



## TURNKEY AND TECH-ENABLED HARDWARE DECOMMISSIONING

Partner with ITRenew to define your custom solution  
and maximize value recovery

## WHAT TO LOOK FOR IN A DECOMMISSIONING PARTNER

Hardware decommissioning can put a significant burden on today's hyperscalers. From the operational strain to the complex process, and the lack of streamlined execution to the risk of a data breach, **you need an expert partner to handle it all.**

Your decommissioning partner should be a **one-stop shop** to solve and manage all your hardware decommissioning needs.

With ITRenew's experts at the helm, your company can:



- Increase operational efficiency
- Yield highest value recovery
- Achieve maximum security







## OUR GLOBAL EXPERTS DELIVER A CUSTOMIZED DECOMMISSIONING SOLUTION FOR YOUR BUSINESS

ITRenew's **tech-enabled service**, designed in collaboration with the largest hyperscalers in the world, can diagnose your **unique decommissioning needs and requirements** and provide the **most secure and most efficient** decommissioning process.

Our technology and expertise enable us to offer customized solutions for your global business, no matter how large or varied your data center footprint is. From owned sites to colocation facilities, and to single racks in small points of presence, ITRenew can handle everything.



### Partnered with the largest hyperscalers across the globe:

- North America
- Latin America
- Asia-Pacific
- Europe
- Middle East
- Africa



We provide strategic advice to **maximize value recovery** and **mitigate risk**.

More than

**18**

years of experience

## ITRENEW IS THE #1 WORLDWIDE HYPERSCALE DECOMMISSIONING PARTNER

### PROCESSING

**3M**

drives wiped  
per year

**1M**

servers processed  
per year

**50%**

growth  
in 2021

### VALUE RECOVERY

**7M**

memory DIMMs  
sold per year

**1M**

CPUs sold  
per year

**\$400M**

in annual  
hardware sales



## BENEFITS OF PARTNERING WITH ITRENEW



### SPEED

ITRenew is 10 times faster than the competition.<sup>1</sup>



### COMPLIANCE

We provide a fully traceable audit trail for each serialized asset, from wiping to final disposition.



### ELIMINATE RISK

We fully wipe more than 98% of drives, compared to the competitor average of 50%.<sup>1</sup>



### BOTTOM LINE

\$1 billion-plus generated for clients,<sup>1</sup> selling hardware for up to 45% higher than the competition.<sup>1</sup>

