

K-12 EDUCATION / COMPLIANCE OFFSET

How a Pennsylvania K-12 district retired **5,500+ devices.**

Through one documented Compliance Offset engagement.

CLIENT IDENTIFYING DETAILS REDACTED.

CLIENT

Mid-sized PA K-12

Multi-building district

PROGRAM

Compliance Offset

Mixed-fleet retirement

SCOPE

5,500+ devices

Value-recovery + retirement

CLOSED

Sep 2025

Single-month engagement

The story in twenty seconds.

A Compliance Offset engagement, end-to-end. Mixed fleet, one closeout, documented per device.

CLIENT	Pennsylvania K-12 district. Multi-building, mid-sized.
FLEET SIZE	5,500+ devices across three asset groups.
FLEET SHAPE	Staff laptops and student iPads with resale value, plus retired Dell Chromebook 3100s requiring compliant retirement.
PROGRAM	Compliance Offset. Buyout funded the compliance work and produced a net payment.
TIMELINE	Single-month engagement. Closed September 2025.
OUTCOME	Value recovery covered secure retirement of the Chromebook fleet and still produced a generous net buyout payment to the district.
DOCUMENTATION	Per-school reconciliation, serial-level sanitization records, financial closeout delivered.

Three asset groups. One district-wide closeout.

The district came to arcITAD with a problem that is increasingly common in K-12 IT.

Three asset groups had reached end-of-life at the same time. **Dell 7420 2-in-1 staff laptops** with residual resale value across multiple buildings. **Student iPads** with residual resale value. And roughly **4,500 Dell Chromebook 3100s** that had been pulled from classroom rotation for retirement.

Three asset groups. Two economic profiles. One vendor.

The fleets at **intake.**

A working fleet sitting in classrooms and offices. A retired fleet on pallets in storage. All three asset groups required secure handling due to the potential presence of **FERPA-relevant student or district data.**

Staff laptops

Value-recovery

Dell 7420 2-in-1s and other working hardware across multiple buildings

Student iPads

Value-recovery

iPad 7s requiring secure processing and resale

~4,500

Chromebooks

Compliant retirement

Dell 3100s retired through Compliance Offset

Scoped as a Compliance Offset.

The district wanted one vendor and one closeout. The mixed-fleet shape ruled out a single flat fee. **Compliance Offset** was the program that fit.

arcITAD priced the value-recovery devices at intake by model and condition, building by building. Each school was scoped, processed, and settled individually as it moved through the facility. The resulting buyouts covered the cost of taking, sanitizing, documenting, and downstream-recycling the retired Chromebook fleet, while still producing a generous net payout to the district. The Chromebook fleet was retired at no additional disposal cost.

FLEET SHAPE

Mixed end-of-life

PROGRAM

Compliance Offset

DEAL STRUCTURE

Buyout funded compliance and produced a net payment

Sanitized, reconciled, and documented per device.

Chain of custody from dock to facility. Per-device sanitization across all three asset groups.

PHASE 01

Pickup

Pickups coordinated across 7 district buildings. arcITAD handled scheduling, loading, transportation, and chain-of-custody documentation at each stop.



PHASE 02

Intake

Counted and graded by model and condition on arrival at the arcITAD facility.



PHASE 03

Sanitization

NIST SP 800-88-aligned sanitization and verification. Blancco for laptops. Phonecheck-supported processing for applicable tablets and Chromebooks. Per-device record.

One vendor, one document set.

The district avoided running parallel processes for the same outcome. The structure made that possible.

01 **The buyout funded the compliance work and still produced a net payment.**

Resaleable staff laptops and student iPads generated enough value to cover retirement of the Chromebook fleet while still producing a generous net payout to the district. The district did not pay separately for Chromebook pickup or sanitization.

02 **Per-device pricing handled the variance.**

A flat fee would have undervalued the working laptops or overvalued the broken ones. Pricing by model and condition produced a buyout amount the district could verify.

