The Client

A Fortune 500 Retailer with global locations

The Problem

The client had long been properly disposing of their old electronic devices. However due to strict security standards, they were "end of life" (EOL) destroying 100% of their old electronic devices, even those which may still have some resale or parts value.

The Solution

After years of recycling consumer returns and maximizing value to the customer while meeting all compliance standards, ERI was asked to provide guidance on the best practices in managing internal IT assets. ERI's team was able to identify areas of opportunity within the ITAD program to maintain the customer's stringent security standards while still being able to recover value in their decommissioned IT assets.

ERI not only practices the best industry standards for recycling, data destruction and IT asset disposition, but holds highest certifications governing those standards, which gave the customer the confidence to amend their destruction requirements and allow IT asset recovery and reuse. With a long-established partnership and understanding of the Customer's key areas of concern, ERI was able to customize a solution that addressed all data security requirements by removing and destroying only the data bearing components of assets, and recovering value from non-data bearing parts or whole units.

The modification of this program not only brought value from, but also extended the lifespan of useable assets while not compromising data security. As a result, the customer has turned what used to be a cost center for asset disposal and destruction into a revenue generating program with a much more sustainable solution.

ERI helped this client understand how to best optimize their ITAD program and is now their sole ITAD/EOL partner in all of the United States and Canada.

Servicing All Their Locations In The US & Canada

Went From A Pure Expense/Cost Structure To Now Earning Revenue Every Month On Their Assets