

# IAITAM ACE

**KICKIN' ASSETS**  
SINCE 2002

International ITAD  
Understanding the Challenges and  
Complexities abroad

Vito Arminio  
Lifespan International Inc.



NASHVILLE, TN  
MAY 9TH - 11TH

# Agenda

- Complexity and Complications Working Overseas – Top 10
- Preparation for IT Disposal and Recycling Checklist
- Data Destruction Options and Availability
- Geographic Differences and Resulting Complexities
- Five Point Plan



# Considerations for Working Overseas

1. あなたは日本語を話せますか?

(Anata wa nihongo o hanasemasu ka?)

- *Do you speak Japanese? – the importance of language*

2. Time Zones – 5 PM Nashville Thursday is  
7:30AM in Japan

- *Loss of a day – speed to respond implications*



# Considerations for Working Overseas

## 3. Cultural Differences

- *Saudi Arabia and Israel, Israel and West Bank, Lebanon...*

## 4. Exodus / Sanctions

- *Russia*



# Considerations for Working Overseas

## 5. Lack of regulation enforcement

- *While laws exist, we don't hear about enforcement actions*

## 6. Taxes – GST / VAT

- *Important to plan for a 20% cost*



# Considerations for Working Overseas

## 7. Differences in data destruction technologies

- *Wiping*
- *Deguassing*
- *Physical*



HD-2XT



IAITAM ACE  
KICKIN' ASSETS  
SINCE 2002

# Considerations for Working Overseas

## 8. Transboundary movement

- *UK to EU (Brexit) redeploy from Mexico to Brazil*



# Considerations for Working Overseas

## 9. Geographical Distances

- *Traveling between vast distances or water*

Hong Kong



# Considerations for Working Overseas

10. Infrastructure isn't the same
- “Data Center”
  - *Docks, stairs, or even elevators*



Ecuador



# Preparation for IT Disposal and Recycling Checklist

## Standard Checklist:

- What local regulatory adherence? (Example: CA)
- How many assets?
- What type of assets?
- Data Destruction needed



# Preparation for IT Disposal and Recycling Checklist

## Standard Checklist:

- Infrastructure considerations
  - Access Permission
  - Dock
  - Location in building
  - Floor protection
- Logistical needs
- Disposition needs - Recovery / Recycling
- Reporting structure and content



# Preparation for IT Disposal and Recycling Checklist

## Global Checklist:

- What country regulatory adherence?  
(some more stringent / others more lax)
- In country logistics resources?
- In country physical access confirmation?
- In country technical resources?
- Leave drives in computers (unless  
physical destruction required)



