



# President's Letter

---

Federal legislation, green solutions, software harvesting, harmful chemicals, the list goes on as to the items that your organization needs to be concerned with when properly disposing of your IT equipment. But with all the green talk and fear of improper disposal of IT assets, have we placed too much importance on the act of disposal instead of the underlying process? Have organizations built a wall around IT Asset Disposal (ITAD) that they fail to consider that it's not just the act of tossing the hardware out and the security liability. There should be a process wrapped around the end of life for your IT assets so that by adhering to the goals of the organization, the liabilities are minimized before the item is marked for disposal. So many organizations get bogged down in these details though that they forget about the supporting processes and organizational goals when considering their disposal options.

IAITAM devotes a full volume towards the disposal process in the Best Practice Library. The process at the end of the lifecycle is just as important as the due diligence performed when procuring the assets. The results of improper disposal though have differing effects on the organization versus what happens because of an improper buy. It's not a matter of performance or integration such as happens after the wrong product has been purchased, it's the damage done to the organization when your improperly disposed of assets end up on the evening news because they were tagged and discovered in a land fill in a developing country or your client records are now spewed out over the internet.

As an organization, you must be cognizant of these potential hazards yet not base your decision regarding the disposal program solely on avoiding them. The goals of the organization and a sound process are the key components to the organization's ITAD Program. ROI, Risk and Productivity are 3 key factors that an organization needs to consider when determining the process steps for an ITAD Program.

- ◇ ROI – How can the organization maximize the disposal of this asset? Can it be resold, reused, donated or sold for parts on the open market? Has the software been harvested from the asset and placed back into the corporate pool for use elsewhere? Can the organization make money when retiring this asset?
- ◇ Risk – I think we've all seen examples of this. What steps does the organization need to put in place to avoid security risks such as those noted above?
- ◇ Productivity – When retiring an asset, is it being replaced? If so what is the organization's productivity gain or loss because of it. Will there be employee downtime due to product compatibility or software integration. With new equipment will we be able to expand services and permit access across business units or expand customer services?

All are key points when considering an asset disposal process. The ITAD Process is more than determining where to dispose of the hardware and what vendor to select. This is a process which impacts the organization at many levels. Disposal is the final act in an asset's lifecycle, and an organization must understand this and when it concerns IT assets, place as much importance on the finale as they do the opening act!

A handwritten signature in black ink, appearing to read 'Barbara Rembiesa'.

Barbara Rembiesa  
President and Founder  
IAITAM