

# Hand-picked Security: Identifying security service providers for a \$9B Waste Management company

Achieving 22% savings by selecting and negotiating the implementation of national security services across 70 locations



It is the one of the largest waste management company who provide services like non-hazardous solid waste collection, transfer, disposal, recycling, and energy services in the United States. It operated in 40 states and has around 200+ transfer stations, 100+ active landfills, around 90+ recycling centers, recovery and disposal facilities, and many salt water disposal wells. It also operates landfill gas and renewable energy projects and has post-closure responsibility for closed landfills

## The Objective

- To implement single security services provider across 70 locations in US and to obtain a “National Account” status to manage issues related to strike management and disaster recovery

## The Approach:

- National supplier identification
- Individual requirement gathering from each of the 70 locations
- Supplier market intelligence & qualification through RFP
- Multiple round of RFP's
- Supplier evaluation through one-to-one meetings
- Competitive bidding

### COMPANY:

**Leading Waste management company**

### INDUSTRY:

**Hospitality**

### TURNOVER:

**\$50 Million**

## The Key Benefits:

- 5 new national service providers introduced
- 22% savings (\$1.8M from incumbent service provider)
- Over-time and holiday rate reduced by 25%
- Obtained National Account Manager to manage transition process and account special needs