

INDUSTRY FACT

MANY UNWANTED TECHNOLOGY ASSETS STILL HAVE REMAINING LIFE AND VALUE AND THE SECONDARY MARKET FOR IT EQUIPMENT IS ESTIMATED TO BE UPWARDS OF \$1BN.

SOLUTION BRIEF

IT ASSET REMARKETING SERVICES

CHALLENGE

Reselling end-of-life IT assets allows you to recover operating capital and reduce electronic waste. However, most companies have neither the internal resources nor expertise to remarket their IT assets.

A recent Gartner report prescribes that remarketing/resale of retired IT assets is a source of revenue for most organizations. Indeed, it is the critical denominator in the core ITAD cost-benefit equation, and often determines whether the client receives a check or an invoice

WHAT IF YOU COULD

- › Lower your Total Cost of Ownership (“TCO”) by accessing a global remarketing network
- › Ensure the destruction of all sensitive data
- › Minimize environmental impact

Iron Mountain’s Secure IT Asset Disposition (“SITAD”) service enables you to maximize the return on your end-of-life-assets while ensuring chain-of-custody, data security, and compliance with all environmental laws and regulations.

WHAT YOU’LL GAIN:

- › Secure logistics and chain of custody
- › Guaranteed Fair Market Value (FMV) price lock
- › Asset value maximization through a multi-channel remarketing strategy
- › Extensive network of source buyers through multiple direct sales channels
- › Destruction of all sensitive data and reduced environmental impact
- › Ongoing program management and detailed reporting

AN EXPERIENCED PARTNER DEDICATED TO PROVIDING A PROPER SITAD PROGRAM

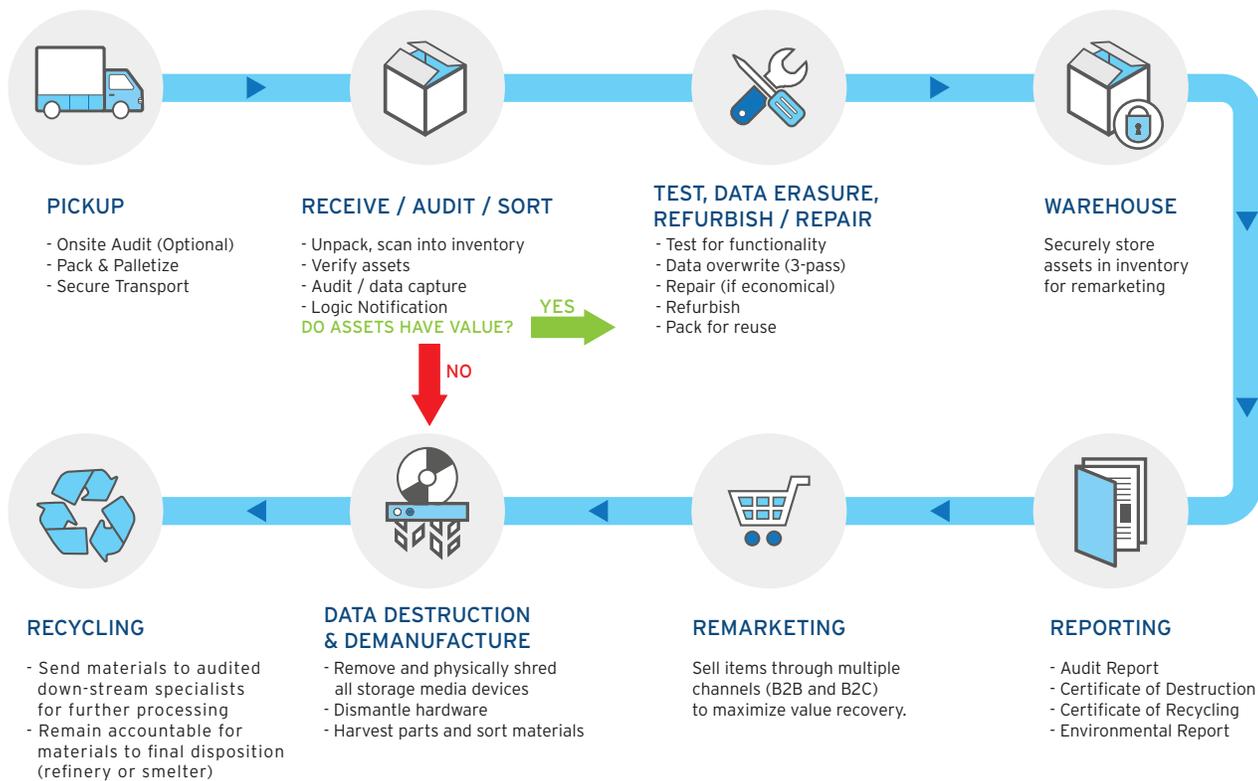
By engaging a leading ITAD provider like Iron Mountain’ Secure e-Waste and IT Asset Disposition (SITAD) service ensures the secure, compliant, and flexible disposition of your end-of-life IT assets, while minimizing your TCO. We can evaluate each piece of equipment in order to determine its potential for reuse. We also have the marketing data and experience to know at the outset which item can be sold and which aren’t worth the effort to remarket.

We assess each asset based on age, condition, and potential remarketing value using industry knowledge along and recent market results to determine whether the level-of-effort/investment required to successfully prepare your assets for reuse will be offset by asset value. When equipment is diverted from recycling you’ll be able to realize a return on your end-of-life assets.

Next, we ensure all company data is erased and remove any identifying labels or markings. Assets will then be tested, cleaned, graded, and offered for sale to the channel most likely to yield the highest return: retail, auction, an eCommerce outlet, or wholesale buyers. At the conclusion of the sale, you'll receive credit for a portion of the proceeds that can either be used to offset other processing costs or sent to you in the form of a check.

WHY IRON MOUNTAIN IS AN INDUSTRY LEADER

- Nationwide logistics footprint that ensures secure chain-of-custody
- E-Stewards Enterprise
- More than 94% of the Fortune 1000 rely on one or more of Iron Mountain's services



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ABOUT IRON MOUNTAIN

Iron Mountain Incorporated® (NYSE: IRM) is the global leader in storage and information management services. Trusted by more than 220,000 organizations around the world, Iron Mountain's real estate network comprises more than 85 million square feet across more than 1,400 facilities in 46 countries dedicated to protecting and preserving what matters most for its customers. Iron Mountain's solutions portfolio includes records management, data management, document management, data centers, art storage and logistics, and secure shredding, helping organizations to lower storage costs, comply with regulations, recover from disaster, and better use their information. Founded in 1951, Iron Mountain stores and protects billions of information assets, including critical business documents, electronic information, medical data and cultural and historical artifacts. Visit www.ironmountain.com for more information.

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