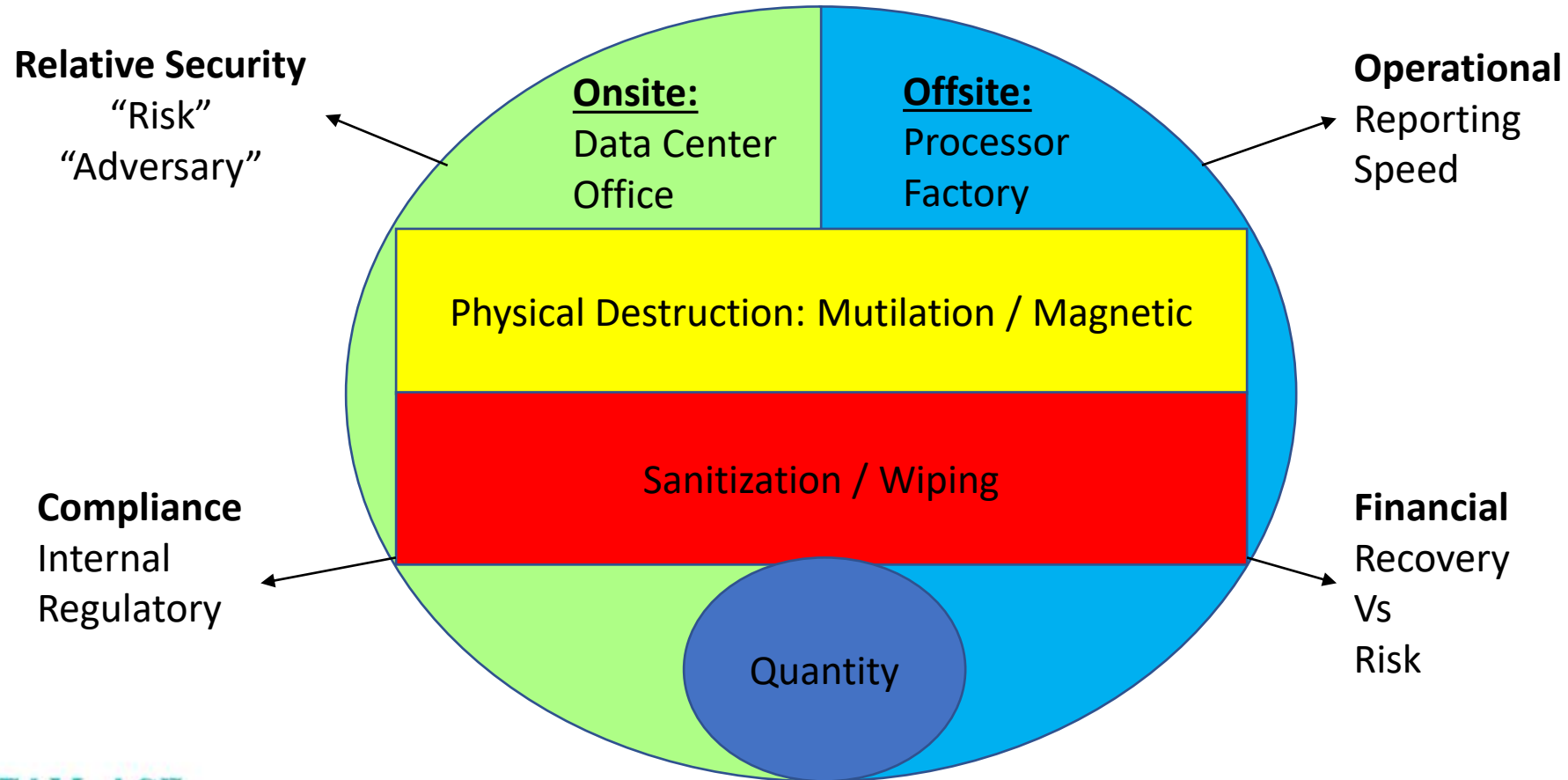
# Preparation for IT Disposal and Recycling Checklist

## Global Checklist:

- What country regulatory adherence?  
Recovery strategy based on geographic markets:
  - Workstation/Laptops – global demand
  - Enterprise assets strongest in NA and EU
  - Alternative recovery strategies – Parts



# Data Destruction Options and Availability



# Data Destruction Options and Availability

## Physical Destruction

- Born from the paper media destruction/shredding industry
- Mobile Shred Truck - Most common in N. America, EU, and Australia
- Crushing – NIST/DoD, GDPR and AAA NAID Compliant



# Data Destruction Options and Availability

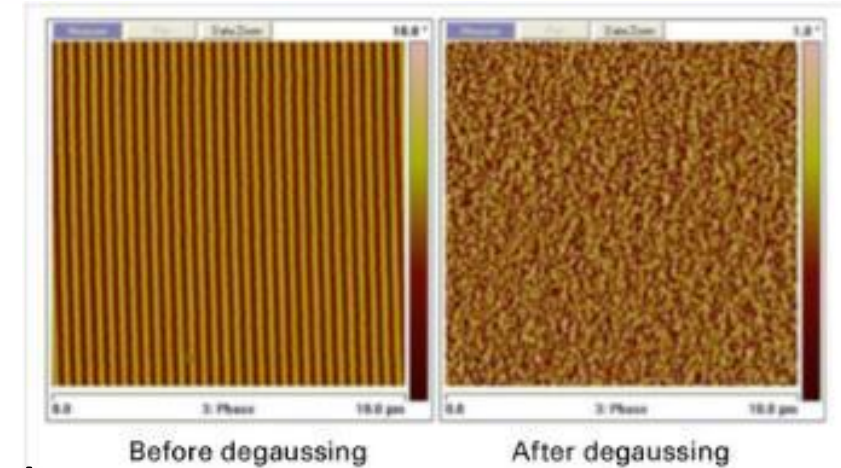
## Degaussing

Oceans 11- “a pinch”



