



Waste Reduction Management



- 31 years in the waste consulting and brokerage business
- 97.6% of our clients have realized significant savings (ranging from 25-40%)
- Performance Guarantee: Waste Network guarantees a minimum of 10% savings for their clients otherwise there is no service charge
- Implementation of our services requires no change of your hauler, the majority of savings come through modifications of current services

What are the focal points?

- **Waste Network is able to assist companies in reducing waste disposal and recycling costs**

This includes the following:

- Liquid Waste
- Solid Waste
- Universal Waste
- Medical Waste
- Hazardous Waste
- Recycling

- **Key segments that Waste Network focuses on**

- Medical Facilities
- Manufacturing Facilities
- Distribution Companies
- Property Management

How does it work?

- **Until now customers have had to rely on waste haulers to recommend service and equipment**
 - Waste Haulers are in business to maximize service at the highest price
 - Haulers don't benefit from recycling programs
- **Waste Network works exclusively for you**
 - We become a tool of your facilities and environmental departments
 - Our experience shows that companies do not continuously review waste service themselves

What is the process?

- **Waste Audit**
 - Compare usage to contracted equipment
 - Identify mismatch in waste, equipment, and pick-up timing
- **Recycling Efforts Second**
 - Review waste and identify additional recycling available
- **Establish service need and Price Last**
 - Establish best hauler
 - Determine best equipment
 - Evaluate proper landfill / disposal method
- **Renegotiate contract with existing hauler or contract with new preferred hauler**
 - Customer determines which path they would prefer

Results of the process

Facility Waste Profile for each location

- **Identify the following from Waste Network consulting services**
 - Low cost vendor for specific market
 - Right sizing of equipment
 - The correct equipment
 - Correct timing on pick-up of full equipment
 - Additional materials to be recycled
 - Proper Landfill/Disposal method
- **Renegotiate current contract or implement new contract**
 - Waste Network knows the right prices for the given market and services
 - They are incentivized to reduce the cost for the customer

What is included in the WN contract?

- **Waste Network needs to provide savings of at least 10% or we get nothing**
 - We share in 50% the savings identified
 - 36 month contract
- **Waste Network becomes single point of contact for any issues**
 - Deal with service issues
 - Invoice audits
 - Pricing concerns
 - Pricing escalation clauses – WN doesn't allow them
 - Customer service questions
 - Any issues pertaining to hauler
- **Waste Network will consolidate invoicing and customer will receive one invoice directly from Waste Network**

What is needed to start the process?

- **Customer needs to sign Service Agreement**
- **Waste Network needs the most recent 3 to 6 months of waste bills by facility**
- **Waste Network needs the current waste hauling contract by facility**
- **Waste Network personnel need access to facility leadership for waste audit purposes**
 - Identify current usage requirements
 - Identify current recycling programs
- **All key inputs to develop Facility Waste Profile**

Waste Network Fee Structure

- “Benefits Received” fee structure
- Fees are only collected after client receives a direct refund or when the waste costs are reduced
- Our fee is to share the actual dollar savings
 - 50/50 split with customer
- **NO Savings, NO Fee**



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