

# Waste and Recycling Cost Optimization Services

Waste costs often rise beyond reasonable annual price increases. SIB works in regulated markets to explore efficiencies to reduce costs.

## Are you wasting money on waste removal?

According to [Macrotrends](#), waste management operating expenses have seen a notable increase of 7.21% nationwide since 2022. This rise can be attributed to several factors:

- › Vendors routinely add extra charges and fees.
- › Increasing fuel prices.
- › The acquisition of local waste removal providers by the leading four waste haulers.

## SIB Can Help

We optimize waste hauling expenses for our clients and ensure that bills are correct month after month. We save our clients time and money—with no out-of-pocket expense. Right size services, streamline equipment and service coordination, and get the support you need for sustainability reporting. You save money without changing vendors, operations, or service levels. There are no upfront fees for our services. We get paid when you save money.

- › 9.6% of the time, we find invoices that are misaligned between what's charged and what's in the contract.
- › 54,000 properties served in every state in the U.S. and across Canada.
- › \$250 million savings achieved life to date.
- › \$176.36 – the average amount of errors per invoice identified, caught, and corrected.

# 30%

## Average Savings

### Clients that Benefit from Our Waste Management Services

- Multi-Family Residences
- Commercial Office Parks
- Multi-Site Franchisee-Owned
- Multi-Site Senior Living Facilities
- Manufacturing Companies
- Multi-site Hotel Operators
- Casinos outside of Las Vegas

### Waste Streams

- Municipal Solid Waste
- Recycling
- Medical Waste
- Shredding
- Restaurant Grease Traps

### Our Solutions

- Service level optimization
- Contract negotiations
- Waste bill audit and rate optimization
- Waste bill management and bill pay
- Data analysis and sustainability reports for ESG

## Case Examples

### > Owner/Operator of a Multifamily Real Estate Portfolio

- \$3 million gross savings achieved life-to-date.
- 127 properties enrolled.
- Reduced costs by 27%

### > Mid-Size Restaurant Chain Operators

- \$1.3 million gross savings achieved life-to-date.
- 24 properties enrolled.
- Reduced costs by 38%.

### > \$17 Billion Portfolio Serving 300+ Properties

- 15 million gross savings achieved life-to-date.
- 335 properties enrolled.
- 35,000 invoices audited.
- \$850,000 in vendor billing errors identified and corrected.

## Our Process



### Collect Data

- Collect invoices and existing vendor contracts.



### Analyze

- Analyze all invoices and service levels.
- Benchmark transactions, volumes, and costs.
- Verify all services onsite.



### Review & Negotiate

- Summary report with all observations.
- Expected savings range.
- Next steps – what to do and when, by whom.



### Implement

- Confirm new pricing structure/discounts.
- Execute new hauler contracts.
- Implement needed service level or hauler changes.



### Validate

- Monitor vendor invoices for billing accuracy.
- Reporting to monitor and mitigate overages and contamination charges.
- Continuously seek additional savings opportunities.

## A Sample of Our Clients

