

Smarter technology for all

# Asset Recovery & Recycling(AR2) Services



**EAMC**  
MANAGED. SECURED. ASSURED

Lenovo

# Unpacking customer challenges in IT disposal



**Ensuring compliance** with environmental laws and regs with disposal of IT equipment



**Safeguarding data** while being environmentally conscious



Customers in public sector, government, telecoms etc. **cannot recycle hard drives** and must destroy them



**Budget constraints** on new hardware purchases




# Global e-Waste continues to soar

**53.6 million<sup>1</sup>** Mt generated in 2019, which equals...


The weight of  
**+400k<sup>2</sup>**  
Statue of Liberty's

The Statue of Liberty is shown in a light blue color against a green background.


The weight of  
**+98k<sup>2</sup>**  
CN Tower

The CN Tower is shown in a light blue color against a green background.

The weight of  
**+4.4M<sup>2</sup>**  
London double-deckers

A red London double-decker bus is shown against a green background.

The weight of  
**+7.5K<sup>2</sup>**  
Eiffel Tower

The Eiffel Tower is shown in a light blue color against a green background.

Releasing the equivalent to **98 million<sup>3</sup>** Mt of CO<sub>2</sub> into the atmosphere

1- [The Global E-waste Monitor 2020](#)

2- Calculated based on Total Weight (Liberty Statue: 125t / CN Tower: 544.2 mt / London Double-decker busses: 12.65t / Eiffel Tower: 7,300t)

3 - [The eco expert.com](#)

# Asset Recovery & Recycling (AR2) Services

## What?

Environmentally recycle, harvest or dispose of your technology:

- EOL Value Add Service
- Lenovo & Multi-vendor hardware
- Client / Enterprise

## Why?

- Provide a single solution for your IT assets lifecycle management globally
- Improve your IT asset disposition efficiency & TCO benefits
- Offset your new hardware, services or software purchases
- Ease of doing business (Lenovo/EAMC manages end-to-end customer engagement)
- Mitigates environmental and data security risks

## How?

- EAMC is the single point of contact to manage your needs:
  - Data security
  - Environmental risks
  - Disposal costs
  - Optimize recovery value
- Engage industry-leading ITAD partners
- Customizable solution offered