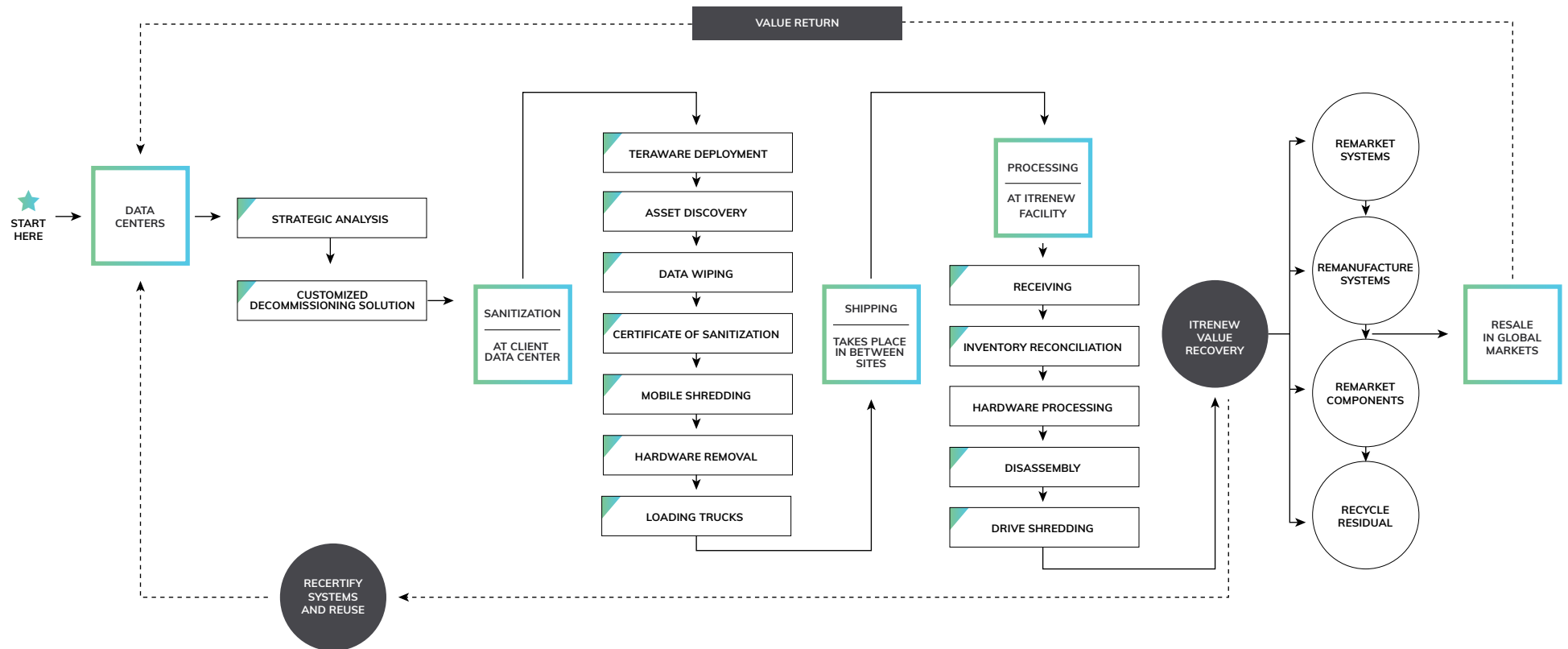


### CUSTOM SOLUTIONS

We work with the largest hyperscalers in the world and have seen almost every potential challenge. Our technology and expertise enable us to offer comprehensive custom solutions.

<sup>1</sup>ITRenew internal data, 2019

# DECOMMISSIONING STEP-BY-STEP





# ACHIEVE MAXIMUM SECURITY

**Ensuring maximum data security is at the core of our business.**

ITRenew guarantees the highest regulatory compliance. In fact, we have ADISA Data Sanitization Certifications and provide a complete audit trail, as well as Certificates of Sanitization and Destruction, for each serialized asset.

Our competitive advantage is Teraware's ability to fully wipe HDDs and all flash-based storage media married with its automated inventory reconciliation. We also complete a physical reconciliation to confirm we have accounted for every drive. This process virtually eliminates the potential for hard-drive escapes, compared to our competitors that wipe only 50 percent of drives.

## Risk Eliminated:

ITRenew fully wipes more than 98% of drives

Competitors fully wipe  
50% of drives

## ADISA Data Sanitization Certifications

Passed Asset Disposal & Information Security Alliance (ADISA) Threat Matrix level 2 for forensic data erasure of solid-state drives (SSDs) and hard disk drives (HDDs).<sup>1</sup>

This industry-leading certification complies with numerous vertical regulations, including:

