

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



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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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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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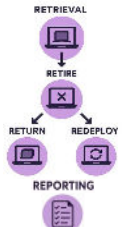



Remote and Mobile Staff Optimization Model

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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