet “the lay of the land”

RITHS: Remote IT Hardware Solutions

- Domestic, global, facilities and remote landscape
- Packaging, shipping and tracking
- Event communications
- Data considerations
- **5 R's: Retrieval, Retire, Return, Redeploy, Report**
- The 6th R = **Relationship**



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Decommissioning and Device Collection

Align skillsets with resources

- Facilities considerations for access
- Certification requirements from OEMs
- Devices being retired or relocated?
- Data migrations
- Quarantine scenarios
- Datacenter vs office space
- Rack populations
- Accessory considerations



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- Define your requirements
- Understand the options
- Design a program with explicit outcomes
- Qualify your partners for compliance and capabilities



Customize your program to fit YOUR organization's needs



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