

Techbuyer

Seller's Guide to Redundant IT Hardware

Maximising Value, Security and Environmental Best Practice

**Did you know that
the world's e-waste
is currently valued
at over \$62.5 billion?**



This makes it the fastest growing physical waste stream in the world...

Additionally, the digital divide and digital poverty present significant growing challenges. Access to technology and the internet is crucial for education, employment, and societal progression. Providing devices to those that need it can help bridge this gap, creating social value by enabling equal opportunities. By addressing these issues, we can foster a more inclusive digital landscape.

Techbuyer can help you recover the value of your used technology to maximise your overall budget or to donate money to your chosen charities. We have a commitment to reuse where possible, which gives the devices an extended useful life.

When that is not possible, we recycle in a way that maximises resource recovery and global carbon savings.

Our zero to landfill pledge helps protect the environment from the danger of e-waste and associated pollution. We can also help you report on the impact of better decisions, with waste breakdown on reuse and recycling, avoidance of landfill and carbon savings.



Facing the Issues Head On

Security and Sustainability

When disposing of IT hardware, companies face a lot of threats and most contend with a variety of concerns; security is an essential consideration, as is the environmental impact of equipment, not to mention the value tied up in hardware.

A top concern when removing equipment is the legislation that ties a company to responsible action, data protection and environmental best practice. It's predicted that [this legislation will grow in the future](#).

GDPR requires companies to protect the information of their clients, and this includes when disposing of data-bearing hardware – many do not consider this factor when removing equipment and have fallen victim to data breaches and subsequent legal action.

Choosing the right partner with which to dispose of your IT hardware, in the best way for your business, is essential for helping you to protect your sensitive business information and to get the most value possible out of your redundant equipment, whilst protecting the environment.

Within the Buyback and Data Centre sphere, there's a range of services to meet the needs of every company – from e-waste recycling and trade in offers, to full IT Asset Management and data centre decommissioning. However, choosing the best partner for IT removal can be tricky! We have pulled together this comprehensive guide to help you ask the right questions, find out what you need, and discover the best IT disposal provider for your company.

The Landscape

Every organisation in the UK, as well as all those that deal with organisations in the UK, must adhere to GDPR practices, known to be the toughest and most stringent data and security law in the world. This legislation means that any organisation must ensure that they protect the information of public individuals through every stage of life of their equipment – this includes when removing equipment from their company for either resale or disposal.

The consequences for breaking this legislation are drastic.

A company could be fined up to 20 million euros and also face criminal charges. This means that data security when disposing or selling equipment must be at the forefront of your mind.

However, public sector organisations also face a core difficulty with value retention of equipment, with many facing problems taking money from sold assets onto the balance sheet. Selling IT hardware, or receiving rebates for technology, therefore, is often not considered.



What Should I Look for When Choosing a Partner to Sell my IT Equipment?

So you're looking to sell or dispose of your redundant IT equipment? Choosing the best partner that can meet all of your needs is an essential step. Here's what we would recommend when assessing a potential partner:

→ Accreditations

What accreditations does the company hold? Are they held to any external standards in terms of data protection, sustainability or best practice? Holding ISOs, such as ISO 27001 for data protection and ISO 14001 for environmental best practice, are a good indication of a company's commitment to high standards. This accreditation is a mark of sustainable best practice when it comes to electronic waste. We would recommend choosing a provider that holds and maintains accreditations or certifications as this is generally a mark that the company take the processing of equipment seriously.

→ Data Erasure

Understanding the data erasure processes and software that a company uses is important – a potential partner should be open about the software used and the security measures they have in place to protect your information. Using erasure software trusted by leading bodies and governments shows that a company can guarantee 100% data erasure.

→ Price for the Equipment

Getting the best price for your equipment to maximise your budget, whilst meeting all of the needs of your business, is often a big concern for many companies. Looking for a supplier that can give you a quick and free quote for all of your equipment helps you to find the right price. For some services, when data erasure and advanced security measures are needed, this can often be removed from the rebate offered for the equipment but also means that you will get all necessary services included.

