

# IT Security Company Case Study (ITAD)

## Client Overview

When a global IT security company migrated its non-production environment to the cloud, it was left holding 859 devices and 3,022 media assets at its facility — hardware that was costing real money in lease obligations while creating data security and regulatory exposure. The equipment had to be cleared, compliantly and completely.

## Client Objective

The client needed to migrate non-production workloads to the cloud and shut down its physical environment cleanly, quickly, and without pulling its internal team off other priorities. Four things needed to happen:

- Additional engineering capacity to conduct a full equipment audit and determine what could be decommissioned, repurposed, or resold
- A way to monetize non-faulty equipment through PivIT's Hardware Buyback Program
- A secure, fully auditable ITAD process for all media—ensuring compliant destruction, clear documentation, and minimized risk
- The ability to terminate a costly building lease (worth \$66,000 per month) once the site was cleared

## Project Results



### ASSET PROCESSEING

Over 3,000 devices fully inventoried and removed



### \$88K IN EQUIPMENT ROI

Generated from reselling hardware to PivIT



### VERIFIED DATA DESTRUCTION

For audit and regulatory needs

## PivIT's Solution

- 1 PivIT's **EXTEND** engineers were dispatched to catalog every device, creating a complete inventory that drove the decommissioning schedule. Usable gear was earmarked for internal reuse and shipped to the location, while PivIT assessed market value and built a **buyback offer** that also covered removal costs.
- 2 Bi-weekly working sessions finalized the project plan and removal offer, then EXTEND's engineers de-racked, de-cabled, and moved all equipment to staging. All sensitive media was **degaussed, fully audited, and shredded** to 3.5mm, with the client receiving a full audit list on USB and a certificate of destruction.
- 3 Remaining hardware was palletized, shipped to a secure facility, and tested for physical and functional condition. **Marketable equipment was sold through EXTEND's resale channel**, while non-viable gear was recycled in line with local regulations to meet **environmental and compliance requirements**.

## Why PivIT?

PivIT knows how to deliver these outcomes. From a secure and validated exit from one facility, to securing the client's maximum financial return and minimal disruption.