blancco | **INREGO**

Safe and Secure Reuse of IT Assets Boosts Operational Productivity and Scalability

Statistics

51% IT managers dump or store IT assets when no longer needed*

7 in 10 second-hand hard drives still have data**

41% used smartphones nd new owners via private sales or trade-ins***

The global market for second-hand IT assets and equipment is growing at a rapid pace, fueling increased competition among suppliers and distributors. And in today's digitally ruled world, there's no denying that information has power. But when that information isn't erased properly before devices are reused and resold, it can cause irreparable damage to corporate reputations, result in exorbitant fines, legal actions, negative publicity, as well as loss in brand value and revenue.

Inrego

Founded in 1995, Inrego is a global leader in the reuse of IT equipment. With hundreds of suppliers and distributors across the United States and Europe, the company prides itself on extending the service life of IT assets, such as servers, networks, drives, computers/laptops, smartphones and tablets. It is equally committed to reducing the environmental impact of used IT equipment.

> **We always strive to automate our business as much as possible. With Blancco products, we save time and feel con dent that each data erasure is carried out correctly."**
>
> – Daniel Bonde, CIO, Inrego

Challenge

As a recent ComputerWorld research study revealed, 7 in 10 second-hand hard drives still have data on them. For Inrego, this put even more strain on the business to market itself – and all of the equipment it sells – as filling an urgent, compelling need among buyers. But being able to compel and convince buyers requires more than simply showcasing the excellent quality and condition of its products.

That is where Blancco stepped in to streamline the company's operational and cost efficiencies in buying, reconditioning and reselling refurbished equipment, while simultaneously being able to 100% guarantee all data has been erased in an environmentally-safe manner before equipment is ready for reuse.

Solution

As one of our long-time customers since 2005, Inrego has used a variety of Blancco Eraser solutions, including Blancco Drive Eraser for erasure of computers and servers, Blancco Mobile Device Eraser for erasure of mobile devices, Blancco Management Console for a central point of control and Blancco Toolkit. For mobile devices specifically, Blancco Mobile Device Eraser allowed INREGO to erase mobile data from up to 50 devices running on iOS and Android operating systems simultaneously before they could be prepared for reuse. Because Blancco Mobile Device Eraser can seamlessly integrate with Blancco Removable Media Eraser, it's also capable of securely erasing external SD cards. And because INREGO has a global network of suppliers and distributors in 70 countries, Blancco Toolkit proved to be integral in facilitating erasures of multiple units remotely. With Blancco Management Console, INREGO was able to view all data erasure licenses, create and modify users, monitor activities and collect 100% certified, tamper-proof audit reports. This proved vital to perform due diligence and validate its rationale for future resource and budget planning.

The beauty of the Blancco Eraser solutions – and the unique value and impact each provides to INREGO – lies in their ability to simultaneously maximize the functional performance and resale value of IT assets, automate and streamline operational efficiencies and guarantee 100% compliance with national and international regulations, including ISO 27001 and ISO 27040. As a result, INREGO is now able to translate these benefits into revenue growth and a stronger competitive advantage in the sell-back/trade-in marketplace.

About Blancco

As the de facto standard in data erasure, Blancco provides thousands of organizations with an absolute line of defense against costly security breaches, as well as verification of regulatory compliance through a 100% tamper-proof audit trail. Our data erasure solutions have been tested, certified, approved and recommended by 18 governing bodies around the world. No other security firm can boast this level of compliance with the most rigorous requirements set by government agencies, legal authorities and independent testing laboratories.

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