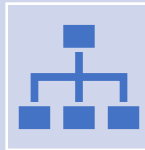


Products & Services

Effective 1 December 2023

Technical information: The Raw Data



Researched and surveyed 1,128 organizations based in the US.



Profile of respondents:

Minimum 'Director' level

Must know organization's ITAD/IT recycling practices

Survey periods	N Completes
Aug-21	311
Aug-22	400
Sep-23	417
Total	1128

Organization Sizes
15,000+ employees
10,000 to 14,999 employees
5,000 to 9,999 employees
1,500 to 4,999 employees
1,000 to 1,499 employees

Vertical markets	N Completes
Finance	276
Healthcare	198
Higher education	132
K-12 education	54
Retail	114
State government	60
Tech companies	192
Utilities	60
Federal agencies	42
Total	1128

Available output to support ...

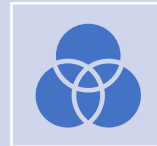
- Your strategic analysis and understanding of the ITAD sector
- Your program/product concept proofing
- Your Go-to-Market strategy with data-driven input
- Your marketing campaign
- Your PR messaging
- Your research in potential M&A
- And more.



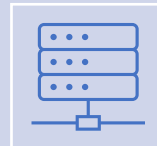
1- Prepackaged **ITAD Go-to-Market Navigator**



2- Raw Data Access – Complete set



3- partial Custom Data Access | With(out) support



4- Custom Services | With(out) support



Available data for these major topics and more...

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Data Components and Areas of Focus: ITAD Go-to-Market Navigator

All data are available for nine vertical markets and five organization sizes

<https://ComplianceStandards.com>

ITAD outsourcing and vendor hiring practices	<ul style="list-style-type: none"> Outsourcing ITAD - rates Reasons and motives for outsourcing / uses of external IT disposal service Reasons and motives for not outsourcing / uses of external IT disposal service Methods of disposition TOP 3 reasons for NOT using a third-party disposal service for your IT equipment. ITAD status in the organization
Stakeholders and function ownership	<ul style="list-style-type: none"> Department with primary ownership and oversight of ITAD Corporate stakeholders with input and influence in the drafting rules and policies related to IT disposal service Corporate stakeholders with with reviewing, vetting and decision-making power in ITAD Stakeholders with primarily responsible for day-to-day management and implementation of IT equipment recycling policies Decision profile for day-to-day ITAD management Final decisions process
ITAD sources of learning & education	<ul style="list-style-type: none"> Sources of IT recycling/ITAD education and learning Certification standards required of ITAD service providers
Budgeting and Contracting	<ul style="list-style-type: none"> Organizations' requirements: single vs. multiple ITAD vendors ITAD budget determination ITAD contracting rules: annual vs. at-will ITAD contract components ITAD or recycling fee calculation methods Stakeholders who determine final ITAD budget calculations, allocations, projections, and or spending. Stakeholders who contributes to budget Insurance requirement Years in current contract Residual value received from hardware that are resold into the secondary market Satisfaction over residual value Expectations on receive residual value from non-functional units
Vendor selection criteria and process	<ul style="list-style-type: none"> Vendor satisfaction ratings <i>Available as separate service from the Navigator</i> Reasons for selecting vendor Reasons that would drive you to change recycler or service provider in the future Premium services offered by ITAD vendor
Operations and reporting	<ul style="list-style-type: none"> Functions and tasks performed by ITAD service provider Tasks and ITAD functions performed by organization's own staff Roles between headquarters vs. branch offices, regional and local facilities Asset transportation and logistics issues Patterns of asset movement out of branches, offices, and facilities Importance of the reports generated by ITAD providers Purposes and uses of ITAD reports
Security / Data Security Auditing	<ul style="list-style-type: none"> Data security policy or process during retirement/recycling Data security pre-reverse logistics Organization experiencing security breaches Transportation security Vendor auditing Use of active tracking technology Maintaining accurate inventory of systems and IT assets Active monitoring of retired and recycled assets through your ITAD provider's online tools ITAD reporting levels: depth and breadth
General IT issues	<ul style="list-style-type: none"> Hardware ownership status Level of finance of IT equipment Use of ITAM platforms ITAD operations integration in ITAM platforms



