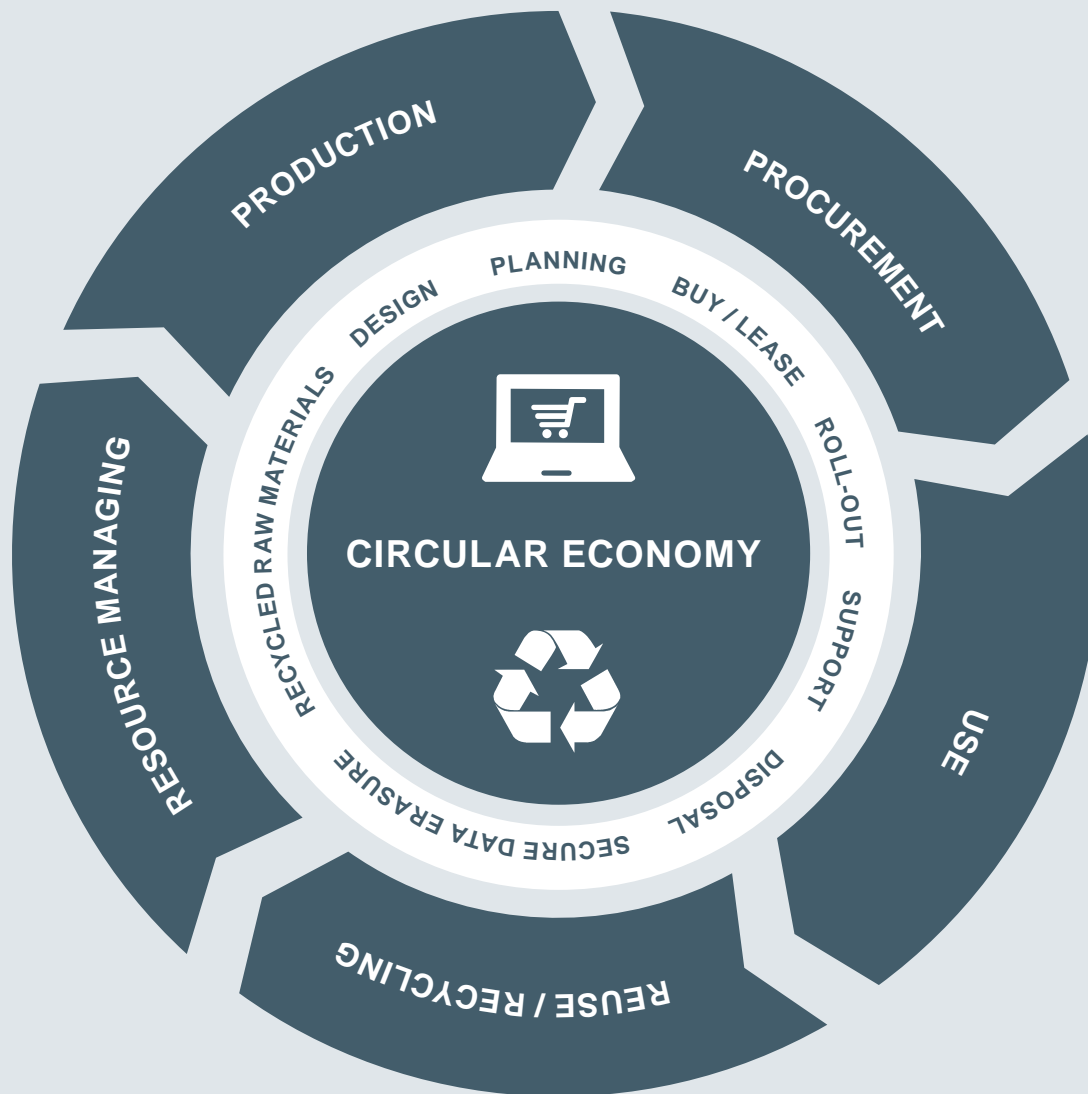




SUSTAINABLE REPLACEMENT

CERTIFIED DATA ERASURE: SECURE, EFFICIENT AND ENVIRONMENTAL FRIENDLY

Efficient Technology Management®



Plan early what to do with your equipment when it reaches end of life...

... TO MAXIMIZE SECURITY AND MINIMIZE THE COSTS.