→ How established is the company?

Dealing with a company that not only boasts a good number of high customer reviews but also has a large stock holding and years in the industry, is a good sign of dealing with a reputable partner. A large stock holding means that, generally, the company is willing to risk the value of equipment they purchase.

→ Social Value

Equipment that is no longer useful to your organisation can be repurposed to create value for those in society that need extra support. This can be in the form of donations processed by your Circular Solutions provider and delivered to people who are currently suffering from digital exclusion. Or it can be in value recovery through sale to component harvesting and recycling, which generates a cash sum to your organisation for donation to chosen charity partners.

The Model Award Criteria (MAC) framework is a key part of the UK's Social Value Model and helps ensure procurement processes deliver additional social value. Following the MAC framework allows you to divert any payment received through contract into a non-profit organisation that aligns with your goals.

→ Sustainability policies and practices

Removing redundant IT equipment is a fantastic opportunity to fuel the circular economy through reuse, refurbishment and recycling. Finding a supplier who can extend the lifespan of your technology, or guide it into ethical recycling practices, prevents any of your IT hardware from ending up in landfill. Examining a company's sustainability policies and practices helps you decide on a partner who can make the most environmentally friendly choices for your redundant technology. Keep an eye out for sustainability accreditations, including the EcoVadis framework, or similar voluntary certifications, as well as environmental policies, including a zero-to-landfill policy.

→ What services do they offer?

Not every service meets the needs of every business – for those that require strict security measures, including asset tagging and registration, an IT Asset Disposition (ITAD) service would be preferable. However, for those who want to remove all redundant equipment, including cabling, regardless of price or potential tied up value, an e-waste recycling supplier may be your best choice.

Some suppliers can offer a variety of services that can be adapted to your exact requirements – finding a supplier who can offer the best level and type of service for your company is important. Additionally, some suppliers can also provide an impact report on redundant IT hardware. For example, at Techbuyer we offer carbon savings certificates to those that sell their redundant IT to our ITAD facility. This provides valuable environmental context and enables seller to celebrate the positive impact of their IT management decisions.

Which Service Do I Need When Selling My Redundant Equipment?

The level of service needed for selling or removing your surplus IT equipment largely depends on its value and type. Other factors to consider can include risk to data security, environmental impact, volume of equipment, and company procedures. Services available to you include:

→ **Selling Redundant IT Equipment**

To find out how much your IT hardware is worth and to reclaim value tied up in your hardware, simply selling your equipment is a good option.

→ **E-waste Recycling**

To remove any and all equipment to ensure sustainable disposal, an e-waste recycling facility can help you make more environmentally friendly choices.

→ **Decommissioning**

For onsite data sanitisation and hardware removal, a data centre decommissioning service can help you efficiently power down your systems and implement new technology.

→ **IT Asset Disposition (ITAD)**

Where security and data protection are necessities, an ITAD service can keep you compliant with all business, sector and legislative policies. A carbon savings calculator can help enhance sustainability reporting and display your commitment to mitigating your carbon footprint.

→ **Trading In**

If you're upgrading your hardware, trading in redundant equipment in place of new equipment can help you maximise your budget.

IT Reuse and the Circular Economy

Why is it Important to responsibly Dispose of Your IT Equipment?

IT use is growing rapidly worldwide – in the next five years, consumers and businesses will generate twice as much data as all the data created in the past 10 years combined. And all of this data needs to be housed, processed and handled by even more technology.

However, despite the growing demand for IT hardware, the materials needed for manufacturing new devices are finite. Out of the 35 critical raw materials marked as in short supply by the UN, 17 are needed to manufacture IT hardware.

Furthermore, recycling technologies are not yet sophisticated enough to remove all materials from a device or component, with many lost in the process of removing the most valuable.

