



WATERSTONE

Waste and Recycling Program Offering

Waterstone is a consulting business specializing in reducing waste and recycling cost. We provide nationwide coverage for companies with a single location to companies that have multiple locations in multiple states. We provide savings to our clients in two ways:

1. Direct impact to cost paid monthly to waste hauler (i.e. Waste Management, Republic Services, etc.)
2. Single-source customer support program: clients have reported a reduction in the employee time and frustrations associated with waste and recycling issues.

Due to our national footprint and the strength of our waste hauler relationships, we have achieved an average savings of 30%.

In addition to the monthly savings, our Customer Support Program offers the following:

1. **Contract management** – Contract procurement; monthly invoice auditing; terms/renewal management with renegotiation prior to expiration
2. **Streamlined waste services** – Location guide on what to do and who to contact in any situation
3. **Improved service response** – Dedicated team of experts for all service issues and requests
4. **Billing and administration** – Fast and accurate billing with full disclosure and reporting of detailed price reduction
5. **Service optimization** – Right-sizing so you pay for what you need; cut out overage fees and phantom trash cost
6. **Employee optimization** – Reduce employee work load by up to 90% - *where time is money*

Waterstone Guarantee: (Included in our agreement)

- A. If Waterstone is unable to achieve a cumulative 10% client savings from current recycling cost, then client is not obligated to proceed and our contract shall expire. Locations excluded from our offer include franchise markets and locations serviced by cities or Municipality (included in utility invoice).
- B. Waterstone Guarantee is offered with like kind services based off the most recent waste and recycling invoices from the date of our contract.
- C. Waterstone Guarantees the client **will not be** out of compliance or in any conflict with any current agreement for current service with other vendors through our efforts or process. (*95% of the time we are able to keep the same vendor*)
- D. There are NO fees – Waterstone is paid 50% of the amount saved
- E. No budget review, capital outlay or funding required

This is a 100% contingency based program.