

# What Makes BIDPOINT Different

## Experience and Dedication

1. **2 Decades** of Combined Partner Experience in the Waste Industry
  - a. Experienced in what works
  - b. Collected National pricing data
  - c. Developed cutting edge technology that brings reliability to your waste services
2. **Building Relationships** – Committed to building relationships coast to coast
  - a. **Client Relations** – Using detailed audits, site reviews and assessments, we understand what drives your waste and formulate strategies for reduction. We work with you to implement the right strategy to achieve your specific goals, reducing both volume and cost.
  - b. **Vendor Relations** – Having constant contact with 100's of vendors Nationwide, we've cultivated relationships that share methods and techniques on how to collaborate to better meet the needs of our clients
3. **Economy of Scale** – BIDPOINT'S WASTE PARTNERS are the portfolio when it comes to our haulers. Your business is an addition to that portfolio. This gives you the benefit of our size and relationships, which ultimately lowers your cost. Leveraging industry knowledge and expertise gives us the ability to implement the right strategy to reduce your overall waste cost.

## Overview of Our Company

BIDPOINT'S WASTE PARTNERS are client advocates for fair treatment and pricing for waste and recycling services. As a client advocate, our job is to **ensure you are Not Being Overcharged**. It's been our experience that over 95% of the companies we talk with are being Overcharged and for no reason.

We also provide a customer service platform in addition to the savings. We have found that customer service in the waste industry is absent and I am positive we do a better job. In fact, this is where our motto originated – "90% of our clients engage us for the savings but 100% stay for the service." It is important to note that our customer service platform is for your convenience and that **our income only comes from the savings we generate**.

## An Example of How We Work

Let's say I went around the back of your building and into the dumpster and I found a \$100 bill. If I offered you that \$100 bill, which I found, in exchange for a \$50 bill would you except it? Remember, this didn't cost you \$50 in fact, you just made \$50. That money we found is being lost each month and we can help you recover it.

First, we dive into your waste invoices looking to find that money for each location. We do this by negotiating new service agreements, based on our "Economy of Scale", so you receive that money for years to come. This is a win-win for our clients because we are a shared savings model and literally sit on the same side of the table as our clients. **Remember our income only comes from the savings we generate**.

Lastly, by using our customer service platform you receive the advantage of one centralized service team. In fact, our clients have reported that their employees are realizing a 90% reduction in their time spent on waste and recycling issues.

## What This Means to You

You're hiring a team of experts, which **cost you nothing**, working on your behalf to drive efficiency and savings. We are so confident in our abilities that **we guarantee** you savings.