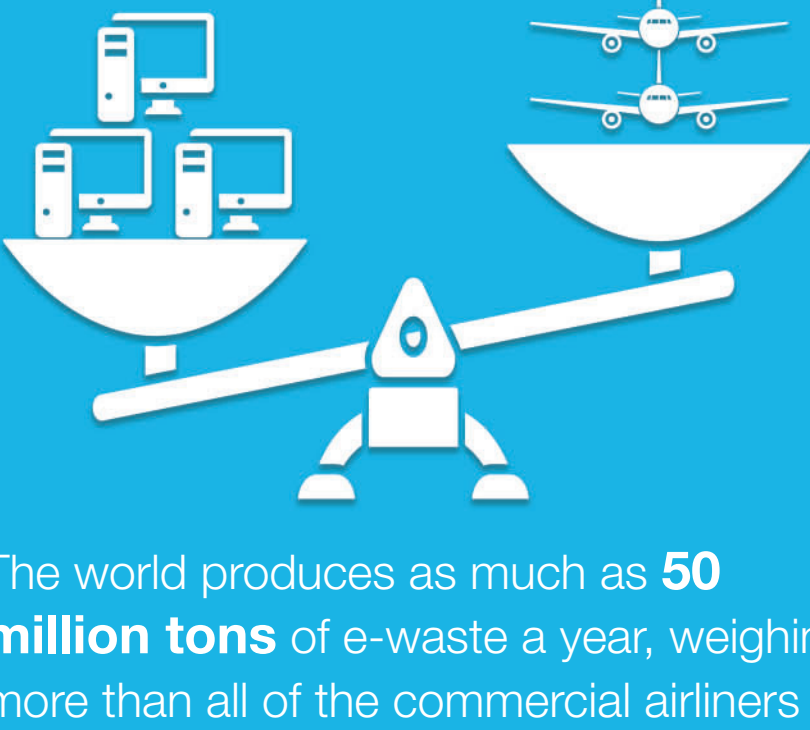


# IT Asset Disposal

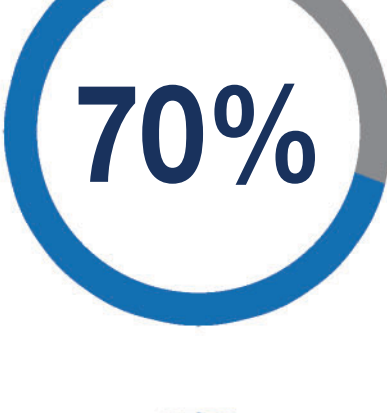
## The Problem



- ▶ The world produces as much as **50 million tons** of e-waste a year, weighing more than all of the commercial airliners ever made.
- ▶ Only **20%** of this is formally recycled.

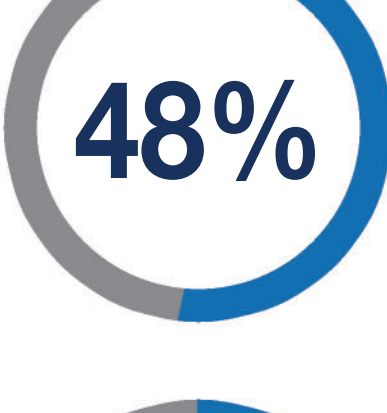
Source: 2019 United Nations E-Waste Coalition Report

## The Data Risk



The proportion of discarded devices that contain residual data, including personally identifiable information.

(Source: Stellar Data Recovery)



The proportion of second-hand hard drives purchased from online marketplaces that contain residual data.

(Source: Blancco Technology Group)



The proportion of second-hand mobile phones purchased from online marketplaces that contain residual data.

