

Summary

The pressure on ITADs and recyclers to safeguard sensitive data continues to increase. Enterprises are increasingly moving to implement data erasure software that both verifies and certifies data sanitization and provides a tamper-proof audit trail. This helps organizations avoid security gaps when it's time for process audits, as well as eliminate efficiency gaps when it's time for those assets to be sanitized for resale or recycling. Here, we'll show you how Blanco's data erasure software can help your organization guarantee compliance, increase efficiency and decrease costs.

Q: What does it mean when Blanco is referred to as "future-proof" or "a one-stop shop?"

A: Blanco offers a complete suite of erasure products for mobile phones, PCs, laptops, servers, files and beyond. You may not need all the solutions we offer today, but as your clients' needs expand, we will have the erasure offerings they will require. Our offerings are continuously expanding and being updated.

Blanco can address all your mobile diagnostics and data erasure requirements. We offer professional services and support options to help implement and tailor our solutions to your organization's unique needs. You are our partner, not a customer—we work with you on an individual basis to ensure you have the tools to meet your customers' ITAD services demands. In addition, our automated audit-ready reporting helps prove compliance, ensuring you're ready when customers or auditors ask for proof of data removal.

Q: Why are Blanco's erasure costs per drive higher than its competitors?

A: Licensing is just one of the factors when looking at how much processing each device costs. Labor is the most expensive line item that is often ignored. Removing the manual reporting and exporting process also reduces the time to process each asset. Additionally, the ability to erase drives in their native unit and use a PXE boot process also reduces active touch time. Consider how many times an asset needs to be touched during the

erasure process. This is called active touch time. The more times it is handled, the more expensive the processing. We offer the ability to touch the asset only once to capture the hardware information, erase the asset, test it and provide a tamper-proof report. This significantly reduces the labor cost and dispels the myth that license cost is all that matters. Our licensing cost also includes an API to integrate your current WMS or ERP.

Benefits

Q: How is Blanco's global presence beneficial for ITADs?

A: First, the ability to support ITADs that have global locations in their native language is a huge factor. This presence also helps us better address a wide range of devices. For example, our APAC customers typically have a shorter refresh cycle. The benefit to you is that by the time these devices arrive at your dock, we are most likely familiar with them.

Q: How easy is it to use Blanco software?

A: Training employees to use Blanco software is a service offered by Blanco's professional services team or available by using our comprehensive documentation. Depending on the support level you choose, remote support for specific issues is also available.

Tools

Q: What tools does Blanco provide its ITAD partners?

A: Our experts go out of their way to help you tailor our solutions to fit your needs. We'll support you with marketing, sales support of our solutions, business development and more. In addition, we provide you information via our quarterly ITAD newsletters and webinars, [partner portal](#), [ITAD microsite](#), and [Knowledge Base portal](#).

Q: What is the Blanco Knowledge Base portal?

A: The Blanco Knowledge Base portal provides up-to-date information on software upgrades/updates, links to download these updates, release notes, information on known challenges, FAQs and more.

Q: What is two-way communication and how does that help my company?

A: Two-way communication, or extended asset management integration, allows for the seamless integration of Blanco solutions with existing AMS/ERP systems. This helps ITADs support automated process flows and reduces the number of operator choices and inputs, lowering the likelihood of human error and increasing processing speed.

How Blanco Can Help

Blanco Drive Eraser allows ITADs to mitigate the risk of costly security breaches by permanently erasing sensitive data from HDDs and complex SSDs in desktop and laptop computers and servers to achieve a competitive advantage. In addition, our live environment erasure solutions securely erase LUNs, virtual machines (VMs) and servers in live environments—without any downtime. Blanco Mobile Diagnostics & Erasure diagnoses and erases mobile devices quickly, efficiently and securely.

Key Benefits of Blanco Data Erasure Solutions

- Offering purpose-built solutions for ITADs for over 20 years
- Reduce active touch time and human error with our automated systems and reporting
- Certified and recommended by 15+ global government and regulatory bodies, offering the choice of 25+ erasure standards
- API allows for integration with existing systems (AMS, ERP) and more
- Global presence allows for local language support; support for product UIs, user guides and support tickets
- Two-way communication provides the ability to specify erasure methods by client, reducing the chance of human error
- Customize Blanco software to your specific needs including: algorithm, customizable fields, specific company/user information, etc.
- Solutions allow ITADs to capture additional revenue with onsite services
- One-stop shop for all your erasure needs with solutions across most IT assets

Certification and Compliance

Q: Which erasure standards does Blanco support?

A: We meet all the highest standards for secure data erasure because we know compliance doesn't always achieve the greatest security. Blanco Drive Eraser supports 25+ erasure standards. You can find the full, up-to-date list [here](#).

Q: Are Blanco products 3rd-party certified?

A: Blanco data erasure solutions have been tested, certified, approved and recommended by 15+ governing bodies and leading organizations around the world. No other data erasure software can boast this level of compliance with the rigorous requirements set by government agencies, legal authorities and independent testing laboratories. See our full list of global certifications, [here](#).

Q: How will Blanco help my organization achieve compliance?

A: Each time an erasure is performed using our data erasure solutions, it's verified and certified with a tamper-proof, audit-ready Certificate of Erasure to ensure compliance.

APPENDIX: Checklist for Data Erasure Software Providers

Use this chart to determine how Blanco stacks up against its competitors.

Question	White Canyon	KillDisk	EPS	Blanco
Does the vendor offer erasure solutions for all IT assets including servers, hard disks, SSDs, LUNs, VMs, mobile devices and more?	No	No	No	YES
Does the data erasure software provide a signed, audit-ready Certificate of Erasure for every erasure performed?	No	No	YES	YES
Does the software allow customizable reporting to meet your specific policies and requirements?	YES	YES	YES	YES
Can the software be automated and controlled remotely across various locations?	YES	YES	YES	YES
Is the data erasure software vendor-agnostic? Can it easily integrate with your existing software and systems?	YES	No	YES	YES
Does the software offer a patented, proven method to effectively erase SSDs?	No	No	No	YES
Does the software allow for the selection of a specific standard, based on your industry and organization's unique needs?	YES	No	YES	YES
Does the solution give your compliance and security teams access to view, save or send erasure reports?	No	No	No	YES
Is the data erasure vendor the industry leader?	No	No	No	YES
Does the vendor act as a partner, working with you to tailor its solutions and support your organization's sales initiatives?	No	No	No	YES
Does the vendor provide a portal of resources and materials to help ITADs succeed?	No	No	No	YES

Question	White Canyon	KillDisk	EPS	Blanco
Does the vendor have a comprehensive global presence?	No	No	No	YES
Is the software scalable, with the ability to erase hundreds, or even thousands of assets simultaneously?	No	No	No	YES
Does the vendor offer 24/7 global support, along with a comprehensive online Support Portal?	No	No	No	YES
Does the software offer automation to reduce active touch time and human error?	YES	No	YES	YES
Does the cost of each erasure license include automation costs, testing and API integration?	No	No	No	YES

Want to learn more about Blanco's data erasure solutions for ITADs? [Contact your local sales representative today.](#)