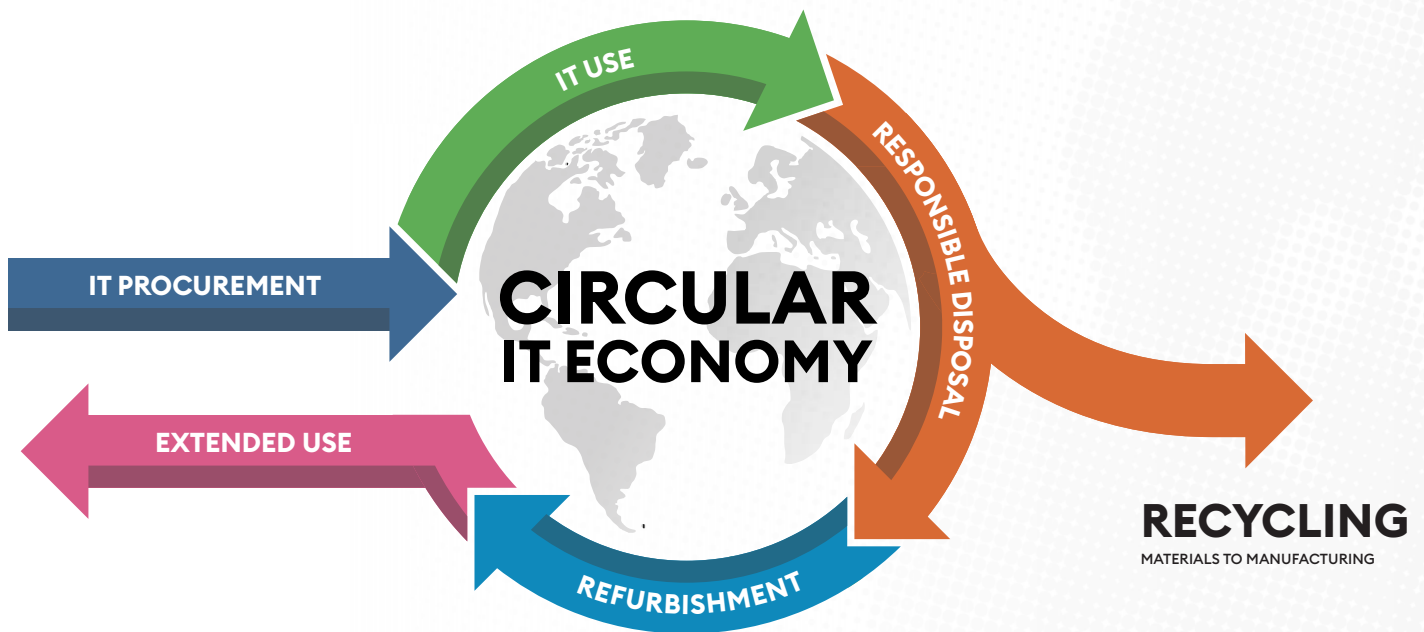
At the same time, there are communities being left behind by the digital revolution. Homelessness, poverty and social exclusion

often go hand in hand with digital exclusion. Digital devices are often required to provide access to tools that can help lift people out of difficult situations such as finance, government support, and education.

There are immediate steps you can take to play your part. Slowing down the use-phase of technology by extending the lifespan, utilising refurbished, selling on devices for further use and cascading assets can drastically reduce the demand for new devices, lowering pressures for the mining of virgin materials and diverting the devices into the hands of people who can benefit most from them.

Secondly, when a product does reach the end of its lifecycle, recycling materials to feed into manufacturing is the best option. This generates both economic and environmental value, as well as feeding social benefits such as job creation and skills development.

The Circular IT Economy



Creating a circular IT economy focuses on three distinct phases:

- Manufacturing;
- Maintenance and use; and
- Disposal.

The idea of the circular IT economy is to utilise circular materials in the manufacturing phase, extend the use phase of a device through repairs, reuse and refurbishment, and to eventually recycle IT hardware to feed back into manufacturing.

This has the effect of cutting down on the extent of e-waste heading to landfill, as well as lowering the demand for the manufacturing of new technology.

