



ASCDI NATD
THE GLOBAL ALLIANCE OF THE IT CHANNEL

ITAD Webinar

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ITAD 101

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Rivervista Partners, LLC

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Automotive
Manufacturing

MCI-WorldCom /
Verizon

Intechra roll-up → PE
→ Arrow Electronics

HiTech Assets → PE

Rivervista: consulting

R2 TAC

RIOS

IAER
ISRI

ASCDI



ITAD 101

- **What is ITAD?**
- **What does ITAD mean to your tech resale / service business?**
- **Why do I need to be ITAD certified?**
- **Can I really get paid to pick up hardware instead of paying for it?**

What is ITAD?

- In the early 2000's, Gartner Research and others promoted the term **IT Asset Disposition** (ITAD) as a set of outsourced services for corporations' retirement of IT assets.
- The term "**Disposition**" is important because "**Disposal**" has certain legal implications (in the U.S.) as truly end-of-life and regulated waste.
- "**Disposition**" means someone has yet to make an informed decision on reuse / disposal.

What is ITAD?

ITAD services have been specific to the needs of large organizations, and included:

- Reverse Logistics (decommissioning, packing, transportation)
- Data sanitization (erasure or destruction)
- Testing & Resale – or – Proper Recycling
- Comprehensive reporting

What is ITAD?

- Why do corporations need to outsource this?
 - Risk mitigation! Both data and environmental, but primarily BRAND.
 - Liability
 - Expertise
 - Remarketing
- But some don't – to their detriment.

What is ITAD?

- The term “ITAD” has broadened in recent years to include many categories of reuse and refurbishment for both corporate and consumer gear.
- But fundamentally it remains a B2B risk mitigation strategy.

