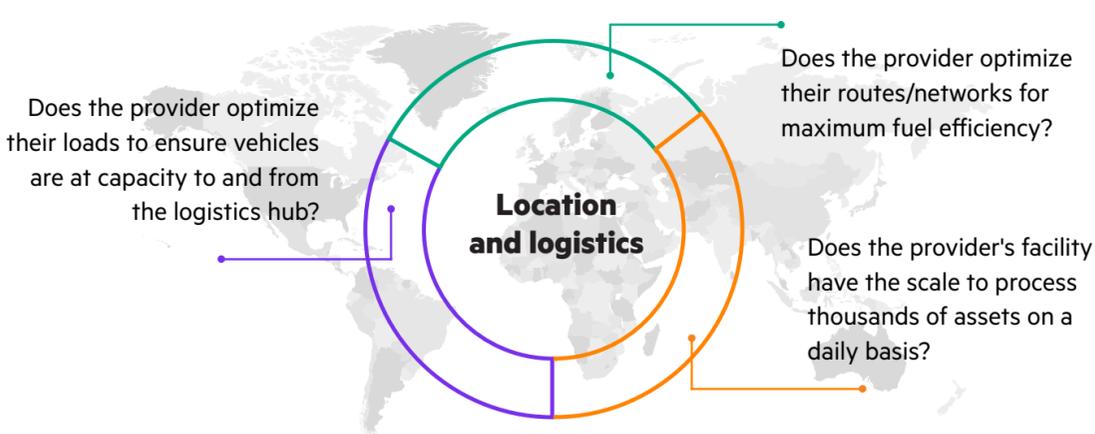# Where are you sending end-of-use assets?

As a Service Provider, once you decide that certain IT assets have reached the end of their utility, you are faced with several decisions for you and your customers. We can help you make the right choices for your budget and sustainability goals.

Take in the big picture and consider the stages of asset recovery and processing.

Collect

Process

Report

When evaluating potential asset management partners and services, there are important details to consider for yourself and your customers.

When it is time to collect, should you work with a local vendor or a world-class, centrally-located operation? Consider the following:

Location and logistics

Does the provider optimize their loads to ensure vehicles are at capacity to and from the logistics hub?

Does the provider optimize their routes/networks for maximum fuel efficiency?

Does the provider's facility have the scale to process thousands of assets on a daily basis?

- Economies of scale from single, centralized partner
- Capacity to work on multiple projects at a time
- Lower per-project carbon emissions
- Expertise gained from years of processing millions of assets/year

Once your partner has possession of assets, what's their process to help you capitalize on investments? Ask your vendor:

Return on investment

Do they remarket assets as quickly as possible or time the market appropriately to maximize your return?

How much equipment do they process annually?

Do they have expertise with processing assets from multiple hardware providers?

- Expertise to align to financial strategy/meaningful return
- Knowing which assets need to be held for more value to be extracted
- Proven ability to help increase margin pool for service providers
- Full-time product experts required to maximize ROI

To meet your and your customers' needs, accountability and expertise is key

Governance

Does your provider place a premium on reuse over recycle?

Is there governance around energy usage at each ITAD facility?

What types of training and certification are provided to employees who handle assets?

Transparency is essential.
Ensure that your vendor can provide:

- Documentation and visibility into end-to-end process
- The ability for you to audit facility
- Insight into how many full-time, skilled techs are on-site
- Clear explanation of how counterfeit components are prevented

The Circular Economy

What is the demonstrated commitment to sustainability?

What energy powers the facility?

Are the facilities ISO-certified?

What percentage of their equipment is recycled? What percentage goes to landfill?

Take note of the vendor's sustainability strategy, goals and processes
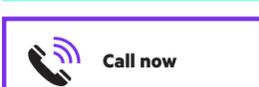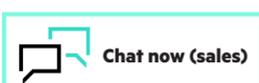
- Refurbishment rate needs to be at least 85%.
- Guarantee that products will be remarketed (not become e-waste)
- Provider must measure all sustainability efforts in terms of carbon emissions, energy, landfill avoidance

Maximize the value of tech investments and propel sustainability goals with end-of-life assets.

We can help. Contact your account manager for more details.

hpe.com/asset-lifecycle

Make the right purchase decision.
Contact our presales specialists.

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