



# Blancco ITAD Partner Program

Add industry-leading security, regulatory compliance, and process acceleration to your IT disposition and remarketing operations.



## Why Join the Blancco Partner Ecosystem?

ITADs and recyclers that build and maintain robust security policies and safeguard sensitive data set themselves apart from their competitors by achieving best practices, meeting compliance requirements, and building processes to maximize efficiency.

When you need a 100 percent tamper-proof audit trail to prove compliance with data privacy and data destruction requirements, Blancco is the ideal partner. Join the Blancco ITAD Partner Program to improve your internal data sanitization processes and help your customers have the best solution to meet their needs.

## Our partner program provides you with:

### Services & Support

Blancco's Global Professional Services team leverages the ISO 9000 methodology to help you launch certified and auditable data erasure solutions to your customers. With our consulting, implementation, configuration services, and ongoing support, you can expand your capabilities to meet a growing business need. Our services and support include:

- 24x7 global support
- Implementation assurance
- System integration and product development
- Technical online resources and assistance

### Certification & Training

As a Blancco partner, you'll be trained by technical experts to strengthen your data erasure knowledge and capabilities. Resources include technical content, online or in-person certification programs and full access to Blancco University. Our training and certification programs include:

- Ongoing sales training
- Technical pre and post-sales trainings
- Certified engineering training

### Automation & Customization

Reduce your active touch time and human error with automated diagnostics and erasure processes, including Intelligent Business Routing (IBR) workflows.

As a partner, you will also be able to take advantage of customizable reporting based on different erasure standards for different customers, industries, or specific security needs.

### Sales & Marketing Enablement

Equip your sales teams with the right tools to easily drive awareness and consideration among prospective customers. As a Blancco partner, you will receive:

- Partner portal access
- Partnership logo, plaques, and banners
- Business reviews and sales support

The ITAD Partner Program recognizes those who choose to deploy Blanco's industry leading data erasure solutions and offers a number of key benefits to companies wanting to join the program.

ITAD PARTNER PROGRAM	SILVER	GOLD	PLATINUM
Access to a knowledge base of industry information, training, and sales support	✓	✓	✓
Partner logo, certificate, and materials	✓	✓	✓
Listed on Blanco "Find a Partner" page	✓	✓	✓
Blanco product roadmap review	✗	✓	✓
Blanco product development inclusion	✗	✗	✓
Blanco executive sponsorship	✗	✗	✓
REQUIREMENTS	SILVER	GOLD	PLATINUM
Minimum number of licenses purchased annually	✓	✓	✓
Engineers trained and certified by Blanco	✓	✓	✓
Display Blanco partner logo on website	✓	✓	✓
Member of at least one nationally or globally recognized organization	✗	✓	✓
Operate in at least three countries	✗	✗	✓

For over 20 years, Blanco has offered ITAD solutions that support compliance with data protection and privacy regulations while supporting device reuse and a robust circular economy. As the industry standard in data erasure and mobile lifecycle solutions, Blanco solutions provide you with an absolute line of defense against costly security breaches, as well as verification of regulatory compliance through a 100 percent tamper-proof audit trail.

Join the Blanco ecosystem today. Contact [ITAD@blancco.com](mailto:ITAD@blancco.com).