As a manager, it's always important to ask the correct questions and have a plan for what you should do with the existing equipment and the data stored on it when it reaches its End Of Life cycle, or the equipment needs an upgrade. Who has the responsibility when it comes to deciding the level of security? What about the level of documentation needed to be compliant to national and international standards and regulations like (GDPR) in processing and archiving data?

Most likely it is you. Are you comfortable with that, or would you like to have someone to call?



TODAYS EQUIPMENT DOES NOT MEET THE REQUIRED STANDARDS

CAN I USE MY OLD EQUIPMENT AND UPGRADE IT TO GET MORE PERFORMANCE AND CAPACITY?

Do I need to move data?
How do I handle my existing data?

SHOULD I BUY OR LEASE NEW EQUIPMENT?

WHAT SHOULD I DO WITH MY OLD EQUIPMENT?

What is the value of my existing equipment?
What level of security do I have concerning data erasure?
What is the most environmental friendly solution?

SELL IT FOR REUSE OR RECYCLE IT?

Even though servers and storage solutions live a little longer than a PC, it will always come to the point that you need to evaluate whether the tool you have is good enough to meet the demands of the organization and the customers or if you have to exchange or upgrade it.

After the ratification of GDPR, there will be some new elements to be considered for you as a leader when it comes to purchasing new, upgrading or phasing out a part of or the whole IT platform in your company. The requirements of you documenting that data no longer exists means that you need to think differently from what you are used to. What do you do if you need to expand your storage solution, move data from one solution to another, and are left with two data sets that are the same? You delete one copy.

But how safe is this deletion? What safety requirements do you put in place, since you are incharge of this? What consequences has a potential loss of data for your company? Who has the main responsibility?

LEASE OR OWN YOUR EQUIPMENT?

There is a saying that you should own things that increases in value, and lease things that decreases in value. As long as you have a plan for how long you will use the equipment, it is often cheaper that someone else own it. The reason for this is that IT equipment with relatively short service life, often not more than three to five years, has a residual value in the end of lease period. In many cases, the residual value will allow costs per month including all costs to be less than the sum of the total investment.

In addition, of course, you get the liquidity-related gain and can spend the money on developing your business instead of having them tied up in assets you should not own for more than a short period.

WHAT DO YOU DO WITH THE EQUIPMENT YOU'RE REPLACING?

We claim that the IT platform to be modernized or replaced has some aspects around which are important to consider. Is the value of existing equipment enough to cover all costs of disposal and safe erasure with an erasure certificate? Are there any higher residual values in the equipment? If yes, how high is the value? Can you use it in the procurement process? Of course you can. Get a pre-value based on your existing equipment list. Budgets with this value and use it in the procurement process. This will lower your IT-spending substantially

WHAT IF THE EXISTING EQUIPMENT HAS NO RESIDUAL VALUE, BUT CONTAINS DATA?

Either way, the equipment has a value. The value may be the data that cannot be ignored. This value must be protected by deleting the data according to a given safety standard, providing the proof of erasure in an erasure certificate per unit. Then it will be natural to send the devices into approved recycling processes where we take care of the value of the electronic waste. Have you ever thought about where this waste goes, and what value does it has in relation to recycled precious metal and plastic products?

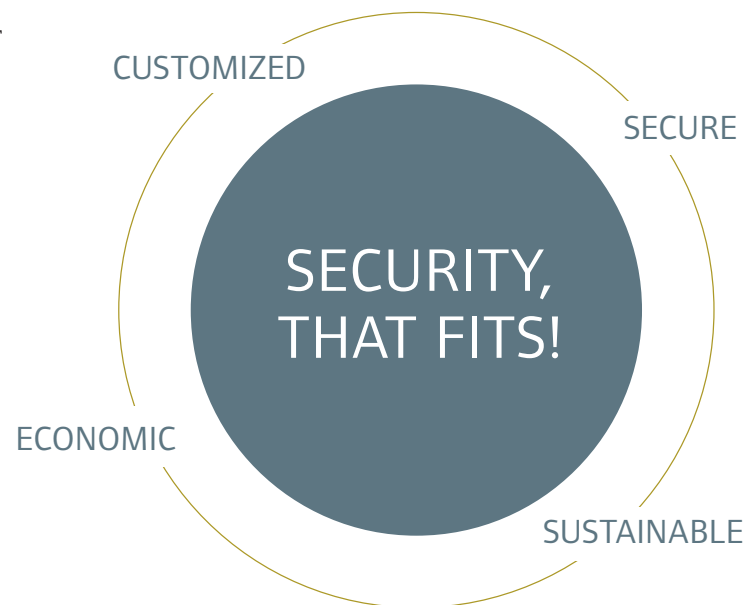
These aspects may not be the most important topics you are evaluating in this process. But they are important, we know. Our specialty is professional competence related to security, and changes in the usage of existing equipment. It can almost always be sent into a life cycle two with a value that can significantly reduce the cost of purchasing new equipment, regardless of whether you buy or lease. Do not throw away valuable equipment. That would be a waste of money and recourses.

