Sipi on-site datacenter ITAD reduces costs, increases security

CASE STUDY

Large technology companies operate datacenters at a scale that's difficult to imagine, even for those in the industry. New IT assets are what keep these organizations running. On top of the constant need for the latest, cutting edge hardware, IT leaders in organizations such as this are keenly aware of the sensitive personal data that will be stored on those assets.

The Challenges

One such technology company* was struggling with balancing this requirement for absolute rock-solid security and compliance with the costs of a short refresh cycle. Despite massive, purpose-built datacenters chock full of servers and untold terabytes of customer data, there wasn't much room (or time) for this organization to keep old tech sitting around. "They needed assets to flow and move out quickly," says Sipi business development manager Annette Roccapalumba.

Existing IT staff were being pulled from implementing or working on new technology solutions to the duty of wiping data-bearing assets themselves before they left the facility. Add to this the expense of securely transporting those assets to the next step of disposition, and the process became yet more costly and time-consuming. The organization didn't feel comfortable letting un-wiped IT assets leave the datacenter, and so a more flexible solution was needed.

The Results

- With the data-bearing assets such as laptops and server disk drives being wiped securely on-site, the assets could be transported with less risk and less cost — eliminating a step in the process.
- Furthermore, assets could be remarketed via Sipi's extensive industry contacts and experience more efficiently, returning additional value.
- The company's need to securely wipe drives before they leave the facility was achieved, while at the same time reducing overall costs and increasing returned value.
- Existing staff could now focus on the implementation of new technology, increasing the company's agility and reducing staffing costs.

The Sipi Solution

Annette was determined to create a program tailored enough to go above and beyond the competition. "One factor that makes Sipi different is our flexibility," says Annette. "We're less rigid and can put creative ideas into practice."

Annette and Sipi provided this company with a permanent, secure on-site datacenter solution for data wiping — addressing several challenges together in one pass.

Beyond handling, risk, compliance, and expenses -

Sipi's datacenter-specific program delivered invaluable peace of mind and convenience. "We go above and beyond our competitors with a second quality control verification step for data wipes, and we quickly provide certificates of destruction," says Annette. "This kind of quality control and reporting is often neglected in our industry. Our client appreciates the speed and attention to detail, as well as the personalized service we are able to provide."

*The company name, in this case study, has been intentionally omitted to ensure safeguard of further ITAD activity.