



Case study - Sourcing of Waste Management Services

Comprehensive market testing of waste services enables delivery of 20% saving through improved rebates and reduced collection and disposal rates

Category

The Waste Management Services category included the national provision of waste collection services across 8 food manufacturing and distribution sites.

This included collection of multiple streams including general commercial, food, bread, card and plastic waste.

Context

The existing contract for waste services, which was with a sole supplier, had been extended on current terms. The incumbent supplier had been delivering the service for many years and understood the business well.

The contract had not been actively managed and there was a lack of understanding of the pricing and service offered by the incumbent.

Approach and Results

- An RFI was conducted to collate all relevant pricing, service level, volume and contractual information
- An RFQ process was completed with national and regional suppliers to understand the potential options for delivering the service
- RFQ highlighted a significant departure from current market rates, particularly for food waste and rebate generating waste streams such as bread, card and plastic waste
- Negotiation with incumbent using market rates as the benchmark, delivered a 20% saving against current rates whilst maintaining service continuity



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Identifying savings | Delivering savings | Maintaining savings

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