By Chad Hayes, *Chief Technology Officer & Director of E-Recycling Sadoff E-Recycling & Data Destruction*

E-Recycling 101: Are you getting everything coming to you?

Businesses rely on electronics to succeed: computers, mobile devices, network equipment and media storage devices, among others.

As planned upgrades are implemented, businesses may end up with hundreds of pieces of equipment. Without a reliable and trusted partner with whom to recycle electronics (e-recycle), the responsibility of disposing often falls on IT.

Closets can fill with old or obsolete equipment after just a few technology refreshes. Yet, the real challenge for the IT department runs much deeper than a cache of discarded equipment: secure data destruction.

When you recycle electronics, what happens to your sensitive data? Just clicking "delete" or reformatting a hard drive isn't enough. The only ways to be certain data is destroyed are by wiping it clean, degaussing (magnetic disruption makes the drive useless), or shredding the drive.

A truly credible recycling partner will offer not only certificates of destruction but also contractually own liability. E-recycling should follow government requirements (NIST/NAID) and be 100 percent backed by insurance.

You also should be aware of getting the most value for your old equipment. Too often, what's perceived as a reasonable price per pound is simply accepted, as well as weights provided by the recycler.

It's worth it to your bottom line to have discussions and not blindly accept bulk pricing. Some pieces have greater value, and some may require a recycling fee. A trusted partner explains the value of what you have: its age, condition, functionality. Then, you're offered fair compensation for your surplus electronics, which you can reinvest in new equipment.

Another aspect to consider is collection. Will your recycler pick up your inventory? Are collection containers supplied? Or, do you need to drop everything off? You should be able to choose the best chain of custody for you.

Safe recycling. Trusted data destruction. Environmental stewardship. Welcome guidance. You're not asking for too much. The right e-recycler can demonstrate all this and will provide a tour of their facility, showing how equipment is recycled or refurbished/remarketed (avoiding landfill disposal), if that's your preference.

Finding a capable partner may seem like an additional task to add to your busy schedule. But, it's really a long-term investment in a personal relationship that pays off during every technology refresh and even for day-to-day concerns.

Take the time to establish an ongoing, e-recycling partnership, and keep your confidential information confidential. For more information like this, visit **SadoffEcycle.com**

About the Author
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Chad Hayes joined Sadoff Iron and Metal in 2015, where he oversees and leads the strategic planning and implementation of IT. He combines 20 years of IT and business leadership experience with a passion for data security, making him the perfect choice to establish, build, and lead the Sadoff E-Recycling & Data Destruction Co., a company of Sadoff Iron and Metal. He can be reached at hayesc@sadoff.com.