

# Case Study

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## Case Study: National Real Estate Investment Trust

**CLIENT:** This Case Study represents Blue Planet's efforts in meeting our CLIENT'S needs, and our successes in launching and managing this National Real Estate Investment Trust (REIT), with over 218 Class A properties in Seven (7) states, representing more than 19.6 million SF and \$4.6 billion in assets.

**SUMMARY:** Blue Planet, competing against Waste Management (the incumbent), Progressive Waste, Allied Waste, Republic Services, and two (2) other 'broker style agencies', was invited to present a proposal to CLIENT, aimed at consolidating portfolio-wide solid waste and recycling services and invoicing, decreasing solid waste volumes through increasing recycling, improving efficiencies, and increasing current diversion rates, while consolidating services under a portfolio-wide agreement. **Blue Planet won the agreement based, first on service capabilities, and second on price.**

**SAVINGS:** Blue Planet was able to create over **\$320,688 in annual savings\*** (\$26,725 monthly) for CLIENT. These initial savings were achieved through Blue Planet's strategic procurement process without any changes or reductions in services or equipment. Blue Planet continues to seek-out additional savings for CLIENT, through our Waste Optimization Program, and increased recycling.

**ELIMINATION OF FEES & SURCHARGES:** The incumbent service provider was adding the following fees and surcharges, including but not limited to: Fuel / Energy Surcharges, Environmental Fees, Administrative Fees, Material Recovery Fees, Container Service Charges, and Inactivity Fees. The elimination of these fees alone represented 32% of the initial savings created through the Blue Planet's strategic procurement process (an averaging monthly savings of \$8,550 alone).

**CONSOLIDATED INVOICING:** The CLIENT'S accounting personnel were spending an average of 16 to 32 hours a month reconciling the monthly invoice. Blue Planet was able to meet with the CLIENT's accounting department to learn their unique and specific needs, and create a custom spreadsheet to support the monthly invoice. This flexibility and attention to our CLIENT'S needs, allowed Blue Planet to reduce the CLIENT'S number of hours spent on reconciling their trash and recycling services, and saved the CLIENT an additional \$18,000 in annual labor / operating costs. Not to mention the ability to dedicate more time to other accounting matters, and increased productivity.

**PORTFOLIO-WIDE PROGRAM:** The CLIENT had engaged a national hauling company (Waste Management) as a solution to managing their solid waste and recycling throughout their portfolio. This solution, however, only presented countless obstacles, including inconsistent billing practices, errors and omissions, poor service and overall CLIENT dissatisfaction. Blue Planet engaged certified, locally owned and operated service providers, and within the first 30 days, demonstrate a significant increase in service capabilities, response time to service requests, and an over whelming increase in CLIENT satisfaction.

**INCREASED RECYCLING :** The CLIENT was faced with either dealing with multiple service providers, or the inflated pricing offered by the incumbent service provider, for alternate recycling services, including Battery, Ballast, E-Waste, Toner & Printer Cartridges, Fluorescent lights, construction waste, and other special recycling needs. Again, Blue Planet, through its extensive network of certified service providers, offered all these recycling services to the CLIENT, thought the best possible providers within each market area, while offering the CLIENT a single point of contact, consolidated invoicing, and competitive pricing.

**REPORTING:** The CLIENT was seeking quarterly diversion reports, however, the incumbent service provider could only offer generic metrics and reports, based simply on container size times frequency. This formula did not represent realistic data and had a very large margin of error. Blue Planet was able to deploy its field services team on a weekly basis to gather and report on specific waste stream composition and volumes, and offer reliable, accurate waste stream metrics and reports as well as LEED compliant waste audit reports.

\*Note: Savings were based upon the actual CLIENT'S monthly Waste Management invoice (\$74,224), compared to the proposed Blue Planet pricing (\$47,500.00) for equal and similar services across the whole portfolio.

### Client Metrics

Client Properties: **218**  
Client States: **7**  
Client Total SF: **19.4** million  
Client Assets: **\$4.6** billion

#### Metrics WITHOUT Blue Planet:

Total Waste Steam: **5,072** cyds  
Total Trash: **3,903** cyds  
Total Recycling: **1,169** cyds  
Monthly Spend: **\$77,225**

Blue Planet Environmental, LLC, (BPE), a US Veteran Owned Small Business (VOSB), is a completely independent and objective, International Environmental Consulting and Management firm which, in conjunction with all our sustainable programs, specializes in creating custom solutions for Sustainable and Comprehensive Integrated Solid Waste Management Programs throughout North America. Founded in 2009, the BPE team has an extensive amount of experience and expertise with environmentally responsible consulting and management of sustainable and successful programs. The key to our success has been our ability to maintain a completely independent and objective position throughout all of our processes, to see opportunities others may overlook, and to utilize our experience and expertise to fully understand the unique needs of each client and individual location.

Delivering successful economic solutions for sustainable environmental compliance.

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### Client Metrics

#### Metrics WITH Blue Planet:

Total Waste Steam: **4,867** cyds  
Total Trash: **1,850** cyds  
Total Recycling: **3,017** cyds  
Monthly Spend: **\$47,500**  
Monthly Savings: **\$26,725**