# Compliant. Cost-effective. Consistent.

## What is included?

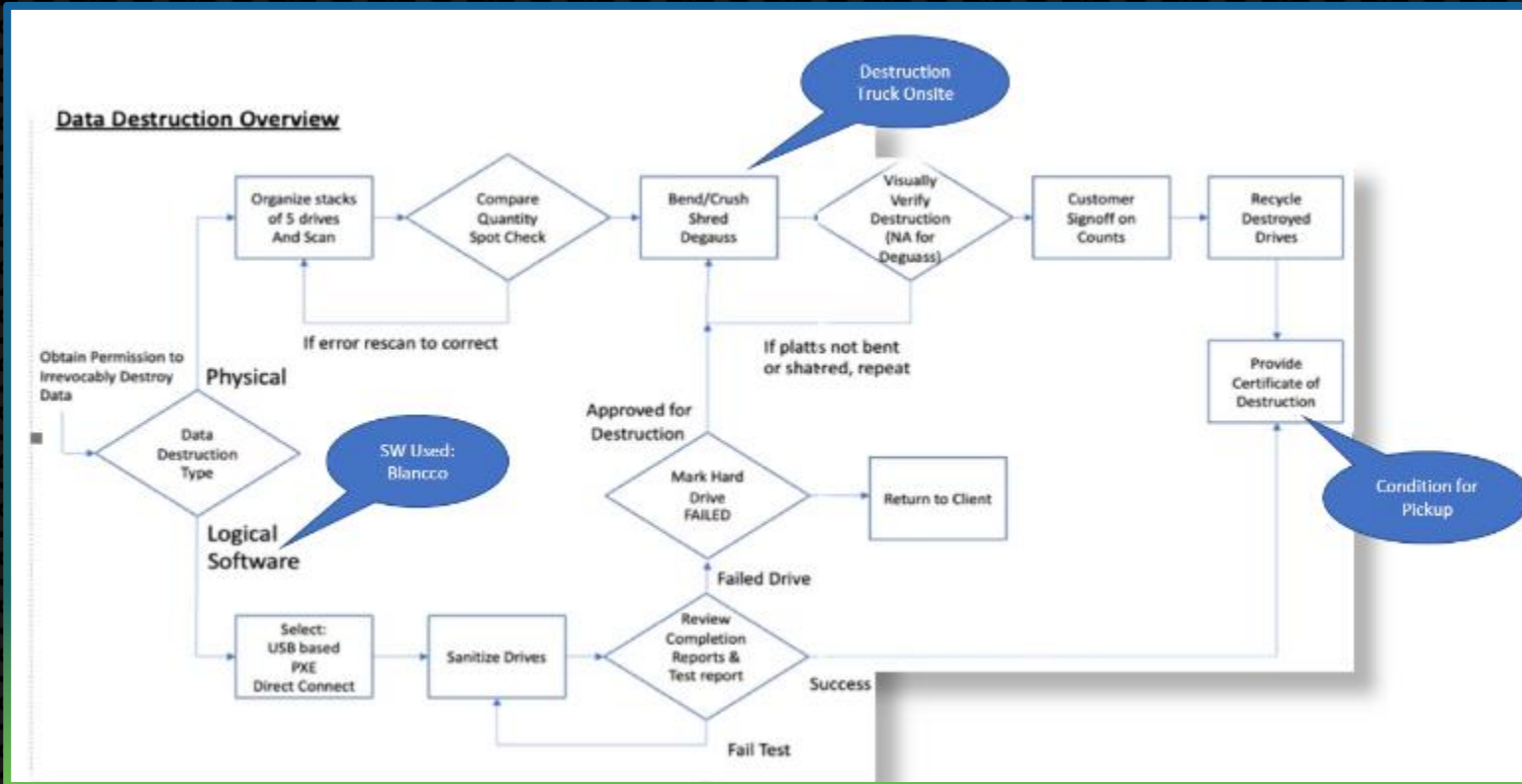
- Reverse logistics & securely transport assets from client location
- Processing to receive, test and prepare equipment for resale
- Return value for re-marketable assets
- Recycling to ensure proper disposal for obsolete equipment
- Certified data sanitization or disk destruction
- Single point of contact for detailed reporting & tracking

## Additional customized options:

- Remote or on-site discovery to provide inventory and value assessment
- Dismantle and move assets to on-site pickup area
- Quarantine hold of assets for specified period to ensure data migration
- Refurbishment & System upgrades
- On-site data sanitization through compliant mobile data wiping processes
- White-Glove service; picking, packing and palletizing



# Data sanitization and security compliance



Onsite wiping and/or destruction available upon request

## Data sanitization

- Sealed or locked secure transportation to Lenovo processing facility
- Compliant with NIST\* and NAID\*\*
- Storage device data wiping process compliant with 27 security standards
- Optional storage device destruction done by shredding
- Removal of Customer identifying markings

## Data security

- Compliant with ISO 27001
- Robust Lenovo & EAMC auditing process

# Lenovo/EAMC – Your trusted AR2 partner globally

Geography	Processing facilities	Logistics Service Options			Onsite Services	
		Collection only	Send, pack, return	Pick, pack and ship	Data erasure	Data destruction
Americas	9	✓	✓	✓	✓	✓
EMEA	7	✓	✓	✓	✓	✓
AP	20	✓	✓	✓	✓	✓



R2



ISO 9001



ISO 27001



ISO 14001



OHSAS 18001



ISO 45001



Lenovo

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# Lenovo – Your trusted ARS partner globally



