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Channeling Growth: ITRenew Taps Data Center and IT Veteran to Lead Global Sales Initiatives

Jim Harris joins to help bolster company's rapid growth and increase its footprint into the data center decommissioning services market

NEWARK, CA – April 18, 2017: ITRenew, an industry leader in IT asset disposition (ITAD) services and data sanitization software for large-scale [data center decommissioning](#), today announced that it has hired [Jim Harris](#) as Vice President of Global Sales. Harris, who brings more than a decade experience managing sales programs for the world's largest hardware, software and data center service providers, will oversee direct sales and channel development to help ITRenew grow its data center services business. Harris previously served as Director of Channel Sales at Digital Realty, a leading global provider of data center solutions.

"We're very excited to add someone with Jim's experience in data center, sales and channel development," said Aidin Aghamiri, vice president of corporate strategy at ITRenew. "We've long believed that, as an ITAD company, data center was the place to be. We built our solution specifically for data center, and our global network around major data center hubs. We're confident Jim is the right person to take our specialized ITAD solutions to the rapidly-expanding data center market."

The global data center market is projected to grow at a Compound Annual Growth Rate (CAGR) of nearly 11% through 2020, according to a [Beam Research](#) report. The global data center solution market will grow to \$32.30 billion by 2020, up from \$18.56 billion in 2015, as estimated by [MarketsandMarkets](#).



ITRenew hires
Jim Harris as
VP of Global Sales.



Market opportunity that comes as no surprise to Harris. "I've bore witness to the growth in data center, where the enormous amount of data being generated, stored and processed daily is continuously driving technological advancements," said Harris. "No company is better positioned to capitalize on the backside of frequent IT refresh in the data center than ITRenew. We have a bullet-proof approach to manage the data securely, we have established global markets to remarket equipment at top dollar and we have the most flexible technology platform to service the largest client installations and any channel deployment."

Harris will oversee sales of ITRenew's ITAD services, onsite data security services and data erasure products. This includes ITRenew [Teraware](#), a proprietary data sanitization and asset management software platform, and ITRenew [Terabot](#), a line of do-it-yourself data erasing machines. These products deliver an industry-best 95-plus percent success rate and reduce erasure processing time by 80 percent, allowing equipment to be decommissioned quickly and freeing up valuable data center floorspace. For more information, download this [case study](#).

"I look forward to bringing channel partner expertise into our client's data center IT refresh activity," said Harris. "I believe the relationships that I've established with other data center service providers will help make the data security and hardware decommissioning process all that much smoother for customers."

Prior to Digital Realty, Harris led sales programs for Cisco Systems, VMware, Intel and others while at MarketStar Corporation, directing sales operations and more than 160 sales executives.

For more information on Harris and his role with ITRenew, read [What Does Data Center Growth Mean for IT Asset Disposition?](#) and [Data Center Decommissioning: A Different Kind of ITAD](#) on the ITRenew blog.

About ITRenew

Headquartered in the heart of Silicon Valley, ITRenew supports the onsite data erasure and data center decommissioning needs of some of the most large-scale, data-rich, privacy-obsessed organizations on the planet. Our technology-driven approach streamlines traditional ITAD processes to deliver superior data and asset security, value

recovery and IT sustainability. We have been recognized by Gartner as Visionaries in the [Magic Quadrant for IT Asset Disposition, Worldwide](#) and were named to the 2016 [Inc. 5000](#), finishing among the top 10 percent of all companies ranked in gross revenues. To learn more, visit ITRenew.com.

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