



GUIDE

The ROI Blueprint for Enterprise ITAD



Many organizations still evaluate IT asset disposition primarily through the lens of data security and compliance. While those remain critical priorities, leading organizations recognize ITAD as an opportunity to recover value, improve operational efficiency, and support sustainability initiatives.

The difference between a basic disposition program and an optimized one can represent thousands, or even millions, of dollars in recovered value over time.

The following guide explores the factors that influence the financial impact of an ITAD program, including asset recovery, logistics, resale strategy, and lifecycle planning. Begin with the checklist below to assess the maturity of your current program and identify opportunities to improve financial performance.

	High Priority	Medium Priority	Low Priority
Refresh Planning			
Physical Destruction vs resale			
Logistics			
Remote Asset Recovery			
White Glove Services			
Locked Asset Prevention			
Resale Strategy			
Data Center Decommissioning			
Revenue Share			
Recycling Costs			

ONE

Refresh Planning and Asset Aging

Maximizing ITAD recovery begins long before assets are retired. Refresh decisions should always be driven by operational requirements, equipment performance, and business needs. Once refresh timelines are established, organizations should communicate them with their ITAD provider to align disposition planning with current market values and recovery opportunities, helping maximize financial returns without compromising operational objectives.

Asset aging can further reduce recovery potential after retirement. Devices that remain in storage or staging locations continue to lose value while generating no business benefit. Mature ITAD programs minimize the time between retirement and disposition, allowing assets to enter recovery channels more quickly and preserving their financial value.

Financial Impact

Potential Benefits:

- Higher resale recovery
- Reduced storage and handling costs
- Faster revenue realization
- Improved forecasting of IT lifecycle investments



ROI Impact:

Medium

TWO

Prioritizing Reuse Over Destruction

Data security remains the primary objective of any ITAD program, but physical destruction is not always the only path to achieving it. Advances in data sanitization technology and asset management tools allow organizations to securely erase data to recognized industry standards such as NIST 800-88, supported by certifications including ISO 27001, SOC 2 Type II, and NAID AAA while preserving the value of the device. Regularly reviewing destruction policies can help ensure security requirements remain aligned with current technology and business objectives.

Choosing reuse over destruction can significantly improve both financial and sustainability outcomes. Securely sanitized devices can be refurbished and returned to the secondary market, generating revenue that helps offset technology investments and refresh costs. Extending the useful life of equipment also supports circular economy initiatives by keeping products in use longer and reducing the demand for new manufacturing.



Financial Impact

Potential Benefits:

- Increased resale revenue from retired devices
- Reduced unnecessary destruction costs
- Improved sustainability and circular economy outcomes
- Greater return on technology investments
- Lower total cost of ownership across the asset lifecycle



ROI Impact:

High

THREE

Logistics

Logistics costs are an unavoidable component of any ITAD program, but strategic planning can help minimize their impact on overall recovery. Organizations that consolidate retired assets and coordinate larger, more efficient shipments often reduce transportation expenses while improving the economics of disposition activities.

Centralized collection points, minimum shipment thresholds, and pre-packaged assets can significantly reduce transportation and onsite labor costs. Organizations that prepare assets prior to pickup often improve operational efficiency while preserving more of the value generated through recovery.

Financial Impact

Potential Benefits:

- Reduced transportation costs
- Lower handling expenses
- Improved operational efficiency



ROI Impact:

High

FOUR

Remote Assets

As remote and hybrid work models continue to evolve, recovering retired devices has become increasingly complex. Assets assigned to remote employees can remain in the field long after a refresh or employee departure, creating both security concerns and lost recovery opportunities. Without a defined recovery process, valuable equipment may never reenter the disposition stream.

A structured remote asset recovery program helps organizations reclaim devices efficiently while reducing the burden on internal IT teams. By streamlining returns and routing assets directly into ITAD workflows, organizations can improve asset accountability, accelerate disposition timelines, and capture value that might otherwise be lost.

Financial Impact

Potential Benefits:

- Increased asset recovery rates
- Reduced device loss
- Improved data security
- Greater resale volume



ROI Impact:

Low

FIVE

Data Center Equipment

When organizations think about ITAD value recovery, they often focus on laptops, desktops, and mobile devices. However, some of the largest recovery opportunities exist within data center environments. Servers, networking equipment, storage arrays, GPUs, memory modules, power distribution units, and other infrastructure assets can retain significant market value when properly evaluated and remarketed.

A strategic decommissioning plan should include asset identification, component harvesting opportunities, resale channel analysis, and material recovery planning before equipment is removed. By treating decommissioning as a value recovery initiative rather than a disposal project, organizations can offset modernization costs, support sustainability goals, and maximize the return generated from retiring infrastructure.