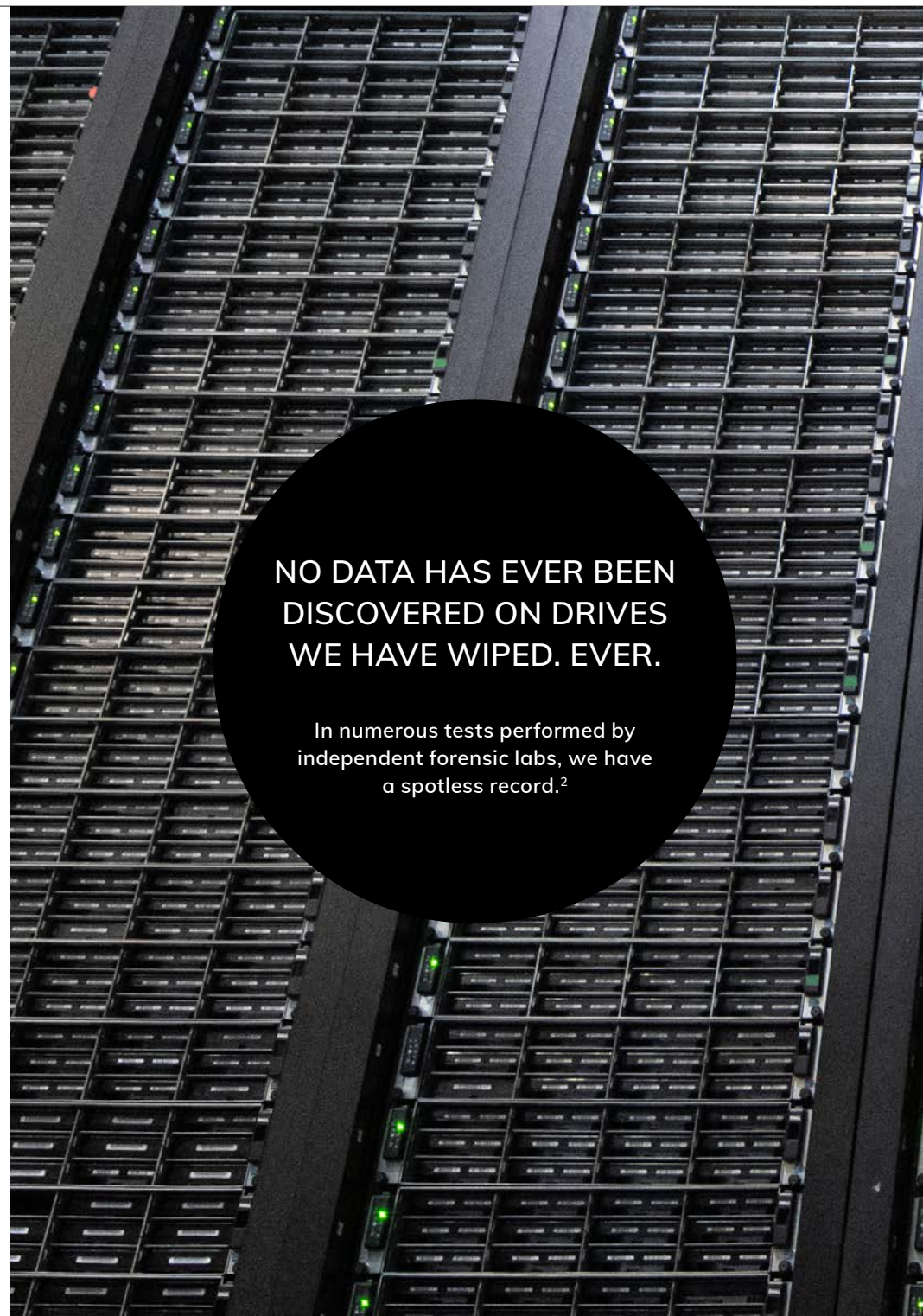


<sup>1</sup>ITRenew internal data, 2019

<sup>2</sup>Independent auditor data, 2019

**NO DATA HAS EVER BEEN  
DISCOVERED ON DRIVES  
WE HAVE WIPED. EVER.**

In numerous tests performed by independent forensic labs, we have a spotless record.<sup>2</sup>





**Your one-stop shop**  
includes de-installation,  
collection and removal.

Onsite wiping completed in  
**1-2 days**  
with ITRenew

vs.

**4-6 weeks**  
with competitors.

Full decommissioning  
service completed

**10x**  
**faster** than the competition.<sup>1</sup>

## INCREASE OPERATIONAL EFFICIENCY

Let us remove the operational burden decommissioning can place on your business. Our hyperscaler expertise enables us to optimize processes and logistics to solve the most complex decommissioning needs without disrupting your business.

No matter the challenge or the number of assets, we complete onsite wiping in one to two days.<sup>1</sup> Including physical removal and logistics, our full, onsite decommissioning work at hyperscale data centers takes only four to six days,<sup>1</sup> making us **the most efficient onsite solution in the world.**

Our proprietary data erasure software, Teraware, provides an efficient and complete solution to every data wiping challenge imaginable. Our solutions are globally scalable and comprehensive.

**That's why these top-tier partners chose ITRenew:**

facebook

Uber

 Dropbox

ORACLE®



# HYPERSCALE HARDWARE REDEPLOYMENT

## Unmatched Global Capacity for Asset Redeployment:

Utilizing our high-quality harvesting, testing, and packaging operations, ITRenew manages mass scale component redeployment programs for hyperscale data center clients.

