Summary: IBM’s 2025 Breach Data Puts ITAD Providers Inside the Vendor-Risk Perimeter

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IBM’s 2025 Cost of a Data Breach Report wasn’t written about the ITAD industry - but its findings reveal exactly how enterprise buyers are now evaluating disposition vendors. This report unpacks what that shift means for ITAD sales positioning, vertical-market prioritization, and where governance investment is starting to separate premium providers from commodity processors.

The core finding: ITAD providers have moved from being downstream recycling vendors to participants inside the enterprise vendor-risk perimeter. Four drivers explain why - rising supply-chain attack costs, healthcare and financial services’ outsized breach exposure, the emergence of “shadow AI” as a new information-lifecycle risk on end-of-life devices, and governance maturity overtaking certification status as the real competitive differentiator.

The analysis covers which verticals (healthcare, financial services, federal government, insurance) offer the strongest governance-driven margins, how buying committees are shifting from IT managers and procurement teams toward CISOs, vendor-risk managers, and compliance officers, and what six strategic priorities ITAD executives should act on over the next 24-36 months.

Full report includes breach-cost benchmarks by industry, a vertical-market attractiveness matrix, an executive action matrix with priority/horizon/impact ratings, and a 2026-2028 outlook dashboard.

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