



Beyond Decommissioning:

Turning Retired IT Assets into Strategic
Advantage

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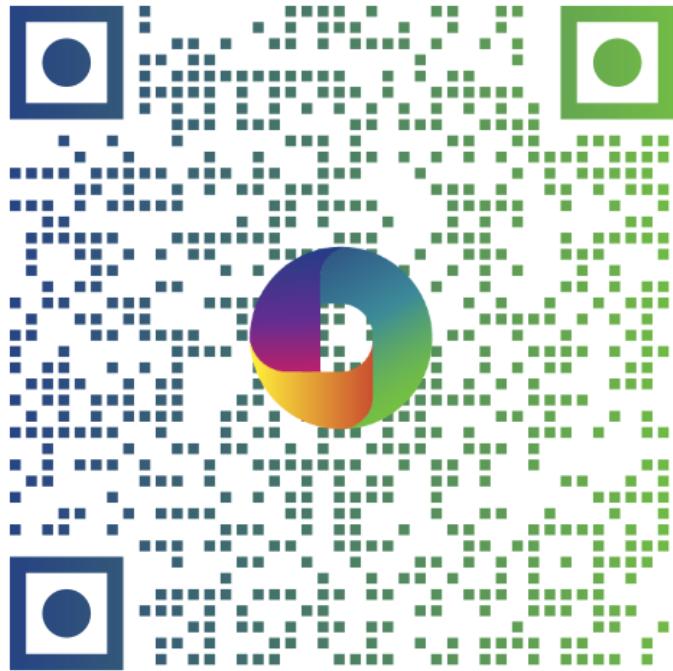


Presenter



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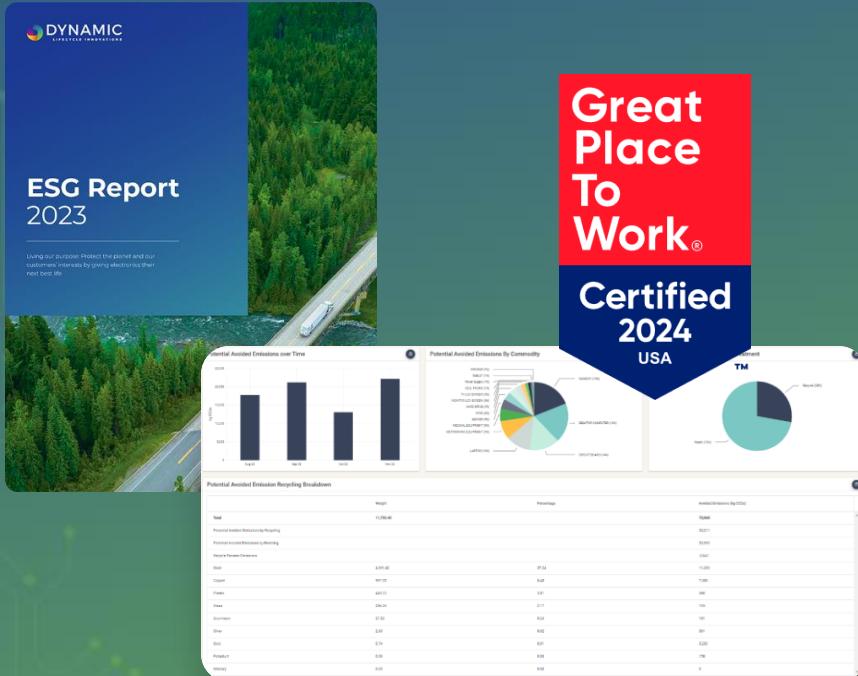


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Agenda

- About Dynamic Lifecycle Innovations
- What is ITAD – Secure, Sustainable IT Lifecycle Management
- Pillars of a strong ITAD program
 - Protecting your brand & data
 - Proving ESG impact with measurable results
 - Transforming ITAD from cost to value
- Complete Market Pricing Guide

Who We Are



	INCEPTION DATE		OWNERSHIP		7 INDUSTRY CERTIFICATIONS
	January 1st, 2007		Privately Owned		R2v3, NAID, E-Stewards

\$100M 2025 Revenue	3 Physical Locations (La Crosse, WI, Nashville, TN, & Sterling, VA)	350 # of Employees	475 # of Corporate Clients
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What Is ITAD?

- IT Asset Disposition (ITAD) is the secure, compliant, and value-driven management of technology at end-of-life including removal, data destruction, resale, and recycling

Standard

- EOL Electronic Recycling
- Multi-Channel Secondary Market Resale
- Secure Data Sanitization
- Customized Reporting and Portal Access
- Serialized Asset Tracking

Comprehensive

- Hardware Asset Management System API
- Remote IT Hardware Services
- White Glove Onsite Services
- Full Global and Domestic Processing Capabilities
- Data Center Decommissioning

Pillars of a Strong ITAD Program



Maximize Data Security

Protect your data and your brand reputation.

Achieve ESG Goals

Turn sustainability commitments into measurable metrics

Realize ROI

Recover maximum value through resale and reuse channels

Three Questions to Ask About Your ITAD Program

Maximize Data Security

Protect your data and your brand reputation.



