



Selling ITAD Services

Seizing the IT Asset Disposition
Opportunity with Ingram Micro

Out with the old, in with the revenue

Ingram Micro is the leading provider of enterprise IT Asset Disposition (ITAD), onsite data destruction and e-waste recycling services worldwide. Partnering with Ingram Micro to provide ITAD services to your customers helps them reduce the risk, cost and complexity associated with securely managing their IT assets and consumer electronics throughout their lifecycle.

Attaching ITAD services when you are selling new equipment provides your customers a way to retire their assets in a responsible and compliant manner, adhering to relevant environmental and data security policies & regulations. In addition, offering ITAD services is a revenue driving service for you through selling the service itself as well as in the fair market value we offer for the retired assets.

Increase Margins

With margins averaging 20-30%, adding ITAD services into your practice gives you a lucrative new revenue stream. In addition to the service revenue, any remarketing dollars received are sent to the partner who determines how it will be shared with the client.

Identify New Business Opportunities

The opportunity in the global ITAD market will be worth over US\$18B by 2024, up from US\$9.8B in 2015 according to a Transparency Market Research report. The strict regulatory changes advised by governments across the world to minimize the possibilities environmental hazards created due to electronic waste is also expected to drive this market. This is especially pressurizing small and medium business to adopted ITAD services and manage their waste in an effective manner.

Improve Client Entanglement

In addition to the high-margin revenue stream, offering ITAD services to your existing customers opens a valuable window into their operations. This added visibility can be leveraged to strengthen your IT services engagements and unearth new sales opportunities.

Expand Portfolio of Service Offerings

Ingram Micro ITAD gives partners several ways to augment basic ITAD capabilities and develop true IT lifecycle management practices that cement the solution provider's relationship with the client as a total IT services practitioner. These include:

- White label and private label programs that let the partner lead the ITAD engagement with their own established brand.
- Scalable services that can be performed at facilities worldwide or at a customer site.
- Asset buyback and trade-in programs that help the partner deliver maximum asset value recovery to the client.
- Pickup and transportation services.

ITAD Services

DATA ERASURE & DESTRUCTION

DE-INSTALLATION & ASSET
REMOVAL

LOGISTICS

ASSET PROCESSING

RESPONSIBLE RECYCLING

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INGRAM MICRO®