



The
Enterprise
Solution
to
Technology
Recycling



The 3 Immutable Laws of Technology Recycling

Preserving Value; Managing Risk

CleanMed 2004

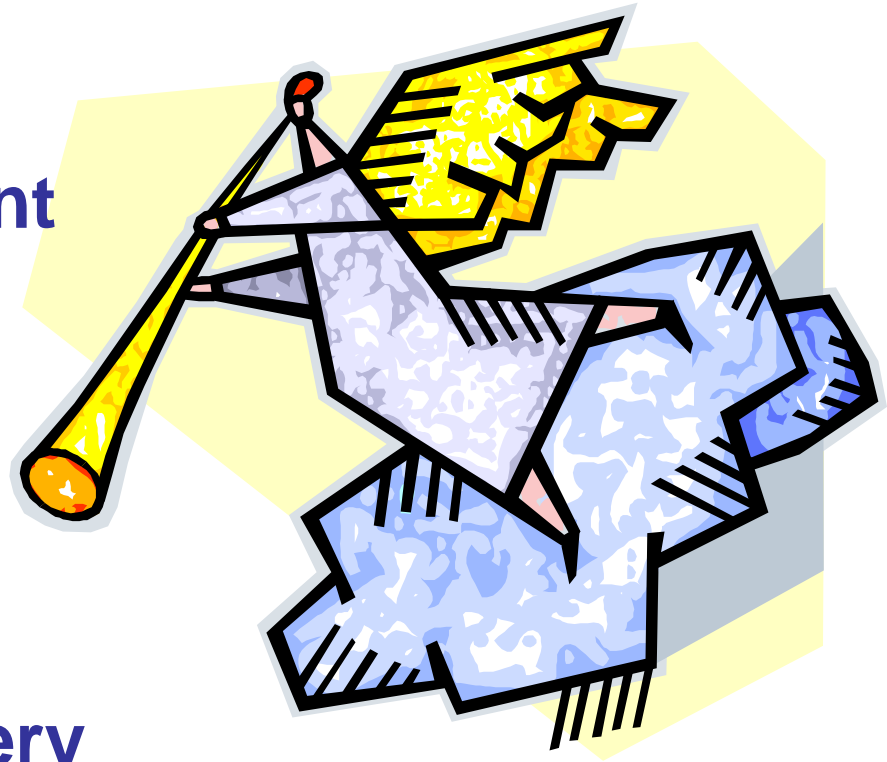


Best Use is Highest Use

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- Redeployment
- Resale
- Donation
- Parts Recovery
- Recycling





Everything is Hazardous

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- CRTs—leaded glass
- Printed circuits
- Batteries

Regulated under the
Resource Conservation
Recovery Act (RCRA)

**Materials are exempt if
NOT landfilled.**



Risk Trumps Cost

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- **Data Security / HIPAA**
- **Environmental Disposal**
- **Public Scrutiny**



4 Essential Best Practices

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- a. **Centralize (process)**
- b. **Sanitize (data)**
- c. **Scrutinize (disposition)**
- d. **Budget**



Data Security Facts

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Data Erasure
Fails
in 1 of 4
instances.

Human Error
+ Application Failure
= Data Disclosure



Data Sanitization

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- ✓ **Secure**
- ✓ **Erase**
- ✓ **Verify**
- ✓ **Record**
- ✓ **Audit**





Scrutinize Disposition

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1. Corporate policy must require end-to-end control of disposition streams.
2. All points in the disposition chain must be vetted for responsible labor and environmental practices.
3. Low commodity values will require elimination of middlemen.

Know Where It Goes...



Acid-bath precious metals recovery in China
courtesy Basel Action Network

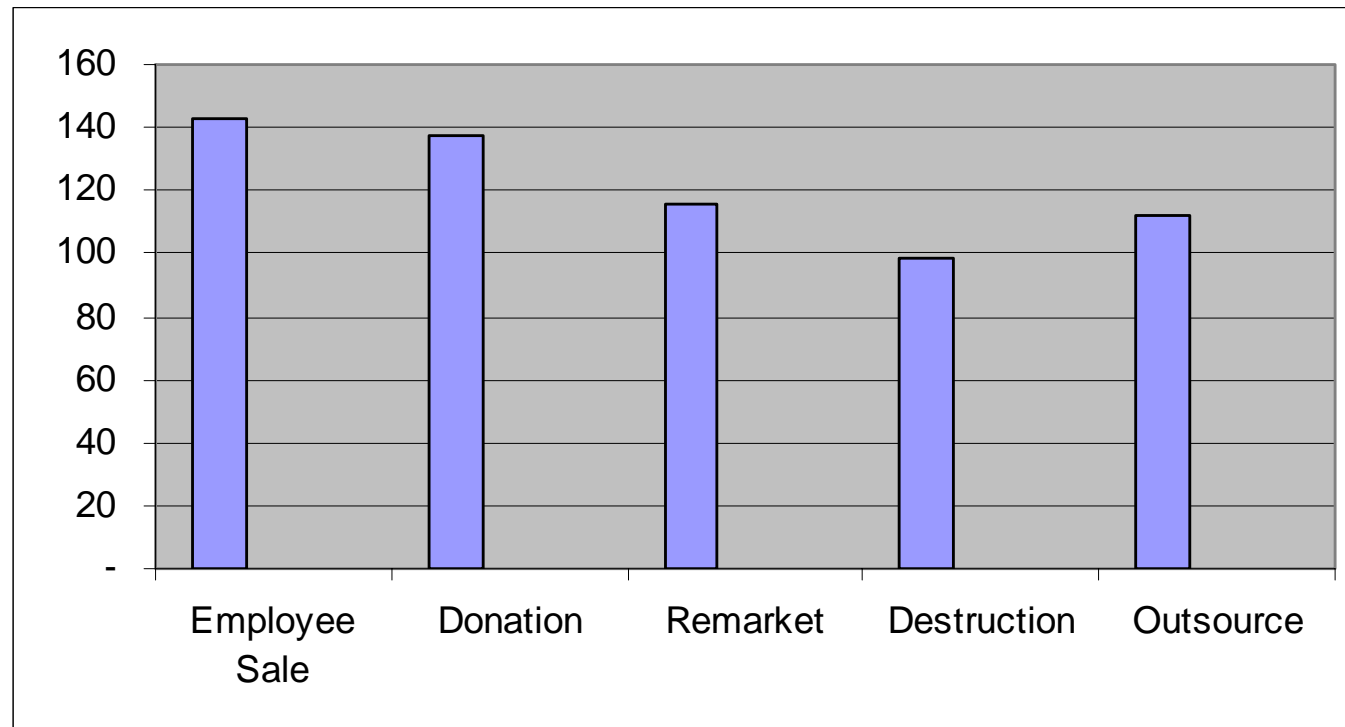


Disposition Cost: TCO's Last Surprise

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Per Asset



Gartner estimated costs from 9/5/03 research note:
Decision Framework, DF-20-4138, F. O'Brien.