What is ITAD? Understanding the Risks

- Data – proprietary & compliance
- Environmental – compliance
- **BRAND**

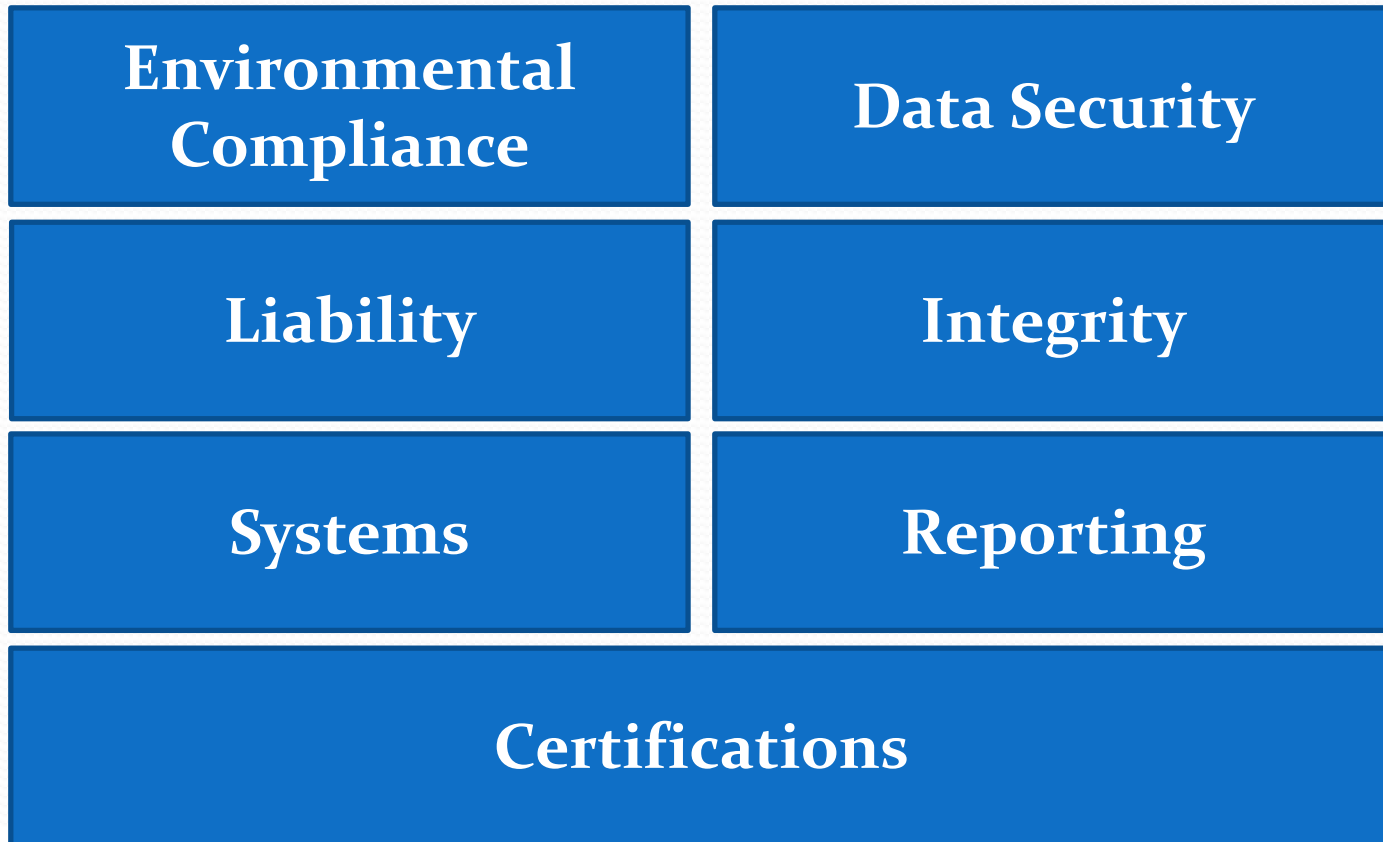


What does ITAD mean to your business?

- Many of you are already a step ahead in providing services. ITAD becomes another arrow in your quiver. But don't underestimate it.
- Remember you now provide Risk Mitigation and Protection Services. Your business needs to adjust to that reality.

What does ITAD mean to your business?

Key Concepts:



Why do I need to be ITAD Certified?

1. Compliance needs of clients/vendors
2. 3rd party endorsement of your capabilities and qualifications
3. Market differentiation
4. Improve your internal business

Why do I need to be ITAD Certified?

Components of Certification:

- ✓ QEH&S Management System
Quality, Environmental, Health & Safety
- ✓ Legal Requirements
- ✓ Environmental / Downstream
- ✓ Physical & Data Security
- ✓ Tracking & Transparency
- ✓ Continuous Improvement

Why do I need to be ITAD Certified?

Typical Certification Process:

- ✓ Licensing/membership
- ✓ Implement management system
- ✓ Run it
- ✓ Internal audit/assessment
- ✓ External (3rd party) audit
- ✓ Corrective actions
- ✓ Recurring audits

Can I really get paid to pick up hardware instead of paying for it?

- YES! But... There's still an expectation of payment.
- You're performing a SERVICE that has value to your clients. Don't devalue it by commoditizing it.
- Compete on quality of your service, not just price.
- Leading advice to corporations: in the future you need to budget for the service.

Can I really get paid to pick up hardware instead of paying for it?

- Business Models:
 - Up front purchase
 - Sort & Settle (pay after audit)
 - Consignment / Revenue Share
- Each may support service fees.

The Spectrum of ITAD Companies

NOVICES	COMPETITORS	LEADERS	TRANSFORMERS
<ul style="list-style-type: none"> • New entrants • Traders • Disinterested clients 	<ul style="list-style-type: none"> • Scrap-focused • Some services & reuse • Compete on price 	<ul style="list-style-type: none"> • Enterprise clients • ITAD / resale • Strong services • Compete on quality of service 	<ul style="list-style-type: none"> • Demanding enterprise clients • Innovating services • Breadth of service
<ul style="list-style-type: none"> • Spreadsheets • Some processing • Limited certifications • Poor control • No transparency 	<ul style="list-style-type: none"> • Home-grown db or off-the-shelf ERP+Quickbooks • R2+ • Basic controls • Introducing sophistication 	<ul style="list-style-type: none"> • Strong integrated ERP • R2++ (RIOS, NAID, ADISA, etc.) • Sophisticated management system • Strong security 	<ul style="list-style-type: none"> • ERP development platform • Real-time portal & max transparency • R2+++ (B-Corp, 27001, Gartner) • Automation

Rivervista Partners

- ✓ Gap Analysis
- ✓ Go-to-Market Strategies: Business Development, Product Sales, Marketing, Channels
- ✓ Operations: Facilities, Processes, Security
- ✓ Systems: ERP, WMS, CRM, Financial, Data-erasure, Automation
- ✓ Certifications → Opportunity & Profitability
- ✓ Vision/Mission, Market Differentiation

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Rivervista Partners, LLC



ITAD Certification

Steve Mellings
Founder ADISA

ITAD CERTIFICATION BY



ASCDINATD
THE GLOBAL ALLIANCE OF THE IT CHANNEL

POWERED BY **ADISA**

ITAD Certification from ASCDI

“2 great
organisations. 1
great certification”



Why ADISA?



National Cyber
Security Centre
a part of GCHQ



ADISA in numbers

514

Total number of audits carried out

314

Total number of unannounced audits

3140

Devices forensically tested

55

Software Products Approved

901

Times the ADISA Standard has been downloaded since 2018

271

Applications to become certified since 2018

11

New members since 2018.