(Source: Blancco Technology Group)

## The Environmental Risk



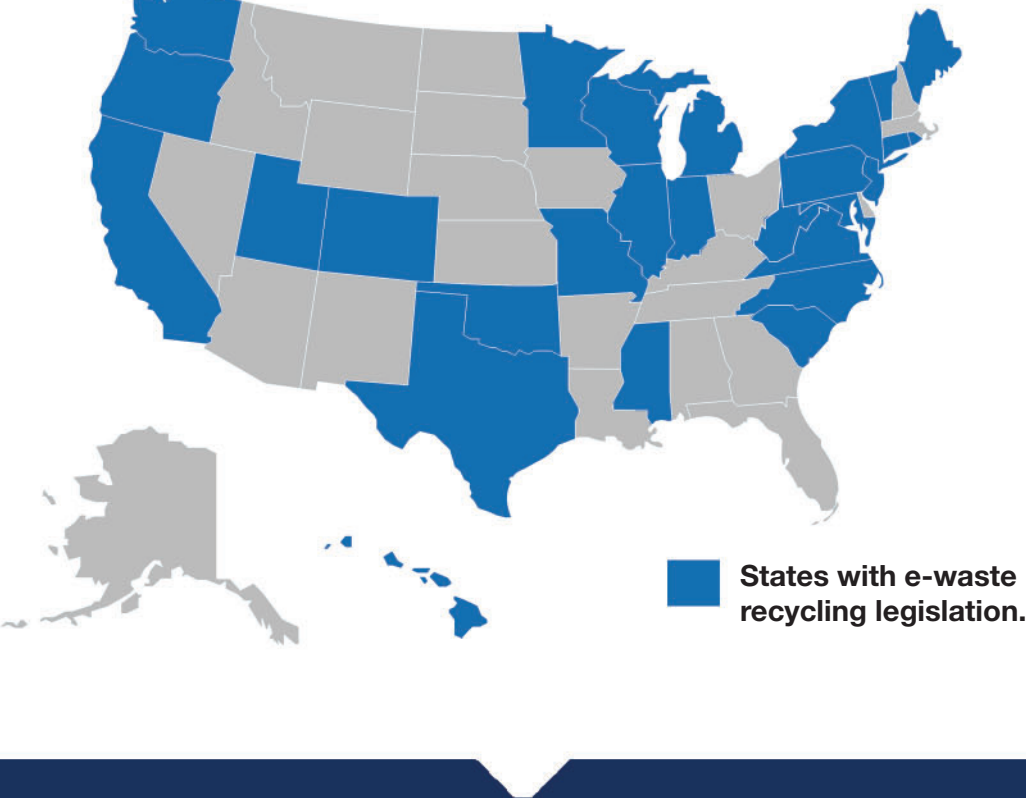
- ▶ Electronics contain toxic materials such as lead, zinc, nickel, flame retardants, barium and chromium that can cause serious health problems.
- ▶ When e-waste is warmed up, toxic chemicals are released into the air damaging the atmosphere. This is one of the biggest environmental impacts of e-waste.
- ▶ Toxic materials from e-waste dumped in landfills seep into groundwater, creating health hazards for both humans and animals.

Source: National Institutes of Health

## The Compliance Risk



Although there is no U.S. federal law requiring e-waste to be recycled, 28 states and the District of Columbia have passed statewide laws. Additionally, there are dozens of international, federal, state and industry regulations mandating proper disposal of e-waste.

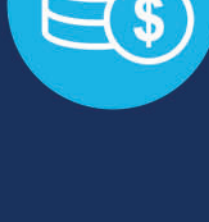


## The Pivot Advantage

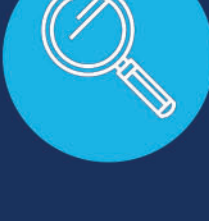
Pivot's IT asset disposal services include the following options:



Disposal of equipment that is nonfunctional or has no residual value. Pivot ensures the total destruction of data and proper recycling of all materials.



Upfront buybacks of equipment that was purchased but never used. Pivot can make an upfront offer to purchase these assets.



Sort and settle services for unknown equipment. Pivot will evaluate the equipment and advise the customer if it has any residual value. Pivot can sell assets with value and settle costs. Any remaining equipment is recycled.



Consignment / revenue share services for customers who know the value of equipment. Pivot will accept assets on consignment, sell them and give the customer a predetermined share of the revenue.

