

Buying a waste management contract

Supplier qualities

What to look for in companies

SIMPLICITY

- Sole supplier
- Strong communications
- Market expertise
- Innovative technology

SUSTAINABILITY

- Shared values and culture
- Transparent targets
- Measurable social value
- Partnerships and endorsements

DATA

- Precision data collection
- Best in class systems
- Tailored business intelligence
- Quality and security

AGILITY

- Geographical coverage
- Flexible capacity
- Supply chain expertise

IMPROVEMENT

- Intuitive reporting
- Data-driven learning
- Iterative implementation
- Continuity of management

Timeline

How long does it take?

WEEK 1-4

- Review existing supplier performance.
- Budget/stakeholder approval.
- Draft contract criteria.

WEEK 9-16

- Issue RFP inc. site visits dates.
- Review RFP responses.
- Shortlist suppliers.

WEEK 20

- Agree contract and mobilise services.

WEEK 5-8

- Meet potential suppliers.
- Approve tender specification.

WEEK 17-19

- Supplier presentations.
- Negotiate with suppliers.
- Nominate preferred supplier.
- Review contract.

Site audit

What to expect from the audit process

Making time for effective operational audits will allow your suppliers to identify opportunity and drive value into your tender process.

SCALE	✓	Site size, workforce, structure, and resources.
DATA	✓	Waste volumes, types and frequency.
EFFICIENCY	✓	Optimise site labour and movement of waste.
CAPACITY	✓	Identify opportunities for on-site processing.
QUALITY	✓	Optimise value of waste outputs.
VALUE	✓	Model waste streams and technology.
WORKFLOW	✓	Create opportunities for rebate.