

Becoming an ISO Partner with iGo Trade In

Overview

Organisations across the UK and Europe upgrade mobile devices more frequently than ever, driven by security requirements, hybrid working, and regular refresh cycles. As a result, large volumes of smartphones and tablets are left unused following staff changes and device upgrades. These surplus devices hold residual financial value but also introduce data-security, compliance, and ESG risk if not managed correctly.

The iGo Trade In ISO Partner Programme enables partners to turn this existing customer challenge into a **new, recurring revenue stream**, without operational complexity.

The Opportunity for Partners

If your customers use mobile devices, they already represent trade-in volume.

By becoming an ISO Partner, you can: - Help customers recover value from surplus devices - Strengthen customer retention with an added service - Generate commission on every accepted device - Support customers' ESG and sustainability objectives

All while iGo Trade In manages the platform, logistics, pricing, data wiping, and compliance end to end.

How the ISO Model Works

ISO Partners introduce customers and devices to iGo Trade In via a **white-labelled or co-branded trade-in portal**.

- Customers trade in surplus mobiles and tablets
- iGo Trade In handles valuation, logistics, data erasure, resale, and reporting
- ISO Partners earn commission on every accepted device

There is **no requirement to manage inventory, pricing risk, or operational workflows**.

What iGo Trade In Delivers

The fully managed platform includes: - White-label or co-branded trade-in portal - Device pricing and valuation engine - Secure logistics and collections - Certified data wiping for every device - Weekly payments and transparent reconciliation - ESG and environmental impact reporting

The platform is already trusted by major networks and retailers across the UK and Europe, including O2 and Three.

Ideal ISO Partners

The programme is designed for organisations that already serve customers with device estates, including: - Telecoms providers and resellers - Managed Service Providers (MSPs) - IT resellers and VARs - Enterprise mobility specialists - Sustainability and recycling consultancies

Next Steps

To explore becoming an ISO Partner or to see the platform in action:

- **Contact the Partnerships Team:**
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 - **View the iGo Trade In Platform:**
https://www.igotradein.co.uk/?utm_source=Website&utm_medium=White+Paper&utm_campaign=Becoming+an+ISO+Partner+with+iGo+Trade+In&utm_id=iGo+Life
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Executive Summary

As organisations upgrade devices more frequently and manage increasingly mobile workforces, large volumes of smartphones and tablets are left unused after refresh cycles and staff turnover. These surplus devices represent both a challenge and an opportunity: without a structured solution they create data-security, compliance, and ESG risks — but when managed correctly, they unlock meaningful financial and environmental value.

The iGo Trade In ISO Partner Programme enables organisations to transform this latent demand into a new, recurring revenue stream. Through a fully white-labelled or co-branded trade-in platform, ISO partners can offer their customers a simple, compliant way to trade in surplus devices, while iGo Trade In manages the entire operational process end to end.

This paper outlines the opportunity, the ISO model, and how partners can quickly and safely launch a trade-in proposition with iGo Trade In.

The Market Opportunity

Across the UK and Europe, device refresh cycles are shortening while hybrid and remote working models continue to expand. As a result:

- Customers regularly hold surplus mobiles and tablets after upgrades or staff changes
- Devices are often stored, written off, or recycled without value recovery
- Organisations face growing pressure around data security, sustainability, and ESG reporting

For service providers, resellers, MSPs, and telecoms partners, this creates a clear opportunity: customers already have the problem, but lack a simple, trusted solution.

The iGo Trade In platform allows ISO partners to meet this demand while generating commission-based revenue with minimal operational overhead.

What Is an ISO Partner?

An Independent Sales Organisation (ISO) partner works with iGo Trade In to introduce customers and device volumes to the platform via a branded trade-in portal.

ISO partners: - Do not own or operate the platform - Do not manage logistics, pricing, or processing - Focus on customer relationships and commercial growth

iGo Trade In operates the platform, pricing engine, logistics workflows, and compliance processes, allowing partners to monetise trade-in activity without operational risk.

The iGo Trade In Platform

The iGo Trade In platform is a fully managed B2B trade-in solution for mobile phones and tablets. It is available to ISO partners as either:

- **White Label** – Partner-branded portal delivered via a partner-designated sub-domain
- **Co-Branded** – Shared iGo Trade In and partner branding

In both models, the platform is hosted, maintained, and operated exclusively by iGo Trade In.

End-to-End Service Includes:

- Branded trade-in portal
- Device valuation and pricing engine

- Logistics, collections, and insurance
 - Secure data wiping with certification
 - Device grading and resale processing
 - Weekly payments and reconciliation
 - ESG and environmental impact reporting
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Revenue Model for ISO Partners

ISO partners earn commission on every accepted device processed through their branded portal.

Key features of the commercial model include:

- Volume-based commission structure
- Monthly commission calculation
- Weekly payment cycles
- No requirement to hold inventory
- No exposure to market pricing volatility

Commission is calculated on net trade-in revenue after logistics and non-commissionable devices are excluded, ensuring transparency and alignment between parties.

ESG, Compliance, and Risk Management

Trade-in programmes increasingly sit at the intersection of sustainability, data protection, and regulatory compliance.

iGo Trade In ensures:

- Secure data erasure with certification for every device
- Compliance with UK GDPR and environmental legislation
- Waste Transfer Notes and Certificates of Destruction where applicable
- ESG impact reporting provided per consignment

This allows ISO partners to support their customers' ESG objectives without taking on compliance risk.

Ideal ISO Partners

The iGo Trade In ISO Partner Programme is well suited to organisations that already serve customers with device estates, including:

- Telecoms providers and resellers
- Managed Service Providers (MSPs)
- IT resellers and VARs
- Enterprise mobility and device refresh specialists
- Recycling and sustainability consultancies

If your customers manage mobile devices, they already represent potential trade-in volume.

Launching as an ISO Partner

Becoming an ISO partner is designed to be fast and low-friction:

1. Commercial alignment and partner onboarding
2. White-label or co-branded portal configuration
3. Branding approval and sub-domain setup
4. Go-live with full iGo Trade In operational support

Partners can typically launch within weeks, without internal development or system integration.

Conclusion

The demand for secure, compliant device trade-in is already present across most organisations. The iGo Trade In ISO Partner Programme allows partners to meet that demand while creating a new, scalable revenue stream.

By combining trusted customer relationships with iGo Trade In's fully managed platform, ISO partners can unlock financial value, support ESG objectives, and strengthen customer retention — without operational complexity.

Next Steps

To explore becoming an ISO Partner with iGo Trade In, or to request a demo of the platform, please contact the iGo Trade In partnerships team.