DIFFERENT LEVELS OF DATA ERASURE CONCEPTS

- Customized erasure processes according to security requirements and documentation required
- Erasure with Blancco LUN or Blancco Virtual for SANs and virtual environments
- On-site granulation of storage media with MAXX-E-GUARD shredder, developed to meet the highest security standards (DIN 66399)
- Blancco erasure certificate compliant with requirements referred to within the GDPR

LOWER COST WITH OPTIMAL PROCUREMENT PROCESS

- Get the maximum value out of your existing equipment in the procurement process.
- Go from investing in IT to define IT as a cost and lease it in its lifecycle. The value doesn't increase anyway. Invest the money in things that increases in value.
- Optimize when to replace the equipment to achieve the highest residual value.
- Define the level of security that encourage and optimizes the processes for reuse.



EFFICIENT AND CERTIFIED METHODS

- Blancco is the world leading supplier of erasure software. The solutions are tested, certified, approved and recommended by 18 leading organizations around the world.
- MAXX-E-GUARD shredder delivers security on granulation compliant to the DIN 66399 level H6 standard.
- The Technology and Service Centre in Skien is ISO certified on quality and environment with NS-EN ISO 9001:2015 and 14001:2015

EMBEDDED WITH CIRCULAR ECONOMY AS A STRATEGY

- Green Mountain and CHG-MERIDIAN offers customized business concepts that handles the total lifecycle of your assets.
- Sustainable use of renewable energy during the operational lifecycle. Good utilization of resources through reuse or environmentally friendly recycling when the equipment is to be replaced.
- Purchase -> Use --> Reuse -> Recycling instead of use and dispose culture.

SECURITY LEVELS AND PROTECTION CLASSES



The choice of erasure process is always determined by the degree of protection required.

CUSTOMIZED, SECURE, ECONOMICAL

SSD, hybrid or flash memory can be found in laptops, tablets, smartphones and other mobile devices – CHG-MERIDIAN offers precise and economical erasure concepts for various types of data storage media. The choice of erasure process is always determined by the degree of protection required. Every customer receives a customized solution that is tailor-made to their specific devices and data, and which balances security aspects with the aim of realizing the highest possible residual value for the assets.

CHG-MERIDIAN AROUND THE WORLD

01/2018

OUR LOCATIONS



GERMANY

Weingarten (HQ), Munich, Nuremberg, Stuttgart, Bielefeld, Dusseldorf, Groß-Gerau, Hamburg, Berlin

EUROPE

Paris (FR), Lyon (FR), Monza (IT), Rom (IT), Barcelona (ES), Madrid (ES), Baden (CH), Vienna (AT), Grimbergen (BE), Egham (UK), Daventry (UK), Dublin (IE), Rotterdam (NL), Moscow (RU), Ljubljana (SI), Prague (CZ), Warsaw (PL), Bratislava (SK), Oslo (NO), Skien (NO), Stockholm (SE), Helsinki (FI), Copenhagen (DK)

AMERICA

New York (US), Woodland Hills (US), Chicago (US), Dallas (US), Boston (US), Windsor (CA), Monterrey (MX), Mexico City (MX), Guadalajara (MX), São Paulo (BR)

OUR COMPANY

CHG-MERIDIAN is a globally leading supplier of customized business concepts for efficient technology management. As a financial advisor and technology manager, the company offers maximum relief over the entire technology lifecycle. Customers with investment projects in the IT and telecommunications, industry, and healthcare sectors sustainably benefit from reduced costs and risks, as well as from intelligent controlling to technical and commercial monitoring of their device environment.

www.chg-meridian.com