



Attracting a Fortune 500 client

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My goal today is
To inspire and nurture the ITAD industry based
on my professional experience – elevating
People, Planet & Profit positive relationships



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Disclaimer:

All content and statements (Verbal & Written) throughout my session are solely my own opinions and are derived from my professional experiences as an ITAD practitioner. **I AM NOT REPRESENTING MY EMPLOYER IN ANY DIRECT OR IMPLIED MANNER.** I am strictly representing myself to share my knowledge with ITAD industry professionals.

What's changed in ITAD since we last met?

ITAD Elements

- Logistics Management
- Data Security
- Value Recovery
- Recycling
- Reporting

Google Search

- o Over 1 Million results (neutral)
- o ITAD Companies 152k vs. 100K results (+52%)
- o ITAD Companies in USA = 80K vs. 88K results (-10%)



- 957 vs. 907 (+5%) Global R2 Certified Locations

E-Stewards

- 96 vs. 100 **(-4%)** Global Locations

Covid 19
A brave new “hybrid” world

Top Concerns for the Fortune 500 2019

- Cybersecurity
- Rapid pace of technological change
- Increased Regulation

What is currently happening

- Hybrid Workplace
- Supply Chain Disruption
- Climate Change – Corporate Pledges
- Human Resource Challenges
- Ransomware

Where are the opportunities?

The answer depends on who you ask!

Hardware Asset Management

Risk Mitigation

- Adapting to and enhancing a Zero-Trust business model – Chain of Custody
- Data integration

Financial

- Share the “Math” - Transparency

Inventory

- Addressing the Supply Chain Disruption

How can you help?