



**MONARCH PARTNERSHIP**

*Utilities simplified*

**THE MONARCH PARTNERSHIP**

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# WASTE REFUSE DISPOSAL MANAGEMENT



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# HOW CAN YOU CUT THE COSTS OF YOUR WASTE DISPOSAL?

THE UK GENERATED **200M TONNES** OF WASTE IN 2012.

ONE TONNE IS ABOUT THE WEIGHT OF A SMALL CAR.

WE PRODUCE AND **USE TWENTY TIMES MORE PLASTIC** TODAY THAN WE DID 50 YEARS AGO.

**A**ll businesses generate substantial volumes of waste in the UK, which has a considerable impact on their profits, site operations and the environment.

We at Monarch thoroughly analyse all steps of your waste management process and the related costs. Our objective is to identify solutions to improve the management of waste removal, whilst securing the most competitive prices from contractors and suppliers throughout the process.

# COSTS PAID FOR WASTE DISPOSAL OUT OF CONTROL?

We propose a free audit of your waste disposal costs to ensure that the current operation of removing waste from site is the most advantageous, both in terms of cost and to ensure that your landfill taxes are kept to a minimum. This audit is likely to involve a site survey which will be undertaken at no charge. Our report may identify some cost savings or even refunds, and possibly some interesting ideas to improve the operation of removing waste from site.

We make sure the price of your waste removal is competitive and that no overcharges incur on your invoices.

## THE AUDIT SERVICE

The audit service with an accompanying report of findings includes the following:

- Current status of your waste disposal operation
- Audit and validation of waste collection invoices
- Identifying areas for cost reduction
- Solutions to improve waste disposal management
- Site surveys as and when needed
- Negotiation of potential refunds available from your waste carrier
- Negotiation of better deals with suppliers and contractors
- Improving compliance monitoring
- Help with landfill tax increases
- Reviewing how waste minimisation is progressing

## WASTE LESS, DO MORE

Businesses feel pressure to be increasingly compliant, whether their waste is general, clinical, or confidential. At Monarch we do not believe that these pressures necessarily imply continued cost increases for the management and removal of waste from your site(s). Quite the contrary, we look to identify savings in the process.

Businesses can reduce their waste even further by looking at their processes and identifying ways to avoid waste altogether. Good waste management practices can cut disposal costs and your “green image” attracts new customers.

### Value to you and your organisation:

- Improved customer service from your waste carrier
- Assistance for your facilities team to streamline the waste management process
- Compliant monitoring
- Time saved for core business activities
- Minimisation or complete removal of overcharges
- Reduction of ‘waste to landfill’ ratio

# PROPOSAL

## All we need from you to accept our proposal:

- A recent copy of an invoice for waste disposal
- A Letter of Authority on your organisation's letterhead

We ensure that all work undertaken is carried out with the same high quality standards and, for existing customers, under the same terms as our existing Monarch Consultancy Agreement for energy and water cost management and procurement.

"The whole process of transitioning from one supplier to another was made seamlessly by the help of Monarch in association with ESS. The improved service and financial savings have been substantial. The whole process has been professionally handled throughout the transition".

**John O'Dwyer**  
(McDonald's Franchisee)

## TESTIMONIAL FROM OUR WASTE MANAGEMENT PARTNER

"Rodborough School has worked with Monarch in association with ESS Utility Consultants for a number of years and has identified savings for our gas, electricity and waste collection. Most recently Monarch and ESS negotiated a new two year contract with a waste management company, which has resulted in a net saving of approximately 35% on our previous contract. The team is professional to work with and extremely knowledgeable about the utility industry."

**Rodborough School**



# CONTRACT RENEWAL APPROACHING?

A waste management contract can be a complicated document — one that can have huge financial ramifications for your organisation.

## LENGTH OF CONTRACT RENEWAL

The contract that covers your disposal of waste can span years.

If you allow your contract to automatically renew, you're not just agreeing to a waste pickup for a couple of months. You could be locking your site/office into a legally binding multi-year contract.

If you don't know your renewal date policy and everything that your contract covers, you could end up wasting a lot of time, money, and effort. If you're confused by the contractual wording or have questions about the policies, we at Monarch can certainly help.

The best way to ensure that you don't get accidentally stuck in a lengthy contract is to know exactly how to get out. The policies and contractual wording will vary for different waste disposal companies, but typically you have a certain limited window of time to cancel.

For example, say you can't cancel any sooner than six months from your renewal date, but you must give sixty days notice before that renewal date in order to cancel.

In reality, you only have four months - no sooner than six months, but no later than two months from that renewal date.

It might actually be cheaper for you to buy out of your contract and start up with a different company within the waste disposal industry.



## CONSIDER A SERVICE AGREEMENT FOR WASTE MANAGEMENT

Whether single or multi-site, solid, liquid, organic waste or other waste management requirements, Monarch has the experience to minimise your costs and ensure you get the contract that best suits your organisation's needs.

Our approach is straightforward and transparent: we strive to achieve the lowest cost. In the third quarter of 2016, the average net savings to our clients was 10.37%.

### Testimonial

"I have been absolutely delighted with the service provided for the school by Monarch in association with ESS Utility Consultants with regards to the negotiations and ultimate reduction in cost for our waste refuse contract. By being proactive, they brought the matter to our attention in the first instance and then proceeded to market test and negotiate with potential suppliers, ensuring that we got best value for money."

**Dover College**

