

# Global consultancy finds revenue boost in unlikeliest of places—their old IT assets.

**"Our Iron Mountain service helps us with our continual IT upgrade path to stay one step ahead of our rivals."**

Andrew Geffryes, Group Procurement Manager, Mott MacDonald



## Challenge

Mott MacDonald wanted a single, global process to securely dispose of end-of-life, data-bearing assets. Other key drivers were minimising the risk of reputational damage from data loss, licensed software being used inappropriately and sustainability and income through responsible IT recycling.



## Solution

Iron Mountain® Secure IT Asset Disposition ensures remarketing and disposal of old IT equipment and offers asset tracking throughout the entire journey. The service allows disposal costs to be offset against items sold at best market rates.



## Results

IT teams don't have to dismantle or wipe old hardware, leaving more time for innovation. Employees get the latest technology sooner. The business benefits from higher productivity, reduced risk of data breaches, smaller carbon footprint and sustainable practice. It also stands to realise £500,000 in annual revenue once all sites are onboarded.



**100 UK and US sites live**  
with more countries onboarding



**£500,000 in potential annual revenue**  
from resale of usable IT assets



**16,000 employees**  
will be able to contribute  
to recycling efforts



**Full audit trail and CO<sub>2</sub> savings**  
leveraging local Iron Mountain fleet

# Obsolete doesn't mean worthless

**"We needed a robust way of managing and tracking the recycling of obsolete IT equipment, one that provided complete confidence that our data-bearing devices and licensed software couldn't fall into the wrong hands."**

Andrew Geffryes

A global company, thinking about the globe

## Solving the planet's most intricate challenges

Active in 150 countries, Mott MacDonald is a global engineering, management and development consultancy focused on guiding clients through many of the planet's most intricate challenges. Improvement is at the heart of its offer: better economic development, better social and environmental outcomes, better businesses and a better return on investment.

Mott MacDonald chose Iron Mountain® as its principal global off-site records management service provider. Since then, the two companies have worked on other innovative services like digital scanning. More recently the collaboration has focused on optimising a growing estate of IT equipment. In particular, how Iron Mountain could help Mott MacDonald improve IT lifecycle management, while reducing risk and cost of ownership.

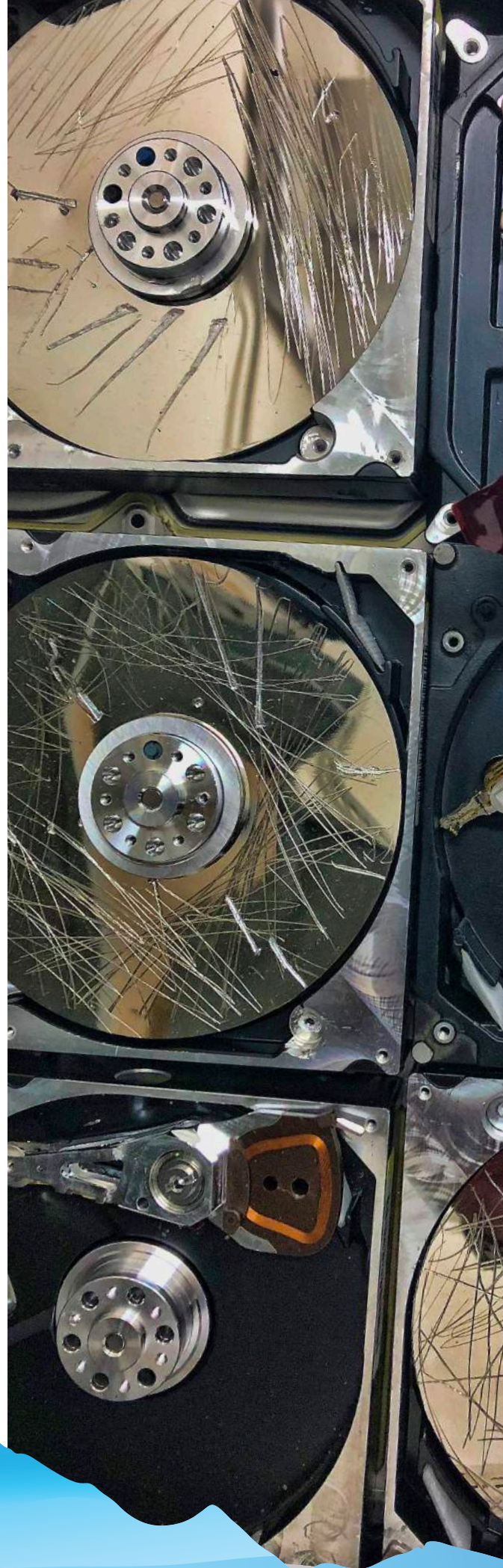
## Realising new value from old technology