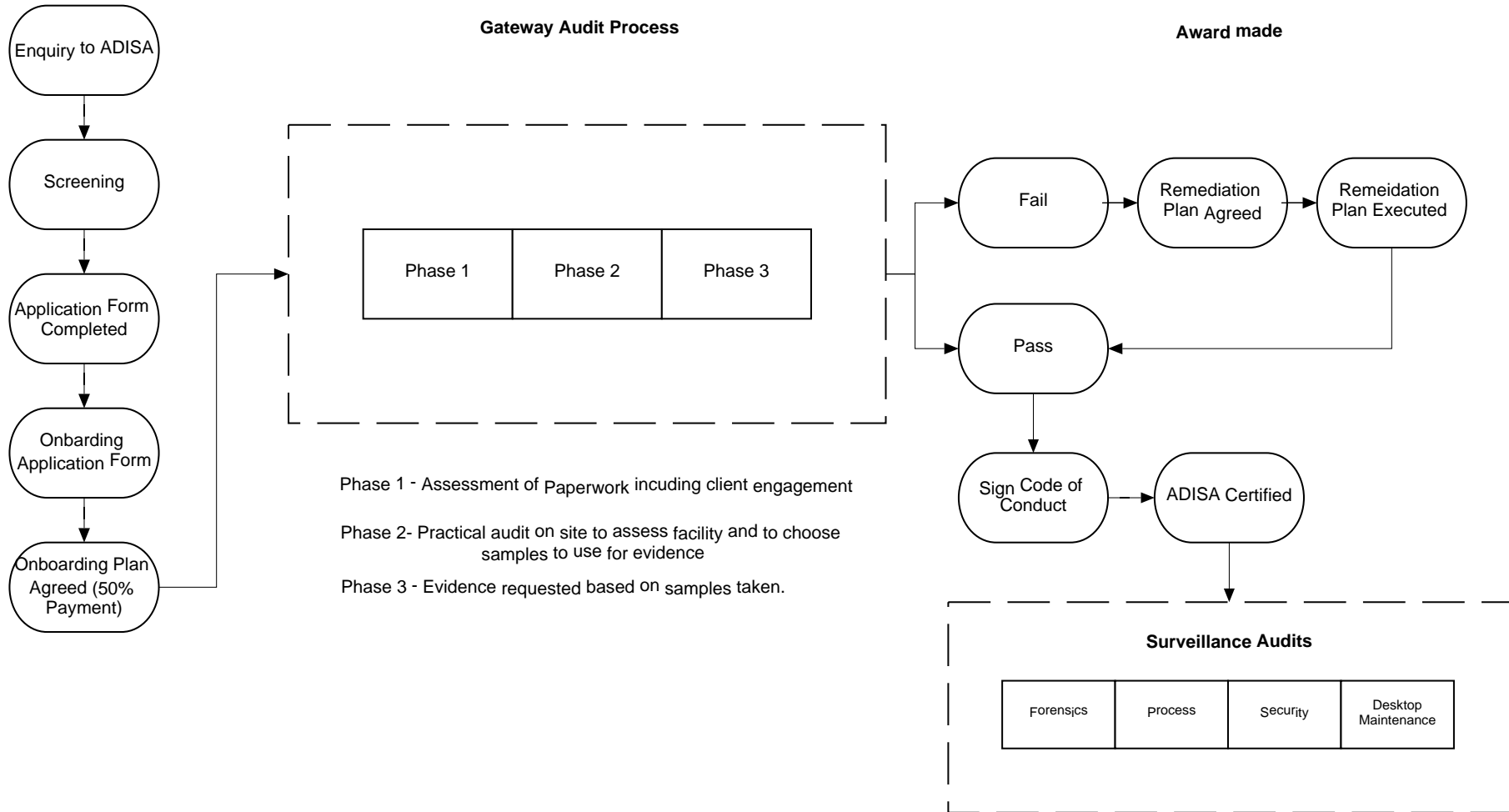
Why ASCDI ITAD CERTIFICATION IS DIFFERENT?

- Risk Management and Regulatory Compliance within IT Asset Disposition.
- 2020 Standard has over 200 Criterion (NAID 41, R2 33 e-Steward 22)
 - All identified where risk might exist and build layers of security.
 - Assessing Countermeasures to reduce / minimalise risk.
- Prescriptive to control variation.
- Pragmatic / Real World.

For the Brand to become the defacto sign of assurance within Asset Retirement / Disposition.

