

## Case Study:

# Federal Government Agency Increases Recycling Revenue while Reducing Impact to Internal Resources

## Who is e-Cycle?

**e-Cycle** is a premier mobile-device recycling company that partners with leading corporations and large government agencies to securely recycle their smartphones and tablets. With a focus on the key areas of concern for asset managers, e-Cycle specializes in mitigating data security risks, upholding environmental compliance, and offering logistical support.



### The Challenge:

- Multiple U.S. locations
- Federal data security requirements
- On-site processing
- Environmental compliance
- Meeting in-depth reporting requirements



### The Result:

Working closely with e-Cycle's sales, operations, and PMO team, the agency was able to outline detailed business requirements that captured the unique needs of the entire organization and its multiple locations. The focus was on data security, revenue recovery, and white glove service requirements while not over burdening the existing workload of agency staff. Through constant communication, data testing, and continuous process improvement, the program successfully launched and continues to support the agency's ongoing efforts, resulting in:

- Increased revenue
- White glove on-site service to mitigate data security risks
- Reduction of HR impact
- Location-based reporting
- Environmental impact reporting
- Environmental Impact Statements



**Client:** Federal Government Agency  
**Number of Employees:** ~17,000  
**Location:** National

### THE CHALLENGE:

A national aeronautics agency with over 14 locations was looking to build a highly secure, white glove mobile recycling program that could support their efforts to increase effectiveness and meet environmental standards while managing data security.

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### THE RESULTS:

A customized buyback and recycling program was developed to meet critical data security requirements across all locations

- Devices wiped; ABM/KNOX solution developed
- Data Security that exceeded federal regulations
- Increased revenue
- On-site processing
- Environmental compliance

## Let's start a conversation!

Contact [gogreen@e-cycle.com](mailto:gogreen@e-cycle.com) to learn more.