Is my current vendor certified to handle sensitive data securely?

Achieve ESG Goals

Turn sustainability commitments into measurable metrics



Does my current vendor send materials to landfills?

Realize ROI

Recover maximum value through resale and reuse channels



Do I receive a charge or a check for my retired assets?

Protect Your Data. Protect Your Brand.



- **30% of data breaches occur during end of life decommission**
 - Single breach can cost millions in fines
 - Breaches also damage your brand and result in lost trust with your customers

How can you prevent this?

Certifications

Choose partners with robust security certifications (NAID, R2v3) and certifications for your industry (HIPPA)

Vertical Integration

Working with a partner who controls every step of the process in house to reduce risk

Vendor Visits

Visit your vendors facility to verify security practices and cultural alignment

Prove Sustainability with Verified Data



- **Scope 3 emissions account for over 75% of a company's GHG**
 - ITAD can reduce Scope 3 emissions through verified carbon reporting
 - Avoided landfill and reuse tracking supports ESG reporting

How can you positively affect your sustainability goals?

Carbon Reporting

Require monthly or quarterly carbon reporting from your vendor

3rd Party Verification

Confirm that all reports are third party verified through a reliable source

Carbon Insets

Explore the emerging carbon inset market to explore further opportunity to reduce emissions

Turn Asset Retirement into Revenue



- **99% of major organizations receive a check, not a charge**
 - Every retired asset holds recoverable value, through full resale or component harvesting
 - Fair revenue share should offset or eliminate logistics and recycling costs

How can you improve your return?

Review Pricing

Utilize business reviews to ensure pricing conforms with industry standards

Analyze Valuation & Resale

Understand how your vendor evaluates and grades assets as well as their resale channels

Optimize Revenue Share Model

Align between fair market value and consignment models to maximize return

Market Pricing Guide



Baseline Customer Profile

- Annual Assets Disposed: **10,000**
- Laptop Refresh Cycle: **2-5 years**
- Desktop Refresh Cycle: **3-5 years**
- Server Refresh Cycle: **4+ years**
- Mobile Device Inclusion: **Yes or No**
- Resale % Mix: **15%+**

Resale Revenue Share

70%

Baseline Market Pricing to Expect

Vendor Facility Services

Serial No. Recordation	\$0 to \$5.00/unit
NIST HDD Erasure	\$0 to Charge \$5.00/unit
NIST HDD Shred	\$0 to Charge \$5.00/unit

Client Facility Services

Serial No. Recordation	Charge \$\$\$-\$\$\$\$ per unit by quotation (dependent on volume/location)
NIST HDD Erasure	Charge \$\$\$\$\$ per unit by quotation (dependent on volume/location)
NIST HDD Shred	Charge \$\$\$ -\$\$\$\$ per unit by quotation (dependent on volume/location)

End-Of-Live Recycling

Monitors	\$0 to \$.30/lb
Laptop/Desktop/Server	Free of Charge
Mobile Devices	\$0 to \$5/lb if battery present
Networking Equipment	Free of Charge
Printing Device/Peripherals	\$0 to \$.30/lb

Domestic Logistics

Pre-Palletized by Client	Free of Charge or negotiate lower rate based on volume (Lower 48 states)
White Glove (Package + Ship)	Charge \$\$\$-\$\$\$\$\$ (Dependent on volume/location)
Remote Device Retrieval	Charge \$40/box

Three Questions to Answer About Your ITAD Program

Maximize Data Security

Is my current vendor fully certified to handle sensitive data securely?



Achieve ESG Goals

Does my current vendor send materials to landfills?



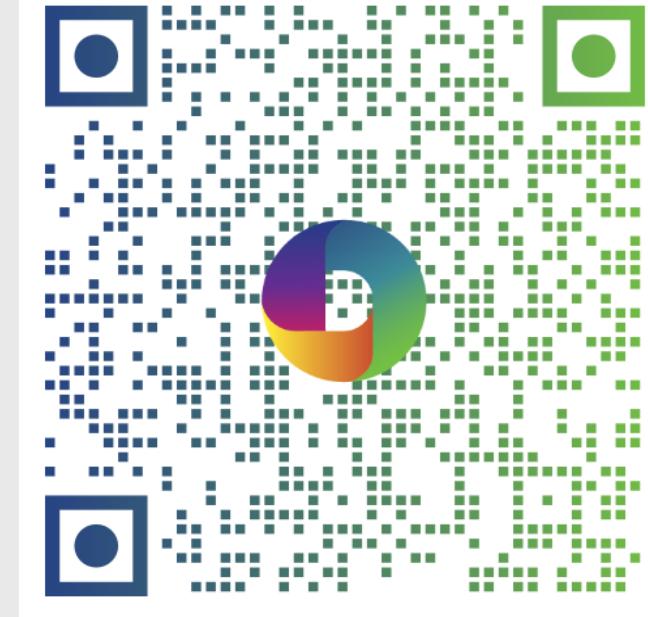
Realize ROI

Do I receive a charge or a check for my retired assets?



Any Questions?

- Visit us at
Booth 550
to learn
more



**Download The
ITAD RFP Toolkit**



Thank You