



CASCADE
ASSET MANAGEMENT, LLC

Computer Re-News

The Quarterly Newsletter of Cascade Asset Management, LLC

Onyx selects Cascade for IT asset retirement

Cascade chosen from a pool of highly qualified processors to emerge as the most responsible and valuable partner to Onyx in the United States.



Cascade is pleased to announce its new agreement with Onyx Electronic Recycling. Onyx, one of the largest waste companies in North America, selected Cascade as its computer and electronic equipment material processor. Together with Onyx's hazardous waste processing capability and expansive nationwide logistics system, Cascade can provide a wider range of services to its clients across the country.



Current customers of Cascade can also benefit from Onyx. With facilities and trucks located across the country, Onyx can pick-up equipment from remote locations at a competitive rate. Onyx also has the experience and financial strength to process other hazardous materials, including lamps, mercury devices and medical apparatus. Onyx offers a pre-paid ship back program suitable for small quantities of electronic waste. Simply put your computer equipment in a box with a pre-paid address label ordered from Onyx and your old computers and electronics will go to Cascade for responsible recovery.

Onyx is part of Veolia Environment, a publicly owned company with 150 years of experience delivering environmental solutions. Cascade is an independent information technology asset retirement company established in 1999. ■

Since Cascade opened in April, 1999, we've:

- * Collected over 9.0 million pounds of old electronics.
- * Refurbished and resold or donated over 210,000 monitors, computers and printers.
- * Demanufactured and recycled over 110,000 cathode ray tubes.
- * Kept more than 440,000 pounds of lead out of landfills.
- * Donated more than \$103,000 worth of equipment to local charities and causes in developing countries.
- * Paid more than \$1.3 million in rebates to customers

"Cascade was chosen by Onyx because of its environmentally responsible processing of equipment and its technical ability to track and manage assets for proper reuse and recovery through recycling," notes Kevin Shaver, General Manager of Onyx Electronics Recycling.

Study demonstrates value of planned IT asset retirement

Everyone knows it's prudent to plan for their retirement while they're young. That way, when they are older, they can enjoy new opportunities without worrying about unmet obligations.

The same is true for your information technology equipment. By considering the retirement of your IT assets as a part of your equipment life cycle planning, you can increase the value of this equipment, reduce your handling and carrying costs, and better protect your security interests.

A recent study by the Aberdeen Group concludes that, "any organization annually removing as few as 3,000 PCs can save \$1 million per year in unnecessary storage and disposal costs by implementing an effective asset disposition program."

Responsible asset retirement makes considerations for a variety of issues, including secure

data destruction, logistics and handling costs, environmentally sound recycling, and value generation from the resale of equipment. Proactive companies find a way to cascade their equipment to another use before it loses all value. The Aberdeen Group estimates that IT assets lose 6-10% of their value each month, Addressing disposition options before equipment accumulates to the rafters is one way to improve the return on asset value.

Cascade and its partners provide life cycle IT asset management solutions that reduce the total cost of ownership of your equipment from purchase to retirement. See our Web Site for more information on this study and Cascade's resources to help you get more out of your equipment now and later. ■

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Meriter Hospital - A conversation about asset management

Recently, Cascade asked one of its longtime clients, Meriter Hospital, to share some of its experiences and challenges with regard to the retirement of their electronic assets. Todd Peterson, Information Systems Manager, provided the following responses to our questions.

What do you use Cascade for?

For asset management/recycling of out dated computers, monitors, printers, hard drives and other unique items.

What are some of the unique considerations you, as a hospital, face from IT asset retirement?

HIPAA (Health Insurance Portability and Accountability Act) regulations require that items containing patient care information be disposed of properly. Documentation is **also** important as proof of proper disposal for JCAHO (see www.jcaho.org) compliance audits. Currently we pull all hard drives from our computers before retiring the computers and they are kept at Meriter. In the future will be using Cascade Asset Management as a resource to shred our hard drives to insure compliance.



Greg Piazza of Meriter's Environmental Services Department stands ready with another load for Cascade

What are some of the benefits Cascade provides to Meriter?

Quick and easy removal of items to be recycled. This includes the detailed documentation of proper equipment disposal. Many recycling companies do not have a process for sending certificates of destruction when the items are recycled. Documentation is very important to me because it is the only way I can prove that I have recycled the equipment properly. Without it I have a liability risk to deal with.

How can you further improve the life cycle management of your computer equipment?

Meriter will continue to use Cascade Asset Management to dispose of our old computers. We are also looking at having computer vendors remove old equipment when we purchase new equipment. Although having the manufacturer retire the equipment sounds like a good idea, we have found that working with a local recycler is usually more cost effective.

What are some new challenges you expect to face with asset disposal?

The volume is going to continue to increase. As the volume increases, the cost of recycling for the organization increases. As recycling old equipment becomes the norm for everyone, we hope that the cost of the recycling will go down.

What makes Cascade different?

Cascade is a market leader in the recycling business. Cascade understands the recycling business, and understands my need for quick and efficient disposal. Some of the new recyclers are not as experienced, and do not have solutions in place to provide proper disposal documentation.■

Tools for Health Care Providers from Procurement to Recycling

The health care industry can benefit from a new resource to help it make environmentally preferable purchasing decisions that also reduce the total cost of ownership of IT equipment. Health Care Without Harm produced a publication titled "Healthier Choices for Electronic Equipment: From Procurement to End-of-Life" that is available for use on their web site.



This document provides background information related to the hazards of computer manufacturing, use and disposal, and provides tools for developing bid language and evaluating vendors who sell, service and retire PCs.

"Healthcare facilities need to manage their electronic equipment in a way that controls costs, protects data and complies with federal, state and local regulations," notes the report. "Purchasing decisions provide an opportunity to select electronic products that are both cleaner and safer through end-of-life."

Cascade can help any institution, whether in health care or not, attain the goals of responsible purchasing and disposal of computer equipment. We even partner with computer resellers who meet the demands of IT managers at hospitals and other institutions, while fulfilling "green" procurement guidelines.

Visit Cascade's Web Page and click on the link to "Health Care" for more details.■

New Resources on Web Site

Cascade has updated and expanded its resource guides on its Web Site. From information about our services and programs to research and presentation on the industry to tools for reducing your asset management costs, be sure to

click to our site.

For easy access to our comprehensive list of documents, click on "Cascade Library" on our Home Page at:

cascade-assets.com

