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PlanITROI

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What is the Major Flaw in the ITAD Industry? Lessons learned from Arrow's departure

Arrow's withdrawal from the IT Asset Disposition (ITAD) industry exposes a flaw that most companies' business models fail to address - an incomplete lifecycle management process. Most companies turn to global wholesaling as a way to dispose of retired assets quickly, which allows them to guarantee a fast payout. The missing link, however, is the ability to maximize that return to clients and be able to guarantee not only a 100%-secure data erasure process, but an environmentally friendly disposition process.

While other companies struggle, PlanITROI is able to sustain growth by taking a proactive planning approach to getting our clients' assets direct to the next user, eliminating the middleman that comes with wholesaling. 90% of devices received by PlanITROI are drop-shipped directly to the next user, rather than wholesaled. We go one step further and refurbish and recertify these assets, increasing their commercial value and allowing us to guarantee a maximum return to our clients, all while reinvesting these assets back into the communities of those we serve. With our easy process and proven growth, we invite former Arrow clients to maximize their asset recovery by starting with the end in mind.

Where are your IT assets going?

We encourage the former clients of Arrow Value Recovery to ask themselves when selecting a new ITAD partner, shouldn't you know where your retired assets and data are going? PlanITROI's unique services keep your devices 100% secure throughout the lifecycle management process. We are then able to get them directly into the hands of families that need affordable technology in your community. There are very few organizations that understand the next user like PlanITROI.

Whether you are global or local, have 100 or 500,000 employees, PlanITROI takes a proactive planning role as we support our clients through the entire process – from procurement through final asset disposition and on to the next user.

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PlanITROI is the only ITAD company committed to changing lives with affordable technology. With 6+ million devices sold directly to the next users we have been able to grow from an \$8 to \$80 million company in seven years. PlanITROI has recovered over \$1.8 billion for clients through an extensive major retail channel. While Arrow's flawed business model, as are most ITAD company business models, was not in securely erasing/destroying data or environmental stewardship, they failed to understand how to execute with the end in mind.

PlanITROI assures OEMs, retailers, and corporations the highest levels of data security and environmental advocacy while providing a simple yet thorough process to get our clients maximum financial returns while giving back to those that need affordable technology the most. As an ITAD leader, PlanITROI guarantees each device that comes through one of our global facilities is securely erased or destroyed to Department of Defense and NIST standards. PlanITROI has maintained "green" ITAD environmental policies since 2001. Referred to as "being green before the term was popular," all PlanITROI facilities are ISO 14001, ISO 9001 and R2- certified.

PlanITROI's core mission is to change lives with our clients' retired IT and mobile assets. We assure former Arrow clients, that we are here to offer them the same effortless ITAD services plus the benefit of knowing your nothing (retired assets) will become somebody's everything (next life of assets).

Please contact info@plantiroi.com for more information on how to confidently transition to a secure, easy, and rewarding ITAD program. PlanITROI also extends an invitation as a "Great Place To Work" and "People First" organization to eligible Arrow employees to join our team. Inquiries and resumes can be sent to recruiting@plantiroi.com.

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