What are the costs of not finding a Green solution to IT disposal?

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Businesses continue to upgrade, replace, or make obsolete their IT infrastructure. No matter what the reason for IT replacement or displacement, there are associated costs. Obvious costs include the capital expenditure of purchasing new equipment and the costs of resource training to best utilize new technologies. Costs that are not so obvious include the costs to dispose of old equipment when the new arrives - recycling, facility removal, etc. Potential costs to a business include the costs associated with not disposing of IT properly.

Canvas Systems proposes a project to analyze and develop a cohesive go-to-market strategy. Specifically, a strategy that outlines how working with Canvas can provide businesses with a smarter / less expensive way to manage their IT asset's total cost of ownership wrapped around an ewaste-friendly overall plan.

Some questions that will need to be answered are:

What are IT lifecycle costs and how does a business keep this cost to a minimum without becoming an e-waste contributor? How can this be quantified? What are the factors? How can these factors be presented to businesses in such a way that end of life IT is part of any new IT purchase decision? Does it make sense for businesses to sell their IT while it still has value in order to avoid having to dispose? When is the optimal time to do this in the IT lifecycle?

Information about the company: Canvas Systems is the world's largest independent reseller of used IT. Businesses that use Canvas Systems as their supplier of IT regularly experience savings of 50% or more off the current list price of the new equipment equivalent. Canvas acquires its used equipment for resale through a variety of sources. Examples include End Users who are consolidating or replacing IT, IT Leasing Companies needing a partner to remarket end of lease equipment, and manufacturers who experience excess IT runs. Specific services available from Canvas include used IT resale, rentals, leasing, consignment services, and asset disposal services.

Deliverables: A report analyzing total cost of ownership for various IT equipment and usage time scenarios.

Anticipated learnings: An understanding of end-of-life options for IT equipment. An understanding of the total cost of ownership concept. Environmental impact of IT disposal. An understanding of the competitive elements in the IT sector.