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Secure and transparent



Strong remarketing channels for maximum value returns



Global Services footprint



IT asset disposition industry standards and certifications



Industry-leading relationships



Comprehensive Services portfolio

**15+**

Years of experience  
in asset recycling

**1M+**

Assets properly disposed

**221**

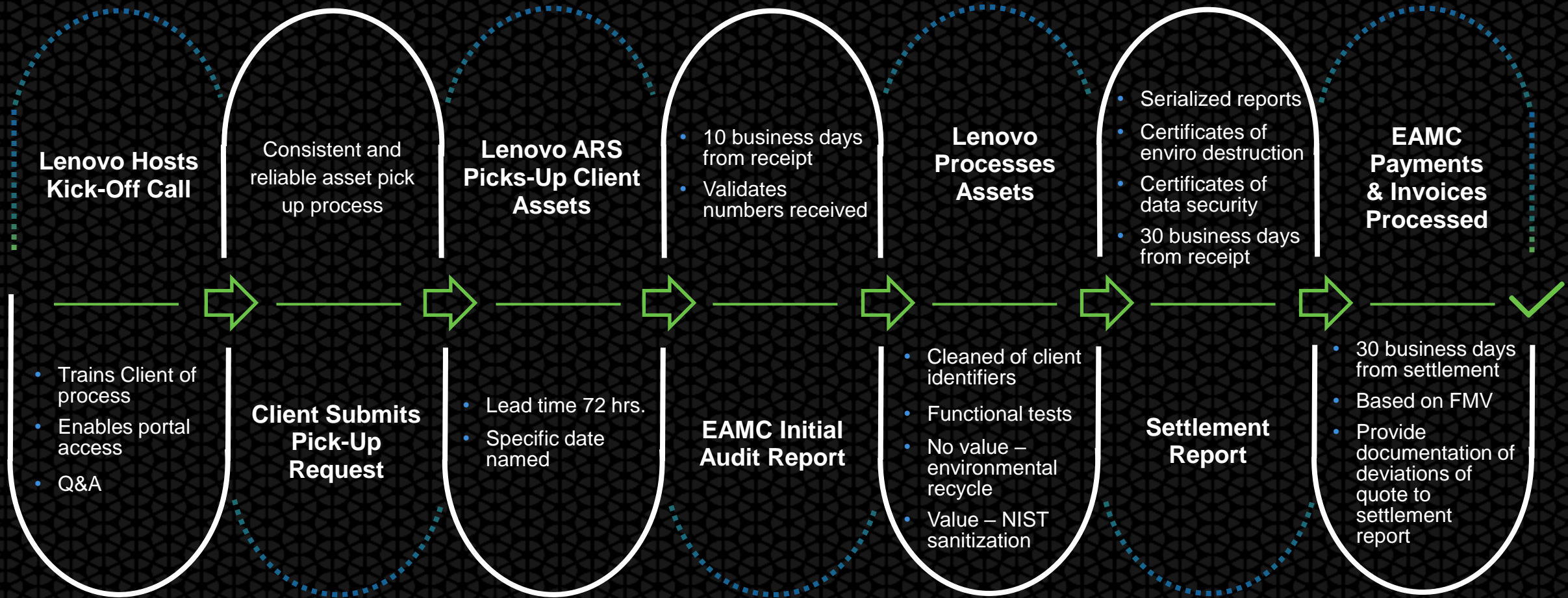
Markets

**250+**

Active customers globally



# Ease of doing business – automation through Service Connect



# Case study



## Customer challenge

- COVID-19 prompted employees to have to work from home
- 437 new Lenovo M910 desktop units sitting idle in warehouse as a result
- Needed a solution to recover value from new computers not able to be used