By lowering this demand, we can both manage our material use better and decrease the emissions generated by the technology sector as a whole.

Did you know? 80% of a laptop's total carbon footprint is generated in the manufacturing process.

By ensuring that you handle your redundant equipment in an environmentally friendly manner, you can contribute towards a more sustainable future.

Refurbishing IT hardware is also an effective way of generating social value for your organisation. This can be achieved by providing funding to non-profit organisations by following the MAC framework.

Making the Responsible Choice

Disposing of your IT hardware in a responsible way, using any of the services outlined on page 8, helps you to make a more sustainable choice.

We celebrate this sustainable choice by offering a carbon savings certificate, quantifying just how much carbon your technology, once refurbished, will save our environment.

This is because refurbished technology is a more carbon-friendly choice for purchasing IT hardware, meaning that your technology will help reduce the carbon footprint of the technology sector as a whole.

This certificate can be used however you see fit to communicate your sustainability driven actions →



Did you know? 70% of toxic waste is made up of e-waste.

However, sustainable disposal does more for the environment than save carbon. By extending the lifespan of your devices, components, or even just the materials within your technology, you are diverting e-waste from landfill, lessening the impact of toxic materials on the planet.

Similarly, by lengthening the amount of time that your devices and materials are being used, we can lessen demand for manufacturing and the mining of virgin materials. Whilst these numbers are less quantifiable, they are equally important impacts of responsible e-waste disposal.

Did you know? Up to 7% of the world's gold supply could be found in e-waste!

Techbuyer's Buyback Services in Detail

Selling IT Equipment

Money caught up in redundant IT hardware?

Invest in the future of your IT infrastructure or business development by selling your surplus IT hardware.

Selling used technology is a good choice for those looking to recover the value held in their redundant IT hardware, particularly when this hardware is of high-quality and suitable for resale.

- Free valuation within 24 hours
- Data Erasure Guaranteed
- Collection of Hardware Available

IT Asset Disposition

Explore high security IT removal that combines data protection and sustainability.

IT Asset Disposition (ITAD) is the process of decommissioning used or surplus IT hardware in a secure, cost-effective and environmentally conscious manner.

An ITAD service is designed to help customers who experience a high level of risk to dispose of their IT hardware securely.

- Extra levels of security available
- Full Asset Register
- Secure Chain of Custody

Trade In

Replace redundant equipment by exchanging hardware for money off your next device. Trade In allows you to maximise your IT budget and takes the hassle out of IT removal.

Techbuyer's Trade in service offers industry-leading prices for your technology.

Data Centre Decommissioning

Streamline the entire decommissioning process – from auditing and IT removal, to migration and installation.

Data Centre Decommissioning allows organisations to remove equipment and install new hardware with minimal disruption to operations. Offering flexibility, high-security measures, on-site services and planned downtime, decommissioning is designed to get your equipment removed and installed as quickly as possible with minimal hassle to your business.

- An all encompassing solution
- On-site services
- Heightened security and data protection

E-waste Recycling

Remove redundant equipment of all kinds, including peripherals, cables and spares, in the most sustainable way possible.

Whilst recycling should be a final resort for technology, when refurbishment and reuse are no longer possible, recycling services can effectively divert e-waste from landfill to minimise its overall environmental impact.

- Resource recovery for IT equipment
- Collection available
- Data Destruction ensured

"We had a lot of old IT equipment we needed to dispose. Of course, we could have sent it to the landfill, but that wasn't the right thing to do. Techbuyer provided the perfect solution, they collected our old kit and injected new life into it."

Pete Lucas

Business Solutions Manager at Southern Co-op

Techbuyer's Buyback Guarantee

✓ Secure Data Sanitisation

Each service we offer for IT disposal ensures that your data is securely destroyed to avoid data breaches. For higher risk companies needing stricter security practices, we recommend our ITAD service.

