



The Client

A Major US Defense Contractor & Industrial Manufacturing Company

The Problem

The client has over 65,000 employees in various business units, generating over \$25 billion in sales, and needed a solution for securely destroying highly sensitive and sometimes confidential data as well as properly disposing of end of life devices.

The Solution

In 2014, after an exhaustive RFP process, ERI beat out numerous other vendors by providing a consistent, secure, and national solution for all of their data destruction and e-waste needs. ERI's solution consisted of both IT asset disposition (ITAD) as well as end-of-life (EOL) recycling services along with data destruction for both.



Processed 1 million pounds
of e-waste



Securely destroyed data on more
than 12,500 hard drives

Prior to ERI, the client's sustainability efforts was a major expense. Due to ERI's revenue share model for ITAD materials, ERI was able to generate a solution that was cash flow positive for the client, helping them recover the cost of data destruction and recycling plus getting money back while providing the needed documentation of the proper disposition of all materials.

This client was so happy with ERI's services that ERI was the only vendor named in their exhaustive annual corporate responsibility report. The client stated that ERI was their partner as they are the only provider with a true one-stop nationwide solution offering full data security and environmental compliance while offering a positive financial return on their ITAD services. They also noted ERI's superior capacity, innovations, and technology compared to their competitors.

Based on ERI's superior performance domestically, this program has now been expanded to provide the same services on an international basis.