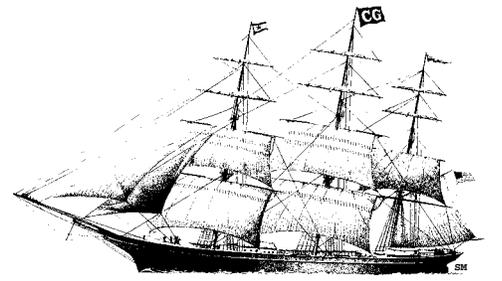


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## IBM Asset Recovery Solutions Goes Global

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We often keep things in an attic, basement, or garage that we know we will never use again, as a remembrance of our past. In contrast, many of us keep old computers because we are afraid to throw them away – that personal information left on them would somehow imperil our future. For enterprises, any risk of data exposure, no matter how remote, can have large ramifications. For some of these enterprises, it has seemed worth the real estate costs to keep shelves of retired equipment, since these units were not running and did not “cost” a direct utility feed. But, of course, over time, these costs (and the volume of scrapped equipment) grow surprisingly large. With the mercury, lead, and other hazardous elements found in computers, this is not a safe option, either. **With the escalating performance and environmental efficiencies of computers and related electronics equipment based on them, the plummeting costs of disk storage, and the new migration tools to help you move your data, there is every reason to retire older equipment, and remove the economic and risk factors to the enterprise.** Of course, you want to make sure that the disposals will not imperil the enterprise’s future.

For years, IBM has had a large Asset Recovery Solutions (ARS) operation in Endicott, New York, and in Raleigh, North Carolina, that reconditions or deconstructs old electronics equipment (from any vendor) for its customers in the Americas. Now, this operation has gone global, expanding to cover both EMEA (Europe, the Middle East, and Africa) and AP (Asia Pacific). This is great news for customers and for all sensitive to environmental causes and business security.

For customers, access to **ARS allows them to dispose of used equipment in a way that complies with their enterprise’s data security policies and local environmental and privacy regulations.** However, there is more, because IBM’s GARS Asset Recovery Solution is more than a take-it-away program. Run under the aegis of IBM Global Financing (IGF), **GARS offers customers a financial opportunity with several attractive options.** For eligible (i.e., not too old or too battered) equipment, IBM offers a *Fixed Price Takeout*, where IGF buys back the assets at a fixed price paid within 30 days of equipment receipt, or a more leisurely and perhaps more lucrative option of a share of the proceeds of a competitive auction of the equipment. Most enterprises will have a clear idea which alternative would be best for them. IBM’s logistics system, honed over decades of operation, streamlines and manages transportation and warehousing of used equipment. For customers with a minimum of 25 units in complete and good working order, IBM will pack, transport, and manage the disposition of the assets at no cost. This includes equipment from other vendors. Additionally, IBM offers to clean hard disk data with the three-time overwrite that meets the U.S. Department of Defense standards, or with two other disk overwrite levels, if the customer prefers.

**The news is also good for those concerned with the environment.** Over the decades, IBM has developed a methodology of recovery-focused asset processing. Older, but still useful, equipment – including some medical equipment – is cleansed and erased, upgraded, and then resold. There is a huge aftermarket for *n-1* generation equipment, in which IBM is very active. Moreover, when the assets rate only deconstruction, IBM has a methodology that focuses on the recovery of resalable elements. Not only are metals and plastics recycled, but also dangerous chemical elements, such as mercury and lead, are recovered and sold. About all that cannot be reused are some of the packing materials, and IBM’s engineers are working on that.

**Many governments have prohibited the disposal of electronics in landfills.** If you have been hoarding old equipment, out of fear, or out of inertia, it is time to take notice of IBM’s deconstructive capabilities. For years, IBM Asset Recovers Solutions has been focused on making silk purses out of old beige sows’ ears. Their ingenuity benefits us all.



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