Areas of Focus
With pre-packaged
content

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ITAD GO-TO-MARKET NAVIGATOR

8 Critical areas of coverage that matter to your business

1 ITAD Adoption:

This data set and analyses look into ITAD adoption in US enterprises, focusing on the hiring of ITAD vendors / outsourcing rates. Which verticals are more prone to utilizing third-party providers and why. This section also looks at the main routes to disposition.



2 ITAD Management:

This section delves into the ITAD function status in US enterprise. It focuses on identifying & analyzing the centers of responsibility, who is assigned to the function, who manages it, who influences it and who makes final executive decisions.

3 ITAD COMPLIANCE:

In this installment, we look at issues of reporting, tracking and auditing ITAD operations.



4 ITAD Education:

This dataset and analyses unveil how US organizations learn about ITAD practices. This section addresses the education process relative to ITAD practices, techniques and marketplace, RFP models, compliance and regulation, competitive landscape, ITAD output and resell opportunity cost, ROI & economics, etc.



5 ITAD Economics:

In this section, the dataset will present the various facets of budgeting and contract modeling. Analyses will focus on how budgets are determined, who decides and contributes to it, contracting types and terms, fee calculation, residual value, etc.



6 ITAD Vendor Selection

This section reviews how vendors are selected, what are the criteria used to select a vendor, what are the factors that would result in switching vendors, etc.



7 ITAD Operations

Datasets and analyses that look into ITAD operations, including how decisions are made and how logistics are operated, operations and tasks performed by vendors and issues of certification, ITAD operations performed by company staff versus outsourcing, etc.

8 General IT

In this data installment, we provide pointers on general IT, from how employee devices used for work are secured from a data security perspective, to asset tracking and device retention rates.



Why the ITAD Navigator is important for you and your organization

- This is the only comprehensive dataset available in the market. No other research and advisory firm has such in-depth analytics.
- The research is performed in the United States by seasoned analysts.
- No more decision-making solely based on intuition. Lean on data and analytics to make smart decisions.
- Your executives and sales & marketing staff will have the tools to identify the winning vertical markets giving them an edge over competition.
- Your company will have access to analysts who have been following the ITAD sector since 2003.

Learn More, Book Demo & Subscribe

Visit this site to learn of the technical elements of the Navigator. You can purchase a subscription or book a demo.

<https://ComplianceStandards.com/xkgm>

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Email: inquiries@Compliance-Standards.com

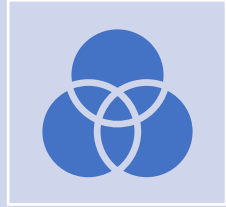


2- Raw Data Access – Complete set

Customers can select to acquire the entire dataset in these formats:

- XLXS
- SPSS
- PowerBI

This comes with two (2) hours of analyst support for directional help.

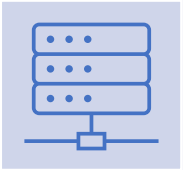


3- Partial Custom Data Access | With(out) support

Customer can request specific cuts and partial statistics bases on specific topics of interest to them in these formats:

- XLXS
- SPSS
- PowerBI

This comes with two (2) hours of analyst support for directional help.



4- Custom Services | With(out) support

Custom services include:

- Whitepapers
- Infographics
- Custom analyses
- Campaign/program/product proofing
- Speaking engagements
- Sales/marketing presentations
- Other custom projects

Additional Offerings:

- **ITAD Market Pulse:**

A series of written analyses and opinions on ongoing events affecting the IT asset disposition sector

- **ITAD Vendor Reputation Ratings:**

Data on how 31 US ITAD companies are rated by their own customer.

Contact us for more specific information and pricing

DDaoud@Compliance-Standards.com

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