Financial Impact

Potential Benefits:

- Increased recovery from servers, networking equipment, and infrastructure assets
- Additional revenue through component harvesting and secondary market sales
- Reduced costs associated with disposal and recycling
- Improved sustainability outcomes through equipment reuse
- Offset costs of modernization, cloud migration, or AI infrastructure investments



ROI Impact:

High

SIX

Services Evaluation

When evaluating an ITAD program, service costs should be measured against their impact on overall recovery and operational efficiency. While some services increase upfront expenses, they can also reduce internal labor requirements, improve asset accountability, and accelerate disposition timelines. A focus on total cost of ownership provides a more accurate view of program performance than service fees alone.

Services such as onsite asset removal, serialized asset tracking, logistics support, and remote employee recovery can help preserve asset value while reducing the burden on internal teams. Organizations that align service selection with business objectives often achieve stronger recovery results and a more efficient disposition process.

Financial Impact

Potential Benefits:

- Reduced internal labor costs
- Improved process efficiency
- Increased confidence in asset disposition
- Better utilization of internal resources



ROI Impact:

Medium

SEVEN

Locked Asset Considerations

Remote management platforms such as Apple Business Manager and Microsoft Intune provide important security and lifecycle management benefits. However, devices that remain enrolled or locked at the time of disposition can experience a significant reduction in recovery value. In some cases, locked assets may be limited to component harvesting or recycling, reducing potential returns and increasing processing costs.

Organizations should establish processes to remove eligible devices from management platforms before disposition and maintain clear communication between IT teams and ITAD providers. Proactive asset management helps preserve resale opportunities, reduce processing delays, and maximize the financial value of retired equipment.

Financial Impact

Potential Benefits:

- Reduced internal labor costs
- Improved process efficiency
- Increased confidence in asset disposition
- Better utilization of internal resources



ROI Impact:

Medium

EIGHT

Resale Channels and Strategy

The resale strategy behind an ITAD program has a direct impact on financial recovery. Different asset types, conditions, and market demands require different sales approaches, and the ability to match equipment with the appropriate channel can significantly influence realized value. Organizations should understand how retired assets are marketed, sold, and recovered to ensure recovery opportunities are being fully utilized.

Effective recovery programs leverage a combination of direct-to-consumer sales, wholesale markets, and component harvesting to maximize value across a broad range of asset conditions. A diversified resale strategy allows organizations to capture the highest possible return while adapting to changing market conditions and demand trends.

Financial Impact

Potential Benefits:

- Higher average selling prices
- Increased recovery rates
- Better market responsiveness
- Expanded recovery opportunities through component harvesting



ROI Impact:

High

NINE

Revenue Share Model

The revenue share structure of an ITAD program plays a significant role in determining overall financial recovery. Different engagement models distribute risk and reward differently, making it important for organizations to understand how value is calculated and returned. Regularly reviewing recovery performance and revenue share agreements helps ensure program objectives remain aligned with financial expectations.

Organizations should also evaluate whether a Fair Market Value or Consignment model best supports their goals. Fair Market Value provides predictable returns through an upfront purchase of assets, while Consignment offers the opportunity to capture a percentage of actual resale proceeds. Selecting the right approach depends on factors such as cash flow requirements, risk tolerance, and recovery objectives.

Financial Impact

Potential Benefits:

- Increased revenue returned
- Improved visibility into asset performance
- Better alignment between enterprise and vendor goals



ROI Impact:

High

TEN

Recycling Costs

The final cost for each device is recycling. For those devices that are not of resale quality, or other items being disposed of, there is commonly a per pound fee for recycling. Ensuring this cost is minimized is the only way to improve ROI here.

It is recommended to work with a vendor with in house recycling capabilities. Some ITAD vendors need to use downstream partners to recycle end of life material. By working with a provider who has the ability to do this in house, you both reduce the security risk of adding another transfer to your devices, and reduce the cost by only paying one partner for the service.

Financial Impact

Potential Benefits:

- Reduced processing costs
- Lower downstream vendor expenses
- Improved chain-of-custody control



ROI Impact:

