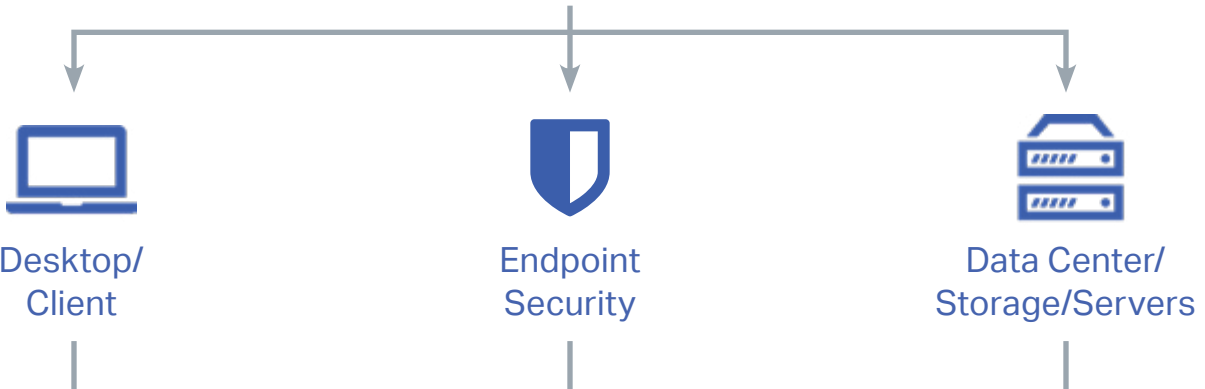


Secure Data Erasure: What is the Opportunity for you as a Service Provider?

Type of Market



What's the opportunity for providing Erasure as a Service (EaaS)?

Data End-of-Life

An enterprise with 10,000 employees requests secure erasure software to be installed across all its employees' desktops/laptops. The company purchases 10,000 Blancco File Eraser licenses and distributes 2-3 resources over 2-3 days to install on all machines. The service provider can set the price for the erasure service and achieve high margins.

Where else could EaaS apply?

- End client or employee leaves organization
- Cloud exit
- Disaster recovery exercises
- Data Migrations/Storage Refresh

Equipment End-of-Life

A customer needs to decommission 1,000 computers. The company purchases 1,000 Blancco Drive Eraser licenses and distributes 1-2 resources to erase all machines over 2-3 days. The service provider can set the price for the erasure service and achieve high margins.

Data Migration

An end customer is upgrading their current infrastructure and needs to erase all data from the original location. With Blancco Data Eraser solutions, it is possible to offer erasure of both the physical equipment with Drive Eraser, the logical level with LUN eraser and virtual environments with Virtual Eraser. Erasure time and resources depend on the size of the project, and cost can be set accordingly to achieve greater ROI.