



Immediate, critical support is needed to rectify Arrow's outdated ITAD services to the patented Tear-A-Byte® Cybersecurity Framework. Important facts to keep in mind:

1. Arrow discontinued ITAD Services as of August 2019
2. Customer compliance officers require ITAD Clients to implement the Cybersecurity framework by vendors supporting a Cybersecurity Framework
3. New Federal and State laws require organizations to meet all Cybersecurity Framework compliance

Old ITAD Model

10,000 Laptop / Desktop Refresh Example

Laptop Shipping	\$10
Audit and Sanitize per Device	\$12
Recycling per Device	\$3
Typical Device Pass Percentage (80%)	8000
Remarketing at \$50 per device	\$400,000
ITAD Charge and Remarketing Split	-\$300,000

Customer Remarket Credit (25%) \$100,000

New Patented Tear-A-Byte Model

10,000 Laptop / Desktop Refresh Example

Tear-A-Byte® Install.....	\$0
Sanitize per Data Bearing Device (DBD).....	\$18
Free techBOX® Containers.....	\$0
Typical Device Pass Percentage (80%)	8000
Remarketing at \$50 per device	\$400,000
Processing of 10,000 DBDs	-\$240,000

Customer Remarket Credit (40%) \$160,000

TechR2 patented Tear-A-Byte® solution consistently shows customers increased savings along with impeccable compliance to GDPR, Federal and State cyber regulations.

Vendor Differentiator / Classification	TechR2	Other Vendors
Vendor has impeccable certifications that are compliant with GDPR, federal and state regulations	<ul style="list-style-type: none"> ✓ ISO 27001 certified for information security ✓ ISO 31000 certified for Risk Management ✓ ISO 9001 certified for Quality Management Systems ✓ ISO 45001 certified for Health and Safety ✓ ISO 14001 certified for Environmental Systems ✓ SOC-2 compliant ✓ Avetta Supply Chain Risk Management compliant ✓ External data security audits annually ✓ NWBOC (Woman Owned Business) certified 	<ul style="list-style-type: none"> ✗ Not certified ✗ No Cybersecurity Framework (CSF) certification ✗ NAID is not a data security certification and is externally audited every 2 years
Use NSA / DoD Data Destruction processes, NIST documentation process	<ul style="list-style-type: none"> ✓ NSA/CSS POLICY MANUAL 9-12 compliant ✓ NIST SP 800-53 R1 compliant ✓ DoD 5220.22 - M compliant 	<ul style="list-style-type: none"> ✗ Not compliant for critical data
Digital Data Destruction reporting that is available 24-7	<ul style="list-style-type: none"> ✓ TechR2 Certificates of Destruction (CoD) are compliant with NIST SP 800-88, digital and available 24-7 through the TechR2 Customer Portal 	<ul style="list-style-type: none"> ✗ Non-compliant and ineffective Certificates of Destruction

Vendor Differentiator / Classification	TechR2	Other Vendors
US Patented Data Destruction Method	<ul style="list-style-type: none"> ✓ US Patent 9,430,651 B1 Tear-A-Byte® method ✓ TechR2's patented Tear-A-Byte® Track - Contain - Destroy - Verify in compliance with NIST SP 800-53 R4 MP-6 and the GDPR 72-hour data tracking rule 	<ul style="list-style-type: none"> ✗ No patent ✗ Processes are not NIST or GDPR compliant
Risk Assessment and Data Protection implementation training	<ul style="list-style-type: none"> ✓ TechR2 is ISO 31000 certified and performs compliant risk assessments ✓ Training as part of patented Tear-A-Byte® solution 	<ul style="list-style-type: none"> ✗ Does not analyze risk ✗ Does not offer training
Complete battery of NSA certified degaussers, crushers and solid-state shredders	<ul style="list-style-type: none"> ✓ TechR2 Sanitizers and Verifiers are trained and certified on NSA certified equipment. No subcontractors used. <ul style="list-style-type: none"> ✓ HD-5T ✓ PD-5 ✓ HDM-1 ✓ SSMD-2MM 	<ul style="list-style-type: none"> ✗ Rent or use non-NSA listed equipment ✗ Use subcontractors to perform service
Overwrite process	<ul style="list-style-type: none"> ✓ DoD 5220.22 3 pass overwrite copyrighted process 	<ul style="list-style-type: none"> ✗ No certified process
Processes compliant with ISO 45001 Health and Safety / OSHA	<ul style="list-style-type: none"> ✓ TechR2 processes are ISO 45001:2018 certified and internally and externally audited ✓ Avetta Supply Chain Risk Management compliant 	<ul style="list-style-type: none"> ✗ Business owners are required to have shredding companies compliant with OSHA regulations while onsite
Recycling Process	<ul style="list-style-type: none"> ✓ ISO 14001 certified ✓ Zero landfill policy ✓ TechR2 Green Reports provided ✓ IBM ISO 14001 annual audit 	<ul style="list-style-type: none"> ✗ No recycling certification
Data Breach in Company History	<ul style="list-style-type: none"> ✓ Never had a data breach ✓ Patented process utilizes 4 layers of security 	<ul style="list-style-type: none"> ✗ Company subcontracts to another vendor with no layers of security
Data Destruction Sanitizer and Verifier	<ul style="list-style-type: none"> ✓ ISO 27001:2013 certified. ✓ Highest data security with regards to personnel, training, certification and data security standards ✓ TechR2 employees are trained and certified - No sub-contractors ✓ Sanitizer and Verifier are used on every project per regulations 	<ul style="list-style-type: none"> ✗ ITAD vendors use subcontractors and many times not authorized to interact with customer data bearing devices ✗ Only use one technician in violation of NIST non collusion rules
Data Destruction under organization control	<ul style="list-style-type: none"> ✓ Destroy data inside the organization's four walls ✓ Client never loses control of data 	<ul style="list-style-type: none"> ✗ Not compliant with NIST or GDPR regulations
Assist in data security audits	<ul style="list-style-type: none"> ✓ TechR2 assists clients in meeting their data security audits 	<ul style="list-style-type: none"> ✗ No assistance

12477 Broad Street SW, Pataskala, Ohio 43062 | 614.322.2222 | clientrelations@techr2.com | **techr2.com**

