



Strategic Partnerships and Mindful Procurement

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All Waste is Local

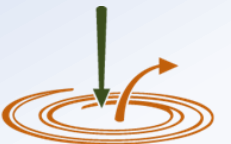


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All Services Have a Cost

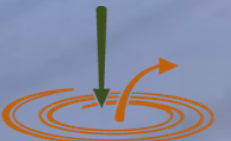
Remove the
“Us Versus
Them”
Mentality



Wisely Choose Procurement Tools and Approach



Define Realistic & Transparent Contract Terms



Examples of Disconnects

Collection

- Service Costs
- Missed Collection
- Asset Management
- Vehicles



MRF's

- Contamination
- Commodity Values
- Processing Costs

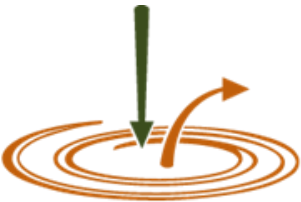


Anticipate
Unforeseen
Obstacles

Know, Manage and Enforce the Contract



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