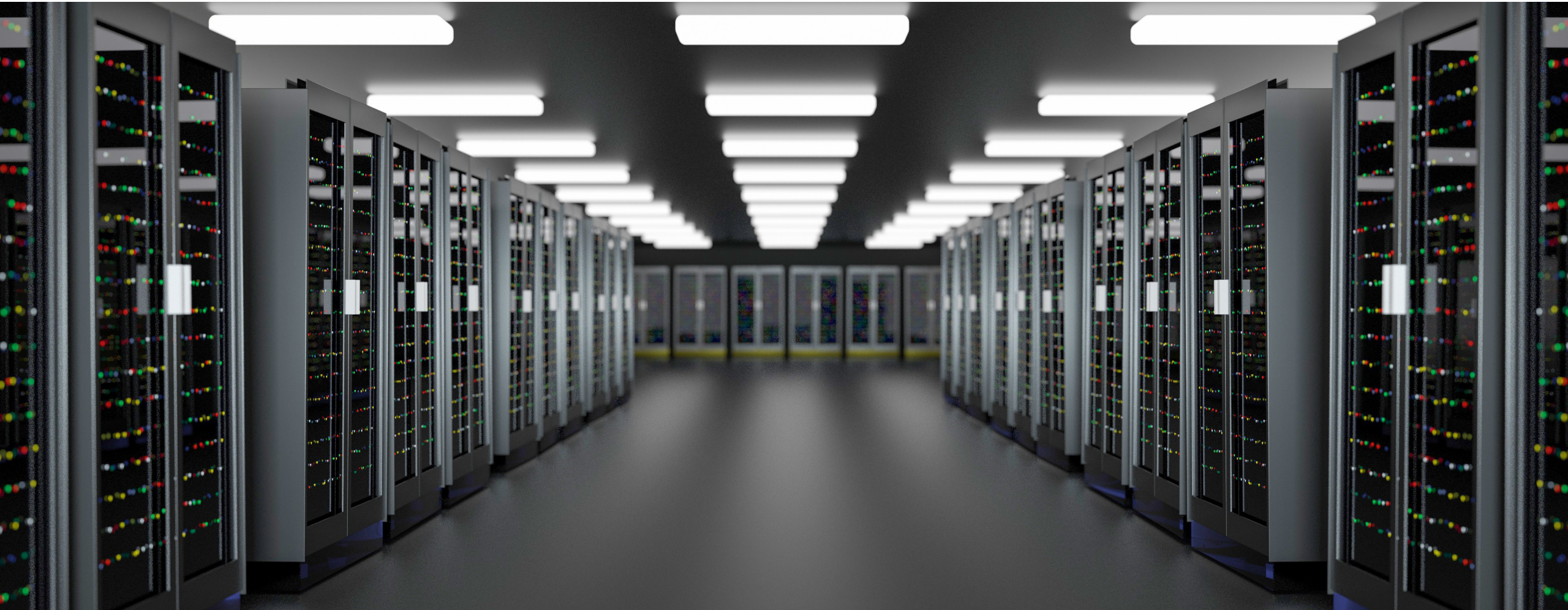




IT LIFECYCLE MANAGEMENT CASE STUDY



Intro

Data Slayer introduced to client for buy backs, decommissions, certified sanitization, mobile HDD physical destruction and return to white space services.

Inspection

A walk-through and visual inspection was done prior to the decommission to determine overall value of the assets.

Bid

Data Slayer offers to purchase client's retired assets for \$317,000.

Enter VAR Partner

Client project lead introduces Data Slayer to VAR partner. Data Slayer agrees to pay VAR partner \$317,000 in exchange for client's retired IT assets. Client then receives credit towards VAR partner services and the Technology Trade-In Program (TTP) is born.

Decommission

Data Slayer completes the project in just two days. Team removes, 1200 devices, 120 server racks, all cabling and complete cage clean up.

Reporting

All servers, switches were inventoried with serialization for client's records. All HDDs were sanitized with serialization. The sanitization kernel was set to sanitize at the highest level and all failed drives were shredded. A video segment of the physical destruction was provided to client.

Results

Client went from a cost of more than \$100,000 for eWaste to a net profit of \$317,000. This partnership and program proved to be a win win win for all parties involved.

<i>COMPLIANCE</i>	<i>CHAIN OF CUSTODY</i>	<i>ROI</i>	<i>PERFORMANCE</i>	<i>RESPONSE TIME</i>
✓	✓	✓	✓	✓
OFAC Know Your Customer Patriot Act, Compliance Manual.	Only employees present during decommissions, sanitizations, mobile shredding. Locked trucks straight run to processing facility.	Consistently win projects resulting in greater returns for clients. Assets purchased "as is." Funding is always wired in advanced of the project.	Exceed expectations by completing entire projects under budget & timeframe.	Under 48 hour deployment for Data Slayer team members for inspections, audits, decommissions, and mobile HDD shredding.