



Case Study

Adobe

The Kinetic / FGD Partnership

Kinetic IT has a long established and trusted partnership with FGD Solutions, using their combined expertise to offer industry leading solutions with unparalleled experience. The advantage of the partnership is underpinned by the wealth of accreditations and certifications held by FGD Solutions, and the ability of Kinetic IT to transform that into cost-saving for businesses.

The Client

The Kinetic / FGD partnership first began working with Adobe in November 2019 to assist with secure data sanitisation and resale of redundant assets. As a global software and media giant, Adobe has a number of substantial data centres providing storage and computing power for millions of users worldwide, including two key sites in the UK and with a European headquarters in Amsterdam.

Data sensitivity is naturally a primary concern and Adobe subsequently have strict requirements for data sanitisation, whilst favouring the reuse of equipment and hard drives. Adobe operates IT infrastructure of a high specification and so whilst these need to be continually updated to run the latest software and data storage requirements, these redundant assets can continue to have a long second-user lifespan.

The Requirement

At the point of our engagement, Adobe were looking to begin a large refresh project of their key storage infrastructure across their UK and Amsterdam Data Centre sites. As an ever-developing and future-thinking company, Adobe's infrastructure needs to be of the highest and most recent specification possible. As such, data centre servers and HDDs must be regularly replaced but still have good reuse potential.

The desire was for a solution which balanced the priorities of secure data sanitisation alongside desires to sustainably recycle redundant assets and ideally to receive a return value for the equipment in scope. Kinetic IT were able to demonstrate that assets forecast for recycling would still hold a strong revenue return after costs and moreover that this credit could then be accrued and held to be either invoiced in full or otherwise used to call-off for other core services of the Kinetic / FGD Group.

The Solution

In order to meet the demands of the project and to make sure that all aspects ran smoothly, Kinetic / FGD assigned a Contract Manager and dedicated Account manager to run the day- to-day operations of the requirement, also involving the Operations Manager, Technical Manager and Office Coordinator to work together as a team.

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With the majority of assets being heavy data centre equipment, a mixed approach of GPS-tracked long wheelbase vans and tail-lift lorries were determined best to facilitate collections, dependent on the quantity of assets available per request. All assets were scanned on site and labelled with unique identifier codes for tracking. Assets were loaded into storage magnums within the vehicle for safe transit and caution was taken when loading to make sure that weight was equally distributed and within the limits of the vehicle.

Once returned to the FGD facility, all assets were fully audited, with hard drives removed to be data wiped in mass wiping rigs, using Blancco's industry-leading software. Each individual collection contained thousands of individual HDDs and it was therefore important to maximise re-use and resale potential, minimising any environmental impact. For each collection, FGD provided full audit reporting and Data Destruction Certification.

FGD have utilised years of sales experience and partnerships to achieve the maximum potential resale value for equipment and offer the highest possible return value to our client.

The Result

To date Kinetic / FGD have completed numerous pickups across two UK sites and a

further site in Amsterdam. We have collected and processed significant volumes servers, storage arrays and associated hard drives, along with smaller volumes of networking and other assets too.

The vast majority of servers have been stripped down and sold by their component parts (HDD, RAM, CPU) to achieve a greater value than would be possible selling as complete units. Almost all equipment has been resold, including Hard Drives that have been successfully wiped and reused. As a result, Adobe have accrued a strong financial revenue return which has been held on credit for the purchase of replacement hardware or other service solutions from the group, without the need to raise further budget.

FGD achieved the maximum potential resale value for equipment and offered the highest possible return value for our client.