## Degaussing

- Eliminates/neutralize magnetic field
- Form of *physical* destruction
- Renders HDD unusable / destroyed
- Does not work for SSDs



## Advantages:

- Very portable
- Small in footprint
- Different throughput
- (under a minute to seconds)
- Globally available in all markets



# Data Destruction Options and Availability

## Wiping / Sanitization

- Good news: Ubiquitous
- Wiping isn't degaussing
- Software
- Fully embrace – cloud distribution or integrated with cloud
- Reporting: Higher accuracy
- Less operational impact – data destruction in the array or computer
- Low and High Volume
- Easy to mobilize
- A first step in physical data destruction process
- Best Option for recovery value



# Geographic Differences and Resulting Complexities

## Easiest Regions

- North America (Canada, US and Mexico)
- UK
- Europe
- Australia
- Parts of Asia

## Why:

- “Western business practices” or accustomed to
- Proliferation of R2 and e-Stewards / ADISA
- Infrastructure
- Language



# Geographic Differences and Resulting Complexities

## Differences (Examples):

- Process driven vs. End Results Driven
- Concept of time is different in Greece and Italy vs Germany or Eastern Block.
- Agreement and understanding / “yes” is different in different parts of world
- Ethnicity and Religion in the Middle East vs. Asia
- “Work ethic” varies greatly – its just different than the West  
Literal explanation of statement of work



# 5 Point plan for Global – ITAD Program

## 1. In Country Expertise / Project Management Around the Globe

- Centrally controlled but all aspects of ITAD program must be available in country:
  - Logistics
  - Data Destruction
  - Recycling/Remarketing
- “Follow the sun” resources to manage in near/local time zone
- Establish standard operating procedures (SOP) and reporting deliverables that is uniform
- Allow local in country POC to communicate to confirm scheduling



# 5 Point plan for Global – ITAD Program

## 2. Native Language

- While English is preferred, not all individuals in the program will speak English

Example of typical non-English speaking roles:

- Security
- Infrastructure: Dock handlers, facilities management
- Transportation (Drivers, and dispatch)
- Being able to read: Hanzi, Hiragani, Hangul, Cyrillic, Hebrew, Arabic
- Automatic translators are a start but can have unintended meaning
  - Example: punctuation in English Language



# 5 Point plan for Global – ITAD Program

## 3. Network of Processing Facilities

- Centrally managed – flexibility of using the best in class
- Similar to a 3<sup>rd</sup> party logistics provider – affords flexibility of leveraging best in-country resource
- No one company does it all



# 5 Point plan for Global – ITAD Program

## 4. Secure the Data

- Largest exposure is data
- Destroy in country
- Wipe for accuracy and recovery = technical expertise
- Physically destroy for simplicity = types of equipment available
- All types of physical destruction may not be available in all countries – may be different than HQ - US standard



# 5 Point plan for Global – ITAD Program

## 5. Logistics Resources

- Local resources to decommission, pack and stage are essential
- Is it legal to move transboundary or best to process/sell domestically?
- Expertise in transboundary movement for asset redeployment



# LifeSpan

***LifeSpan International Inc.*** has over 20 years of ITAD expertise and has principal offices in Arizona, Texas and Ontario Canada. As the ITAD subsidiary of Bluum, a \$1B IT equipment and services VAR, LifeSpan provides I.T. investment recovery and recycling services through a network of over 20 processing facilities nationwide and 40 facilities across the globe.

LifeSpan's focus is to help customer's meet their ESG goals while optimizing value and containing costs for their ITAD programs.

Vito Arminio – Managing Director - (401)569-6558  
vito.Arminio@lifespantechnology.com

