

There are many ways to sanitize your customers' data—and many vendors you can work with to do so. When it comes to data erasure specifically, not all data erasure software vendors are created equal.

Use this list to determine if your new (or existing) vendor makes the cut.



**Portability and Flexibility** – Your data erasure solution should be flexible enough to grow with you. Look for a software provider that gives you the flexibility to integrate with any ERP or WMS system you choose. Blancco software provides the ability to easily integrate with these existing systems, saving you time and increasing efficiency. And because we have experience working with some of the largest ITAD and technology companies in the world, our robust software and services have been proven to scale with global business growth.



**Specialization and Commitment** – It's important to ensure your data erasure vendor has the experience and footprint to truly understand and address domestic and global market needs. As the market leader in data erasure, the data erasure experts at Blancco devote considerable research and development efforts to ensure our customers have the most up-to-date features on the market. With industry-leading features such as patent-pending Two-Way Communication, Blancco Mobile Workflows, remote erasure and our patented SSD erasure method, we've proven we listen to what our customers are saying about the market and follow through with solutions.



**One-Stop Shop** – Standard drive sanitization for end-of-life assets is important, but only focusing on this type of erasure will quickly put your business behind the competition. Whether you need a leading drive erasure solution that seamlessly integrates with your existing systems for remote and automated functionality, or you're branching out into data center asset or mobile device erasure, Blancco has a full suite of hardware and software solutions to meet your needs—today and in the future.



**Unparalleled Support** – Things happen, and when they do, you need to know that your data erasure vendor has your back. Blancco offers 24/7 global customer support, ensuring you're never more than a phone call away from an answer. Local language manuals are available for global organizations. Professional services are also available to assist onsite with integrations, set-up and more.



**Client Enablement** – Have limited in-house resources? We offer our ITADs access to a comprehensive set of marketing materials to help you meet your business goals.



**Trust and Longevity** – Trust is crucial for any vendor relationship. And while any company can say that it's trustworthy, Blancco proves it. We're certified and approved by 15+ global regulatory and advisory bodies across the globe. Since 1997, we've been working with ITADs to offer the best data erasure software on the market, and we continue to innovate to ensure customer satisfaction. Our ITAD partners and customers help us drive innovation.

To learn more about Blancco Data Eraser solutions for ITADs, visit <https://www.blancco.com/solutions/itad/>.