✓ Zero-to-Landfill

No technology we receive will end up in landfill. Instead, we look to refurbish and reuse where possible, and we will ethically recycle when needed.

✓ Value Retention

We aim to ensure that you get the best possible value for your equipment to help maximise your overall IT budget. Where service requirements are needed, sometimes a rebate is not possible, however, we will work with you to create a deal that suits your needs.

✓ Reuse Where Possible

With all equipment we receive, we look to refurbish and reuse devices and components to help extend the lifespan of technology. This could be through resale of equipment as refurbished products, component harvesting, or sending for charitable donation.

What Happens to My Redundant Technology?

What will happen to your IT hardware when sold or disposed of through Buyback services depends on the condition of the kit, as well as the processes of the company. At Techbuyer, your technology will follow one of the following avenues:

Refurbished Technology and Reuse

Our main focus is to refurbish hardware to extend its lifespan and offer you the best value for used technology. All equipment we purchase, that can be reused, enters our refurbishment process to ensure quality for all future users.

Component Harvesting

If a device itself has reached its end of life, this does not mean that all components within are not of use or value. Our team can work to harvest a device of its components, keeping these parts in use for longer, whilst sending the device for resource recovery and recycling.

This means that we can keep as much technology as possible in use and divert hardware from landfill.

Ethical Recycling

For any and all technology that cannot enter our refurbishment process, we provide ethical e-waste recycling to protect the environment from the effects of redundant hardware. We work with recycling partners to retrieve as much as possible from e-waste – these materials then re-enter the manufacturing process to create new products.

Charitable Donations

We work with our charity partners to deliver high-quality technology to those without access, including those within our local community, as well as schools in Africa and children in areas affected by war.

"Thank you to Techbuyer and your big-hearted staff for your substantial donations of IT equipment. The equipment which you generously donate to ITSA is sustainably refurbished and re-used to enable schoolchildren in Africa and local community members in the UK to benefit from a digital education."

Having access to such technology can be the key which opens a world of opportunity, including providing life-enhancing knowledge and skills, access to further education, improved employment opportunities and better social inclusion for people who need it most."

Geoffrey Newsome,
CEO, The ITSA Digital Trust

Buyback FAQs

How can I tell if a company I want to sell to does things properly?

Looking out for accreditations and external standards is a sign that a company handles their technology properly. Also looking for company policies and methods for sustainable disposal is a good choice – if they are transparent about their goals and processes, they can generally be considered more trustworthy.

What data protection accreditations and measures should I look out for?

Data protection is a must when using any IT Buyback service. Looking for accreditations, such as ISO27001, as well as processes designed to keep your information safe, is a good start. A company should be transparent about the way they handle data and be able to adapt to your data security needs when necessary.

What does zero-to-landfill actually mean?

Techbuyer practices a zero-to-landfill policy on all equipment we receive, and we're often asked what this means in practice. For every device, component, peripheral or cable we receive, we will try to refurbish and reuse where possible. When this is not possible, we will look to component harvest and eventually recycle to ensure that none of your technology ends up in landfill.

How do I know which service is right for me?

Understanding your needs, priorities and non-negotiables is a must for knowing which service is right for you – a company that supplies a range of services for IT disposal will be able to look at those needs and advise which service you should use – if you don't know, ask!

How do I get a quote for my equipment without committing to the service?

Techbuyer offers free, no-strings-attached quote for your equipment which you can get your hands on simply by contacting our team. They'd be happy to help and can offer industry-leading prices for your redundant kit.

Will I get paid for my equipment?

Ideally yes! We aim to offer rebates to all customers through each of our Buyback services. This is only not possible when the value of the kit is less than the service charges of removing the equipment and data sanitising it. We can talk you through this process in more detail when we know the kit you're looking to remove.





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Advice, pricing and support within minutes

At Techbuyer, we transform IT challenges into opportunities, offering a comprehensive range of over 250,000 products with the expertise, availability, and commitment to quality that make us stand out.

Contact us today and we'll get back to you straight away with an evaluation/quote.



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