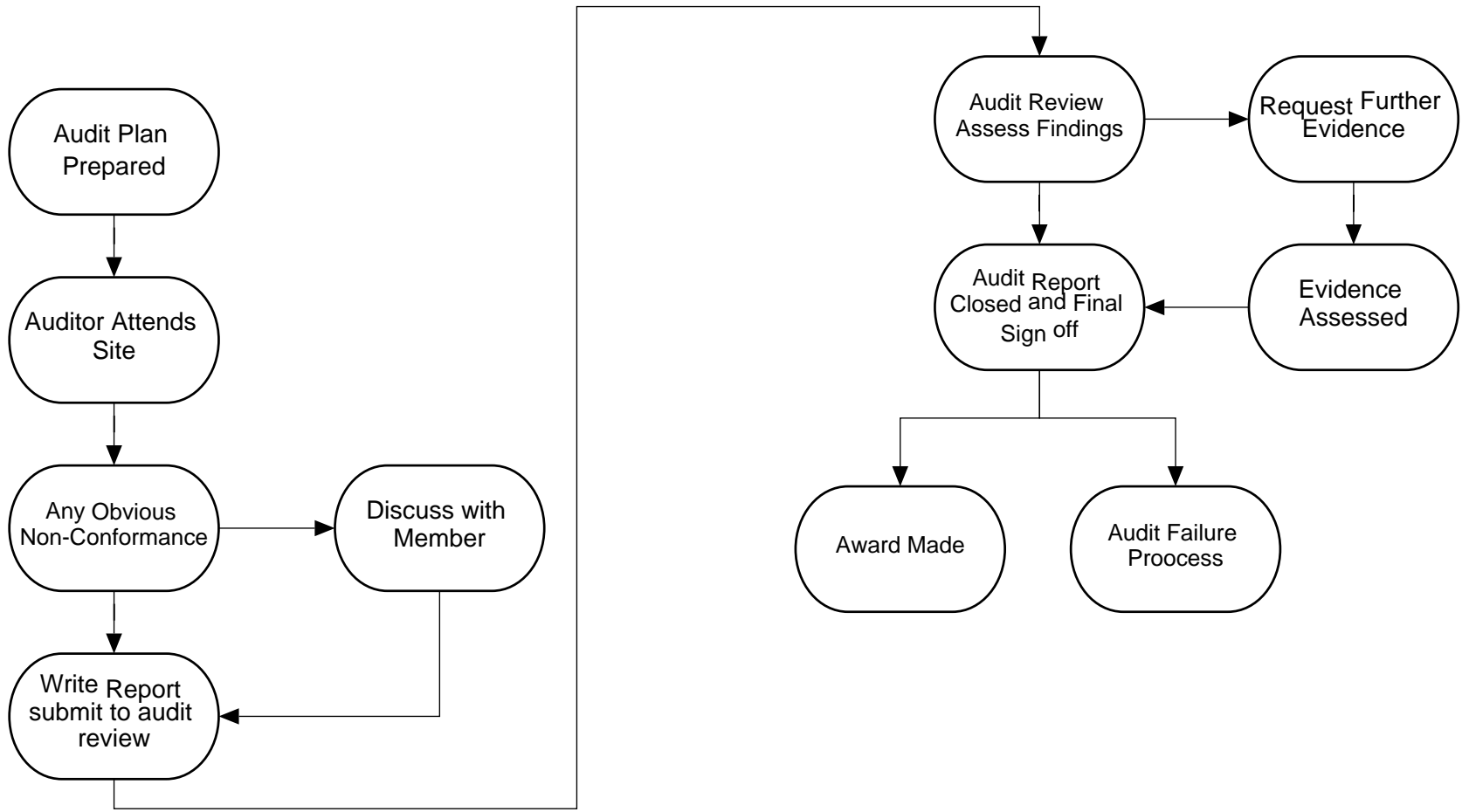
What is the process for Certification?

Application Process



Maintaining Certification?

Unannounced Surveillance Audit Process



Additional Benefits.

- Training.
 - ADISA Certified Professional.
 - Technology, Compliance, Sales
 - Levels 1, 2 and 3
 - ADISA Certified Internal Auditor.
- Marketing Support.
 - White Papers, Thought Leadership.
 - Assistance in Content creation.
- The ITAD Store (UK Q1 2020, US Q3 2020, Europe Q4 2020)
- ADISA Marketplace in conjunction with Auction Technology Group. (UK Q1 2020, US Q3 2020)
- Reselling Services – ADISA Certified Enterprise.

ADISA Strategy – Your clients in 2020



Why ITAD and Why Certification?

- Industry immature and lacking identity.
- Regulatory framework is getting more complex.
- Clients are becoming more aware and risk adverse.
- Increase in financial exposure is motivating.
- More class action law suits.
- More personal brand damage.

OPPORTUNITY

For more information



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