

## How Do I Compare Different Decommissioning Vendors?

When embarking on a project as complex as decommissioning a data center, it is critical to have the right partner by your side. The entire project will be more successful and positive for your staff if the vendor you select is a good fit for your organization. The vendor's service range, industry reputation, size and financial stability should all be considered.

<b>Account Management</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
Can they provide detailed project plan?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Working during off-peak hours?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Required resources to manage scope of project?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can they work on-site without disrupting other data center activities?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Decommissioning and Other On-Site Services</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
Do they provide decommissioning services?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do they have the technical skills to derack, decommission and disassemble equipment?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can they remove cabinets and racks as needed?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How will they confirm equipment lists against physical inventory counts?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can they provide detailed auditing information – make, model, serial number, asset tags, parent-child relationships?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Will they pull electric and network cabling? Do they have a plan for disposing of cabling?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can they provide data destruction at data center?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do they have the required resources to manage scope of project?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can they coordinate lease returns and erase storage media?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Will they provide packing materials and services for decommissioned equipment?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>Data Destruction</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
What data destruction methods do they use?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
What storage media types can they destroy? To industry standards (NIST 800-88r1)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can they destroy data in a way that allows storage media to be reused?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
What data destruction reporting can they provide?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How do they guarantee data destruction?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Inventory and Packing</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
Inventory list/reconciliation?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packing materials?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packing services?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Damage coverage?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Transportation to Processing Facility</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
Right balance between costs and security of assets.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multiple transportation options to ensure load safety and security.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Chain of custody reporting.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Resell, Recycle Hardware</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
Test, grade and refurbish resalable hardware.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Parts recovery if whole unit resale is not possible.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Resell whole units.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Resell parts,	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Redeploy internally to another company-owned location.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recycle e-waste.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>Documentation</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
Documented chain of custody?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Certificates of Data Destruction.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Documented recycling of e-waste.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Detailed sales report, including hardware make, model and serial number.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sustainability metrics.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>Company Information</b>	<b>Must Have</b>	<b>Nice to Have</b>	<b>Not Needed</b>
Proven track record.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Size – Do they have the resources to fully support your data center?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financial performance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Certified facilities.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Insured.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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