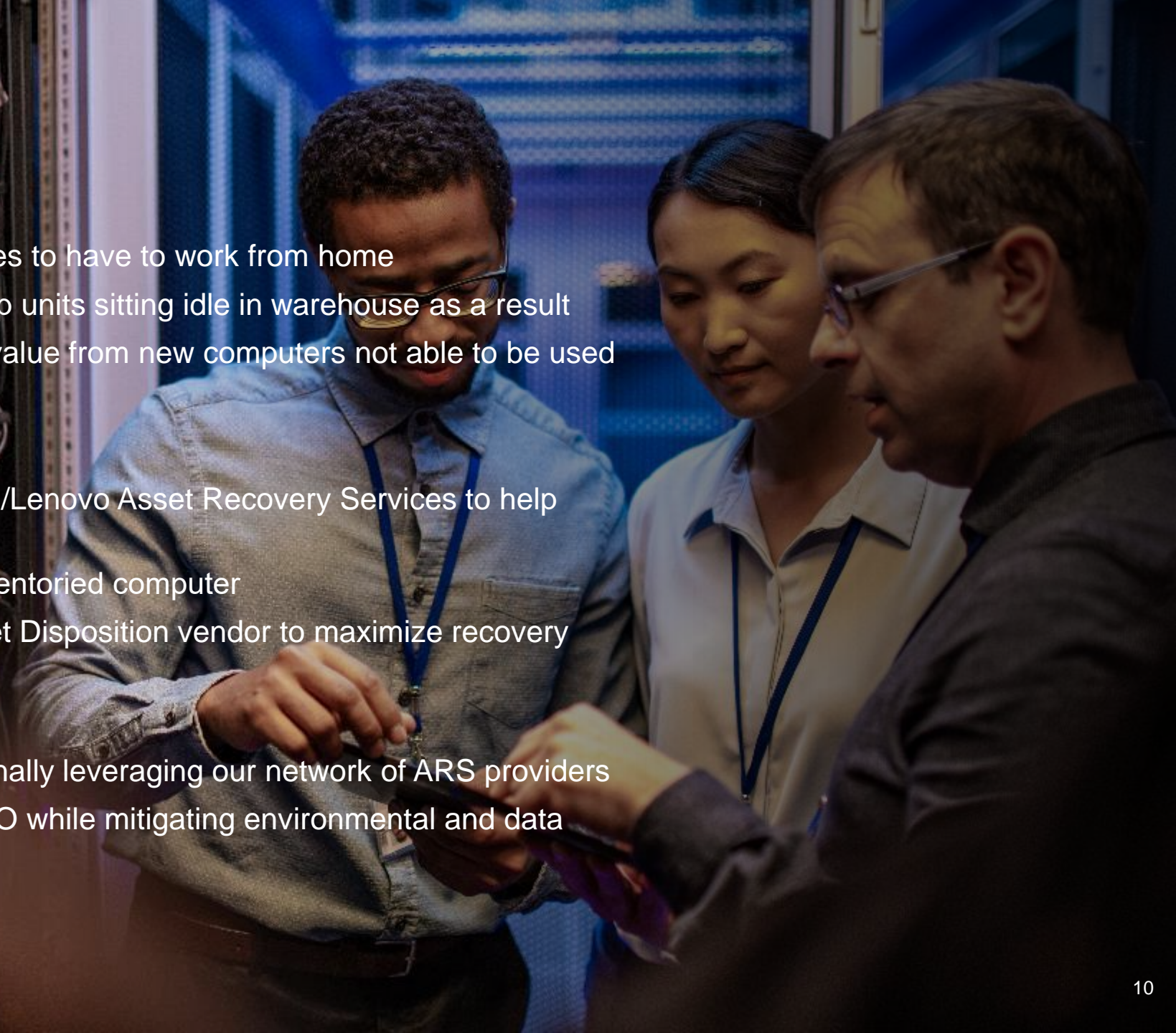
## Our approach

- Engaged customer with EAMC/Lenovo Asset Recovery Services to help recover value from idle assets
- EAMC ID's idle assets and inventoried computer
- EAMC Negotiated with IT Asset Disposition vendor to maximize recovery value



## Outcome

- Obtained 40% more than originally leveraging our network of ARS providers
- Significant improvement of TCO while mitigating environmental and data security risks



Creating value with confidence from  
old technology assets. **That's smarter.**

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