## Operational & Process Standards

- **ESD:** Process certified to ANSI/ESD S20.20-2014 for all ESD-sensitive component handling
- **Quality Management:** System-controlled asset data security and traceability, illustrated work instructions, 100% visual inspection
- **Training:** Specialized training for all employees in hyper-scale reclaim
- **Validation Testing:** Available for Memory, CPU, and HDDs/SSDs
- **Packaging Testing:** All packaging is ESD compliant and meets/ exceeds ASTM shock and vibration testing requirements
- **Physical Security:** Security measures include Full CCTV coverage, Dedicated Processing Area, Caged FGI area, and more.
- **Compliance:** Corporate management systems certified to ISO 9001, ISO 14001, ISO 45001, and Responsible Recycling (R2)

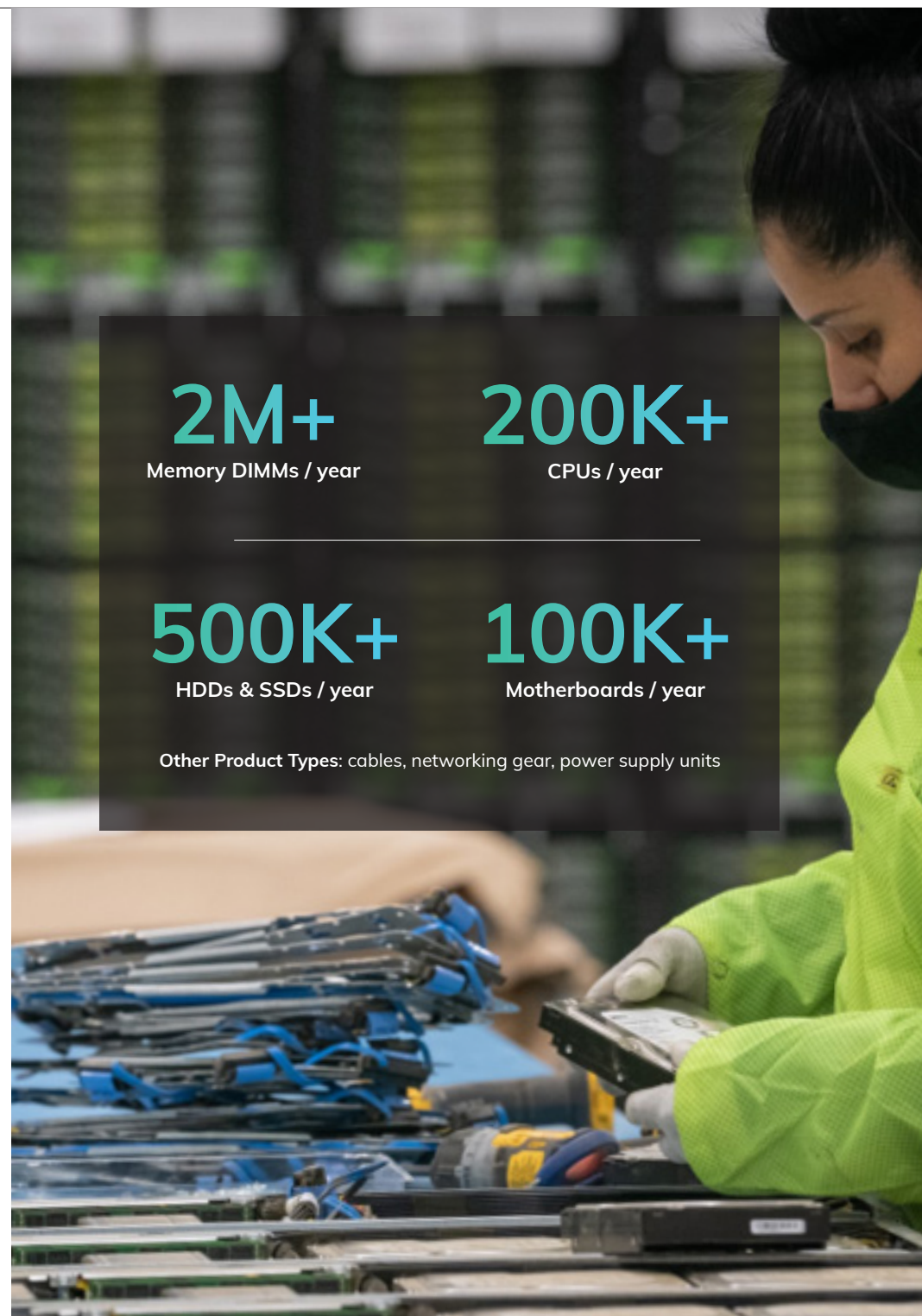
**2M+**  
Memory DIMMs / year

**200K+**  
CPUs / year

**500K+**  
HDDs & SSDs / year

**100K+**  
Motherboards / year

Other Product Types: cables, networking gear, power supply units



## YIELD HIGHEST VALUE RECOVERY





With spend on data center systems topping more than \$200 billion in 2019,<sup>1</sup> there's substantial opportunity to maximize your financial return when reselling decommissioned assets.

**ITRenew is the No. 1 global reseller of hyperscale data center hardware.**

Not only do we recertify systems and components for sale into data center environments, but we remanufacture them for other markets too. We sell these assets for up to 45 percent higher than competitors,<sup>1</sup> **adding millions of dollars to your bottom line.**

**We have completely rearchitected the data center hardware asset lifecycle.**

ITRenew is your one-stop shop for:

-  Recertifying, reconfiguring and selling full systems
-  Building remanufactured systems
-  Remanufacturing memory
-  Selling components

**By partnering with ITRenew, you can:**

- **Maintain the highest utility value of your hardware** for as long as possible.
- **Design your hardware for longevity**, with the creation of new market opportunities and mechanisms in mind.
- **Be a part of realizing the \$4.5 trillion** global circular economy financial opportunity.<sup>1</sup>
- Support the **environmentally sustainable hardware lifecycle.**

