

CASE STUDY:

DiskShred provides secure IT retirement and Data Destruction that generates revenue

THE CLIENT'S SITUATION

An American based IT firm located in Belfast, Northern Ireland, were using a local waste organisation to collect their redundant IT equipment. They were having to take it on trust that their redundant IT equipment and data was being disposed of in an environmentally and compliant manner.



THE SOLUTION

DiskShred met with the client to discuss our mutually assured data destruction and IT Retirement solution. They had over time been storing redundant data-bearing IT equipment that was ready for retirement. DiskShred provided a two-prong solution: onsite shredding to destroy the data bearing media from the equipment, and secure retirement and remarketing of the IT equipment carcasses/shells.



1. The DiskShred vehicle arrived onsite at the client's premises on the agreed day and time.



2. The highly trained DiskShred crew stripped the redundant IT equipment of data bearing media before transferring the media into the shredding vehicle, Without breaking the chain of custody.

THE PROCESS

Onsite Media Shredding



4. The client was able to witness the shred and was provided with a waste transfer note and a Certificate of Destruction.



3. The media including hard drives, backup tapes and CDs were shredded down to 20mms which ensures the data is completely destroyed.

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THE VALUE GENERATED VIA REMARKETING

The now **non-data bearing IT equipment** was brought back to our processing facility where our team of engineers reset the equipment to factory settings and removed any customer identifiers from the equipment. The equipment was then assessed for potential market value. The equipment was cleaned inside and out, new hard drives were added and new software was installed with a **genuine refurbished Microsoft licence**.

DiskShred pride ourselves on our expertise in our ability to generate the greatest value for each device, choosing a route that will provide the highest possible return in order to maximise the return back to the client. The items suitable for remarketing were sold via our **global network of buyers**, providing a revenue share back to the client. The income generated in this case not only paid for the onsite shred and the collection but also generated some income above and beyond the costs that the client could **reinvest** back into their IT budget.

THE BENEFITS



Guaranteed destruction of data ensuring **LOWEST RISK** of data leaks



Clear chain of custody as the data never leaves the customer's site and the shred can be **WITNESSED**



Client is provided with **100% TAMPER-PROOF** reports including asset registers, CCTV records, certificates of destruction and waste transfer notes



PEACE OF MIND that the data and equipment has been retired of in an environmentally and compliant manner



Through remarketing of the redundant IT equipment, the service was **CASH-POSITIVE** for the client, generating value from the equipment which the client was able to reinvest back into their IT budget.

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