

DATA ERASURE CASE STUDY

AfB Group & Blancco: Protecting Customer Data for More than a Decade



For more than ten years, Blancco and AfB Group have been partnering together to securely erase data on mobile phones, PCs and other IT assets to protect consumer privacy. AfB Group uses Blancco Data Eraser software to remove personal and sensitive information from IT devices, then refurbishes them so they can be reused and resold. Customers receive a certified erasure report with each asset. AfB is Blancco's largest nonprofit IT refurbisher partner in Europe, consuming around about 175k-200k data erasure licenses in 2017. This number is expected to grow by 20 to 30 percent in 2018.



Good data erasure means offering the best erasure methods and security standards for all different kinds of data storage."

– Daniel Büchle, Member of the Executive Board, AfB Group

About AfB Group

AfB Group was founded in 2004 by personally committed private individuals with a social focus. The company offers effective, efficient IT services predominantly in connection with recycled IT hardware. About half of the company's workforce is disabled, and its non-profit mission is to save natural resources and combat climate change.

This social enterprise now employs a total workforce of over 300 in more than 20 locations in Europe. AfB currently processes over 300,000 used appliances a year—a number that continues to grow.

About Blancco

Blancco Technology Group is the de facto standard in data erasure and mobile device diagnostics. The Blancco Data Eraser solutions provide 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.

The company's 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.

How Do Blancco and AfB Group Work Together?

AfB Group collects IT hardware that is no longer being used from companies and public facilities. To meet rigorous European and global data sanitization regulations, AfB uses certified Blancco Data erasure software as a major part of its refurbishing process.

AfB Group requires erasure software that can erase different kinds of data storage (e.g. SSDs, mobiles, laptops and more), and Blancco provides continually evolving software to meet this need. Additionally, the two companies provide regular updates and feedback, solidifying their partnership and allowing AfB Group to use a software that continues to meet its needs. When AfB Group invests in new systems to meet customer demand, Blancco steps in to test the solution and come up with a way to make their systems work together as smoothly as possible.

Currently, AfB Group's ERP systems connect to the Blancco Management Console via an API to automatically offer customers itemized data erasure reports. Customers can log in to AfB Group's internal tool to see these erasure reports, as well as serial numbers and other important information about their refurbished hardware.

About Blancco Mobile Device Eraser & Mobile Diagnostics

- ✓ Sanitizes each IT asset and provide customers with a certified data erasure report
- ✓ Continues to offer improvements, such as a patented erasure method for SSDs
- ✓ Meets all rigorous data privacy regulations and data sanitization requirements
- ✓ Provides AfB Group's customers access to the leading data erasure software with the most global certifications

Designed especially for distributors and resellers, Blancco's Channel Program has various levels of entry to suit your level of commitment and business requirements. Each one packed with exclusive benefits to help companies maximize revenue growth potential.

Learn more at <https://www.blancco.com/partners/become-a-channel-partner/>.