03 **Administrative burden was reduced.**

The district avoided managing separate vendors for resale, recycling, pickup, sanitization, and reporting. arcITAD coordinated the logistics across multiple buildings, handled the loading and transportation, processed each school separately, and delivered one closeout the district could file.

Closeout records maintained and available.

Every Compliance Offset produces a full reconciliation file. The district receives what it needs to file. arcITAD retains the rest.

- | **Financial settlement summary.** Per-school buyouts settled and applied.
- | **Per-school reconciliation.** Counts, categories, and exceptions by building.
- | **Serial-level sanitization records.** Per-device records tied to serial. NIST SP 800-88-aligned.
- | **Exception reporting.** Variance flagged by model and condition.
- | **Downstream disposition records** where applicable. Recycle outcomes documented.

The district received the financial summary at closeout. Full reconciliation and sanitization records were retained by arcITAD and available upon request.

Closed in September. Documented for audit, finance, and internal review.

All three asset groups were sanitized and documented within a single-month engagement. The district avoided leaving retired devices in storage, reduced exposure from unmanaged assets, and preserved documentation for future audit or internal review.

5,500+

Devices sanitized

NIST SP 800-88-aligned across all three asset groups

1 mo.

Single-month engagement

September 2025 close

RECORDS

Per device, tied to serial

OWNERSHIP

Transferred to arcITAD

DELIVERABLE

Audit-ready closeout

Three asset groups. **Two** **economic profiles.**

Compliance Offset works because the math works. Value-recovery devices fund the compliance work on the rest, and the district keeps what's left.

Staff laptops

DELL 7420 2-IN-1S

Generated value recovery. Priced per device by model and condition at intake.

Student iPads

IPAD 7 + WORKING TABLETS

Generated value recovery. Sanitized, processed, and resold downstream.

Retired Chromebooks

~4,500 DELL 3100S

Retired through compliance offset. No additional disposal cost to the district.

NET RESULT

Chromebook retirement covered. District received a generous net buyout payment.

From three asset groups and many vendors to one closeout.

BEFORE ARCITAD	AFTER ARCITAD
Three asset groups at end-of-life, two economic profiles.	One structured engagement.
Value-bearing laptops and iPads separate from retired Chromebooks.	Buyout funded retirement, district still received a generous payout.
Potential need for multiple vendors and procurement processes.	One vendor, one pickup plan, one closeout.
Devices spread across multiple schools, offices, and storage areas.	arcITAD coordinated multi-location pickup, intake, processing, and per-school settlement.
Administrative and compliance burden on district team.	Records maintained by arcITAD, available for audit.

12 / FOR OTHER DISTRICTS

Mixed fleets, one engagement.

Many districts have three categories at once: staff devices with value, student tablets with value, and older Chromebooks or classroom devices that need compliant retirement. A Compliance Offset rolls them into one engagement, and the buyout on the value-recovery devices funds the compliance work on the rest.

THIS MODEL IS IDEAL FOR DISTRICTS WITH

- | Staff laptops or tablets that still hold value.
- | Student Chromebooks ready for retirement.
- | Devices spread across multiple schools.
- | Limited internal time to manage disposal.
- | A need for documented data sanitization and asset reconciliation.

WHY COMPLIANCE OFFSET, NOT A STANDARD BUYBACK

A standard buyback would have addressed only the devices with resale value. A standard recycling engagement would have treated the Chromebook fleet as a cost center. Compliance Offset handled all three asset groups together.

FOR K-12 IT LEADS

Send a rough device list **or model count.**

arcITAD will recommend the right structure: **buyout, Compliance Offset, or secure retirement.**

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INDEPENDENTLY AUDITED MANAGEMENT SYSTEMS

arcITAD is the ITAD division of Go Roostr LLC, an R2v3-certified company.

R2v3 • ISO 9001:2015 • ISO 14001:2015 • ISO 45001:2018

Data sanitization processes aligned with NIST SP 800-88.