Individual offices used to make local arrangements for retiring laptops, PCs, printers and other items. "We spend around £7 million on new IT equipment annually," says Andrew Geffryes, Group Procurement Manager at Mott MacDonald. "Yet, we had no common means for the safe disposal of old IT assets."

Staff and offices adopted their own approaches locally, varying from donating equipment to schools and storing it in drawers in case it was ever needed, to passing the assets on to employees' children. "The approaches were not consistent and all too often there was a risk that equipment could leave the business with the hard drive in place," Geffryes notes. "We sought a reliable and consistent approach to managing this problem, one that provided full auditability and maximised the reuse of the equipment as opposed to having it sent to landfill."



**Properly managing IT assets leaving the business, on a global scale**





## Moving to a Secure IT Asset Disposition

**"It was clear from Iron Mountain's archiving and storage business, they had an existing vehicle fleet passing by almost all our offices on a daily basis. Using these vehicles would therefore minimise transport costs and carbon footprint too."**

Andrew Geffryes

The secure way to destroy, recycle, or repurpose

### **Simpler compliance, with nothing left to chance**

Now, with the Iron Mountain Secure ITAD service, Mott MacDonald has a consistent approach for repurposing or recycling old equipment. It ensures full chain of custody from the point where the assets are collected to when they're checked in at the processing plant. Vehicles are fitted with GPS trackers and lock sensors. Drivers are thoroughly screened. RFID-enabled key fobs alert if the vehicle is left unlocked.

Similarly, it's much easier for the company to manage WEEE (Waste Electric and Electronic Equipment) and other legal responsibilities. The Iron Mountain Secure ITAD Management System (SMS) portal provides IT teams and facilities managers with a clear audit trail and simple tool for tracking assets. They can also download waste transfer notes and destruction certificates.

### **Best choice financially and environmentally**

In addition, Mott MacDonald got a better deal by tapping into Iron Mountain logistics. "After dismissing the rental of IT assets because managing this was too complex, we realised most of the disposal cost was in transportation," Geffryes recalls. "We knew that the logistics cost was potentially the biggest issue around launching a cost-effective IT recycling strategy."



**Clear, auditable and secure chain of custody;  
from pick-up to processing**

# Technology refreshes made refreshingly easy

**"In many countries we used to sweat assets like PCs and laptops for several years beyond their natural life. Now, we have a solid business case for replacing them much earlier."**

Andrew Geffryes

## Good for finance and IT

The service currently covers almost one hundred Mott MacDonald offices in the UK and North America with others in the Middle East, Asia and Africa to follow shortly. "We're pushing ahead with adopting Iron Mountain Secure ITAD across as many locations as possible, creating one global process and database for all disposal information," says Geffryes.

The Secure ITAD service supports a global programme that is expected to deliver around £500,000 in annual revenue; income that would not have been gained under previous arrangements that can now offset the cost of technology refreshes.

## Ultimately benefiting employees and the business

For the company's 16,000-strong workforce, getting their hands on the latest and smartest technology sooner means they can focus on what they do best, while the business benefits from higher productivity and less chance of data breaches.

Andrew Geffryes sums up: "Staying competitive increasingly means using the latest software. To use these resource-hungry applications effectively we need suitable IT equipment. Our Iron Mountain Secure ITAD service helps us with our continual IT upgrade path to stay one step ahead of our rivals."



**R2 compliant recycling and secure disposal of obsolete IT**



**Strong ROI and reduced carbon footprint by leveraging Iron Mountain fleet for records management and ITAD**



**Global rollout across multiple locations, driving cost efficiencies with one vendor**



**Predictable solution allows employees faster access to latest technologies, boosting their productivity**

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