Sales Process: Flow Chart

Sales Rep presents the waste and recycling offering to prospect. As soon as prospect agrees to the offering, then sales rep will email the following:

1. Client set-up data sheet
2. Copy of waste invoice for each location (minimum $400 per)

➡

Sales Rep acknowledges **customer** is aware they will receive a WasteTech Agreement and will review, sign and return agreement via DocuSign.

➡

Customer signs WasteTech agreement and then forwards a spreadsheet containing location information such as: Site #, Address, Phone, Site manager email and phone.

➡

Customer receives a copy of a fully executed agreement.

As soon as WasteTech receives all required documents from Sales Rep and Client, WasteTech will conduct analysis of current service(s). WasteTech will begin the bid process with multiple waste haulers for each eligible client location.

➡

Upon the completion of the bid process and execution of new waste hauler agreements, a client savings summary (CSS) will be presented to client

➡

Once each site has a new contract in place, WasteTech billing will begin on the effective date. Invoices are sent electronically prior to the start of each month.

Waste Hauler will be required to meet service standards, competitive rates and insurance requirements to be awarded business.

➡

Any locations locked into a contract with waste hauler will be flagged and scheduled for cancellations of renewal. When these locations become eligible to bid on, savings will be recognized, added to CSS and billing initiated.

<u>**Customer Service**</u>

<u>**Every day**</u>, client locations are being monitored, within a database, designed to monitor their service schedule, allowing us to be your all-around-trash support team on behalf of all their waste and recycle haulers.

⬅ ➡

<u>**Each month**</u>, client locations are being audited to their waste hauler agreement; getting all necessary credits and making sure each location has adequate service, right sized to each site's specific needs.