

The Sage Client Survey: Secondary Market Dynamics and ITAM Strategy Shifts: 2026 Outlook

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Sage Sustainable Electronics' 2026 benchmarking report reveals a secondary IT market in transition, driven by artificial intelligence infrastructure demand and constrained semiconductor supply chains. Server resale values have reached historic highs—approximately 2.5 times their seven-year average—while commodity device pricing stabilizes at elevated levels. Meanwhile, enterprise ITAM practices are shifting toward stricter compliance, lifecycle discipline, and pragmatic sustainability outcomes divorced from broader ESG narratives.

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