<sup>1</sup>ITRenew internal data, 2019



ITRenew's recertified/  
remanufactured assets  
sell for up to

# 45%

higher than competitors.<sup>1</sup>

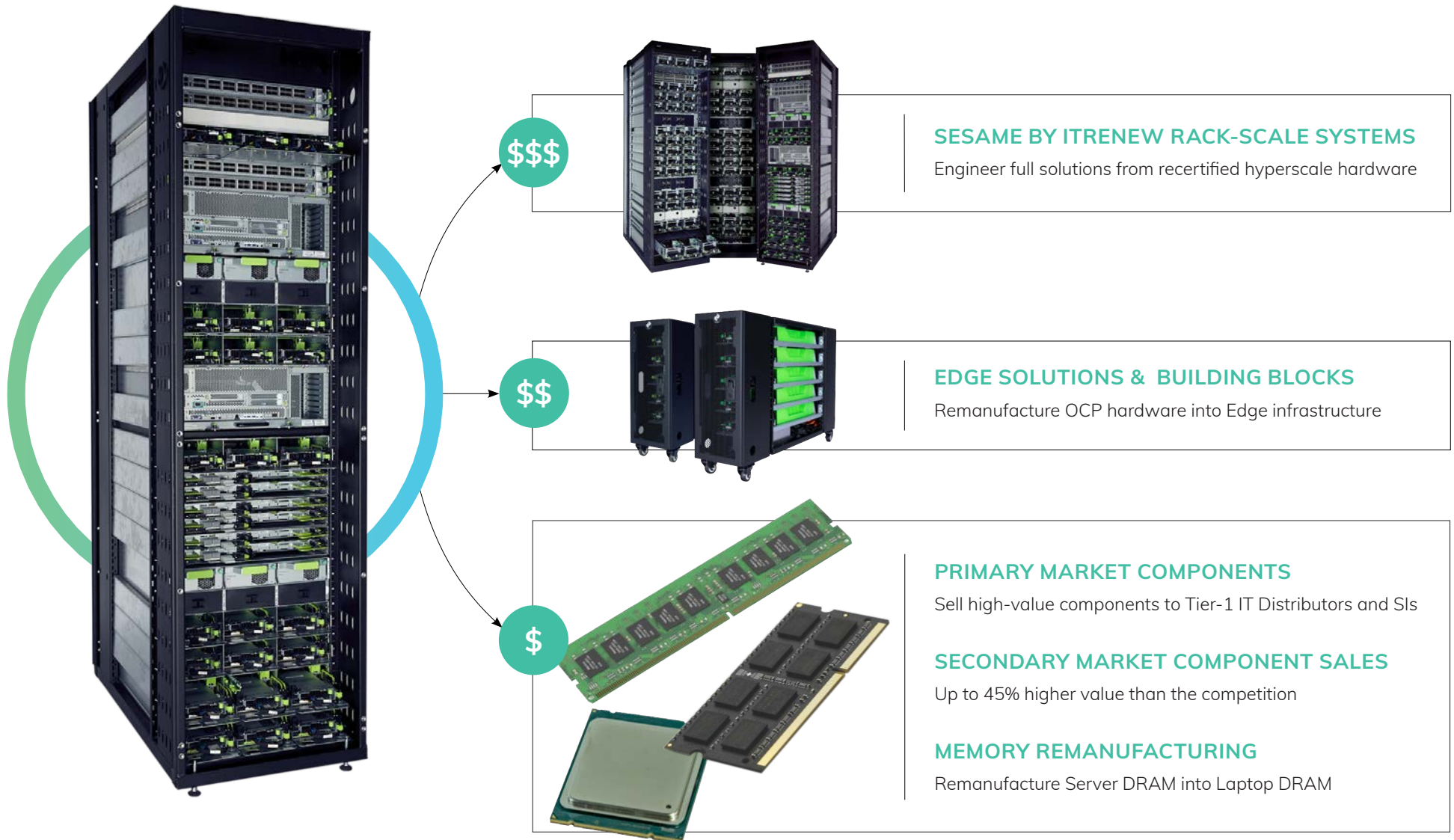
More than

# \$1B

generated for our clients  
from resale of  
decommissioned assets.<sup>1</sup>

## MAXIMIZE VALUE RECOVERY

We continually develop new ways to sell mass volumes of hyperscale technology for their highest/best use & ROI





# SECONDARY MARKET SALES: ITRENEW'S UNIQUE APPROACH TO VALUE RECOVERY

ITRenew's approach to component resale maximizes value for our customers. Unlike traditional multi-broker ITAD models that sacrifice revenue for quick sales, ITRenew works directly with end users, utilizing 12-24 month planning cycles to achieve the highest possible returns.

## TRADITIONAL ITAD MODEL open bidding and quoting

VS