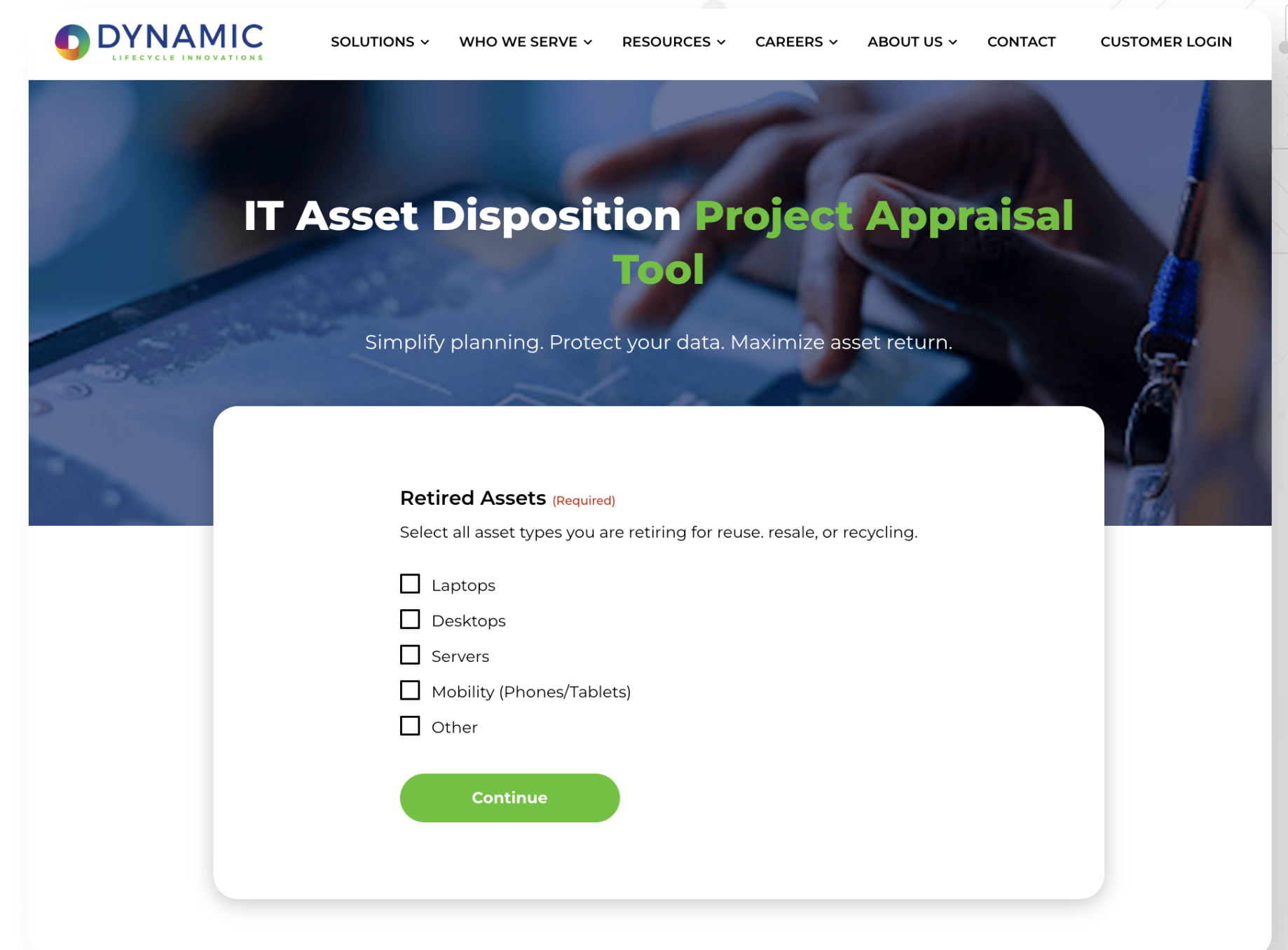
Low

ITAD Appraisal Tool

Whether for data security, sustainability, or financial reasons, IT asset disposition is not a side project task any longer. As enterprises continue to gain technical complexity, adding AI enabled devices and other new technologies to their fleet, ITAD will continue to receive more focus from C-level stakeholders. For this reason, maximizing for ROI today can bring your program to a strong position when it comes under scrutiny.

As presented in this guide, value return can be achieved without putting security at risk, and while still maintaining a strong sustainability position as an organization. Start optimizing your program today to see ITAD as a check, not a charge, on your monthly statements.

Once you have identified opportunities, we invite you to utilize our ITAD appraisal tool. This will allow our experts to create a custom ITAD appraisal and plan for your business.



The screenshot shows the web interface of the ITAD Appraisal Tool. At the top is a navigation bar with the Dynamic Lifecycle Innovations logo and links for SOLUTIONS, WHO WE SERVE, RESOURCES, CAREERS, ABOUT US, CONTACT, and CUSTOMER LOGIN. The main header area features a background image of hands working on a tablet, with the title "IT Asset Disposition Project Appraisal Tool" in white and green text, and the tagline "Simplify planning. Protect your data. Maximize asset return." Below this is a white form box titled "Retired Assets (Required)" with the instruction "Select all asset types you are retiring for reuse, resale, or recycling." The form contains five checkboxes: Laptops, Desktops, Servers, Mobility (Phones/Tablets), and Other. A green "Continue" button is positioned at the bottom of the form.

[Access ITAD Appraisal Tool](#)