



# Help Your Customers Benefit from your Erasure Services

Kroll Ontrack®  
Authorised Partner

## Delete securely with hosted erase

You can now help your customers by offering them a quick and easy solution to manage their data erasure projects.

By utilising our hosted erase services you can provide Kroll Ontrack's world leading secure data erasure solutions directly to your customers in only minutes!

With the upcoming General Data Protection Regulation (GDPR), you and your customers will be under intense scrutiny to ensure that critical data is managed in a secure way. This includes making sure old devices that are being disposed of have been properly sanitised so as not to compromise any of the clients' corporate or proprietary data.

## What does hosted erase offer you?

Hosted erase offers all the same features as the Blancco Management Console without the need for a separate installation or the operation of web servers or SQL databases. It is available immediately (no need for a licence dongle) so you or your client can start erasing in only minutes! It also enables the simple execution and centralised management of all erasure processes including detailed reports under a common web interface.

With hosted erase you can offer:

- » **Centralised web management** of all deletion processes
- » **Completed erasures** of the connected computers and handheld devices are transmitted and recorded
- » **Simple online management** of expired licences without installation of HASP key or licence manager
- » **Simple installation** of Blancco erase software on the user machines to securely delete data from computers and mobile devices
- » **The leading solutions** for secure deletion including Blancco 5 and Blancco Mobile
- » **Comprehensive reporting** of all erasure processes
- » **First class service** and support from Kroll Ontrack
- » **Hosting** of the account for at least 2 years

## How can you benefit from hosted erase?

There are many opportunities in which hosted erase might be the quickest and most efficient solution to offer your customers. We recommend two ways in which hosted erase can expand your service offering as well as ensure you can satisfy your customers deletion needs:

- » **Resell hosted erase:** Similar to reselling our traditional data erasure solutions, it's a simple and straightforward way to generate extra income. Once your customer confirms an order for a determined number of wipes, you contact us. Kroll Ontrack will set up the required configuration and provide you or your customer with direct access to the online deletion management software.
- » **Manage your own data erasure service:** Purchase a number of wipes and we will set you up with an online erasure management console. You may wish to use this console yourself and provide data sanitisation services directly to your customers or sell it on to your customers as a comprehensive solution they can manage themselves.

Whatever way you choose to offer data deletion services, rest assured you will be able to access a customised solution with little investment of time or staff whilst ensuring your customers receive the leading deletion solution available in the market.

## Recognising potential sales opportunities

Some situations which your customers may be going through that might translate into a direct need for an erasure solution such as hosted erase include:

- » Planning to carry out a sanitisation project on old devices before recycling or disposing of them?
- » Need to safely remove the data before reusing the devices?
- » Require evidence and certified reports to verify the secure erasure of the data?
- » Work with remote teams who need to simultaneously sanitise devices located in different locations?

## What types of devices does hosted erase work on?

Hosted erase is an excellent way to manage deletion from devices such as mobiles, laptops, PCs and small servers. All you need is for these to be connected to the internet in order to perform the secure data sanitisation of the device.

## Up to how many devices can be deleted through hosted erase?

You can manage up to 1,000 wipes from a range of devices, combining them to ensure you get a tailored solution to your needs.