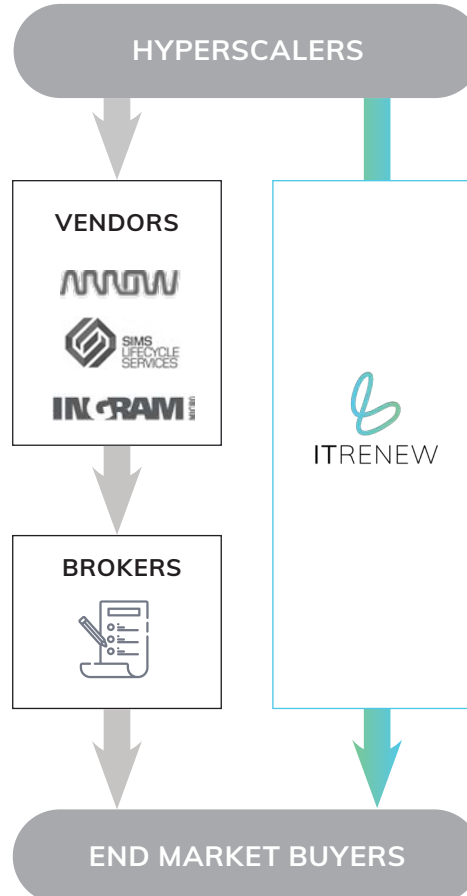
## HIGH-REVENUE ITRENEW MODEL strategic selling and market creation

**Sales Channel - Brokers:** ITAD sells through multiple layers of brokers before the components get to end users, each of whom must take a cut, **thus driving down revenue to original client.**

**Brokerage Sales Approach - Broadcasting:** Multiple brokers broadcast the sale parts list, soliciting bids from as many buyers as possible. **This creates a market perception of endless supply, which drives down pricing.**

**No Ownership:** Because the brokers do not hold inventory, the goal is to move the components as quickly as possible, regardless of price. As a result, **brokers often sell parts for cents on the dollar** during slow seasons or periods of oversupply, destroying component values for months.

**Net Result: Component value destruction**



**Sales Channel – End Users:** ITRenew eliminates layers of brokers, bringing components directly to end users building & selling systems (i.e. Gaming PCs, tablets, etc.) **to maximize value for the original client.**

**Sales Planning:** ITRenew analyzes and builds markets, developing 12-24 month forecasts and sales plans based on visibility into current and future components. As a result, we are able to **anticipate and avoid potential price crashes.**

**Tight Supply Chain:** By excluding brokers and planning in advance, we maintain a very tight supply chain, creating a perception of scarcity rather than oversupply amongst market players. **This keeps pricing high.**

**Buyouts:** Our strong balance sheet, enables us to buyout large volumes of components from our clients and hold on to them during slow seasons or periods of oversupply. **These strategic controls allow markets to stabilize, and components to sell for higher value when released.**

**Net Result: Component value maximization**

# EDGE INFRASTRUCTURE – DISCOVERY EDGE

Re-engineering hyperscale cloud infrastructure for edge deployment



## EDGE MODULES

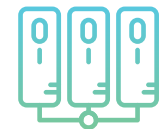
- **Easy deployment** outside of traditional data center environments
- **Quick setup and ready to use upon delivery** - Plugs into standard 110V (US) or 220V (Europe, Asia) wall sockets (cables included)
- **Fits under desk:** 240 x 680 x 993 mm - Integrated 10 GbE networking (full bandwidth among nodes and convenient RJ45 uplink to desktop network)
- **Built for distributed scaling** far and wide, complete with fully open configuration and manageability tools
- **Customization** for variable conditions, including industrial & embedded, or rugged locations

x86

INDUSTRY-STANDARD  
x86 DESKSIDE  
INFRASTRUCTURE



STANDARD  
110V/220V  
POWER



THREE OR FOUR  
NODES OF POWERFUL  
COMPUTE

# FULL RACK SCALE SOLUTIONS BUILT ON OPEN ARCHITECTURE

No guesswork. No assembly. Just plug them in.



## PROVEN HYPERSCALE TECHNOLOGY

- Best of the best, fully tested
- Post burn-in, stable phase
- 3-year warranty, 6-year optional
- Purpose-built configurations, flexible capacity



## CONSISTENT PRODUCT DEPENDABLE SUPPLY

- Architecturally consistent nodes for multi-year rollout
- Ready supply, millions of nodes available per year
- Global spare parts for lifecycle
- Rack-scale solutions built on open architecture



## BETTER-THAN-EVER TCO

- Easy, affordable acquisition
- High density
- More efficient power and cooling
- Streamlined maintenance
- Value capture at end of life



## MAXIMIZED SUSTAINABILITY

- Minimized scope 3 emissions
- Minimized e-waste
- Together with green grids, enables carbon neutral or carbon negative



Rack Scale configurations optimized for popular cloud workloads. Ready to deploy.

We tune our customers' infrastructure to what they need to do: cloud-native, AI/ML, hyper-converged, edge computing and more. Sesame's scalable building blocks can be configured to handle any combination of demanding workloads, at any capacity for any data center.



A man in a dark sweater and trousers stands in a server room aisle, holding a tablet. The aisle is lined with server racks, and the floor has a pattern of light and dark tiles. The lighting is cool and blue.

## READY TO ELIMINATE RISK AND MAXIMIZE FINANCIAL RETURN?

To meet tomorrow's demands, you need to scale faster than ever before. Partner with ITRenew to get a customized decommissioning solution for your hyperscale business and **maximize the lifetime value of your assets.**

- **Increase operational efficiency** with ITRenew's optimized processes and logistics for a turnkey solution.
- **Yield highest value recovery** with a completely rearchitected data center hardware asset lifecycle.
- **Achieve maximum security**, ensured via ADISA Data Sanitization Certifications and ITRenew's complete audit trail.

Visit [www.itrenew.com/secure-decommissioning/](http://www.itrenew.com/secure-decommissioning/) for more information.